European Commission

EU olive oil farms report

Based on FADN data

Agriculture and Rural Development

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Printed in Belgium

EUROPEAN COMMISSION
DIRECTORATE-GENERAL FOR AGRICULTURE AND RURAL DEVELOPMENT

Directorate L. Economic analysis, perspectives and evaluations
L.3. Microeconomic analysis of EU agricultural holdings

Brussels, February 2012.
Unit L3 D(2012)

OLIVE OIL FARMS REPORT

Executive summary

This report analyses trends regarding farms specialised in olive oil production[1] over the period 2000-2010. It analyses structures, costs of production, margins and income indicators. The objective is to identify the characteristics of farms in economic difficulty and those in a better situation. The main source for this report is the Farm Accountancy Data Network (FADN) database, complemented by Eurostat data and information obtained from national authorities. It covers the three main producers: Spain, Italy and Greece.

The specialised farms used for the analysis represent 53% of the total EU-27 olive grove area and 73% of the total olive oil production. In Spain, farms with very large areas of olive groves may not be well represented because they are often not specialised enough in olive production (i.e. where it represents less than half of their total output). On the other hand, small to medium-size farms are slightly over-represented. The farms are classified according to the type of product they deliver: olives for oil, olive oil, or a mix of both. According to FADN data, in Spain there are mainly olive producers, in Greece, olive oil producers and in Italy, both and as well mixed producers.

Olive oil farms in Spain are on average bigger and have a higher labour productivity than elsewhere. They produce olives processed by other operators. In Italy, some producers grow olives for oil, some process their own olive oil, and others do both. Prices for olives and oil are on average significantly higher in Italy than elsewhere. Costs are higher too, but to a lesser extent. In Greece, family labour is a major input, and farms are very small. A high proportion of producers are on family farms with a relatively low degree of professionalisation.

Labour is the most important cost for these farms. Imputed costs for family labour represents 43% to 57% of total costs, and wages 10% to 17%. Specific costs and depreciation are also significant.

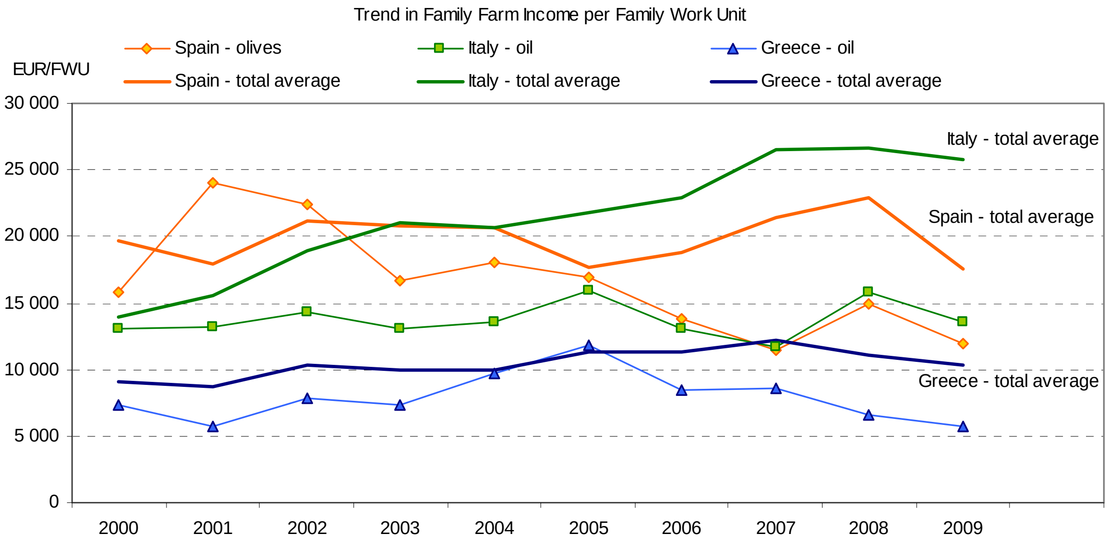
Olive oil farms in Spain suffered on average unfavourable trends in margins and income indicators over the period studied, with income falling by about a third in nominal terms. This was because labour productivity was unchanged, as was farm size, while prices and direct payments fell.

[1] Farms specialised in olive oil production cover producers of olives for oil, olive oil and mixed producers of both olives for oil and olive oil.

Italian producers of olive oil were the most successful among all types of olive oil producers in the Member States studied: margins increased and income stayed relatively stable over the period 2000-2009. The main drivers were significant price rises, and limited increases in total costs per tonne. However, Italian producers of olives and mixed producers experienced trends similar to those affecting Spanish olive producers.

In Greece, olive oil farms showed a significant increase in margins and income indicators from 2000 to 2005, and a decrease from 2005 to 2009. These developments were driven by trends in prices, labour productivity and cost per tonne.

In the three Member States, the trend in olive oil farm incomes has been worse than the national average (see graph below) over the period 2000-2009.[2] Compared to other types of farming, the trend was the worst, or second worst.



Source: EU FADN DG AGRI.

The average situation and trends can be very different at regional level: in most regions, income has been decreasing drastically, but *Extremadura (Spain)* and *Sicily (Italy)*, were the exceptions, showing a positive trend over the period studied.

Finally, there are wide discrepancies among farms at individual level. Over the period 2006-2009, a quarter of farms in Spain earned less than 5 000 EUR per family work unit (FWU), with 30 % in Italy and 37 % in Greece. On the other hand, 11 % of Spanish olive oil farms earned more than 30 000 EUR/FWU, with 10 % in Italy and 3 % in Greece. High income is linked to large olive groves, a low share of family labour in total labour, higher direct payments and above all, high labour productivity (quantity of olives or of oil produced by the farm and divided by work units). In Italy, it is also related to better yields and in Greece to better yields and higher prices. Low income is linked to the opposite characteristics: small size, high share of family labour, lower direct payments and low labour productivity. Such farms may have off-farm activities complementing their low agricultural income.

Overall, the economic situation of olive oil farms has deteriorated significantly over the period studied.

[2] We compared the difference between the four-year average 2000-2003 and the four-year average 2006-2009.

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Box 1: The Farm Accountancy Data Network (FADN)

The **FADN**[3] is a European system of sample surveys that take place each year and collect structural and accountancy data relating to farms. The aim is to monitor the income and business activities of agricultural holdings and to evaluate the impacts of the Common Agricultural Policy (CAP).

The FADN survey covers only farms exceeding a minimum economic size (threshold) so as to cover the most relevant segment of activity in each EU Member State, i.e. at least 90 % of the Standard Gross Margin and 90 % of Utilised Agricultural Area covered in the Farm Structure Survey (FSS, Eurostat). For 2007, the sample consists of approximately 78 000 holdings in the EU-27, representing 5.4 million farms (39 %) out of a total of some 14 million farms included in the FSS.

The survey is intended to provide representative data in three dimensions: by region, economic size and type of farming. The FADN is the only harmonised source of micro-economic data, and accounting principles are the same in all EU Member States.

The FADN data used in this report are for the 2009 accounting year, given the time needed to collect, check and correct data from all EU Member States.

[3] For more information on FADN: http://ec.europa.eu/agriculture/rica/index.cfm .

1. INTRODUCTION

The aim of this report is to analyse trends in cost, margin and farm income over the last 10 years and to identify the characteristics of farms in economic difficulty and those in a better situation. The main source is the Farm Accountancy Data Network database (see Box 1), complemented where necessary by Eurostat data and information obtained from national authorities. It covers the three main EU producers (Spain, Italy, and Greece)[4] and the period 2000-2010.[5]

Chapter 1 gives an overview of olive oil farms. The report then goes into more depth on Spain, Italy and Greece. Chapter 6 draws general conclusions. The report highlights the main results. Detailed results by Member State, type of producer, region and income group are given in the annexes. The method is summarised in Box 2.

Box 2: Introduction to the method

The FADN database contains information about output and subsidies per product, but as far as costs are concerned, it only provides information on farms as a whole. Hence, the direct contribution of each enterprise to farm income is not available, so production costs by product have to be estimated. The EU FADN unit has built several models to estimate costs and margins for arable crops, milk and beef, and permanent crops. These models allocate farm costs to a particular product using different ratios. Annex 1 gives details of the model for estimating production costs for olive oil used in this analysis.

To get reliable results representative of olive oil production, the report focuses on **specialised farms** (with at least half of their output coming from olive oil, see Annex 1). These farms still represent 53% of the total EU-27 olive grove area and 73% of total olive oil production[6]. In Spain, very big farms[7] may not be well represented in the specialised farms because these farms are not always specialised enough. On the other hand, small to medium-size farms[8] are slightly over-represented. Therefore the results presented might not represent well what happened in very large farms producing olive oil among other products.

Annex 2 and Annex 3 define the indicators of margin (gross margin, net margin, and net economic margin) and income used in this analysis: Farm Net Value Added (FNVA), Family Farm Income (FFI) and Remuneration of Family Labour (RFL).

Imputed costs for unpaid family factors have been estimated (family labour costs and own capital costs). The aim is to enable comparison of farms with different structures in terms of labour (share of family and paid labour), land (rented/owned) and capital. The methodology for estimating these costs is explained in Annex 4.

The yield, costs and margins for 2010 are estimated on the basis of 2009 data and price indices for olive oil and main inputs. It is assumed that structures and olive oil production remain unchanged (see Annex 5).

It was unfortunately not possible to study farms by production techniques (irrigated or not, mechanised or not). However, farms were classified according to their income level, so as to identify and characterise farms with higher incomes and those with lower incomes.

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4 There are indeed not enough FADN sample farms in other countries to produce representative results. Moreover, they do not represent a significant share of the olive oil market.

5 For income and structures indicators, it covers the period 2000-2009, which were the latest data available at the time of drafting this analysis. For the costs and margins, it was possible to complement with an estimate of 2010. .

6 Source: FADN 2007 and Eurostat data (Farm Structures Survey 2007 and Production survey).

7 Farms above 250 ESU (Economic Size Unit). One ESU represents EUR 1200 of Standard Gross Margin.

8 Farms between 4 and 16 ESU.

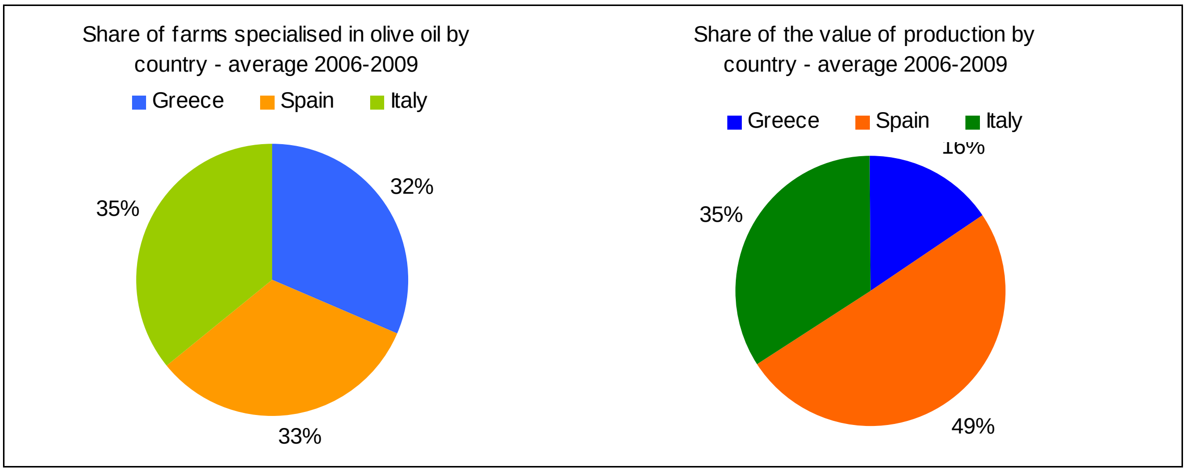
Figures and trends are expressed in nominal terms.

2. Overview

This chapter report average results for Spain, Italy and Greece for the period 2006-2009 (latest data available at the time of writing).

In terms of number of farms specialised in the olive oil activity, the three main producers have approximately the same share of farms. Spain, however, produces 49% of the total by value, followed by Italy with 35 % and Greece with 16 % (Figure 1).

Figure 1: Olive oil farms and production value by country



Source: EU FADN DG AGRI.

There are three types of olive oil farm, classified according to the type of product they deliver: olives for oil, olive oil, or a mix of both. The type of farm depends on the way the olive oil production is organised in the country and/or region. According to FADN data, in Spain there are mainly olive producers, in Greece mainly olive oil producers and in Italy, there are both and as well mixed producers.

Farms are on average bigger in Spain, with 12 ha of olive groves, against 3 ha in Greece and 3 to 5 ha in Italy (Table 1). The yield is better in Italy, but the apparent labour productivity is higher in Spain. In Greece, where farms are very small, family labour input is very high (92 %). Small family farms with a relatively low degree of commercial and professional training dominate.

Prices for olives and oil are on average significantly higher in Italy. Costs are also higher, but the higher price on average more than compensates for costs, so that margins are in general higher. Only the net economic margin of Italian producers of olives for oil is lower, due to their very high family labour costs.

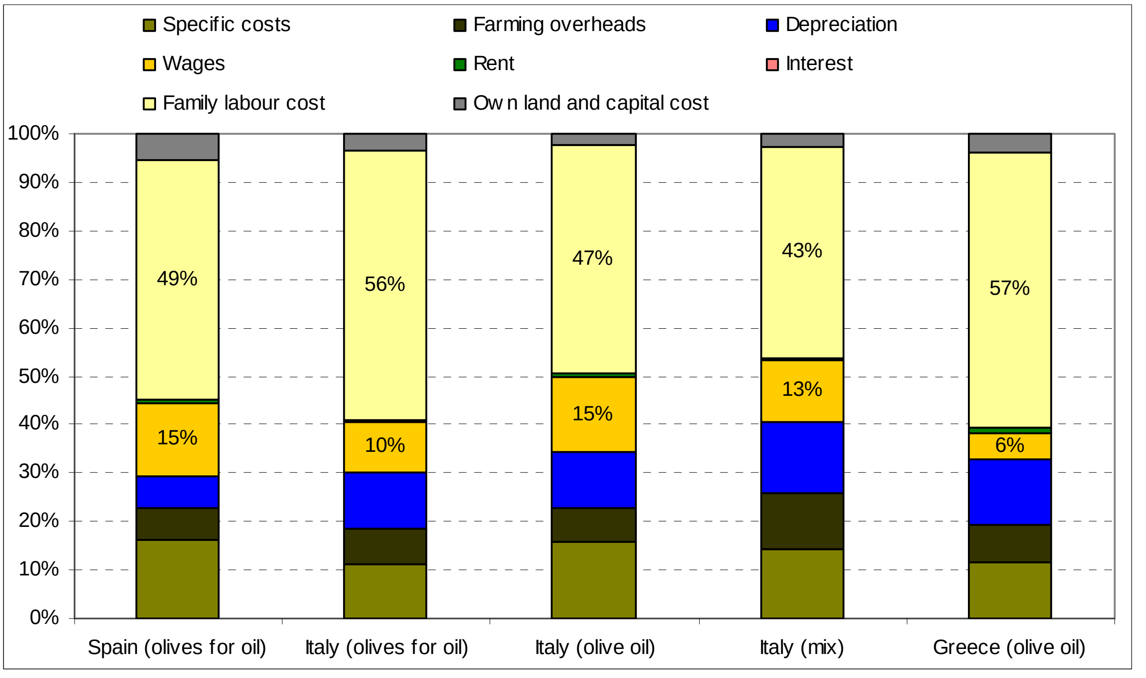
Family labour costs are a major cost item. They represent 43 % to 57 % of the total cost, depending on the Member State and the type of producer (Figure 2). Wages account for 10 to 17 %, specific costs (10 to 16 %) and depreciation (6 to 17 %).

Table 1: EU olive oil farms, average 2006-2009

Olive oil activity	Olives for oil		Olive oil		Mixed
	Spain	Italy	Italy	Greece	Italy
STRUCTURE					
Sample farms	348	85	569	375	144
Farms represented	108 018	14 436	88 842	107 730	19 071
Specialisation rate	92	76	84	79	82
Utilised agricultural area - ha	16	8	7	4	7
Olive groves area - ha	12	3	4	3	5
Total labour - AWU	1.47	0.90	0.97	1.06	0.82
Family labour input - FWU	1.13	0.75	0.71	0.98	0.64
% family labour	*77%*	*83%*	*73%*	*92%*	*78%*
Yield olives for oil - t/ha	3.3	5.0	-	-	4.5
Yield olive oil - t/ha	-	-	0.92	0.72	0.75
Production olives for oil - t	40.5	17.0	-	-	16.8
Production olive oil - t	-	-	3.32	2.41	0.91
Olives produced by AWU - t/AWU	27.6	18.9	-	-	20.5
Olive oil produced by AWU - t/AWU	-	-	3.42	2.27	1.11
Olives produced by FWU - t/FWU	35.8	22.7	-	-	26.2
Olive oil produced by FWU - t/FWU	-	-	4.68	2.46	1.42
PRICES					
Price olives for oil - €/t	520	637	-	-	397
Price olive oil - €/t	-	-	4 283	2 828	4 437
PRODUCTION COSTS - €/t	EUR/t of olives		EUR/t of olive oil		EUR/t of olives
Specific costs	102	90	815	515	110
Fertilisers	31	32	175	207	29
Crop protection	32	15	83	83	18
Fuel	25	37	194	131	36
Water	12	2	10	46	4
Other specific cost	2	4	354	47	23
Farming overheads	41	62	372	334	89
Building and machinery upkeep	12	16	91	99	27
Energy	8	3	13	25	3
Contract work	9	14	71	150	17
Other direct costs	11	29	197	60	42
Total operating costs	**144**	**152**	**1 187**	**849**	**198**
Depreciation	42	94	603	596	112
External factors	102	87	826	304	101
Wages	95	85	789	246	97
Rent	6	2	35	54	3
Interest	0.5	0.0	1.7	3.0	0.7
Total cash costs and depreciation	**287**	**334**	**2 616**	**1 748**	**412**
Imputed familly factors	346	485	2 564	2 678	355
Family labour cost	312	458	2 452	2 504	333
Own land and capital cost	35	27	112	174	22
Total economic costs	**634**	**818**	**5 180**	**4 426**	**767**
MARGINS - €/t					
Gross margin	376	485	3 099	1 982	303
Net margin	233	304	1 669	1 082	89
Net economic margin	-114	-181	-895	-1 596	-266
Gross margin with subsidy	389	485	3 099	2 022	303
Net margin with subsidy	245	304	1 669	1 123	89
Net economic margin with subsidy	-101	-181	-895	-1 555	-266
DIRECT PAYMENTS AND SUBSIDIES - €/AWU					
Total DP and subsidies	2 924	2 813	3 326	3 688	5 807
Olive coupled subsidy	352	0	0	93	0
Decoupled payments	2 176	2 238	2 917	3 075	5 406
Rural Development payments	108	482	366	220	327
INCOME - €/AWU					
Farm Net Value Added/AWU	13 091	12 592	13 374	7 747	11 655
Family Farm Income/FWU	12 911	12 479	13 609	7 417	10 969
Remuneration of Family Labour/FWU	11 516	11 725	12 997	6 880	10 093

Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

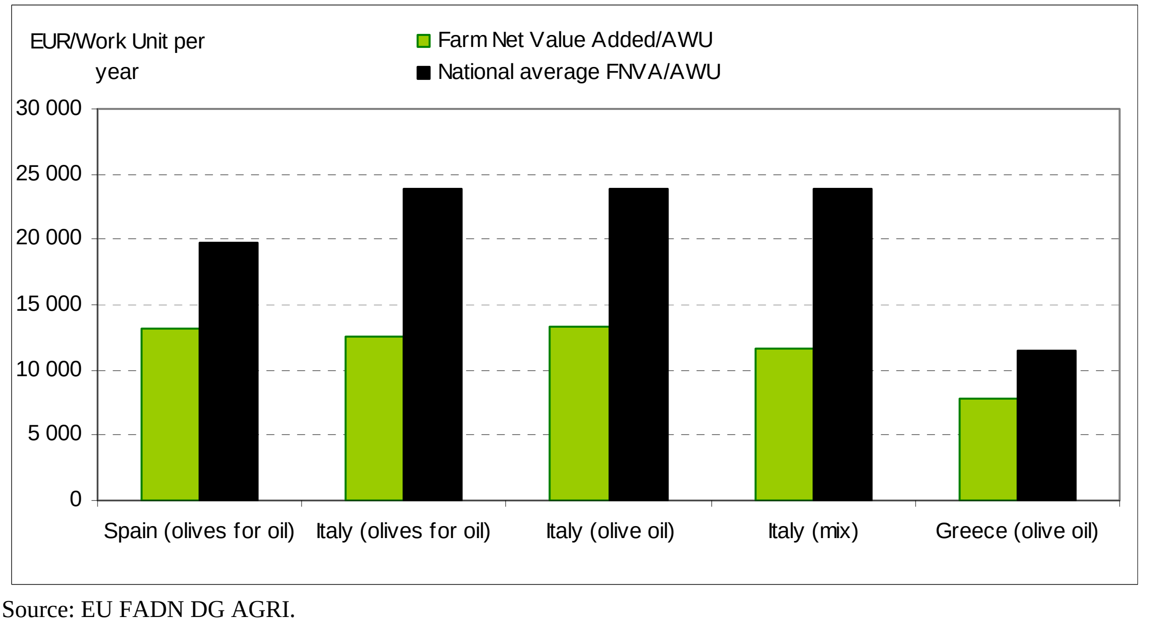
Figure 2: Breakdown of olives and olive oil production cost, average 2006-2009



Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

The average income[9] of olive oil farms is significantly lower than the national average in the three Member States studied. It is 33% lower in Greece, 34% lower in Spain, and between 44% to 51% lower in Italy depending on the type of producer (Figure 3). The average income of Spanish and Italian olive oil farms is similar, around 12 to 13000 EUR per work unit per year. In Greece, it is around 7000 EUR per work unit.

Figure 3: Income of olive oil farms, average 2006-2009

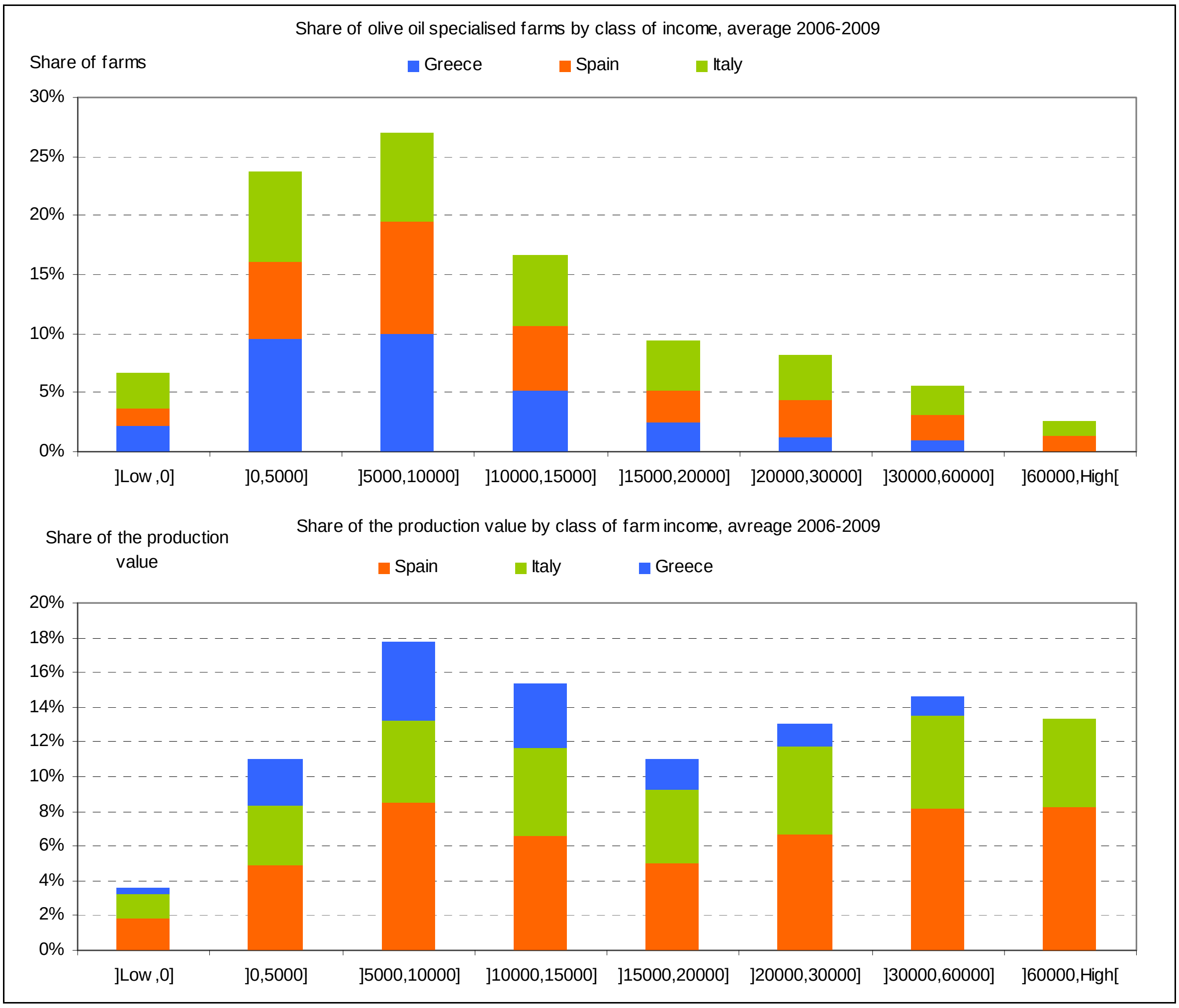


Source: EU FADN DG AGRI.

9 Results are presented for the Farm Net Value Added per annual work unit. Results for FFI/FWU are similar.

However, these averages conceal wide disparities when it comes to individual farms, as illustrated in Figure 4. Half of olive oil farms have an income[10] of between 0 and 10 000 EUR/FWU: 20 % in Greece, 15 % in Spain and 15 % in Italy. They represent 29 % of production value. Some 7 % of farms are economically unsustainable (with a negative income). On the other hand, 3 % have an income greater than 60 000 EUR/FWU. Half of these are located in Spain, half in Italy, and they represent 13 % of the production value.

Figure 4: Share of farms and production value by class of income, 2006-2009



Source: EU FADN DG AGRI. Note: the income indicator used is the Family Farm Income per Family Work Unit.

The following chapters examine the differences in the economic situation of olive oil farms in depth.

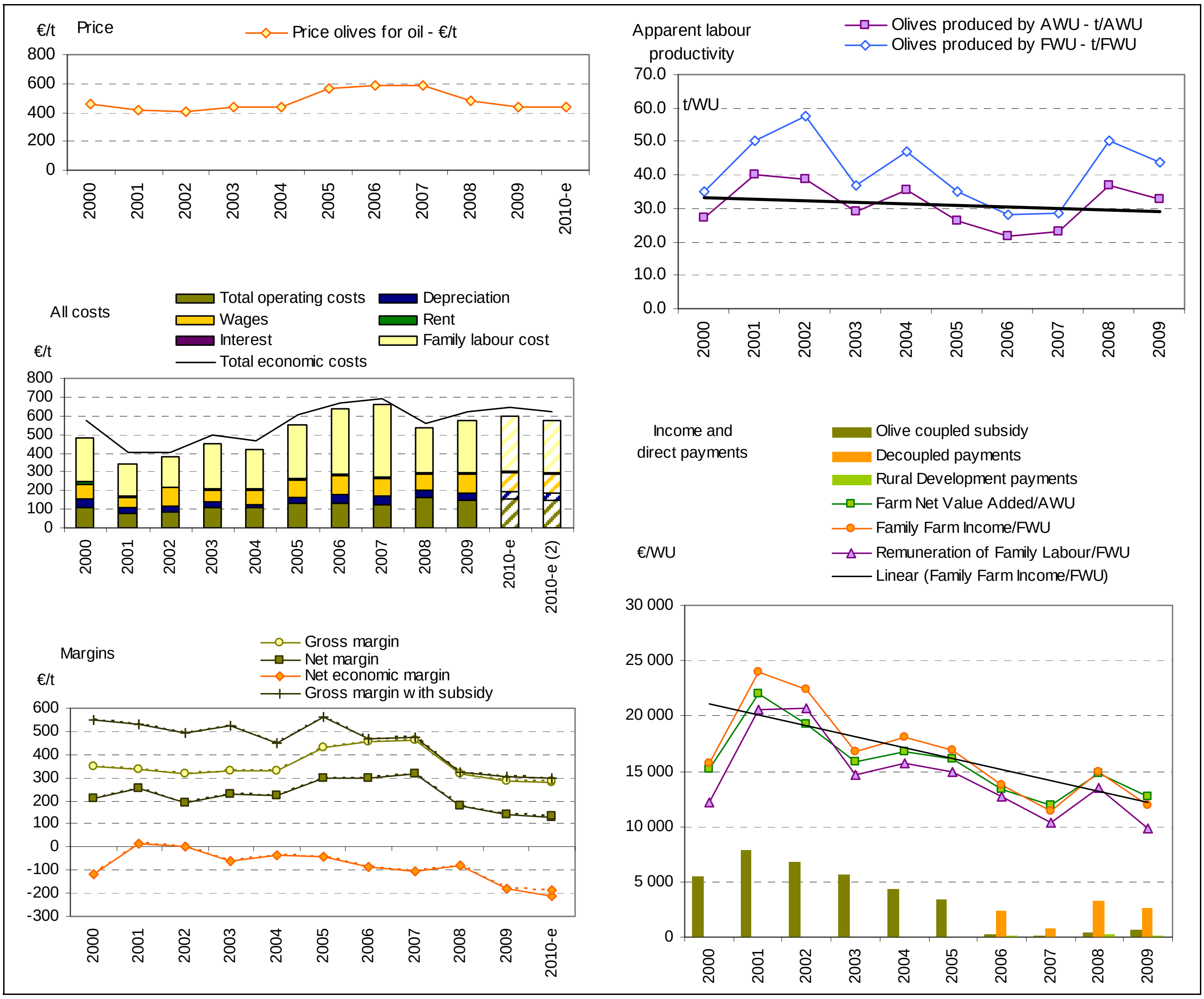
[10] The income indicator used is the Family Farm Income per Family Work Unit, FFI/FWU (see Annex 3 for more details).

3. SPAIN

3.1. National trend 2000-2010

Spanish olive oil farms suffered a significant decrease in all indicators between 2007 and 2010 (from -38% to -66%) driven by a 25% fall in price, while costs did not drop sufficiently to offset this (Figure 5). Over the period 2000-2010, the total cost of production per tonne went up, with almost all cost items increasing. So the net economic margin[11] was on a downward trend, and was negative for almost the entire period. This meant that remuneration for family labour was lower than expected. Total direct payments and subsidies per work unit were halved between the beginning and the end of the period[12] and income indicators decreased by 30% to 38% in nominal terms. These unfavourable trends can be linked to the lack of gains in labour productivity[13], farm size and the downward trend in price and direct payments (Annex 6).

Figure 5: Spanish producers of olives for oil, trend 2000-2010



Source: EU FADN DG AGRI, model of allocation of costs of permanent crops. 2010 e: estimate (2 options considered for the yield).

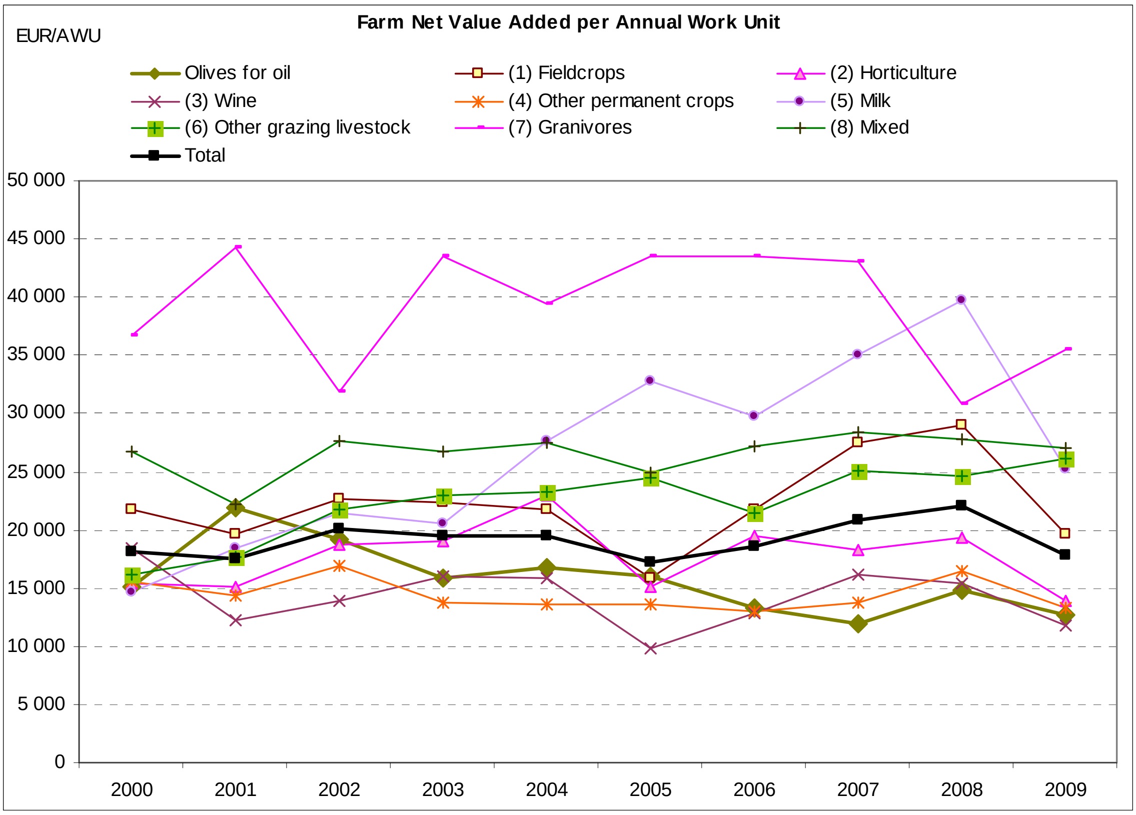
11 Net economic margin = price — total costs (including imputed costs for family labour and costs) (see Annex 2).

12 Difference between the three-year average 2000-2002 and the three-year average 2007-2009.

13 Apparent labour productivity: quantity produced divided by the labour force in Work Unit.

Compared to other types of farming, olive oil farms on average had the worst trends in income between 2000 and 2009. Income fell by 30 % between the beginning and end of the period[14], whereas it increased by 9 % on average for all types of farming in Spain. Over the same period, income rose by 83 % for *dairy* farms, 36 % for *other grazing livestock* and 19 % for *field crops* farms.

Figure 6: Income trend by type of farming, Spain



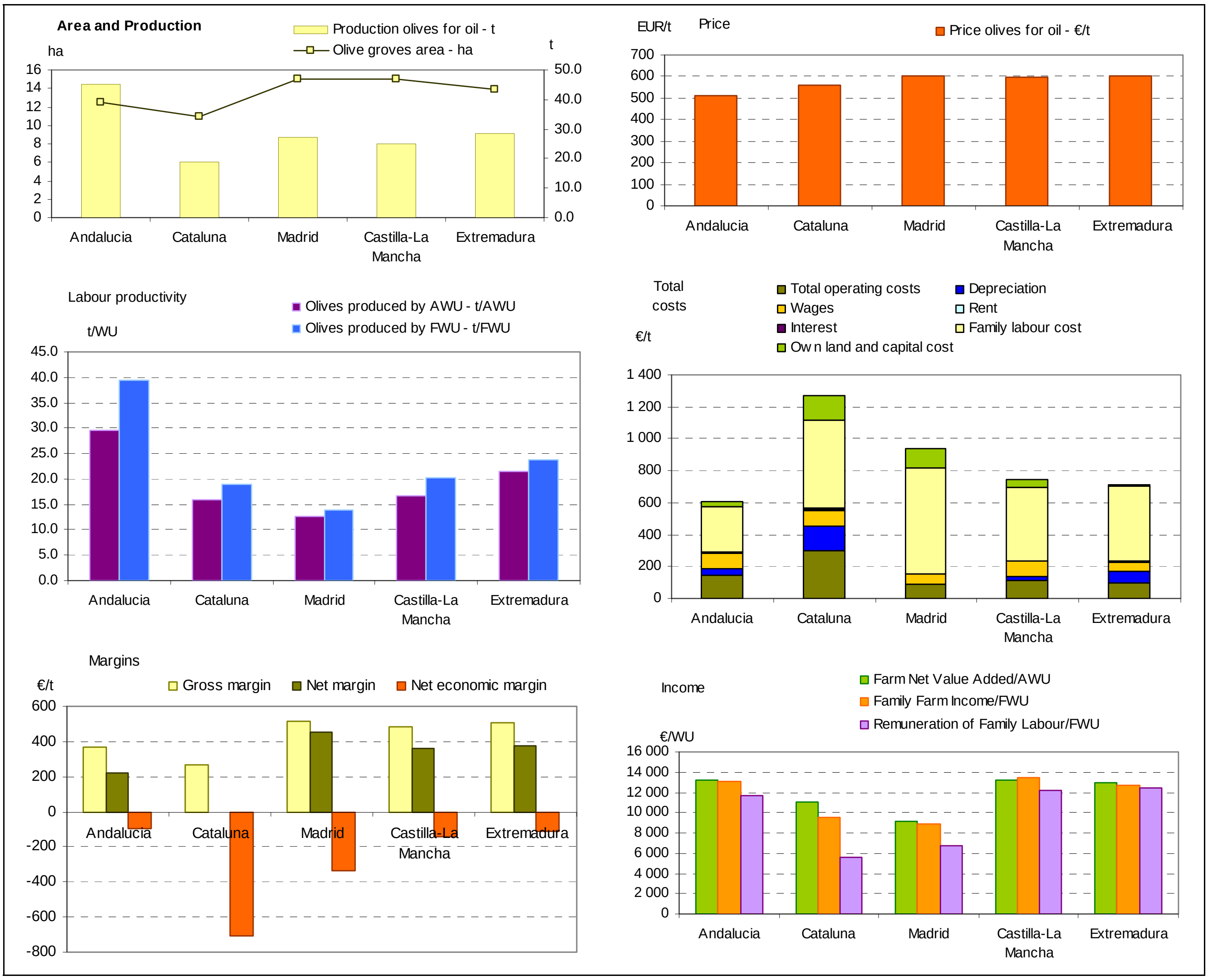
Source: EU FADN DG AGRI.

[14] Difference between the three-year average 2000-2002 and the three year average 2007-2009.

3.2. Regional averages

Most Spanish olive oil farms are in *Andalucía* (78%)[15]. The other producing regions are *Castilla-La Mancha* (8%), *Extremadura* (6%), *Cataluña* (5%) and *Madrid* (0.4%). On average, Andalucian farms produce more than other regions thanks to higher yield, but attract lower prices (Figure 7). Their apparent labour productivity (quantity produced by work unit) is significantly higher than in other regions, enabling them to reduce the cost per tonne significantly. Due to the lower price, their gross[16] and net[17] margins are lower than in *Madrid*, *Castilla-La Mancha* and *Extremadura*. But thanks to their low family labour cost per tonne, the net economic margin is best.

Figure 7: Spanish producers by region, average 2006-2009



Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

Average regional income is similar in *Andalucía*, *Castilla-La Mancha* and *Extremadura*. It is lower in *Cataluña* and *Madrid*, especially as regards remuneration of family labour,

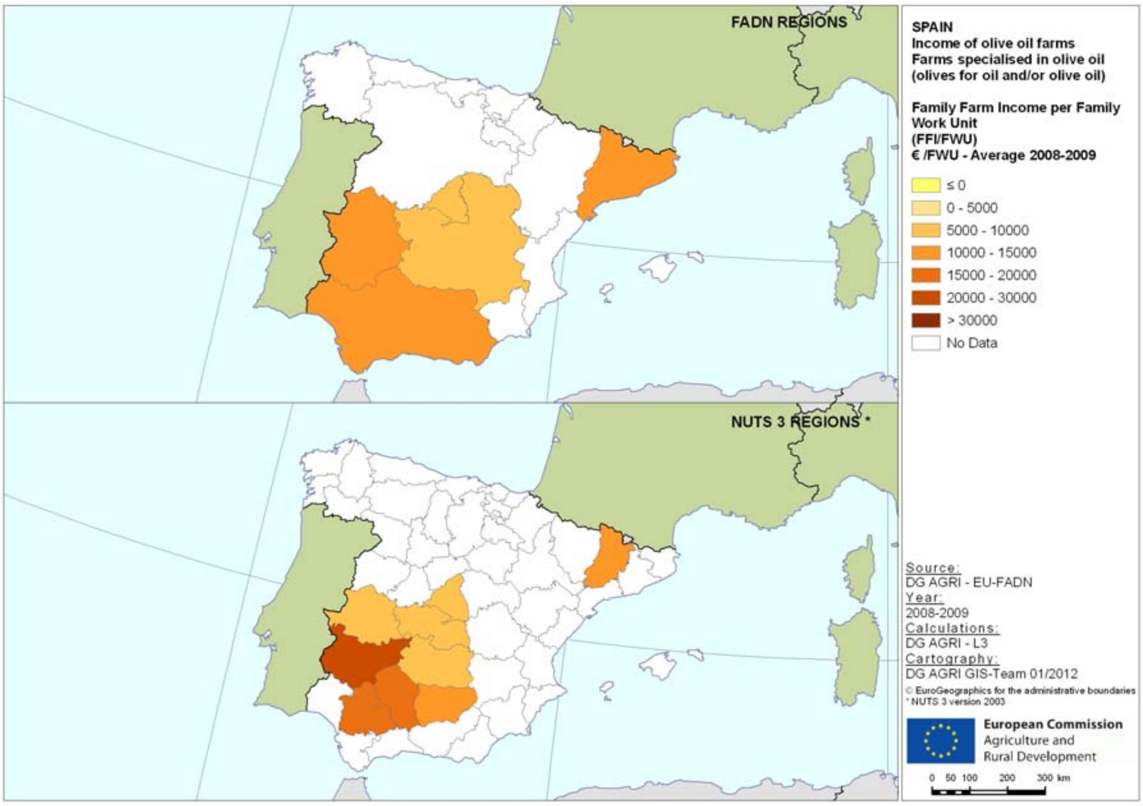
15 Average share of Spanish olive oil farms located in Andalucia 2006-2009.

16 Gross margin = price — operating cost per tonne (see Annex 2).

17 Net margin = price — (operating cost + depreciation = wages + rent + interest) per tonne (see Annex 2).

due to lower labour productivity triggering higher total costs per tonne (see Annex 6 for more detailed results). However, at infra-regional level (NUTS3 level) there might be higher differences in income, as illustrated on the map below.

Map 1: Spain

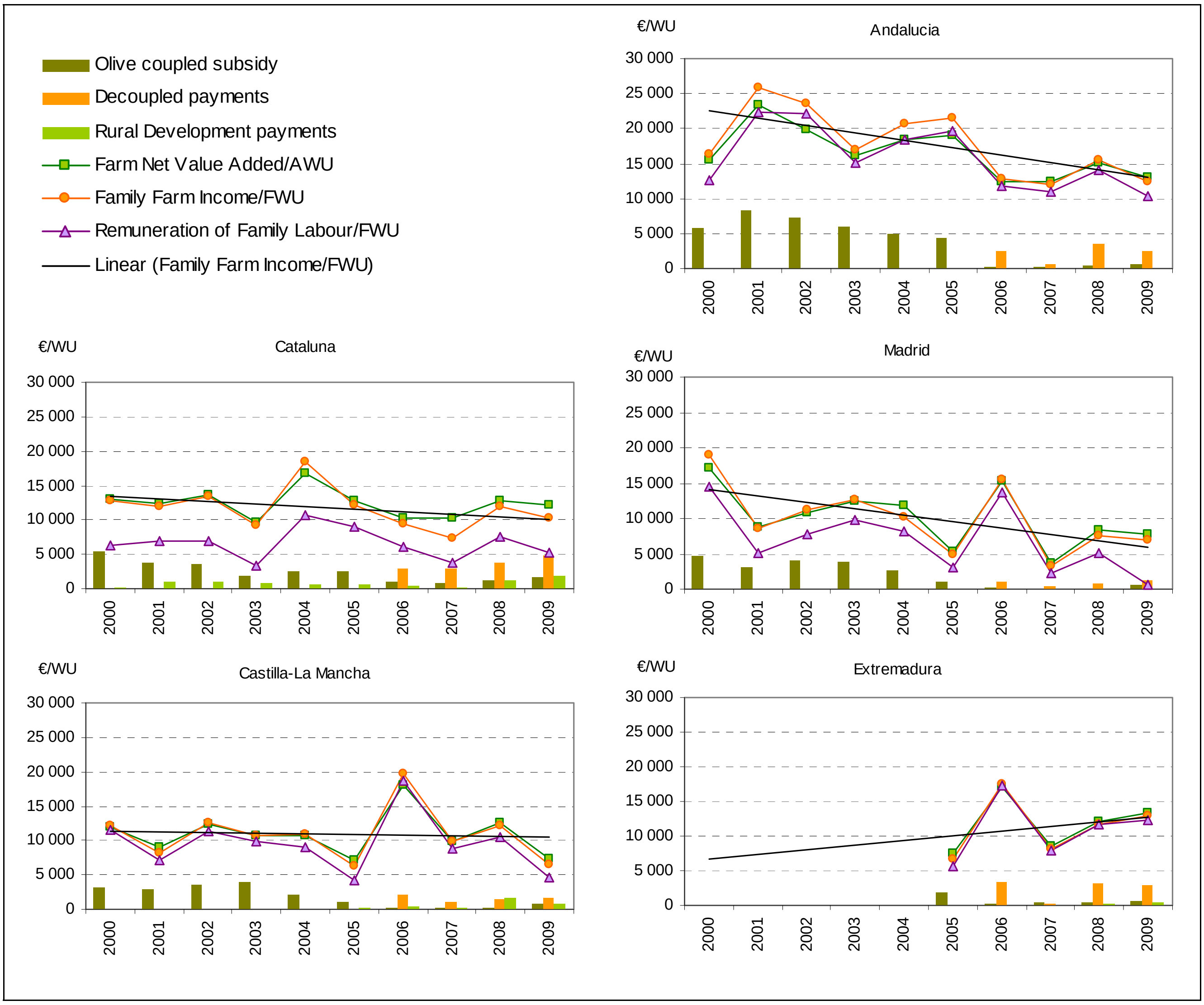


3.3. Regional trends 2000-2010

Very different trends can be observed at regional level. The main results are summarised here (see Annex 6 for more details). In *Andalucía*, farm size did not increase over the period 2000-2010, fluctuating around 15 ha. Yield varied between 2.2 and 3.9 tonnes of olives per ha at the start of the period and seems to have stabilised at 4 t/ha recently. Prices rose until 2007, then started to fall (-25 % between 2007 and 2010). The total cost per tonne rose over the period and stabilised towards the end (reflecting the trend in yield). Net economic margin deteriorated, direct payments per work unit were halved and labour productivity did not improve. All these factors drove the significant decrease in income indicators (-31 % to -38 %).

In *Cataluña*, average farm size, yield and labour productivity all fell until 2006, but have recovered significantly since 2007. Total costs had been increasing, but thanks to better labour productivity, they fell from 2008 onwards, compensating for the fall in price and maintaining the net economic margin. These trends are reflected in income indicators which are on a slight downward trend over the long term (Figure 8).

Figure 8: Trend in income by region, Spain



Source: EU FADN DG AGRI, model of allocation of costs of permanent crops. For *Extremadura*, there were not enough farms in the sample to display results before 2005.

Olive oil farms in *Madrid* had steep falls in income, starting from an average that was already low. Decreasing low yields, and falls in prices (except at the peak in 2006), direct payments and labour productivity accounted for this trend.

The situation in *Castilla-La Mancha* is similar to that in the *Madrid* region in terms of size, yield and price trends. But given more favourable trends in direct payments and labour productivity, income fell less over the nine years. However, taking only the last four years into account, the situation as regards income is worrying for both regions.

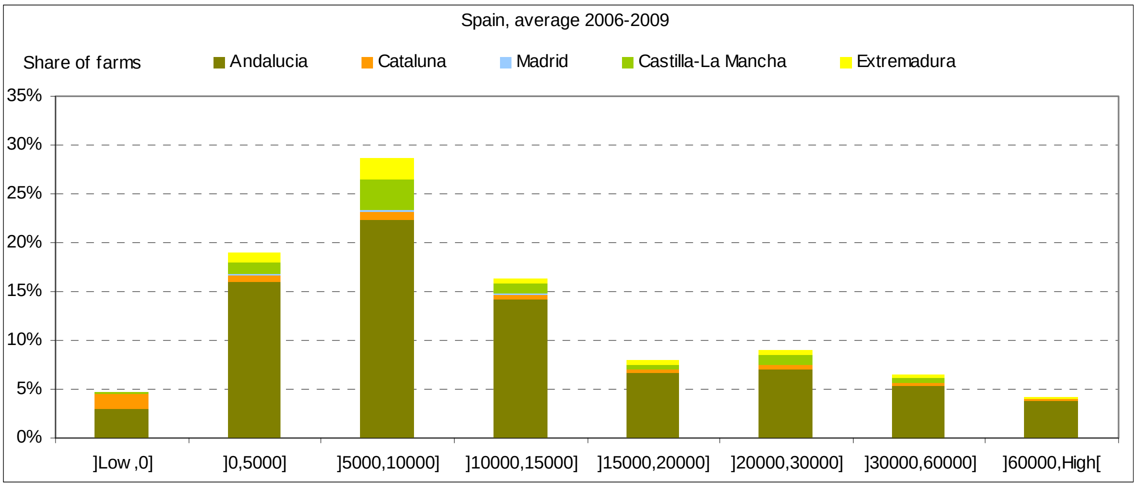
In *Extremadura*, trends in size, yield, cost per tonne and labour productivity were very favourable from 2005 onwards,[18] which meant the fall in prices observed since 2006 was offset. So *Extremadura* olive oil farms saw their income rise, reaching the average for Spain in 2009.

[18] For *Extremadura*, there were not enough farms in the sample to display results before 2005.

3.4. Higher incomes versus lower incomes

A quarter of Spanish olive oil farms earn less than 5 000 EUR for each family work unit and 11 % more than 30 000 EUR/FWU (Figure 9). The main regions are represented in almost all income classes, but *Cataluña* has the lowest incomes, and *Andalucía* the highest.

Figure 9: Share of farms by class of income and region, Spain 2006-2009

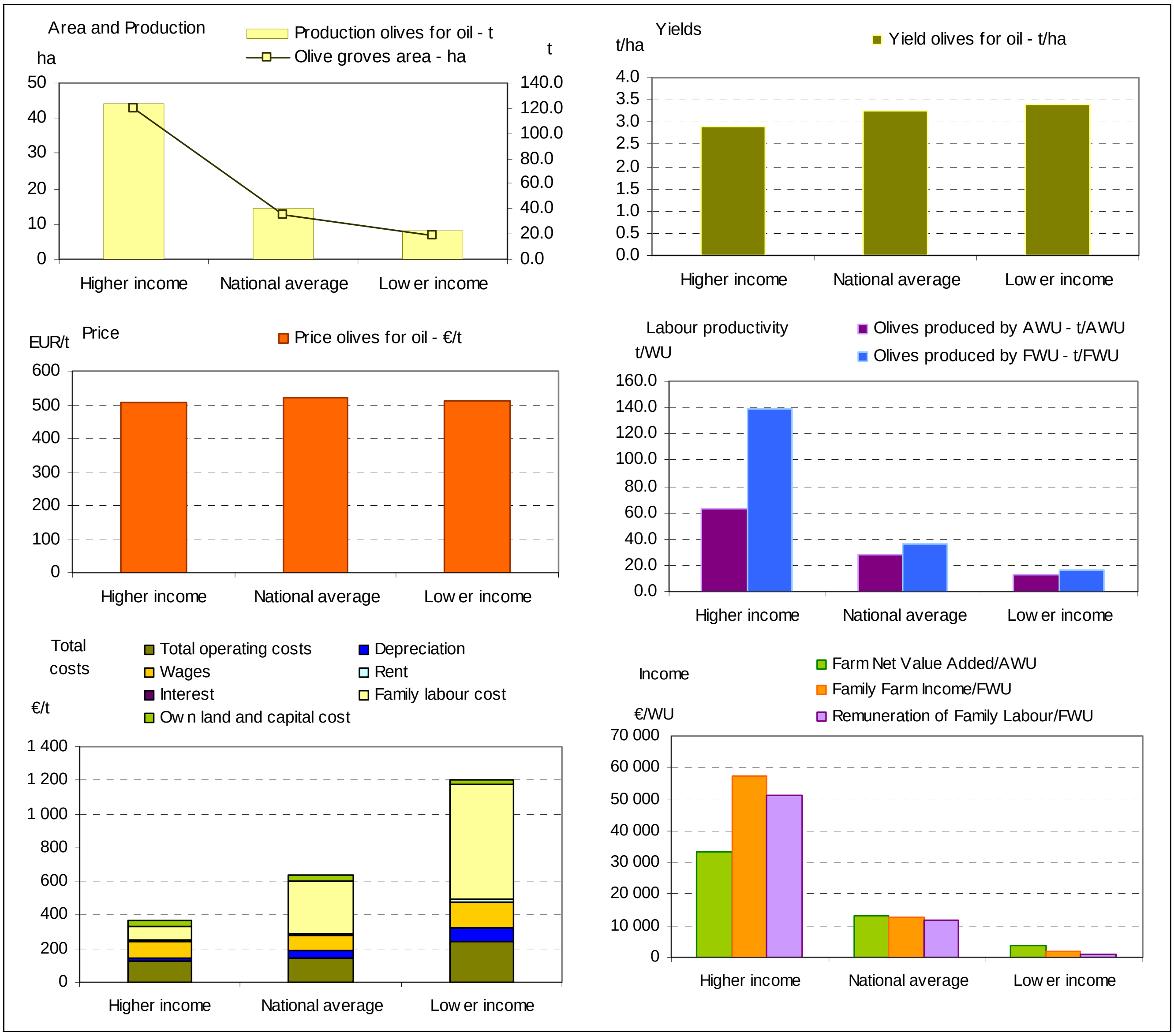


Source: EU FADN DG AGRI. Note: the income indicator used is the Family Farm Income per Family Work Unit.

Farms with higher income (above 30 000 EUR/FWU) are on average three times bigger than the national average in terms of the area covered by olive groves and production (Figure 10). They have a low share of family labour (45 %). The yield and price are similar to the average and that of the lower income class (below 5 000 EUR/FWU). What makes a difference is the total labour productivity and family labour productivity, which is double and four times higher than the average respectively. This enables them to reduce the total cost per tonne considerably. Moreover, these farms received more direct payments per work unit, probably because of the link between decoupled payments and historical references.

On the other hand, farms with lower incomes (below 5 000 EUR/WU) are on average smaller in area and production. Their yields or prices earned are not lower, but they have a high share of family labour (81 %) and very low labour productivity (half the average). Therefore their cost per tonne is much higher. Moreover they receive lower direct payments per work unit. This drags down the family farm income close to zero.

Figure 10: Comparison of key indicators between income classes, Spain 2006-2009



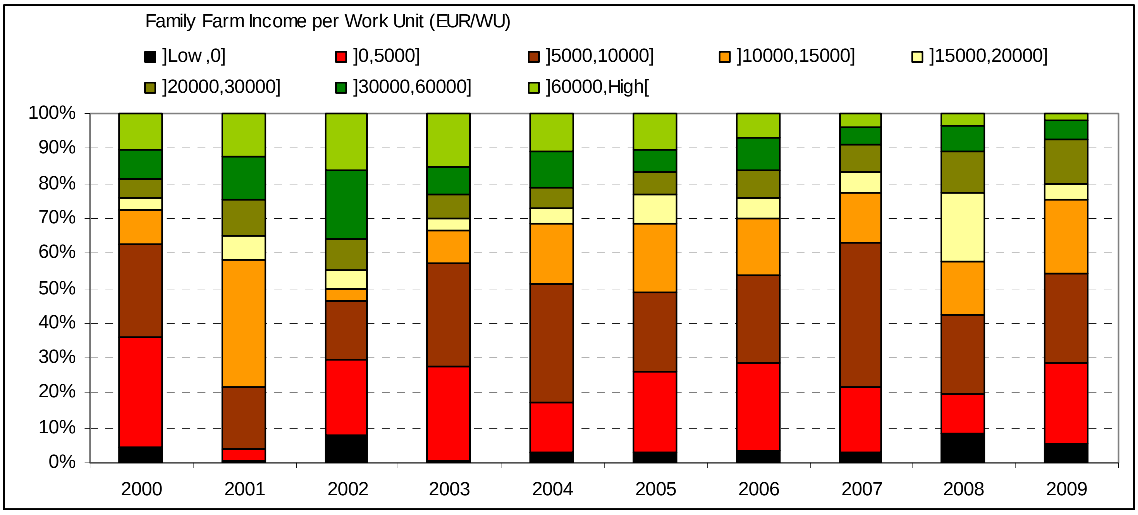
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

Over the decade studied, the share of farms in the higher income classes (above 30 000 EUR/FWU) has decreased progressively. It stood around 20 % at the beginning of the period (even 35 % in 2002), and around 10 % at the end (Figure 11). Moreover, these farms lost ground on their margins and income indicators from 2007 onwards, despite significant improvements in labour productivity. Prices decreased and costs per tonne increased (especially farming overheads and external factors) (Annex 6).

On the other hand, the share of farms in the low-income classes (below 5 000 EUR/WU) fluctuated between 5 % and 35 % over the period. It seems to have stabilised at around 25 % recently. However, the share of farms with negative family farm income has risen over the period[19].

[19] Difference between the four-year average 2000-2003 and the four-year average 2006-2009.

Figure 11: Trend in share of farms by income class, Spain



Source: EU FADN DG AGRI

3.5. Conclusion for Spain

On average, the trends affecting olive oil farms in Spain were unfavourable trends as regards margins and income indicators over the period studied, falling by about a third in nominal terms (-38 % for FFI/FWU). They were worse hit by a drop in income than other types of farming over the period 2000-2009: -30 % compared to +9 % on average for Spain. This was because labour productivity did not improve, the average farm size did not change, and because prices and direct payments went down. In Spain, farms with very large areas of olive groves may not be well represented because they are often not specialised enough in olive production. On the other hand, small to medium-size farms are slightly over-represented. Therefore these average results may not represent well what happened in very big farms.

There are regional differences, especially in average production, labour productivity and cost per tonne. *Andalucía* has most farms and accounts for most production. On average, Andalucían farms have higher yields and better labour productivity, reducing their costs per tonne, enabling them to have a slightly better average income than in other regions. However, income is decreasing in all regions, except *Extremadura*, for which it is increasing, though the initial level was low.

There are wide disparities in income level among Spanish farms: 25 % earn less than 5 000 EUR for each family work unit and 11 % more than 30 000 EUR/FWU. Those with high incomes are large[20], with a low share of family labour and above all, above-average labour productivity. However, even farms with higher incomes have been showing deteriorating margins and income indicators since 2007. Moreover, the share of farms which do not generate income from farming has been rising over the period analysed. They might have off-farm activities.

[20] Given that very big farms are not well represented in the sample of specialised farms in Spain, the average size of farms with larger income might be even higher.

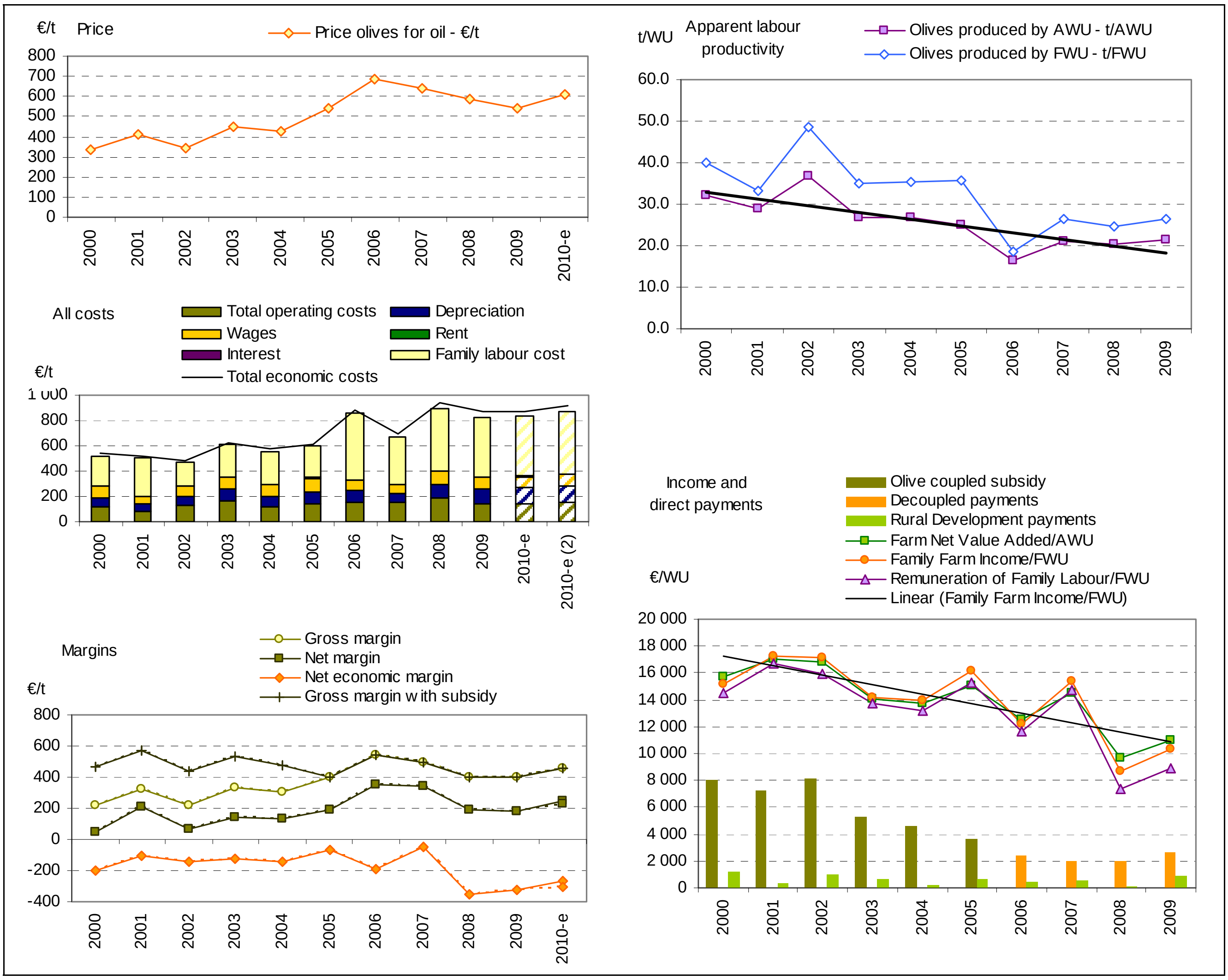
4. ITALY

4.1. National trend 2000-2010

Trends are examined separately for producers of olives, producers of oil and those who do both.

Italian **producers of olives** increased their gross and net margin over the period studied[21], with +69% and +109% respectively (Figure 12). This was driven by rising prices and contained cash costs per tonne. However, prices fell between 2006 and 2009. Moreover labour productivity fell by 36% over the period, so the cost for family labour rose. Total direct payments and subsidies per work unit fell by 71% and income indicators by 29% to 34% in nominal terms. This can be linked to the lack of improvements in labour productivity, a decrease in average farm size, as well as in direct payments and prices (since 2006) (Annex 7).

Figure 12: Italian producers of olives for oil, trend 2000-2010

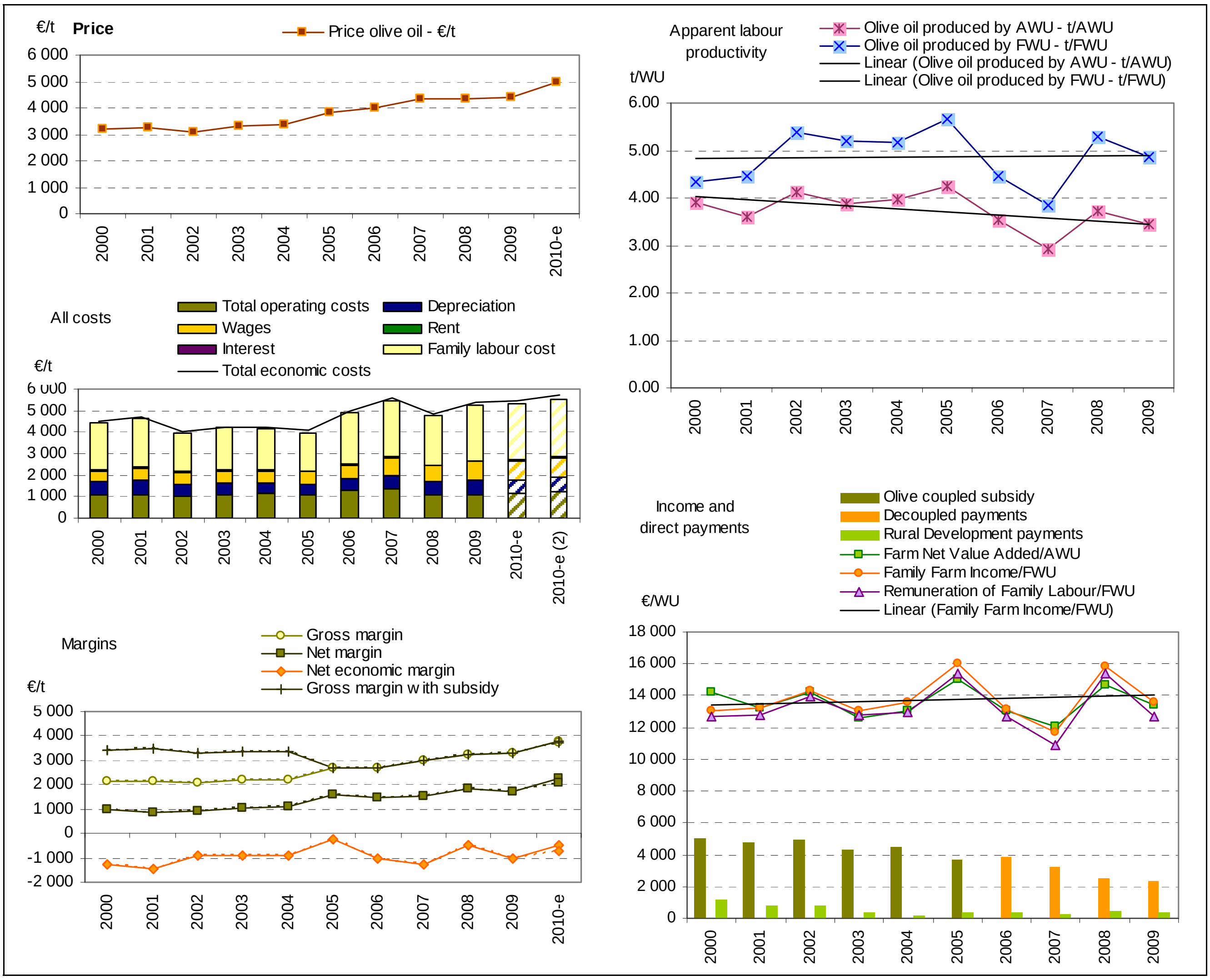


Source: EU FADN DG AGRI, model of allocation of costs of permanent crops. 2010 e: estimate (2 options considered for the yield).

[21] Difference between the three-year average 2000-2002 and the three-year average 2007-2009.

The most favourable trends in the whole of the EU were seen among Italian **producers of olive oil**. Prices rose steadily and significantly (+60%), and despite increasing costs per tonne, Italian oil producers managed to increase margins over the period by between +22% and +96%[22] (Figure 13). The share of family labour fell from 90% in 2000 to 71% in 2009 and yield went up by 36% (Annex 7). This could indicate improvements in production techniques. Total labour productivity fell, but family labour productivity stayed stable. Total direct payments fell, but by less than for other groups (-54%). Thanks to positive trends on price and margins, income for oil producers rose slightly or stabilised over the period.

Figure 13: Italian producers of olive oil, trend 2000-2010

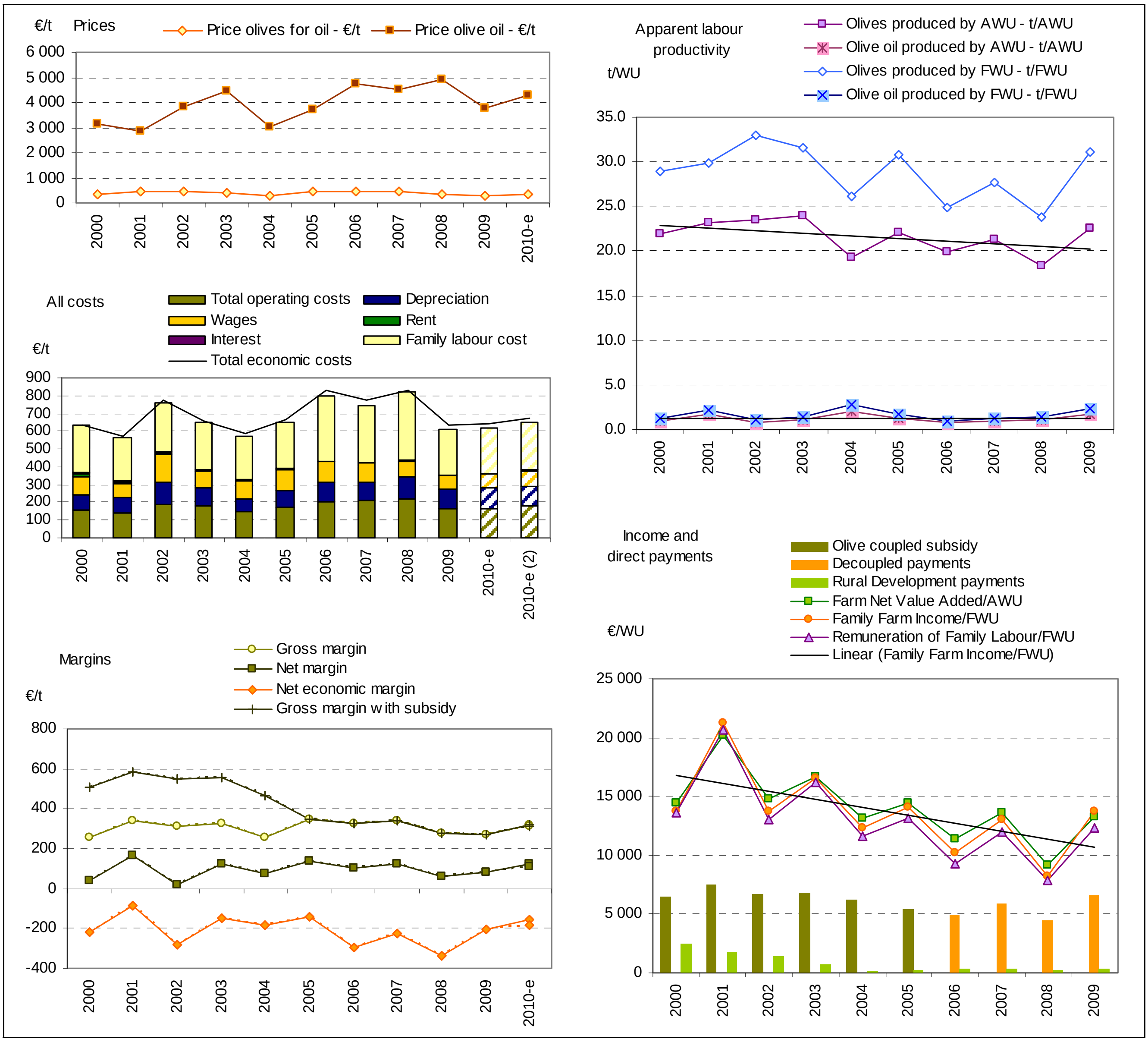


Source: EU FADN DG AGRI, model of allocation of costs of permanent crops. 2010 e: estimate (2 options considered for the yield).

Mixed producers fared worse. Higher prices made up for higher costs per tonne but given the fall in labour productivity and direct payments, income indicators went down by about a third over the period (Figure 14 and Annex 7).

22 Difference between the three-year average 2000-2002 and the three-year average 2007-2009.

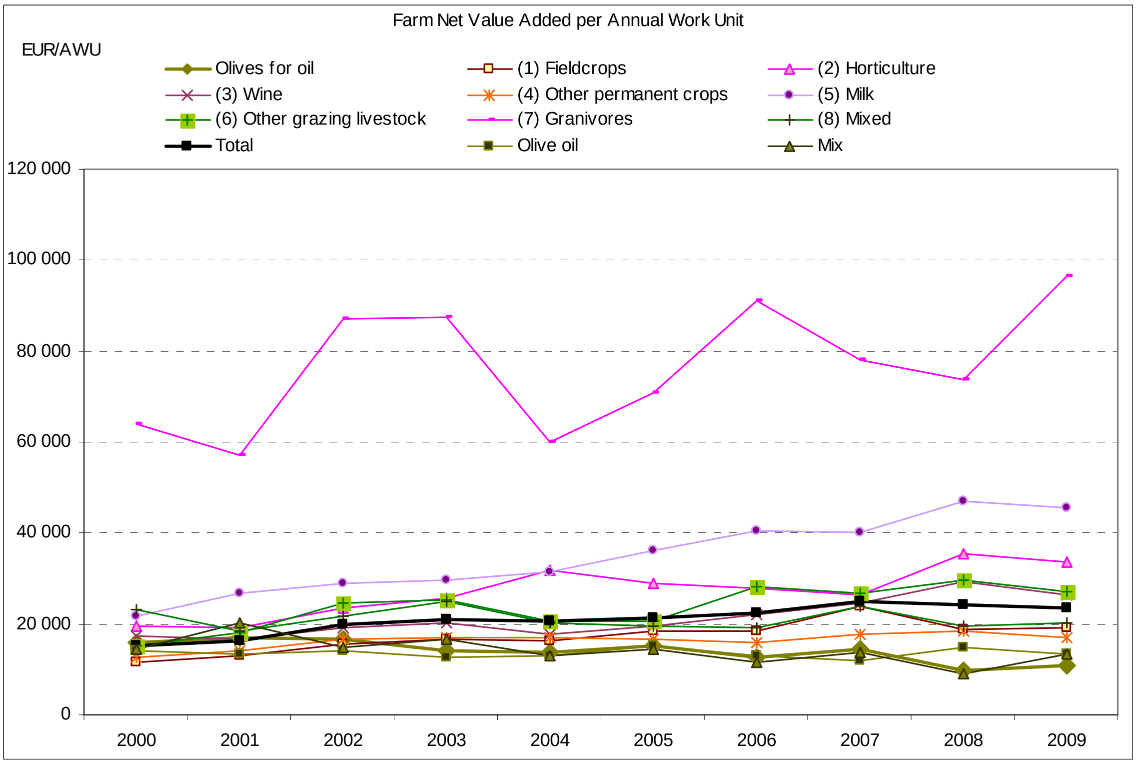
Figure 14: Italian mixed producers (olives for oil and olive oil), trend 2000-2010



Source: EU FADN DG AGRI, model of allocation of costs of permanent crops. 2010 e: estimate (2 options considered for the yield).

As in Spain, olive oil farms in Italy experienced on average the most unfavourable trend in income between 2000 and 2009 compared to other types of farming. Incomes went down by 29% for olive producers, by 27% for mixed producers and by 4% for oil producers over the period,[23] whereas it rose by 43% on average for Italy. It went up by 72% for *dairy* farms, 53% for *field crops* and *horticulture* farms.

Figure 15: Income trend by type of farming, Italy



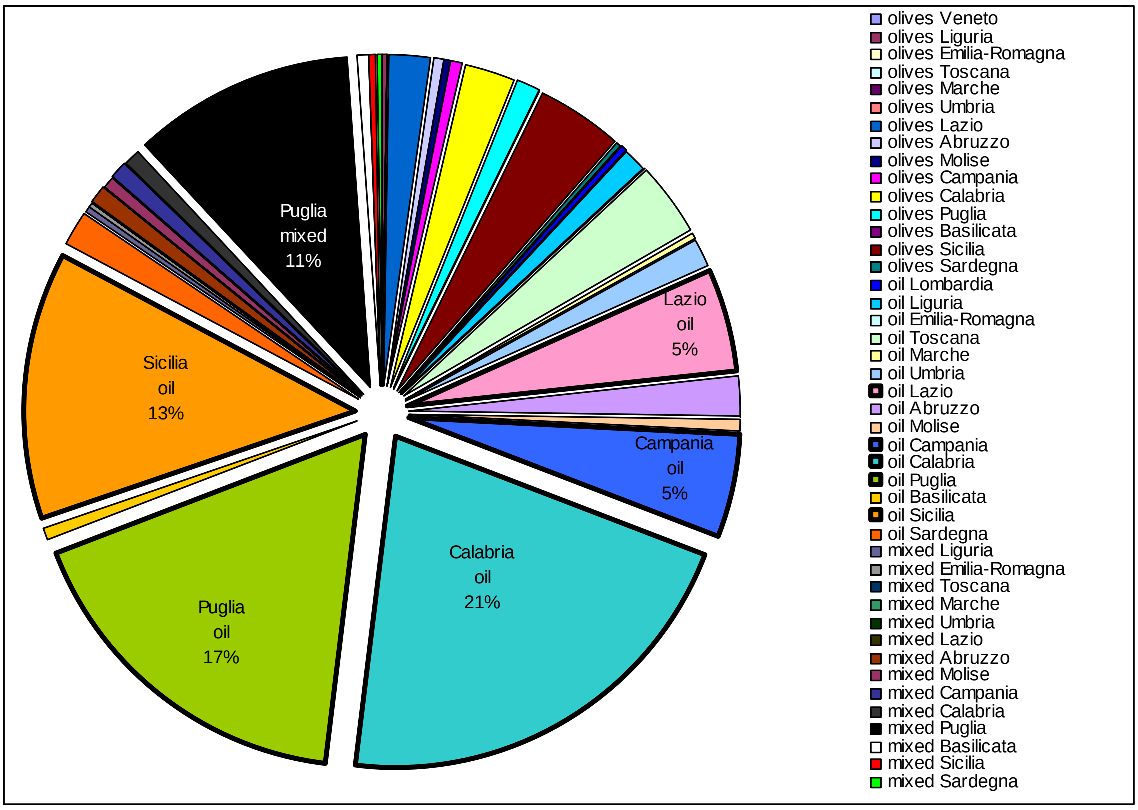
Source: EU FADN DG AGRI.

[23] Difference between the three-year average 2000-2002 and the three-year average 2007-2009.

4.2. Regional averages

Italy has all types of producers (olives, oil and mixed) spread in many regions (Figure 16). Most olive oil farms produce olive oil (73%[24]), 16% are mixed, and 12% produce olives for oil. This chapter will look only at production of olive oil and at the main regions: *Calabria, Puglia, Sicilia, Lazio* and *Campania*. See Annex 7 for more on other regions.

Figure 16: Share of farms by type of producer and by region, Italy 2006-2009



Source: EU FADN DG AGRI.

Olive oil farms from *Calabria* produce on average more than other regions thanks to a better yield, but prices are relatively low, as in *Puglia* (Figure 17). The share of family labour is low (59%) compared other regions, in particular *Lazio* (92%). Their family labour productivity (quantity produced by family work unit) is higher than in other regions, enabling them to reduce the total cost per tonne significantly. Thanks to this, and despite the lower price, they generate a positive net economic margin, so their production method and organisation is profitable. That is why their income indicators are relatively[25] high, at around 20 000 EUR/FWU and despite relatively lower direct payments (Annex 7).

In *Puglia's* olive oil farms, despite the relatively good level of labour productivity (compared to other regions), the margins indicators are low, driven by low price, low yield and high operating costs per tonne. Therefore income is lower than in other regions, despite the high level of total direct payments (Annex 7).

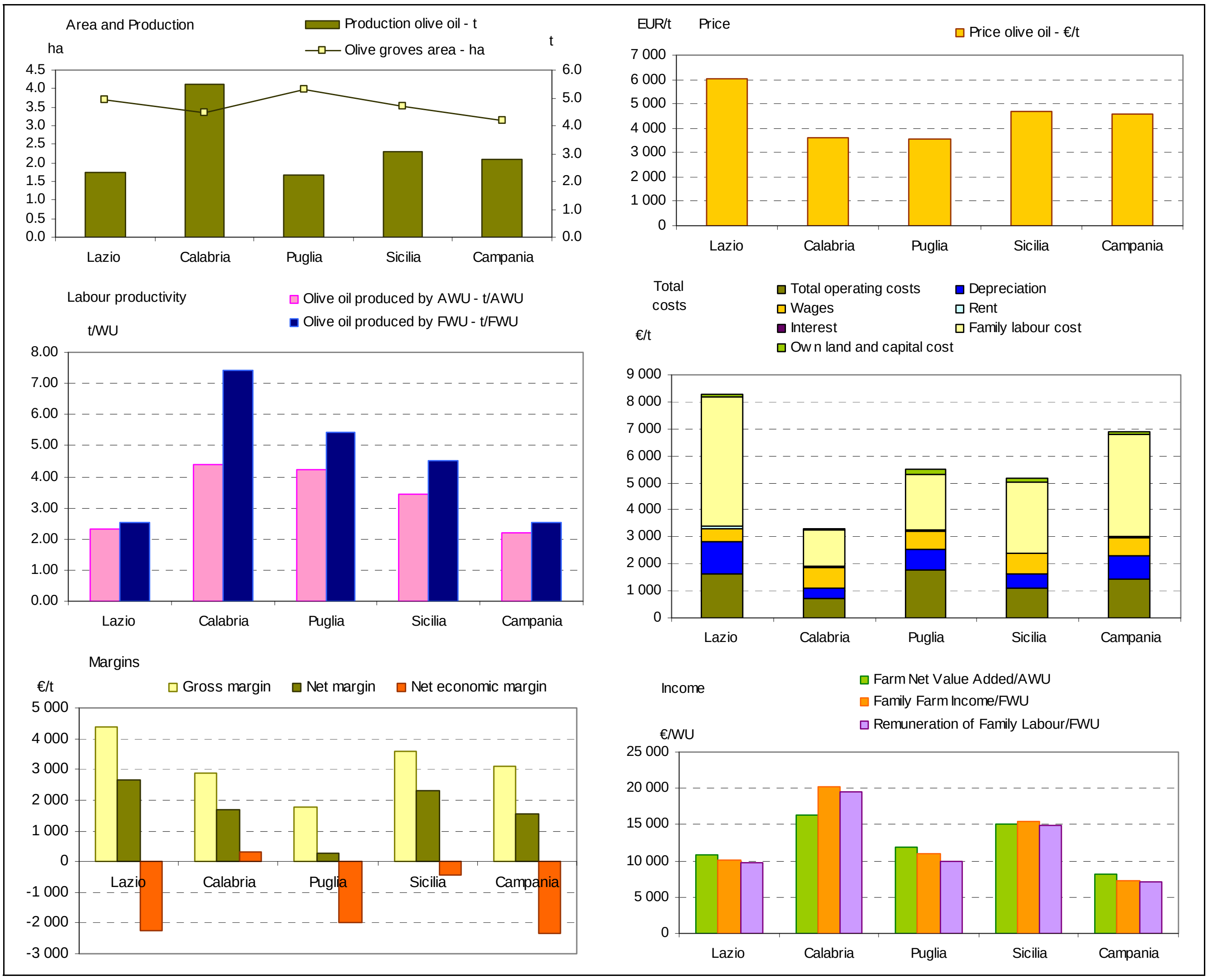
[24] Average 2006-2009.

[25] Relatively in comparison with other olive oil producers.

In *Campania*, yield and price are better, but labour productivity is significantly lower than in other regions, which explains the very low income level.

In *Lazio*, despite a very good price, due to the high total cost (especially family labour), the net economic margin is low. In *Sicilia*, all indicators are in the middle of the range.

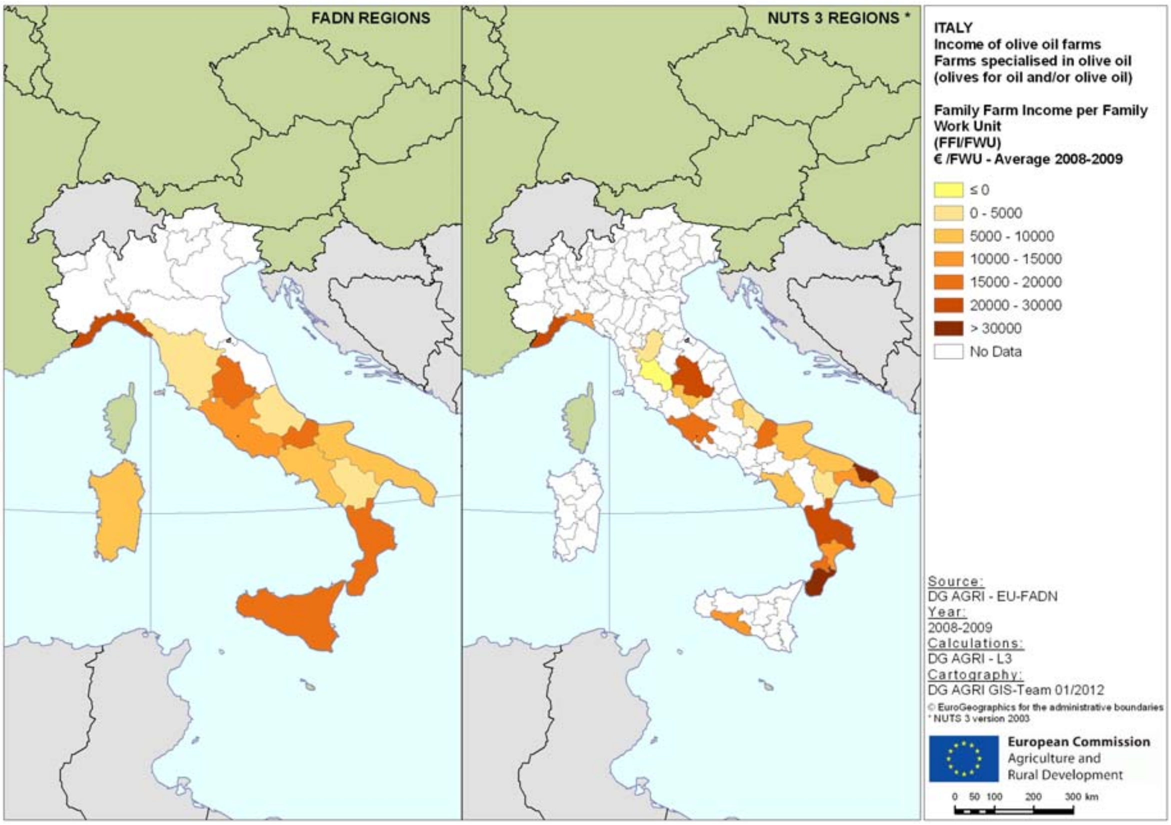
Figure 17: Italian olive oil producers by region, average 2006-2009



Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

It should be noted that at intra-regional level (NUTS3 level) there are higher differences in income, as illustrated on the map below. For example, in Puglia, there is one NUTS3 region with a very high average income (Brindisi).

Map 2: Italy



4.3. Regional trends 2000-2010

Trends vary across regions for Italian olive oil producers. The main results are summarised here (Figure 18). See Annex 7 for more details. In *Lazio*, *Puglia* and *Campania*, prices rose over the period, but yield and/or labour productivity fell. This did not fully offset the rise in the price of inputs or the decrease in total direct payments per work unit, so income indicators showed a fall over the long term.

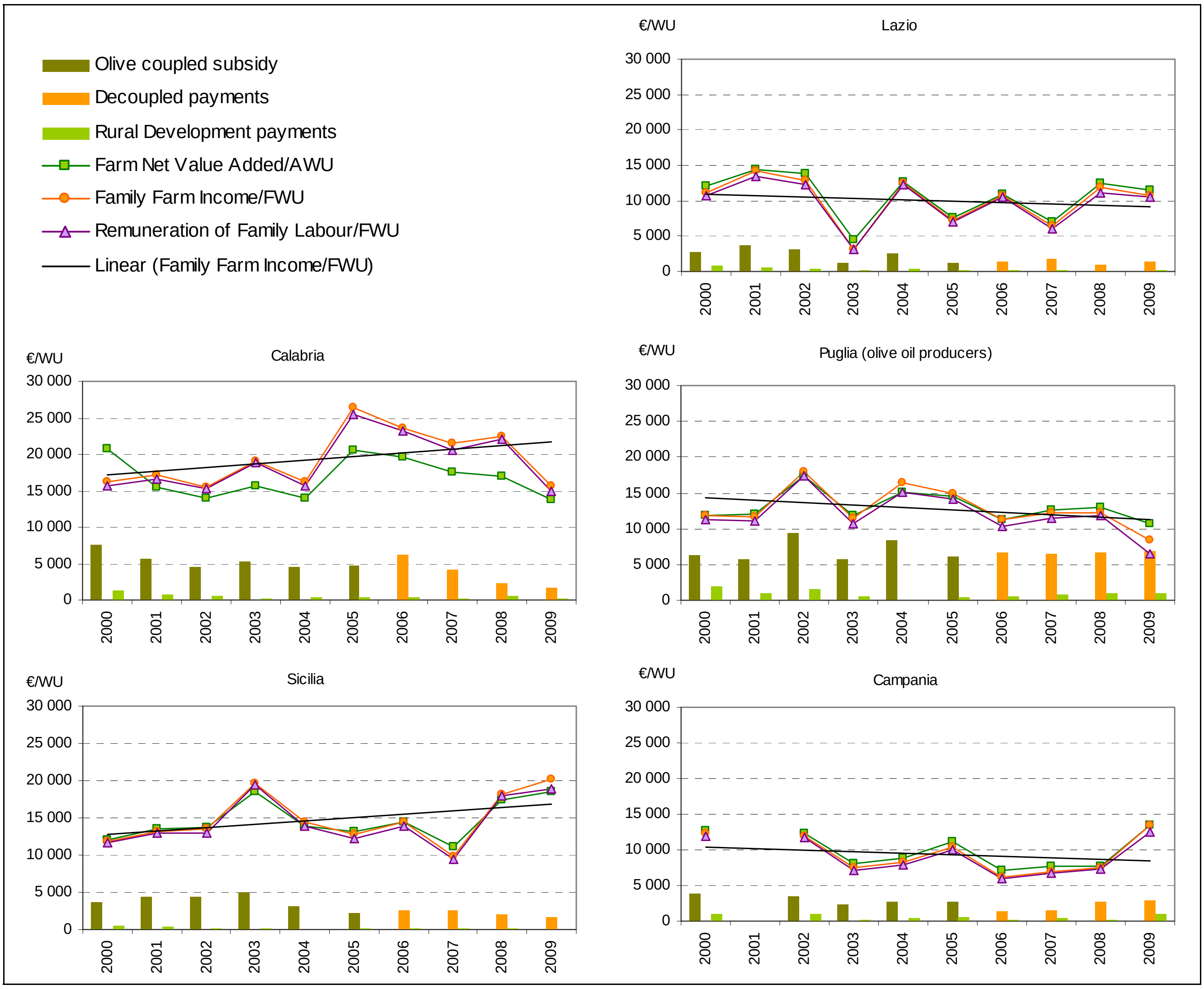
In *Calabria*, yield doubled over the period[26], average size fell by 29 %, total labour costs rose by 39 %, but the share of family labour fell by 27 % and family labour productivity rose by 19 %. This showed deep restructuring and modernisation of the production system in this region. Prices rose by 41 % and costs per tonne were contained, and rose by only 21 %. This meant margin indicators rose significantly and in particular net economic margins turned positive in 2005. Thanks to positive developments in margins, and despite the fall in total direct payments per work unit, Family Farm Income rose by 22 % over the period. However, if we look solely at the last five years, trends are less favourable: labour productivity fell, so total costs per tonne have increased.

Sicilian olive oil producers saw structural trends similar to those in *Calabria*: significant improvements in yields, reductions in area, and rises in total labour, with a reducing share of family labour. However, labour productivity improved more markedly than in Sicily: total labour productivity increased by 8 % over the period, and family labour productivity by 27 %. Thanks to this, total costs per tonne did not rise, and together with

[26] Difference between the three-year average 2000-2002 and the three-year average 2007-2009.

the price increase, this meant a significant increase in margins. So despite the decrease in direct payments per work unit, income indicators rose by 20 to 26 % over the period. Moreover, unlike Calabria, the region experienced better trends from 2007 onwards.

Figure 18: Trend in income by region, olive oil producers, Italy

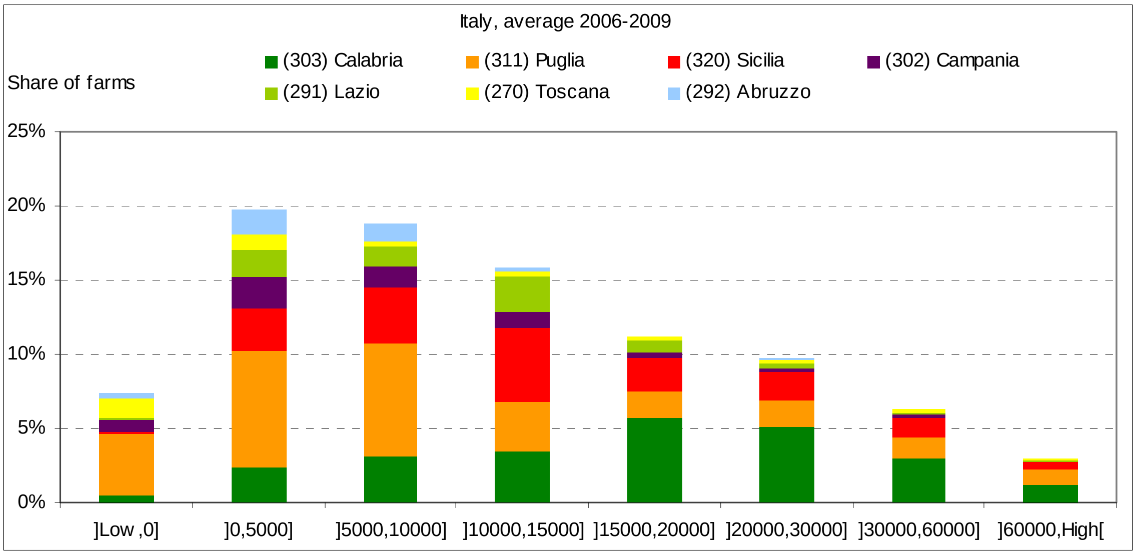


Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

4.4. Higher incomes versus lower incomes

A third of Italian olive oil farms earn less than 5 000 EUR for each family work unit and 10 % more than 30 000 EUR/FWU (Figure 19). *Calabria* has more farms in the higher income classes whereas *Puglia*, *Lazio*, *Campania* and *Toscana* are more represented in the lower income classes.

Figure 19: Share of farms by class of income and region, Italy 2006-2009



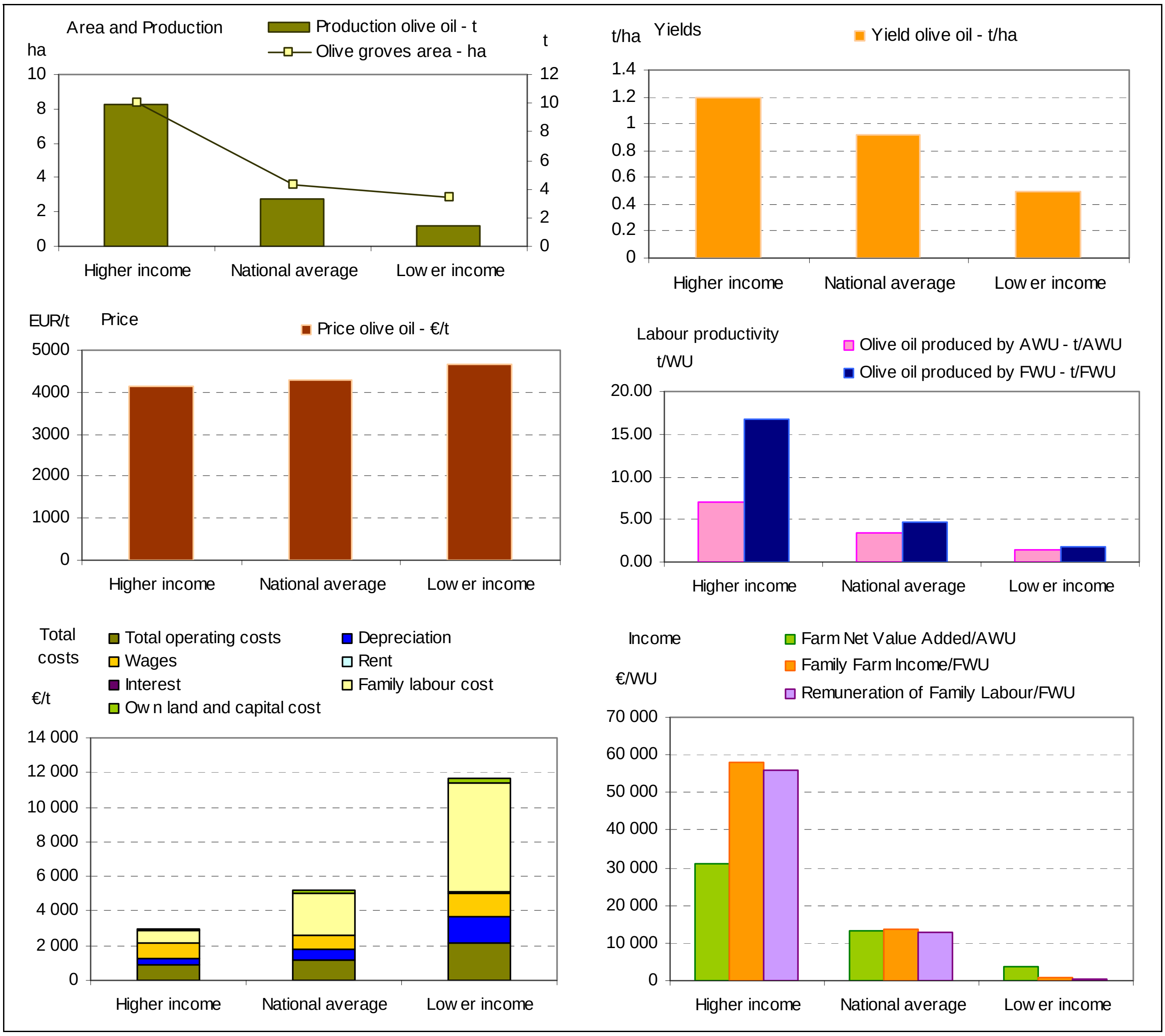
Source: EU FADN DG AGRI. Note: the income indicator used is the Family Farm Income per Family Work Unit.

Olive oil producers with higher incomes (above 30 000 EUR/FWU) are on average twice the national average size in terms of olive grove area and three times higher in terms of production (Figure 20). They have a low share of family labour (42 %). The prices earned are close to the national average. What makes a difference is the total labour productivity and family labour productivity, which is double and almost four times higher than the average respectively. This means the total cost per tonne is considerably lower. Moreover, these farms receive more direct payments per work unit, probably due to the link between decoupled payments and historical references.

On the other hand, farms with lower incomes (below 5 000 EUR/WU) have lower areas and yields and a slightly better price, but have a high share of family labour (82 %) and very low labour productivity (62 % lower than the national average). Their cost per tonne is more than double the average. Moreover, they receive less direct payments per work unit. They therefore generate a family farm income close to zero.

Finally, the characteristics of farms with higher and lower incomes in Italy closely resemble those in Spain (see previous part).

Figure 20: Comparison of key indicators between income classes, olive oil producers, Italy 2006-2009

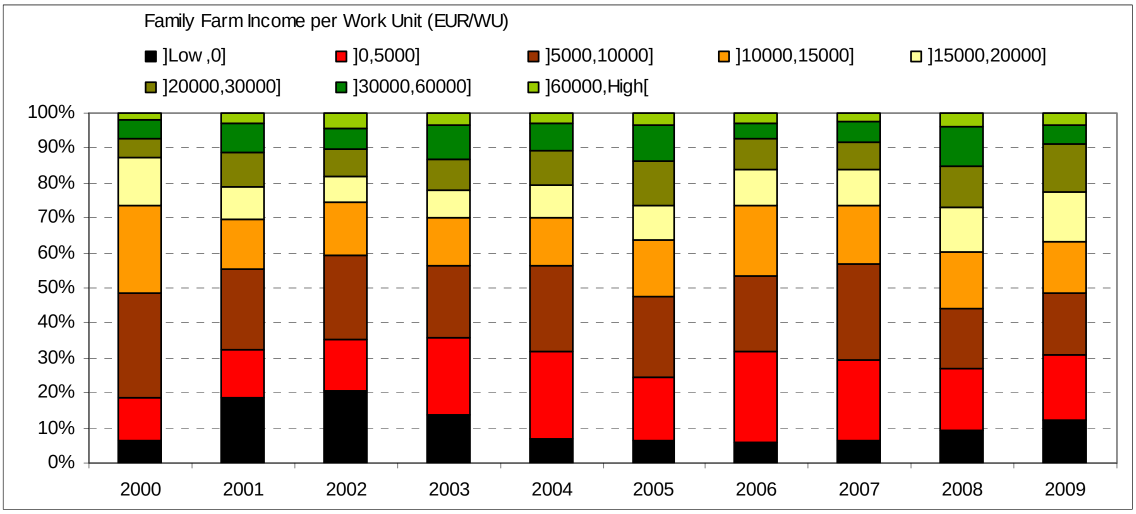


Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

In Italy, over the decade studied, the share of farms in the higher income classes (above 30 000 EUR/FWU) remained fairly stable at around 10 % (Figure 21). Looking at long-term trends (Annex 7), these farms have improved their yield and the prices they earn, which more than offset the increase in costs per tonne. There was an increasing margin per tonne, compensating for the decrease in direct payments. However, labour productivity did not improve, and this may hamper any further improvement.

Similarly, the share of farms in the lower income classes did not change significantly, fluctuating at around 30 %. For these farms, rises in prices and yields and stable labour productivity were just enough to offset the increase in total costs per tonne, so that the net economic margin did not change significantly (Annex 7). However, Family Farm Income per work unit deteriorated.

Figure 21: Trend in share of farms by income class, Italy



Source: EU FADN DG AGRI

4.5. Conclusion for Italy

Italian producers of olive oil showed the best trend among all types of producers in the Member States studied. Over the period 2000-2009, they showed a clear increase in margins and more or less stable income indicators[27]. The main drivers were a significant increase in prices and a limited rise in total costs per tonne. But even the most favoured group did not post a significantly favourable trend, since FFI/FWU decreased slightly in real terms. On the other hand, Italian producers of olives for oil and mixed producers did not show such trends. Prices fell from 2006 onwards, labour productivity deteriorated, so income decreased by 31 % and 28 % respectively[28].

There are wide differences among Italian regions. Among the main regions for olive oil producers, *Calabria* showed the best average results, thanks to higher yields and family labour productivity. *Lazio*, *Campania* and *Puglia* obtained family farm income between 50 % and 60 % lower than the average in *Calabria*, driven by lower yields and lower labour productivity. *Sicily* showed intermediate results, but over the last three years, trends were very positive, unlike those in *Calabria*, which showed a decrease in income indicators.

As in Spain, there are wide discrepancies in income levels, and 30 % of farms earn less than 5 000 EUR for each family work unit, while 10 % earn more than 30 000 EUR/FWU. Incomes fluctuated in both higher income classes and lower income classes over the period 2000-2009. *Calabria* accounted for more of the farms in the higher income classes whereas farms in *Puglia, Lazio, Campania* and *Toscana* were more likely to be found in the lower income classes. As in Spain, high income seems related to large olive groves, a low share of family labour and above all, high labour productivity.

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27 FNVA/AWU and RFL/FWU have decreased by 4 and 1 % respectively and FFI/FWU increased by 1 % between the beginning and the end of the period. .

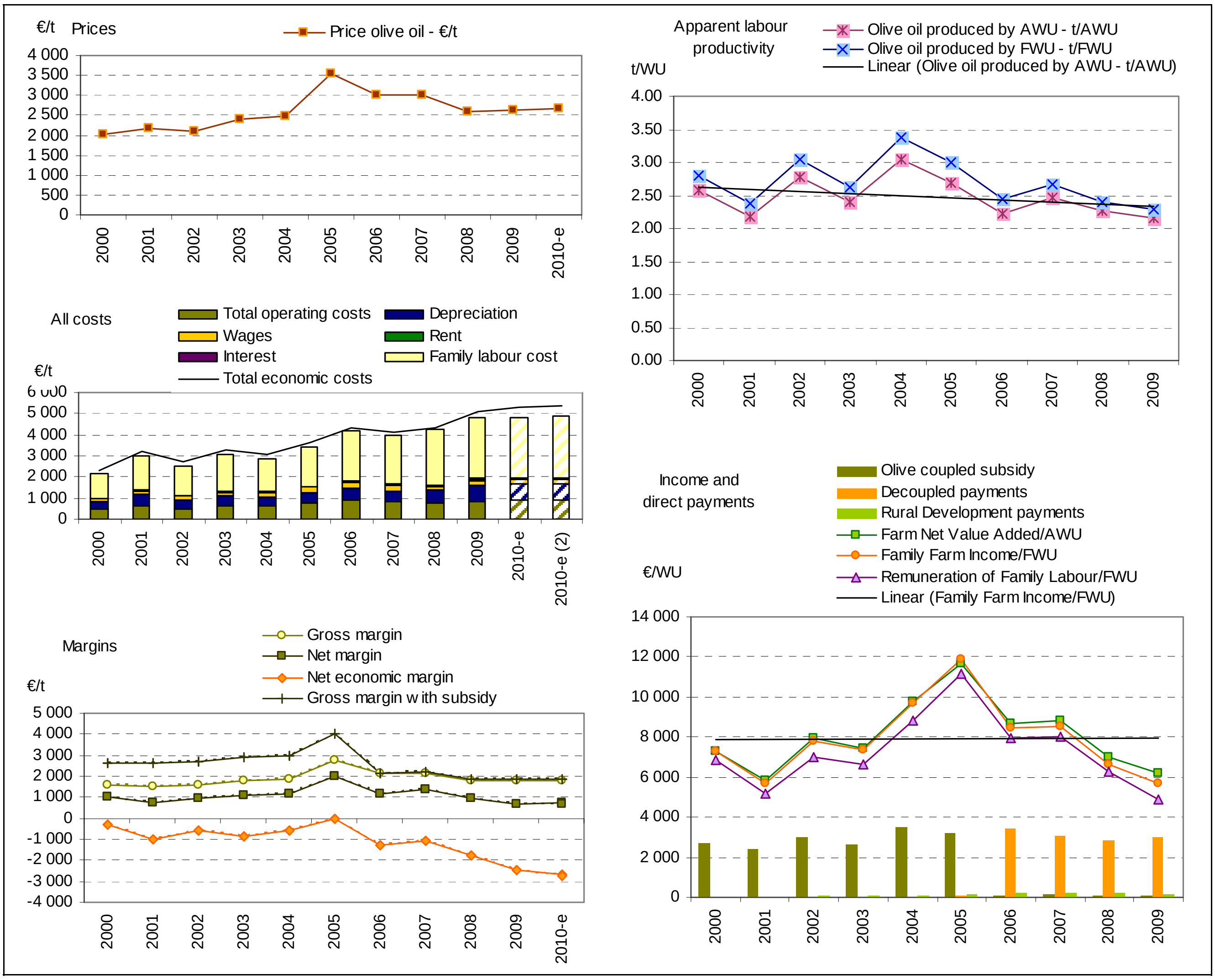
28 Difference of FFI/FWU between the three-year average 2000-2002 and the three-year average 2007-2009.

5. GREECE

5.1. National trend 2000-2010

Greek olive oil producers saw margins rise up to 2005 thanks to a significant increase in prices and better labour productivity (Figure 22). Margins started falling after that, due to falling prices, a deterioration in labour productivity and yield, and the steady rise in costs per tonne (Annex 8). Income indicators followed the same trend as margins: they reached a peak in 2005 and fell thereafter. Average income indicators at the end of the period are thus close to those at the start[29].

Figure 22: Greek producers of olive oil, trend 2000-2010



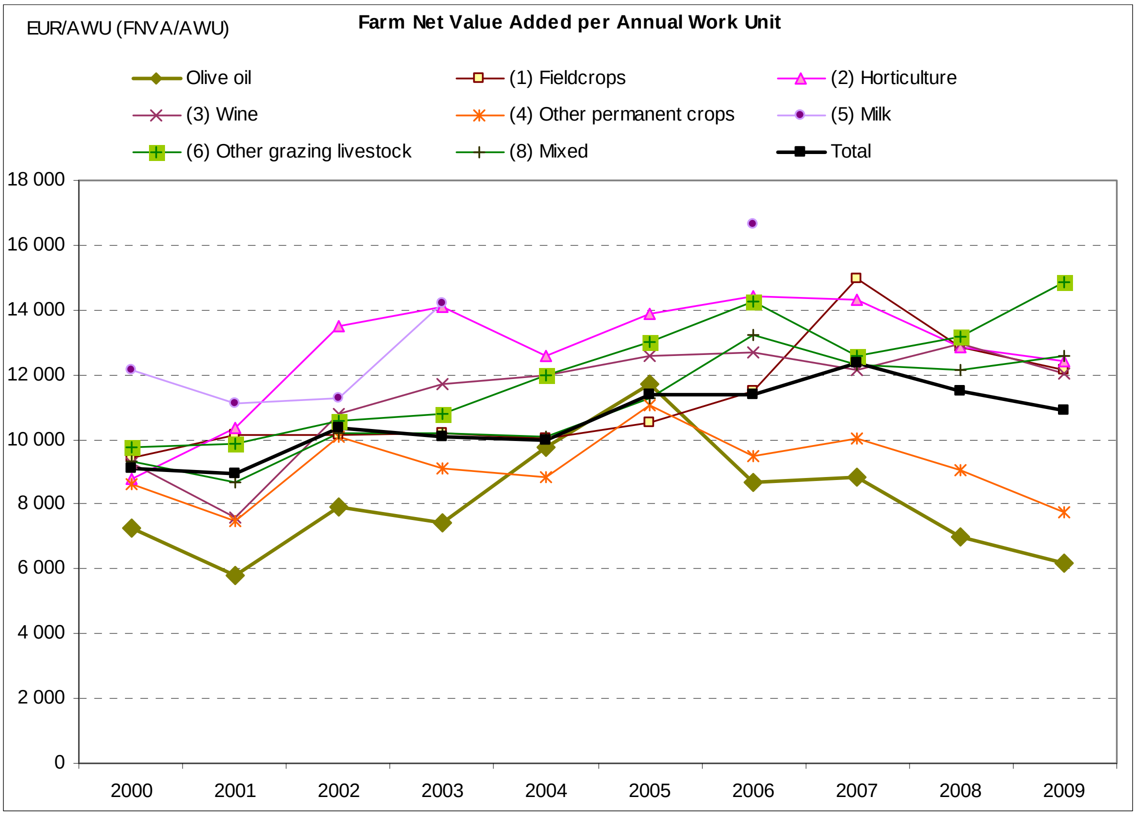
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops. 2010 e: estimate (2 options considered for the yield).

The trend in incomes for olive oil farms over the whole period 2000-2009 is among the less favourable, together with other permanent crops: between the beginning and the end of the period, there was no improvement in income, while it increased by 23% on

29 Difference between the three-year average 2000-2002 and the three-year average 2007-2009.

average in Greece. It improved by 35 % for *fieldcrops* farms and 34 % for *wine* farms and *other grazing livestock* farms (Figure 23). Moreover, looking solely at the last five years, income for Greek olive oil farms fell by 47 % in nominal terms, the worst trend compared to the other types of farming in Greece.

Figure 23: Income trend by type of farming, Greece

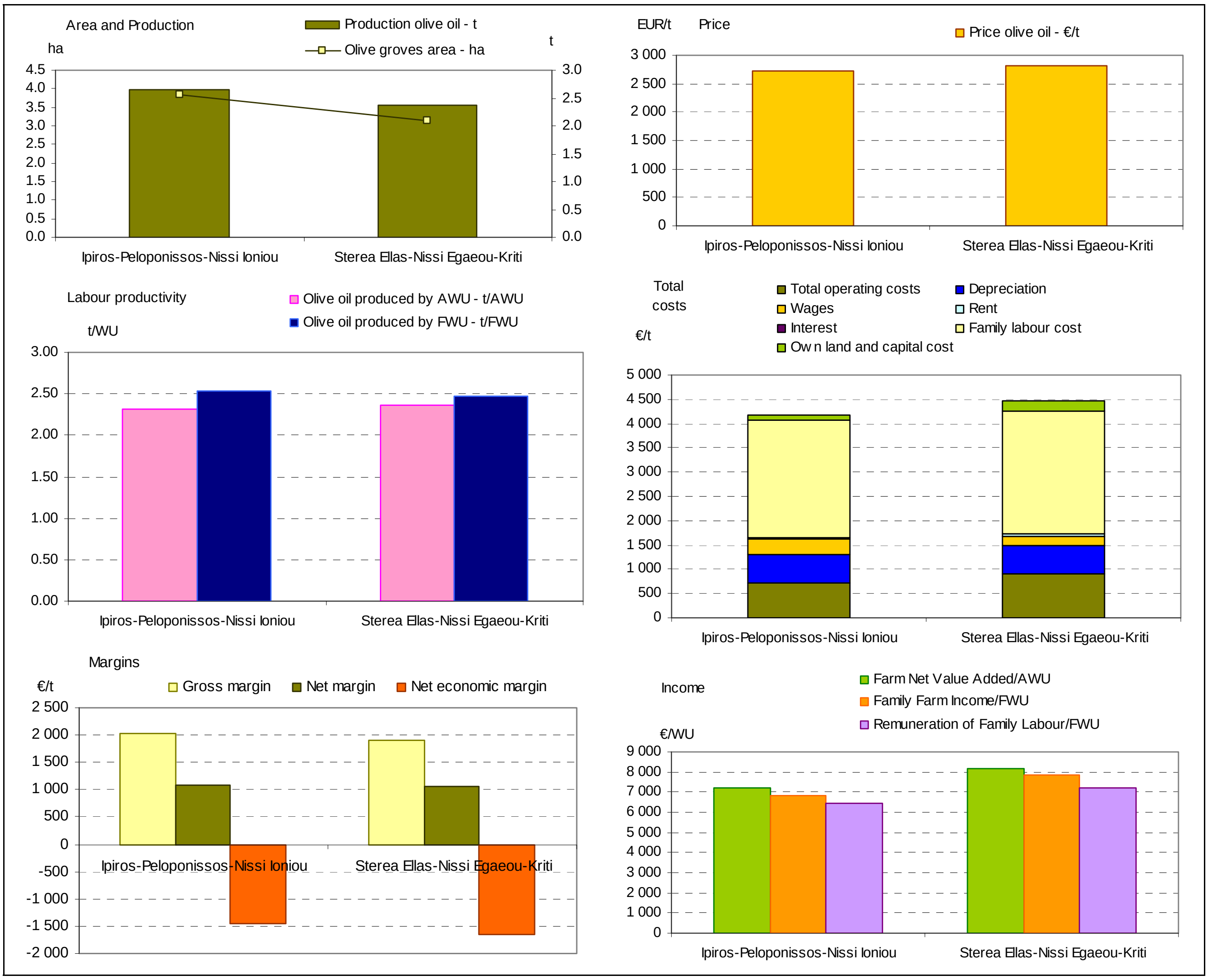


Source: EU FADN DG AGRI.

5.2. Regional averages

In Greece, almost all olive oil farms are located either in *Sterea Ellas-Nissi Egaeou-Kriti* (53 %) or in *Ipiros-Peloponissos-Nissi Ioniou* (40 %)[30]. These two regions show on average similar levels of size, price, labour productivity, costs per tonne, margins and income indicators (Figure 24).

Figure 24: Greek producers by region, average 2006-2009

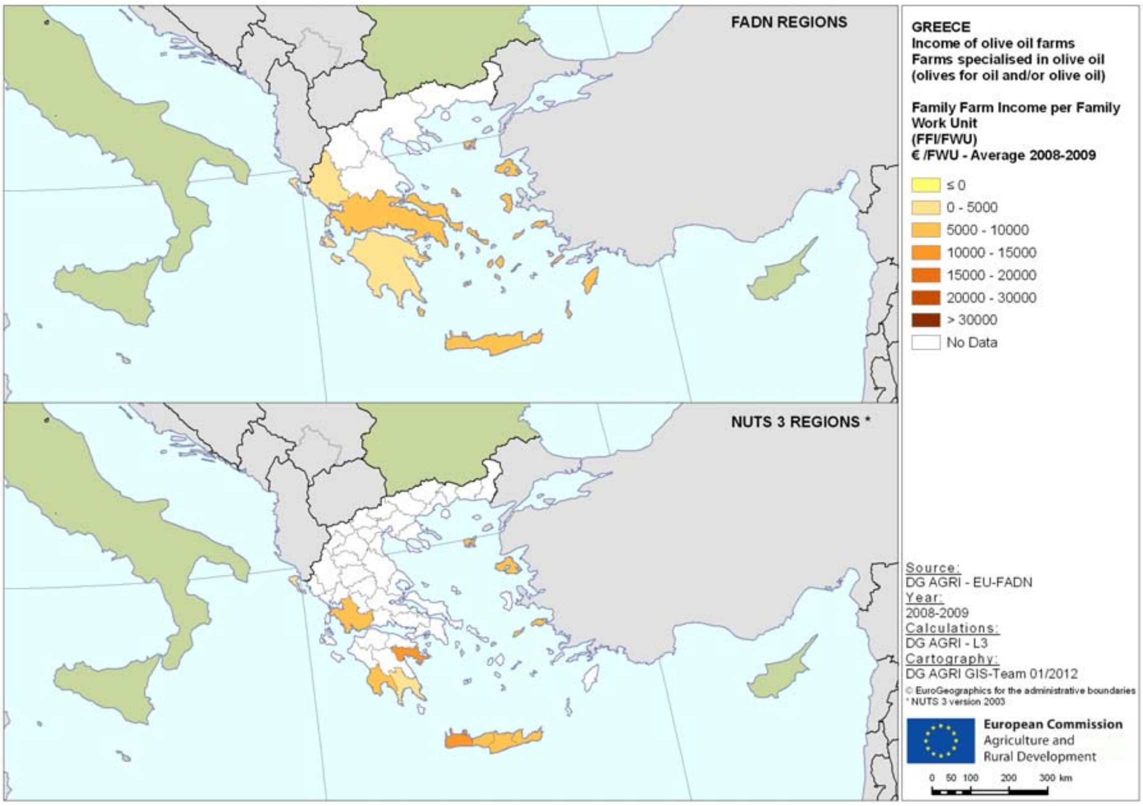


Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

Average regional income is similar in the two regions, but at intra-regional level (NUTS3 level) there might be higher differences in income (Map 3).

[30] For Greece, results are delivered only for these two regions because there are not enough sample farms in the remaining regions.

Map 3: Greece



5.3. Regional trends 2000-2010

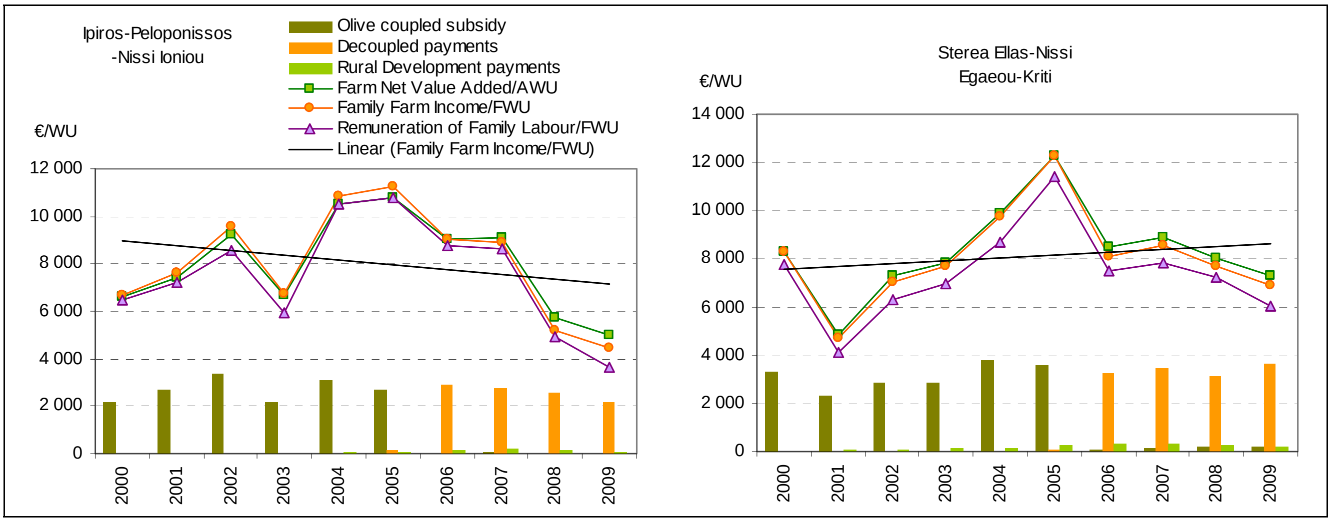
The two regions showed slightly different trends over the ten years studied. Main results are summarised here (see Annex 8 for more details). Indeed, income for olive oil farms rose slightly over the ten years (from +16% to +18% depending on the indicator[31]) in *Sterea Ellas-Nissi Egaeou-Kriti*, whereas it fell slightly in *Ipiros-Peloponissos-Nissi Ioniou* (from -15% to -23%) (Figure 25).

The better trend in incomes for *Sterea Ellas-Nissi Egaeou-Kriti* was driven by a more favourable trend in price (+31% over the period compared to +18% for *Ipiros-Peloponissos-Nissi Ioniou*), a lower increase in total cost per tonne (+67% compared to +110%) and a slight increase in direct payments per work unit (due to a decrease in total work units).

In *Ipiros-Peloponissos-Nissi Ioniou*, family labour productivity decreased more sharply (-17% compared to -9%) and direct payments per work unit decreased (due to an increase in total labour).

[31] Difference between the three-year average 2000-2002 and the three-year average 2007-2009.

Figure 25: Trend in income by region, Greece

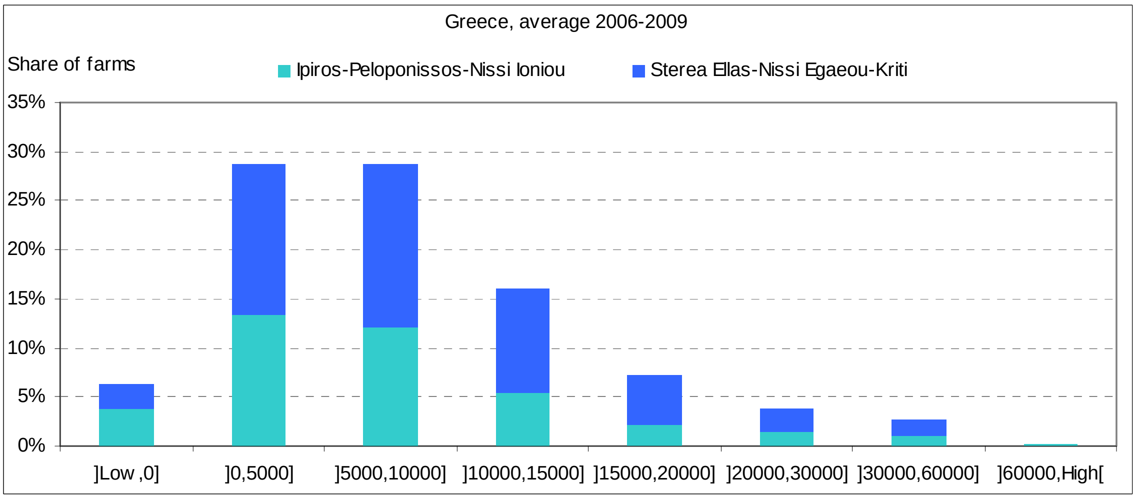


Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

5.4. Higher incomes versus lower incomes

In all, 37 % of Greek olive oil farms earn less than 5 000 EUR for each family work unit and only 3 % earn more than 30 000 EUR/FWU (Figure 26). The two regions are represented similarly in all income classes.

Figure 26: Share of farms by class of income and region, Greece 2006-2009

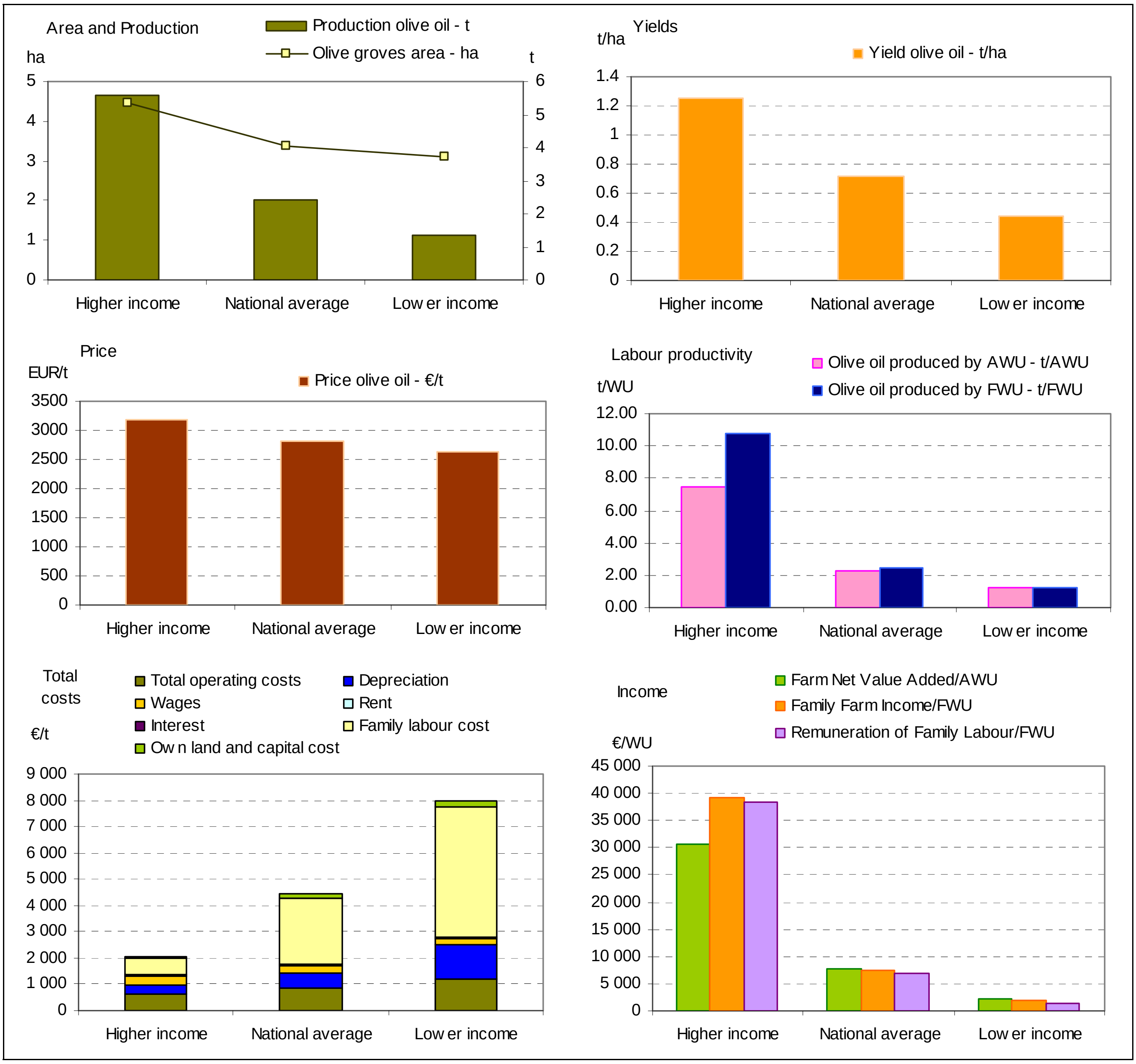


Source: EU FADN DG AGRI. Note: the income indicator used is the Family Farm Income per Family Work Unit.

Farms with higher income (above 30 000 EUR/FWU) are on average slightly bigger than the national average in terms of olive grove area and they have a much better yield (Figure 27). As in the other producing Member States, they have a low share of family labour (69 %). Prices were also slightly better than the average and much better than for farms in the lower income class (below 5 000 EUR/FWU). As in Spain and Italy, what makes a difference is total labour productivity and family labour productivity, which are three and four times higher than the average respectively. This enabled them to reduce the total cost per tonne considerably. Moreover, these farms received more direct payments per work unit, probably due to the link between decoupled payments and historical references.

On the other hand, farms with lower incomes (below 5 000 EUR/WU) were on average smaller in area and production, with lower yields and prices, and they had a high share of family labour (96 %) and very low labour productivity (half the average). Therefore their cost per tonne was much higher. Moreover, they received less direct payments per farm. They therefore generate a family farm income close to zero.

Figure 27: Comparison of key indicators between income classes, Greece 2006-2009



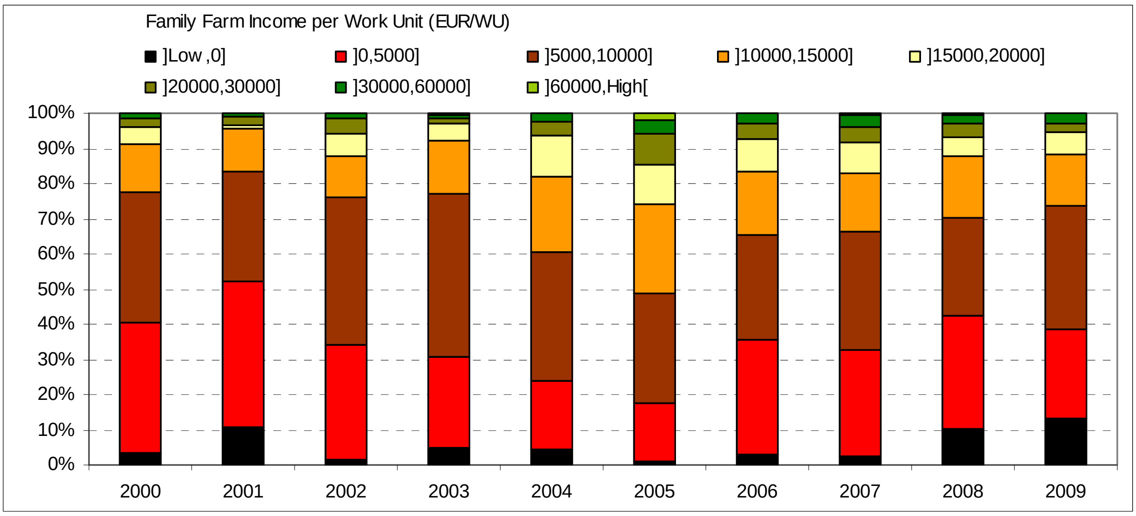
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

Over the ten years studied, the share of farms in the higher income classes (above 30 000 EUR/FWU) slightly increased in Greece: from around 1 % at the start of the period to 3 % at the end[32] (Figure 28). It was highest in 2005 with 6 %. However, trends in their average yield, labour productivity and Family Farm Income per family work unit were not favourable over the period studied (Annex 8).

32 Difference between the four-year average 2000-2003 and the four-year average 2006-2009.

On the other hand, the share of farms in low-income classes (below 5 000 EUR/WU) decreased slightly between the beginning and the end of the period, from 39 % to 37 %.[33] However, the share of farms with negative family farm income increased from 5 % to 7 %. Moreover, trends for this class are also particularly worrying: a continuous decrease in net economic margin in negative values, and a sharp drop in income indicators, with the Remuneration of Family Labour switching to negative in 2009.

Figure 28: Trend in share of farms by income class, Greece



Source: EU FADN DG AGRI

5.5. Conclusion for Greece

Olive oil farms in Greece showed a significant increase in margins and income indicators from 2000 to 2005, and an equivalent decrease from 2005 to 2009, driven by trends in price, labour productivity and cost per tonne. Compared to other types of farming, their worst trend in income was from 2005 to 2009.

There is no significant difference between the two big regions studied for the average situation for 2006-2009. However, trends are slightly different with a more unfavourable development in income indicators for *Ipiros-Peloponissos-Nissi Ioniou*, while farms in *Sterea Ellas-Nissi Egaeou-Kriti* were more robust.

In Greece, there is a higher share of farms in the lower income classes than in the other two Member States: 37 % earned less than 5 000 EUR for each family work unit. Greece also has fewer farms in the higher income classes than Italy and Spain: only 3 % earned more than 30 000 EUR/FWU. As for Spain and Italy, high income seems related to large olive grove areas, a low share of family labour and above all, high labour productivity. Worryingly, the share of farms which do not generate income from farming rose over the period, and more particularly since 2005.

[33] Difference between the four-year average 2000-2003 and the four-year average 2006-2009.

6. CONCLUSION

Labour is the most important cost item in olive oil farm production: family labour represents 43 % to 57 % of total costs, and wages 10 % to 17 %. The other significant cost items are specific costs (10 to 16 %) and depreciation (6 to 17 %).

Olive oil farms in Spain are on average bigger, with a higher labour productivity. They produce olives which are processed by other operators. Over the period 2000-2010, they suffered on average unfavourable trends in margins and income indicators, with a decrease by around one third in nominal terms. This was because labour productivity was not improved, because of farm size, and the trend in falling prices and direct payments. In Spain, farms with very large areas of olive groves may not be well represented because they are often not specialised enough in olive production. On the other hand, small to medium-size farms are slightly over-represented. Therefore these average results may not represent well what happened in very big farms.

In Italy, each type of producer is represented: olives for oil, olive oil processed by the farm, and producers of both olives and oil. Prices for olives and oil are on average significantly higher in Italy. Costs are higher as well, but to a lesser extent. Trends were best for Italian producers of olive oil among all types of producers in the Member States studied: margins increased and income stayed relatively stable over the period 2000-2009. The main drivers were significant increases in prices and limited increases in total costs per tonne. However, Italian producers of olives and mixed producers experienced trends similar to those for Spanish olive producers.

In Greece, the average share of family labour is very high, given the very small size of farms and a high share of family farms with a lower degree of commercial/professional expertise than elsewhere. In Greece, olive oil farms showed a significant rise in margins and income indicators from 2000 to 2005 and an equivalent fall from 2005 to 2009, driven by trends in price, labour productivity and costs per tonne.

In the three Member States, the trend in income of olive oil farms has been worse than the national average over the period 2000-2009[34], ranking worst or second worst. However, there can be wide disparities at regional level: in most the regions, income has been on a more or less drastic decreasing trend, but in *Extremadura* and in *Sicily*, the trend in income was favourable over the period studied.

Finally, there are also wide disparities among farms at the individual level. Over the period 2006-2009, 25 % of farms in Spain earned less than 5 000 EUR for each family work unit, 30 % in Italy and 37 % in Greece. On the other hand, 11 % of Spanish olive oil farms earned more than 30 000 EUR/FWU, 10 % in Italy and 3 % in Greece.

In the three Member States, high income can be related to large olive grove areas, a low share of family labour in total labour, higher total direct payments and above all, high labour productivity (quantity of olives or of oil produced by the farm and divided by work units). In Italy, it is also related to better yield and in Greece to better yield and higher prices. Low income is related to opposite characteristics: small size, high share of family labour, lower direct payments and low labour productivity. These farms may have off-farm activities complementing their low agricultural income.

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[34] We compared the difference between the four-year average 2000-2003 and the four-year average 2006-2009.

To conclude, the economic situation of olive oil farms has been deteriorating significantly over recent years (since 2005 or 2007 depending on the Member State and the type of producer).

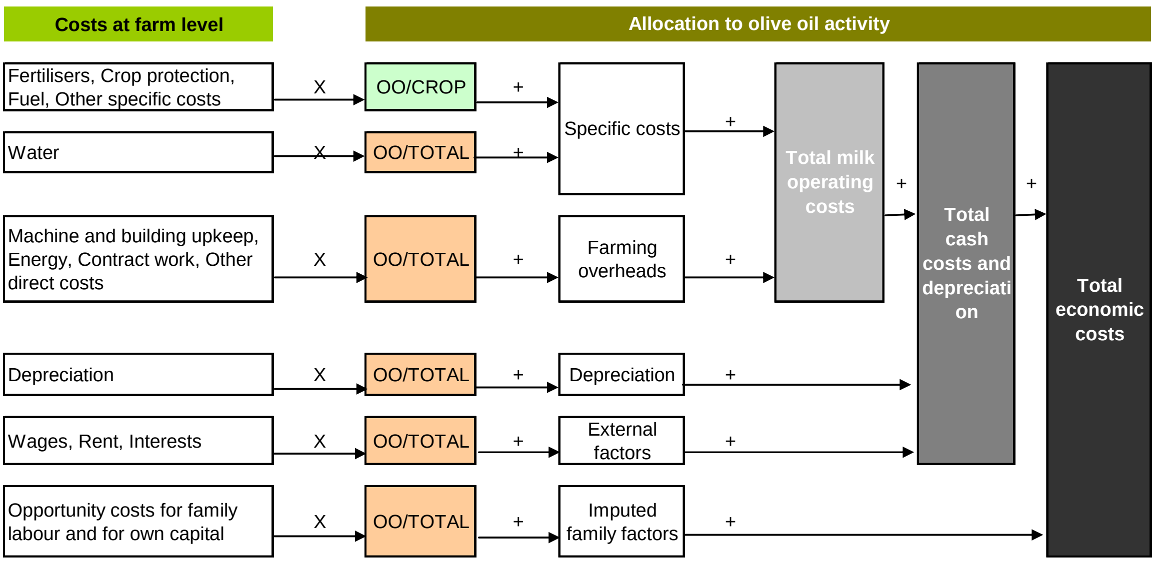
Annex 1: Method for the allocation of costs to olive oil production

The FADN (Farm Accountancy Data Network) database contains information on output and subsidies per enterprise; however, as regards costs, it only provides information referring to the farm as a whole.[35] In this context, the contribution of each enterprise to the farm income is not directly available. Therefore, production costs by product have to be estimated. The EU FADN unit has constructed several models to estimate costs and margins, for a range of different products. This annex describes how production costs for olive oil are calculated. The following terminology is used with regard to costs:

- Operating costs, which include the following:
  - Specific costs: fertilisers, crop protection, fuel, water, other specific costs.
  - Non-specific costs: upkeep of machinery and buildings, energy, contract work, other direct costs.
- Depreciation
- External factors: i.e. wages, rent and interest
- Imputed family factors, which cover: family labour cost and own capital cost (own land cost + estimated cost for own capital except land — interest paid).

The basis of the methodology is to allocate a share of the farm costs to olive oil production (see the schema below). Different ratios are used:

- Olive oil output divided by total crops output
- Olive oil output divided by the total output of the farm.



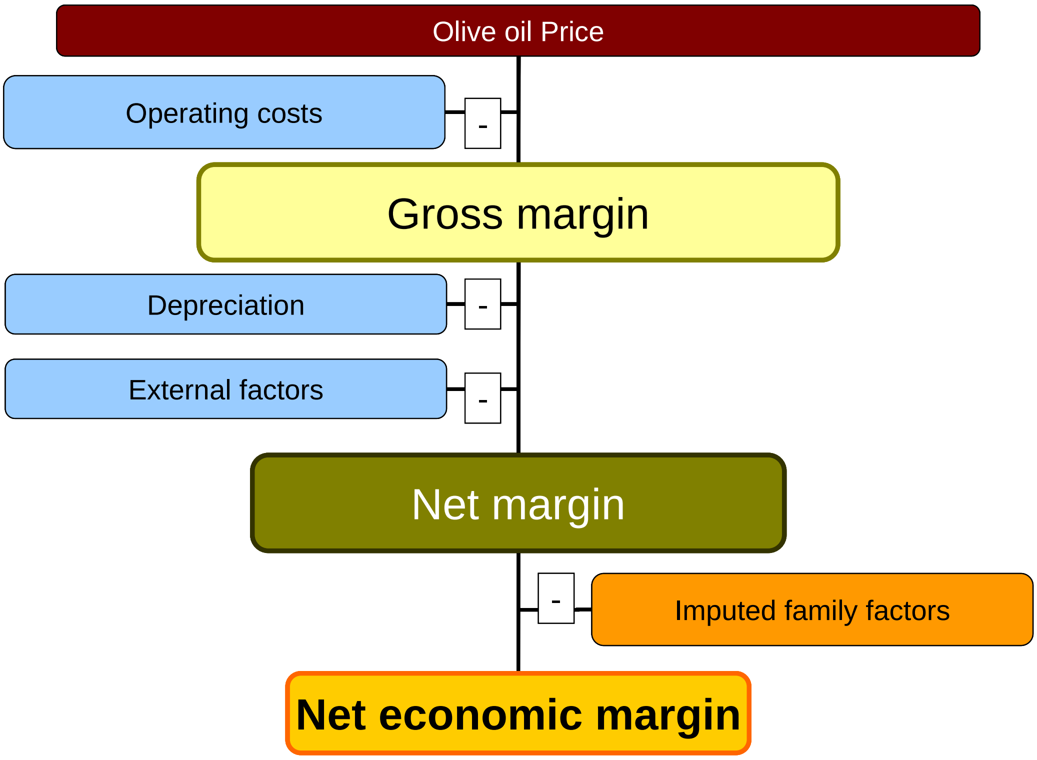
OO/CROP	Olive oil output / Total crops output
OO/TOTAL	Olive oil output / Total output

Given the need to allocate costs, to obtain reliable estimations of production costs, it is necessary to focus on specialised farms. In this analysis, we have selected farms with a specialisation rate[36] greater than 50 %.

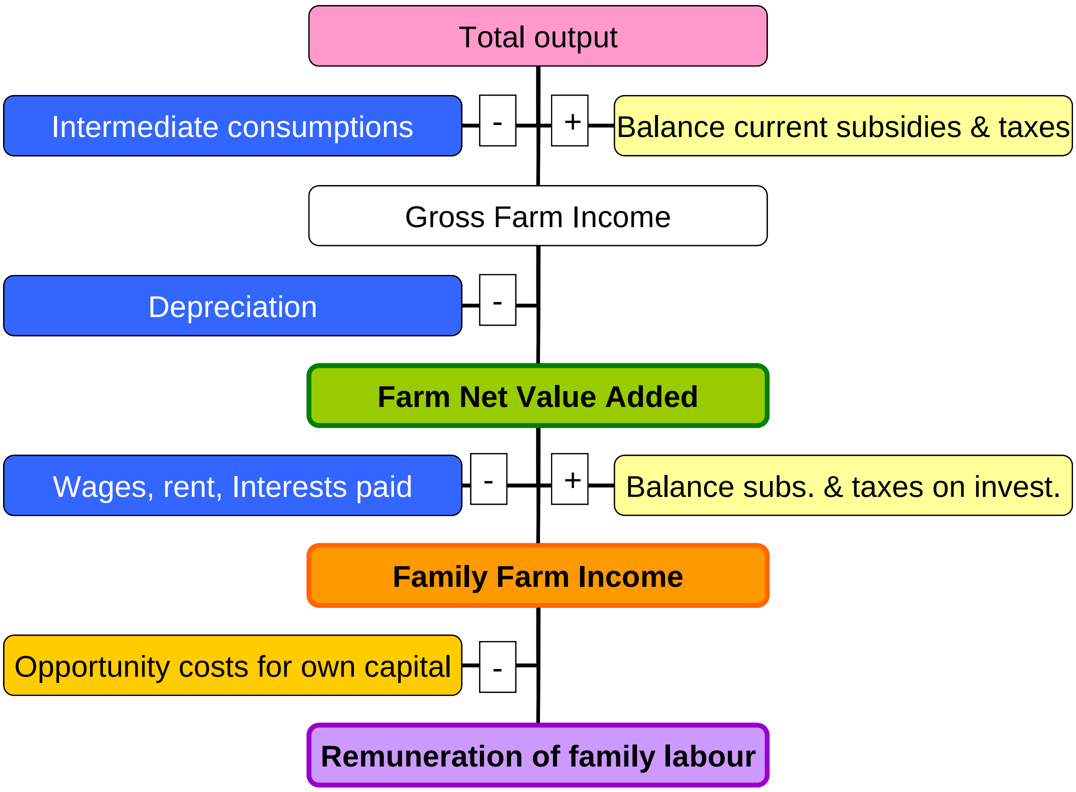
[35] It is difficult for the accountant or the farmer to assess the share of water or electricity or fertilisers to allocate to each activity, especially for mixed farms.

[36] Specialisation rate: the share of olive oil output (olives for oil and oil) in total output.

Annex 2: Schema defining the margins



Annex 3: Schema defining the income indicators



Note: Farm Net Value Added (FNVA) is expressed per Annual Work Unit (AWU, total labour of the farm). Family Farm Income (FFI) and Remuneration of Family Labour (RFL) are expressed per Family Work Unit (FWU, only family labour of the farm). Moreover, FFI and RFL are calculated for the sub-sample of family farms.

Annex 4: Estimation of imputed family factor costs

Family labour cost is estimated on the basis of the wages which the owner of the farm would have to pay to hire employees to do the work carried out by family members.

It is calculated as the average regional wage per hour obtained in the FADN database[37] multiplied by the number of Family Work Unit (FWU) and the standard of 2000 hours per FWU, to avoid discrepancies in the registration of hours worked between farms and Member States.

Own capital cost

– **Own land cost**: this is estimated on the basis of the rent that the owner of the farm would have to pay if the land were rented instead of owned.

It is estimated as the owned area multiplied by the rent paid per ha on the same farm or, if there is no rented land on the farm, by the average rent paid per ha in the same region and for the same type of farming.[38]

– **Cost of own capital (other than land)**: the cost of own capital (permanent crops, buildings, machinery and equipment, forest land, livestock and crop stocks) is estimated at its opportunity cost. That is how much money the farmer could gain from investing the equivalent of its capital value in a bank.

The interest paid on the capital is not known, as this information is optional in the FADN farm return. Nevertheless, to take into account the actual interest rate paid on the farm, a ‘weighted’ interest rate is calculated as the weighted average of this interest rate for debts and the long-term interest rate taken from the Global Insight database for the net worth. It should be noted that if the ‘weighted’ interest rate is lower than the LT interest rate (which means that the calculated rate of interest paid is lower than the LT interest rate), the LT interest rate is used instead of the ‘weighted’ interest rate.

In the end, the own capital value (excluding land and land improvement) is estimated as the average value of the assets (closing plus opening valuation divided by 2) multiplied by the real interest rate.[39] The correction is made by subtracting the inflation rate[40] from the nominal interest rate. A condition is applied to avoid negative real interest rates.

The total circulating capital is not valued because of the unreliability of this variable in some Member States. Nevertheless, the crop stock value is taken into account.

To calculate the **unpaid capital costs,** in order to avoid double counting, we have to deduct the **interest paid** from the sum of the own land cost and the cost of own capital except land:

Imputed unpaid capital costs = own land cost + estimated cost for own capital except land — interest paid (when interest paid is lower than the sum of own land and own capital costs).

The total cost of imputed unpaid family factors is then the sum of family labour costs and unpaid capital costs: Imputed unpaid family factors = family labour cost + unpaid capital costs

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37 If there are not enough farms (fewer than 20) with paid labour at regional level, the national average is taken into account.

38 If there are not enough farms (fewer than 20) in a given region for a type of farming, the national rent per hectare for the given type of farming is used (the TF8 classification is used).

39 The increase in the value of assets is excluded from income calculations. For example, land appreciates in value over time, which is one of the reasons why investors invest in land. This gain is not included in income; therefore, it would not be consistent to include it in the cost of capital. In addition, in the FADN, assets are valued at replacement value. Depreciation is based on this replacement value and therefore already takes into account the increase in prices (inflation). Consequently, it would be double counting to include the inflation part of interest in the cost of capital.

40 The inflation rate is based on the Eurostat annual average rate of change in Harmonised Indices of Consumer Prices (HICPs) — available from 1997. Inflation rates based on price indexes of GDP and gross fixed capital consumption have been tested, but they are very high and were leading to very high negative cost of capital, mainly in the EU-10. An inflation rate calculated on the basis of price indexes for gross fixed capital consumption has been tested, as it seemed to be more closely related to assets. However, this rate has fluctuated widely over the years for certain Member States. In addition, land is one of the most important assets, which does not depreciate. Therefore, the inflation rate of gross fixed capital consumption must not have a closer relationship with the change in the price of agricultural assets than with the consumer price indices.

Annex 5: The 2010 estimate

At the time of drafting this analysis, the latest data available were for the 2009 accounting year; this is because of the time needed to collect, check and correct the data of all the EU Member States. The yield, costs and margins for 2010 have been estimated based on 2009 data, yield index and price indices price indices for olive oil and main inputs at national level. The estimates were made at aggregate level (and not at individual farm level).

The sources of the indices used are the following:

- Yield trend 2010/2009: national authorities or ESTAT- series apro_cpp_fruveg with estimations,

- Olive oil price: unit DG AGRI *C2 Olive oil, horticultural products*,

- Fertilisers, crop protection, fuel, upkeep of machinery and building, energy, depreciation and other costs: ESTAT online database — series apri,

- Wage: ESTAT — series ali and eaa,

- Rent: ESTAT — series eaa and ef with linear SAS regression,

- Interest rate: Global Insight.

Two options of 2010 estimates were calculated:

- yield supposed unchanged (=2009)

- yield adjusted.

Results are indeed sensitive to yield and it was therefore considered appropriate to envisage two ‘scenario’. Finally, it is assumed that structures and olive oil production remain unchanged.

Annex 6: Spain

Olive oil specialised farms (producers of olives for oil)

Trend 2000 – 2010 at national level

Regional results, average 2000 – 2006

Trend 2000 – 2010 at regional level

Comparison between higher and lower income classes at national level, average 2000-2006

Trend 2000-2010 for the higher and lower income classes

Spain
Olives for oil producers

Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.
Farms specialised in olive oil production (more than 50% of their output coming from olives for oil or olive oil)

Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years

STRUCTURE	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Sample farms	293	316	276	228	274	396	437	318	313	322	-	-	8%	-
Farms represented	81 044	92 231	75 917	67 664	91 560	112 140	129 577	121 654	94 478	86 362	-	-	21%	-
Specialisation rate	92	93	96	93	93	92	89	92	95	95	-	-	0%	-
Utilised agricultural area - ha	18	16	18	19	19	18	15	14	17	18	-	-	-7%	-
Olive groves area - ha	14	13	16	15	15	13	11	11	14	14	-	-	-8%	-
Total labour - AWU	1.35	1.19	1.40	1.27	1.34	1.29	1.45	1.52	1.36	1.56	-	-	13%	-
Family labour input - FWU	1.05	0.95	0.94	1.01	1.01	0.98	1.12	1.23	1.00	1.17	-	-	16%	-
% family labour	*78%*	*80%*	*67%*	*80%*	*75%*	*76%*	*77%*	*81%*	*74%*	*75%*	-	-	*2%*	-
Yield olives for oil - t/ha	2.6	3.7	3.5	2.3	3.2	2.6	2.8	3.2	3.6	3.5	3.5	3.7	11%	15%
Yield olive oil - t/ha	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Production olives for oil - t	37	48	54	37	47	34	31	35	50	51	51	53	11%	50%
Production olive oil - t	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olives produced by AWU - t/AWU	27.2	39.9	38.7	29.2	35.3	26.4	21.7	23.2	36.8	32.8	-	-	-12%	-
Olive oil produced by AWU - t/AWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olives produced by FWU - t/FWU	34.9	50.0	57.7	36.7	46.9	34.8	28.0	28.7	50.1	43.7	-	-	-14%	-
Olive oil produced by FWU - t/FWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-

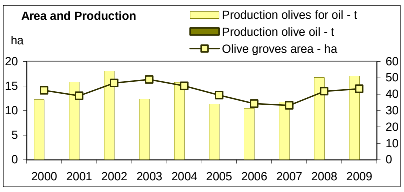
PRICES	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Price olives for oil - €/t	457	419	407	439	433	565	588	587	479	436	433	433	5%	-26%
Price olive oil - €/t	-	-	-	-	-	-	-	-	-	-	-	-	-	-

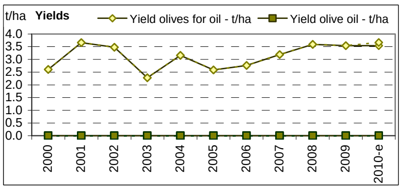
PRODUCTION COSTS - €/t olives for oil	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007	Share in total cost - 2009
Specific costs	88	66	68	82	74	89	105	92	114	98	100	97	39%	6%	16%
Fertilisers	21	21	23	25	25	33	33	27	36	31	27	26	43%	-1%	5%
Crop protection	23	17	18	26	27	25	30	28	37	36	36	35	85%	32%	6%
Fuel	22	14	16	19	14	18	32	28	23	19	24	23	23%	-18%	3%
Water	19.7	11.8	11.1	11.1	7.9	11.3	9.2	10.2	15.5	11.0	12	11	-11%	11%	2%
Other specific cost	2	1	1	1	1	1	1	1	3	2	2	2	74%	153%	0%
Farming overheads	23	15	19	25	31	44	31	31	51	51	55	53	171%	70%	8%
Building and machinery upkeep	6	4	7	9	9	14	10	11	13	14	14	14	140%	22%	2%
Energy	2	2	2	3	4	10	4	5	12	11	13	13	500%	161%	2%
Contract work	7	4	5	6	10	10	6	4	12	14	15	14	161%	226%	2%
Other direct costs	7	6	6	8	9	10	10	11	13	12	12	12	99%	13%	2%
Total operating costs	**111**	**81**	**88**	**107**	**105**	**133**	**136**	**123**	**164**	**149**	**155**	**150**	**66%**	**22%**	**24%**
Depreciation	46	27	27	31	22	31	40	46	41	39	40	38	19%	-17%	6%
External factors	93	60	104	74	80	101	112	99	92	107	110	107	19%	8%	17%
Wages	78	53	101	68	76	93	107	94	85	97	100	97	20%	3%	16%
Rent	12	5	1	3	2	6	4	5	7	9	9	9	41%	93%	2%
Interest	2.9	2.1	2.1	2.9	1.3	1.5	0.9	0.2	0.2	1.0	1.1	1.0	-69%	557%	0%
Total cash costs and depreciation	**249**	**168**	**218**	**212**	**208**	**265**	**288**	**268**	**297**	**295**	**305**	**295**	**40%**	**10%**	**48%**
Imputed familly factors	326	235	188	285	259	339	384	425	264	324	337	326	22%	-23%	52%
Family labour cost	235	172	162	237	214	289	348	391	238	280	291	281	41%	-28%	45%
Own land and capital cost	91	63	26	49	45	51	36	34	26	44	47	45	-36%	32%	7%
Total economic costs	**575**	**402**	**406**	**497**	**466**	**604**	**671**	**693**	**561**	**619**	**643**	**621**	**30%**	**-10%**	**100%**

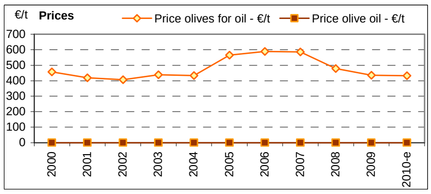
MARGINS - €/t	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Gross margin	346	338	319	332	328	431	453	464	315	287	277	283	-12%	-39%
Net margin	208	252	189	227	225	300	301	319	181	141	127	137	-29%	-57%
Net economic margin	-118	17	0	-58	-33	-40	-83	-106	-82	-183	-210	-189	-353%	-78%
Gross margin with subsidy	549	534	495	527	449	560	468	472	324	306	297	301	-41%	-36%
Net margin with subsidy	411	447	364	423	346	429	315	327	191	160	146	156	-59%	-52%
Net economic margin with subsidy	85	212	176	137	88	90	-68	-98	-73	-164	-191	-170	-186%	-74%

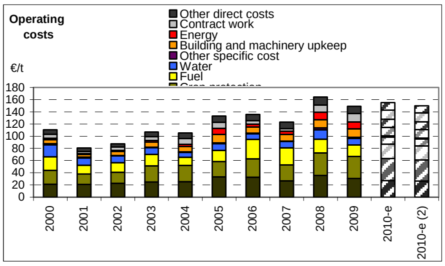
DIRECT PAYMENTS AND SUBSIDIES - €/AWU	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Total DP and subsidies	6 162	8 301	7 122	6 121	4 880	4 475	3 177	1 264	4 125	3 687	-	-	-58%	-
Olive coupled subsidy	5 504	7 796	6 806	5 693	4 276	3 412	320	188	345	628	-	-	-94%	-
Decoupled payments	0	0	0	0	0	64	2 394	822	3 314	2 631	-	-	-	-
Rural Development payments	17	43	53	37	29	60	90	33	197	148	-	-	235%	-

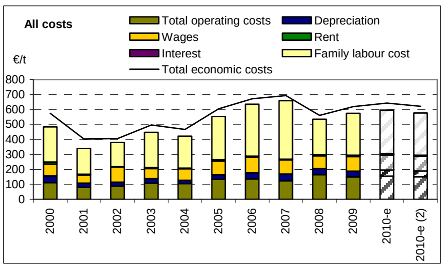
INCOME - €/AWU	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Farm Net Value Added/AWU	15 146	21 962	19 202	15 905	16 710	16 073	13 344	11 914	14 795	12 739	-	-	-30%	-
Family Farm Income/FWU	15 776	23 978	22 388	16 722	18 049	16 963	13 812	11 431	14 890	11 944	-	-	-38%	-
Remuneration of Family Labour/FWU	12 216	20 526	20 684	14 668	15 711	14 970	12 674	10 322	13 467	9 782	-	-	-37%	-

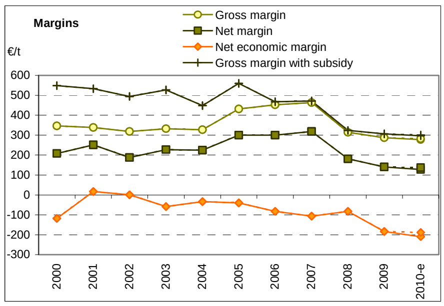


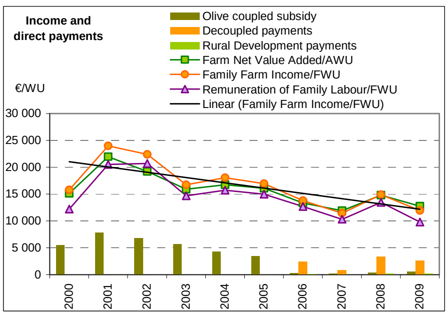


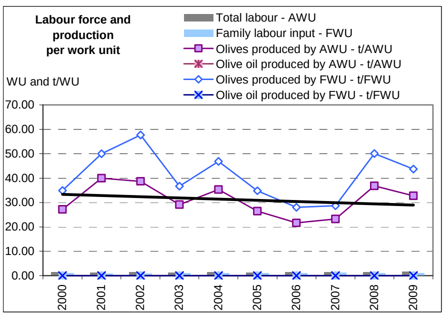








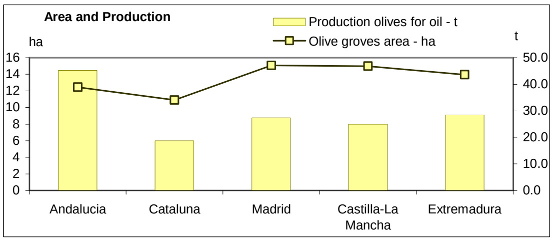


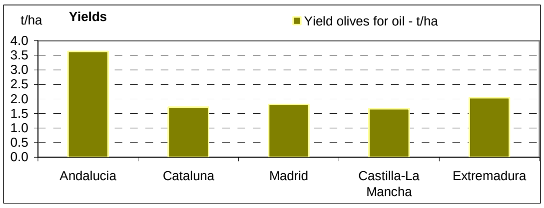


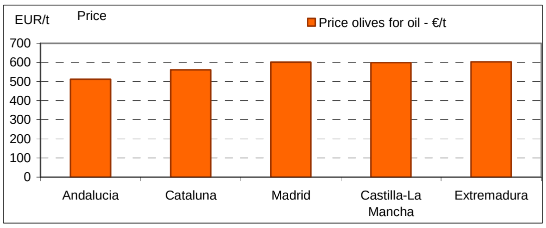
Spanish regions
Olives for oil producers

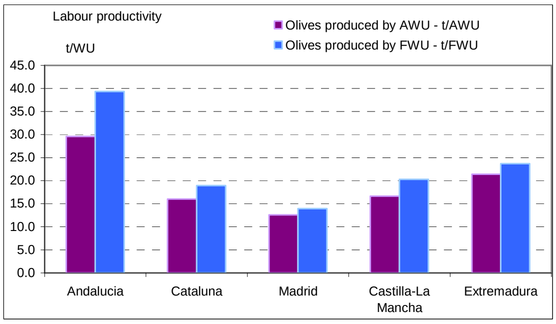
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

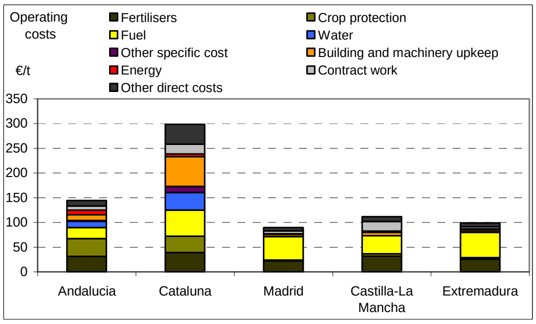
Average 2006-2009	Andalucia	Cataluna	Madrid	Castilla-La Mancha	Extremadura
STRUCTURE					
Sample farms	149	49	26	66	40
Farms represented	84 044	5 136	469	8 188	6 244
Specialisation rate	95	76	81	76	92
Utilised agricultural area - ha	14	16	22	26	20
Olive groves area - ha	12	11	15	15	14
Total labour - AWU	1.53	1.17	2.17	1.50	1.33
Family labour input - FWU	1.15	0.99	1.96	1.23	1.20
% family labour	*75%*	*85%*	*90%*	*82%*	*90%*
Yield olives for oil - t/ha	3.6	1.7	1.8	1.7	2.0
Yield olive oil - t/ha	-	-	-	-	-
Production olives for oil - t	45.2	18.7	27.3	24.9	28.5
Production olive oil - t	-	-	-	-	-
Olives produced by AWU - t/AWU	29.6	16.0	12.6	16.6	21.4
Olive oil produced by AWU - t/AWU	-	-	-	-	-
Olives produced by FWU - t/FWU	39.3	18.9	13.9	20.3	23.7
Olive oil produced by FWU - t/FWU	-	-	-	-	-
PRICES					
Price olives for oil - €/t	512	562	602	598	602
Price olive oil - €/t	-	-	-	-	-
PRODUCTION COSTS - €/t olives for oil					
Specific costs	104	173	72	73	81
Fertilisers	32	40	23	32	26
Crop protection	36	33	1	5	3
Fuel	23	52	48	36	52
Water	12	36	0	0	1
Other specific cost	2	12	0	0	0
Farming overheads	40	126	18	39	18
Building and machinery upkeep	12	60	4	7	4
Energy	9	5	1	2	2
Contract work	8	20	6	19	4
Other direct costs	11	40	7	10	8
Total operating costs	**144**	**299**	**90**	**112**	**99**
Depreciation	38	155	0	26	71
External factors	106	117	62	98	60
Wages	98	93	62	97	57
Rent	7	8	0	2	3
Interest	0.2	15.5	0.0	0.0	0.5
Total cash costs and depreciation	**288**	**570**	**153**	**236**	**231**
Imputed familly factors	321	698	785	507	485
Family labour cost	289	543	669	460	474
Own land and capital cost	32	155	117	47	10
Total economic costs	**609**	**1 268**	**938**	**743**	**716**
MARGINS - €/t					
Gross margin	368	264	512	486	505
Net margin	224	-7	449	362	373
Net economic margin	-97	-705	-336	-145	-112
Gross margin with subsidy	379	337	525	507	523
Net margin with subsidy	235	66	462	383	391
Net economic margin with subsidy	-86	-632	-323	-124	-94
DIRECT PAYMENTS AND SUBSIDIES - €/AWU					
Total DP and subsidies	2 690	8 662	966	2 767	2 874
Olive coupled subsidy	318	1 172	160	343	385
Decoupled payments	2 186	3 440	748	1 625	2 209
Rural Development payments	21	792	0	660	115
INCOME - €/AWU					
Farm Net Value Added/AWU	13 192	11 078	9 081	13 143	12 976
Family Farm Income/FWU	13 046	9 533	8 893	13 512	12 742
Remuneration of Family Labour/FWU	11 694	5 645	6 750	12 237	12 459

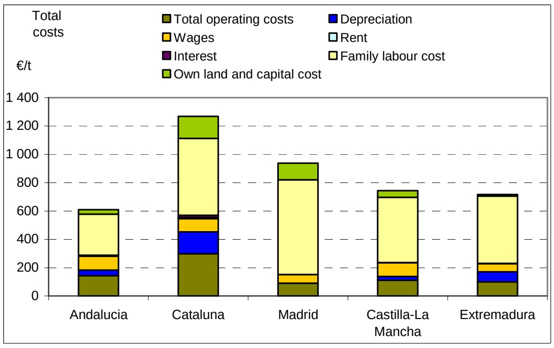


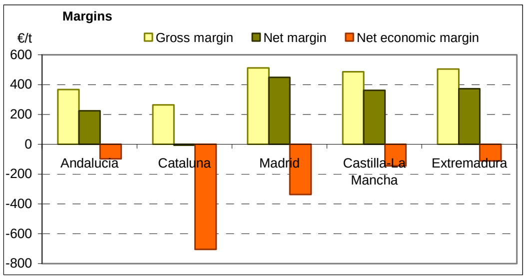


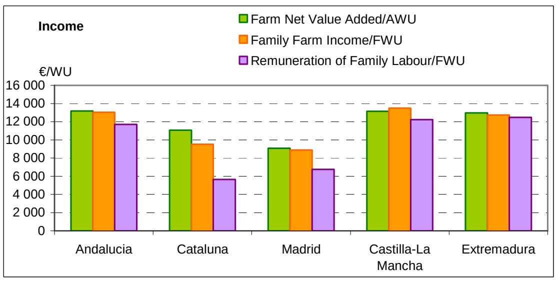








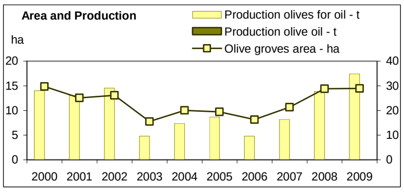


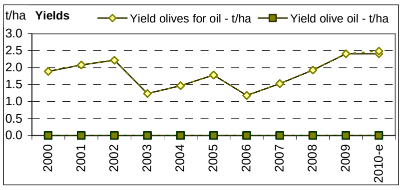


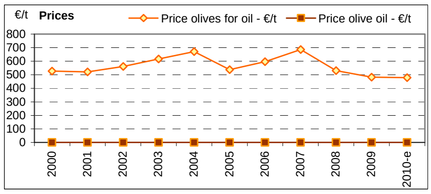
Spain
Olives for oil producers
(535) Cataluna

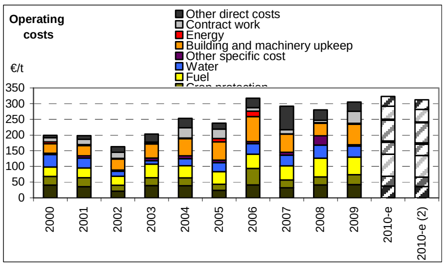
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

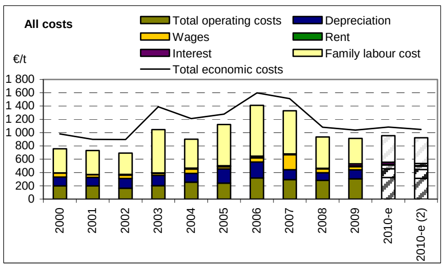
Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*	*Share in total cost - 2009*
STRUCTURE															
Sample farms	43	57	55	22	34	41	36	42	54	64	-	-	*3%*	-	
Farms represented	2 630	3 214	2 667	2 224	4 091	6 407	8 455	5 054	3 343	3 690	-	-	*42%*	-	
Specialisation rate	76	74	76	68	73	77	75	73	79	78	-	-	*2%*	-	
Utilised agricultural area - ha	28	21	21	12	15	13	12	16	21	22	-	-	*-16%*	-	
Olive groves area - ha	15	13	13	8	10	10	8	11	14	14	-	-	*-2%*	-	
Total labour - AWU	1.43	1.25	1.33	0.85	0.92	1.11	0.85	1.52	1.30	1.33	-	-	*3%*	-	
Family labour input - FWU	1.25	1.14	1.18	0.80	0.78	1.03	0.79	1.08	1.16	1.17	-	-	*-4%*	-	
% family labour	*87%*	*91%*	*89%*	*94%*	*85%*	*93%*	*93%*	*71%*	*89%*	*88%*	-	-	*-7%*	-	
Yield olives for oil - t/ha	1.9	2.1	2.2	1.2	1.5	1.8	1.2	1.5	1.9	2.4	2.4	2.5	*10%*	*63%*	
Yield olive oil - t/ha	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Production olives for oil - t	28	26	29	10	15	17	10	16	28	35	35	36	*18%*	*121%*	
Production olive oil - t	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Olives produced by AWU - t/AWU	19.6	20.9	21.9	11.3	16.0	15.6	11.3	10.7	21.3	26.2	-	-	*-7%*	-	
Olive oil produced by AWU - t/AWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Olives produced by FWU - t/FWU	22.4	22.9	24.6	12.0	18.9	16.8	12.2	15.1	23.9	29.8	-	-	*-2%*	-	
Olive oil produced by FWU - t/FWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
PRICES															
Price olives for oil - €/t	528	521	560	617	670	538	597	685	530	482	479	479	*-7%*	*-30%*	
Price olive oil - €/t	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
PRODUCTION COSTS - €/t olives for oil															
Specific costs	142	133	88	127	134	120	179	145	198	169	181	175	*49%*	*21%*	*16%*
Fertilisers	40	36	21	39	38	24	41	32	41	42	37	36	*22%*	*14%*	*4%*
Crop protection	27	28	19	25	25	19	52	25	25	31	31	30	*17%*	*20%*	*3%*
Fuel	30	31	28	44	39	41	46	45	60	56	71	68	*105%*	*52%*	*5%*
Water	40.0	31.9	15.9	10.3	22.1	28.1	33.4	33.8	42.1	34.7	37	36	*28%*	*6%*	*3%*
Other specific cost	4	6	4	9	9	8	7	9	29	5	5	5	*184%*	*-49%*	*0%*
Farming overheads	57	65	75	76	120	118	138	146	82	136	142	137	*80%*	*-6%*	*13%*
Building and machinery upkeep	30	33	35	45	55	58	80	58	39	65	66	63	*71%*	*10%*	*6%*
Energy	6	4	2	1	2	11	17	1	2	3	3	3	*-32%*	*252%*	*0%*
Contract work	14	17	20	4	33	30	11	13	8	39	41	40	*72%*	*199%*	*4%*
Other direct costs	7	12	18	26	30	19	30	75	32	30	32	31	*153%*	*-59%*	*3%*
Total operating costs	**199**	**198**	**163**	**203**	**253**	**238**	**317**	**292**	**280**	**305**	**323**	**312**	***60%***	***7%***	***29%***
Depreciation	131	126	147	151	132	217	240	148	116	133	134	130	*-6%*	*-12%*	*13%*
External factors	64	46	63	41	80	46	89	240	65	92	96	93	*44%*	*-61%*	*9%*
Wages	61	44	50	30	65	30	61	228	59	52	53	52	*5%*	*-77%*	*5%*
Rent	2	1	3	7	4	9	7	11	3	10	10	9	*289%*	*-15%*	*1%*
Interest	1.3	1.5	9.8	4.1	11.0	7.7	21.0	0.9	2.7	30.6	32.8	31.7	*415%*	*3245%*	*3%*
Total cash costs and depreciation	**394**	**371**	**373**	**394**	**465**	**501**	**646**	**680**	**461**	**530**	**553**	**535**	***34%***	*-21%*	***51%***
Imputed familly factors	586	527	522	994	744	775	951	830	621	508	531	513	*0%*	*-38%*	*49%*
Family labour cost	363	359	316	650	435	620	762	649	474	384	399	385	*20%*	*-41%*	*37%*
Own land and capital cost	223	168	206	344	309	155	189	181	146	123	132	128	*-33%*	*-29%*	*12%*
Total economic costs	**979**	**898**	**895**	**1 389**	**1 210**	**1 277**	**1 598**	**1 510**	**1 081**	**1 037**	**1 084**	**1 048**	***14%***	*-31%*	***100%***
MARGINS - €/t															
Gross margin	329	323	398	414	417	300	280	394	256	177	156	166	*-43%*	*-58%*	
Net margin	134	150	188	222	205	37	-49	5	75	-47	-75	-56	*-106%*	*-1127%*	
Net economic margin	-452	-377	-334	-772	-539	-739	-1 001	-825	-546	-555	-605	-570	*-44%*	*31%*	
Gross margin with subsidy	606	507	563	584	568	464	377	473	318	239	218	226	*-53%*	*-52%*	
Net margin with subsidy	412	335	354	392	356	200	48	84	137	15	-13	3	*-86%*	*-96%*	
Net economic margin with subsidy	-174	-193	-168	-602	-388	-575	-904	-746	-483	-493	-544	-510	*-178%*	*32%*	
DIRECT PAYMENTS AND SUBSIDIES - €/AWU															
Total DP and subsidies	7 983	6 694	6 957	4 772	10 342	10 107	10 100	6 609	8 292	9 938	-	-	*15%*	-	
Olive coupled subsidy	5 438	3 854	3 623	1 918	2 424	2 548	1 100	848	1 334	1 620	-	-	*-71%*	-	
Decoupled payments	0	0	0	0	0	76	2 873	2 853	3 841	4 771	-	-	-	-	
Rural Development payments	244	1 005	1 099	834	604	732	463	152	1 182	1 914	-	-	*38%*	-	
INCOME - €/AWU															
Farm Net Value Added/AWU	13 093	12 374	13 723	9 627	16 822	12 788	10 181	10 289	12 772	12 119	-	-	*-10%*	-	
Family Farm Income/FWU	12 778	12 002	13 409	9 287	18 542	12 225	9 401	7 393	12 035	10 185	-	-	*-22%*	-	
Remuneration of Family Labour/FWU	6 190	6 846	6 846	3 255	10 628	9 042	6 142	3 872	7 650	5 315	-	-	*-15%*	-	

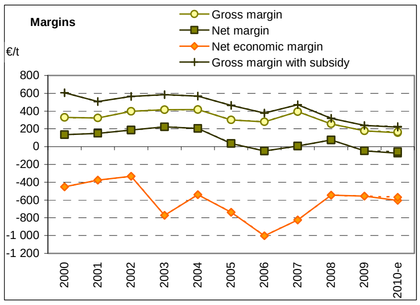


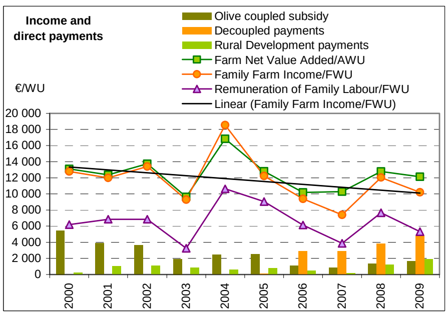


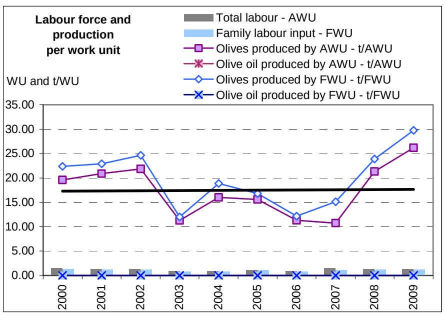












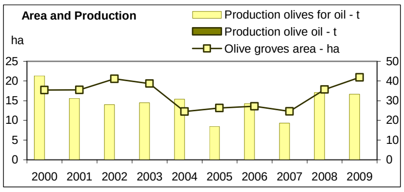
Spain
Olives for oil producers
(550) Madrid

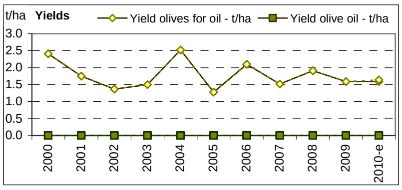
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

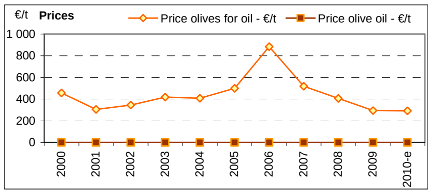
Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
STRUCTURE														
Sample farms	28	28	21	21	23	37	40	18	19	25	-	-	-19%	-
Farms represented	266	280	203	211	575	869	740	536	285	316	-	-	52%	-
Specialisation rate	78	71	72	81	91	79	82	88	79	69	-	-	6%	-
Utilised agricultural area - ha	27	28	28	29	15	23	23	14	23	33	-	-	-15%	-
Olive groves area - ha	18	18	21	19	12	13	14	12	18	21	-	-	-9%	-
Total labour - AWU	1.80	1.92	1.73	1.61	1.40	2.10	2.02	2.75	1.84	1.83	-	-	18%	-
Family labour input - FWU	1.40	1.57	1.37	1.49	1.40	1.81	1.89	2.60	1.49	1.50	-	-	29%	-
% family labour	*78%*	*82%*	*79%*	*93%*	*100%*	*86%*	*94%*	*95%*	*81%*	*82%*	-	-	8%	-
Yield olives for oil - t/ha	2.4	1.8	1.4	1.5	2.5	1.3	2.1	1.5	1.9	1.6	1.6	1.6	-7%	8%
Yield olive oil - t/ha	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Production olives for oil - t	43	31	28	29	31	17	29	19	34	33	33	34	0%	85%
Production olive oil - t	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olives produced by AWU - t/AWU	23.7	16.2	16.2	18.0	22.0	8.0	14.1	6.8	18.5	18.2	-	-	-23%	-
Olive oil produced by AWU - t/AWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olives produced by FWU - t/FWU	30.5	19.8	20.5	19.5	22.0	9.3	15.1	7.2	22.9	22.2	-	-	-26%	-
Olive oil produced by FWU - t/FWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
PRICES														
Price olives for oil - €/t	457	305	346	417	409	500	884	519	407	295	293	293	-10%	-44%
Price olive oil - €/t	-	-	-	-	-	-	-	-	-	-	-	-	-	-

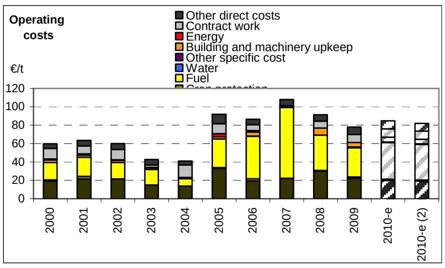
PRODUCTION COSTS - €/t olives for oil	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007	Share in total cost - 2009
Specific costs	39	45	39	32	22	65	68	99	69	56	62	60	49%	-40%	8%
Fertilisers	19	21	21	15	14	33	19	22	30	22	20	19	16%	-14%	3%
Crop protection	1	3	0	0	0	1	2	0	1	1	1	1	-25%	1339%	0%
Fuel	19	21	18	17	8	31	46	77	38	32	40	39	88%	-50%	4%
Water	0.0	0.1	0.0	0.0	0.0	0.0	0.2	0.0	0.0	0.0	0	0	-	-	0%
Other specific cost	0	0	0	0	0	0	0	0	0	1	1	1	-	#DIV/0!	0%
Farming overheads	20	18	20	11	19	27	18	9	22	22	23	22	12%	160%	3%
Building and machinery upkeep	3	2	2	2	1	3	4	0	8	5	5	5	148%	1625%	1%
Energy	1	1	1	1	1	3	2	0	0	0	0	0	-	-25%	0%
Contract work	11	9	11	2	14	11	6	1	8	9	9	9	-20%	532%	1%
Other direct costs	5	6	6	6	4	10	6	7	7	8	9	8	33%	24%	1%
Total operating costs	**60**	**63**	**60**	**43**	**41**	**92**	**86**	**108**	**91**	**78**	**85**	**82**	**37%**	**-24%**	**11%**
Depreciation	2	2	1	1	0	1	0	0	0	1	1	1	-40%	1242%	0%
External factors	79	79	91	28	63	104	37	70	94	76	79	76	-1%	8%	11%
Wages	78	79	91	28	63	104	37	70	94	76	79	76	-1%	8%	11%
Rent	0	0	0	0	0	0	0	0	0	0	0	0	-	-	0%
Interest	0.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-	-	0%
Total cash costs and depreciation	**140**	**144**	**153**	**72**	**104**	**197**	**124**	**178**	**186**	**155**	**165**	**159**	**15%**	**-11%**	**22%**
Imputed familly factors	379	511	545	566	518	942	699	1 479	500	565	593	573	14%	-61%	78%
Family labour cost	268	384	424	460	436	787	606	1 365	415	370	384	371	7%	-73%	51%
Own land and capital cost	110	127	121	106	82	155	93	114	85	195	209	202	34%	78%	27%
Total economic costs	**519**	**655**	**698**	**638**	**623**	**1 139**	**823**	**1 657**	**686**	**720**	**758**	**733**	**14%**	**-56%**	**100%**

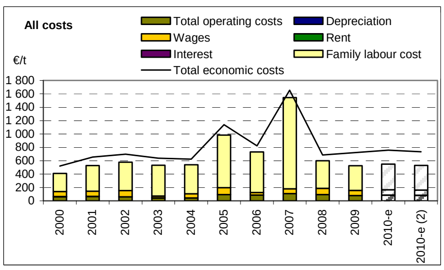
MARGINS - €/t	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Gross margin	397	242	286	375	368	408	797	411	315	217	208	211	-20%	-49%
Net margin	316	161	193	346	304	303	760	340	220	140	128	133	-26%	-61%
Net economic margin	-62	-349	-352	-220	-214	-640	61	-1 139	-279	-425	-465	-440	-50%	61%
Gross margin with subsidy	593	437	533	588	488	524	811	413	317	248	239	241	-48%	-42%
Net margin with subsidy	513	357	440	559	424	419	774	343	222	171	159	163	-58%	-52%
Net economic margin with subsidy	134	-154	-106	-7	-94	-523	74	-1 136	-278	-394	-434	-410	-761%	64%
DIRECT PAYMENTS AND SUBSIDIES - €/AWU														
Total DP and subsidies	5 216	3 623	4 325	4 386	2 786	1 372	1 240	391	848	1 832	-	-	-77%	-
Olive coupled subsidy	4 651	3 161	3 998	3 838	2 643	934	192	17	28	562	-	-	-95%	-
Decoupled payments	0	0	0	0	0	34	952	366	792	1 156	-	-	-	-
Rural Development payments	0	0	0	0	0	0	0	0	0	0	-	-	-	-
INCOME - €/AWU														
Farm Net Value Added/AWU	17 135	8 755	10 806	12 531	11 761	5 324	15 306	3 621	8 281	7 675	-	-	-47%	-
Family Farm Income/FWU	18 994	8 569	11 140	12 702	10 216	4 918	15 550	3 268	7 539	6 983	-	-	-54%	-
Remuneration of Family Labour/FWU	14 573	5 075	7 712	9 814	8 085	3 121	13 751	2 337	5 049	585	-	-	-71%	-

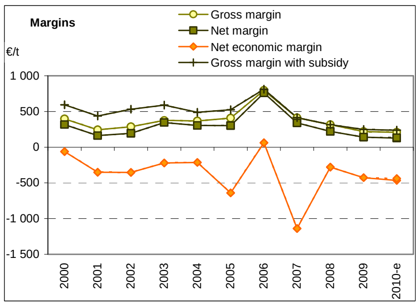


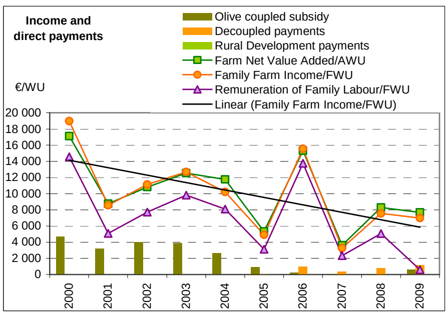


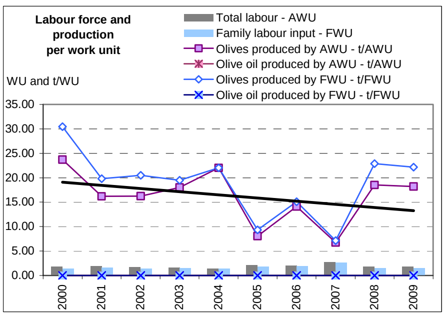








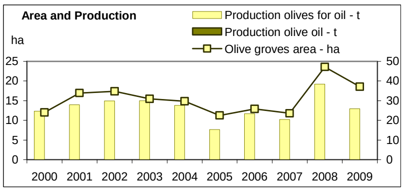


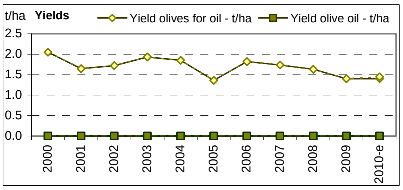


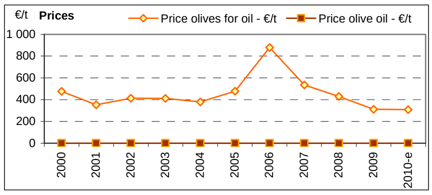
Spain
Olives for oil producers
(555) Castilla-La Mancha

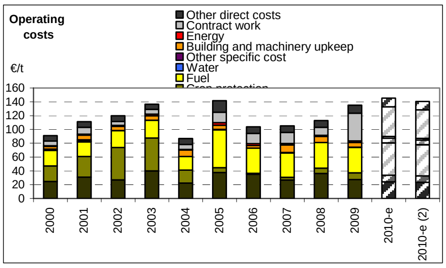
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

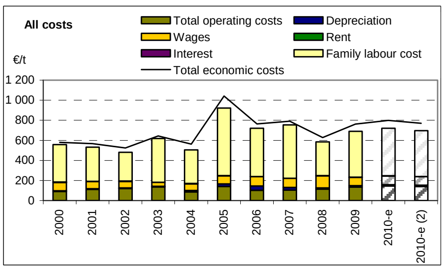
Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*	*Share in total cost - 2009*
STRUCTURE															
Sample farms	31	30	27	20	25	100	127	57	42	39	-	-	*57%*	-	
Farms represented	4 596	2 863	3 973	2 265	3 674	9 920	12 784	9 751	4 194	6 022	-	-	*75%*	-	
Specialisation rate	67	71	78	81	72	68	75	73	81	79	-	-	*8%*	-	
Utilised agricultural area - ha	21	28	27	26	21	28	26	20	32	29	-	-	*7%*	-	
Olive groves area - ha	12	17	17	15	15	11	13	12	24	19	-	-	*16%*	-	
Total labour - AWU	1.68	1.66	1.37	1.68	1.37	1.41	1.54	1.40	1.63	1.45	-	-	*-5%*	-	
Family labour input - FWU	1.39	1.38	1.13	1.55	1.14	1.24	1.27	1.18	1.20	1.22	-	-	*-8%*	-	
% family labour	*83%*	*83%*	*82%*	*92%*	*83%*	*88%*	*82%*	*84%*	*74%*	*84%*	-	-	*-3%*	-	
Yield olives for oil - t/ha	2.1	1.7	1.7	1.9	1.9	1.4	1.8	1.7	1.6	1.4	1.4	1.4	*-17%*	*-17%*	
Yield olive oil - t/ha	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Production olives for oil - t	25	28	30	30	28	15	23	21	38	26	26	27	*11%*	*31%*	
Production olive oil - t	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Olives produced by AWU - t/AWU	14.7	16.8	21.8	17.8	20.1	10.9	15.2	14.6	23.6	17.9	-	-	*5%*	-	
Olive oil produced by AWU - t/AWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Olives produced by FWU - t/FWU	17.7	20.3	26.4	19.3	24.2	12.4	18.5	17.4	32.1	21.2	-	-	*10%*	-	
Olive oil produced by FWU - t/FWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
PRICES															
Price olives for oil - €/t	476	352	413	411	380	477	880	536	429	311	309	309	*-15%*	*-42%*	
Price olive oil - €/t	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
PRODUCTION COSTS - €/t olives for oil															
Specific costs	72	85	98	113	61	100	73	66	81	74	81	78	*-9%*	*17%*	*10%*
Fertilisers	25	31	27	40	22	37	35	27	36	27	24	23	*6%*	*-12%*	*4%*
Crop protection	22	30	47	48	19	7	1	4	8	10	10	9	*-73%*	*126%*	*1%*
Fuel	22	21	24	26	20	54	36	35	37	37	47	45	*75%*	*28%*	*5%*
Water	0.7	0.9	0.1	0.0	0.0	0.5	0.1	0.1	0.0	0.0	0	0	-	-	*0%*
Other specific cost	1	2	0	0	0	0	0	0	0	0	0	0	-	*-7%*	*0%*
Farming overheads	19	26	21	23	26	42	31	39	32	61	65	63	*132%*	*62%*	*8%*
Building and machinery upkeep	4	7	6	7	9	6	4	11	9	7	7	7	*37%*	*-41%*	*1%*
Energy	1	1	2	2	1	3	3	2	1	2	3	2	*41%*	*9%*	*0%*
Contract work	7	10	5	7	7	15	15	16	12	40	43	41	*324%*	*160%*	*5%*
Other direct costs	8	8	8	8	9	17	10	9	9	12	13	12	*38%*	*31%*	*2%*
Total operating costs	**91**	**111**	**120**	**137**	**87**	**142**	**104**	**105**	**113**	**135**	**145**	**141**	***21%***	***34%***	***18%***
Depreciation	6	7	6	7	14	25	41	26	12	13	13	12	*95%*	*-51%*	*2%*
External factors	87	74	70	38	70	84	94	91	125	87	90	87	*29%*	*-5%*	*11%*
Wages	82	70	65	37	65	80	94	91	122	84	87	84	*34%*	*-7%*	*11%*
Rent	3	4	5	0	5	5	1	0	3	3	3	3	*-26%*	*523%*	*0%*
Interest	1.6	0.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-	-	*0%*
Total cash costs and depreciation	**184**	**193**	**195**	**181**	**171**	**251**	**239**	**222**	**250**	**235**	**248**	**240**	***27%***	***8%***	***31%***
Imputed familly factors	395	375	328	464	392	790	525	569	377	527	549	531	*31%*	*-7%*	*69%*
Family labour cost	372	340	285	437	334	673	481	533	334	455	472	456	*25%*	*-14%*	*60%*
Own land and capital cost	22	36	43	27	57	118	44	36	43	72	77	75	*88%*	*105%*	*9%*
Total economic costs	**579**	**568**	**524**	**645**	**562**	**1 041**	**764**	**791**	**627**	**762**	**797**	**771**	***29%***	***-3%***	***100%***
MARGINS - €/t															
Gross margin	385	241	293	274	293	336	776	431	316	176	164	169	*-28%*	*-61%*	
Net margin	292	159	218	230	209	227	641	314	179	77	61	69	*-51%*	*-78%*	
Net economic margin	-103	-216	-111	-234	-183	-564	116	-255	-198	-451	-488	-462	*-158%*	*-81%*	
Gross margin with subsidy	601	421	460	499	398	427	794	446	328	219	207	210	*-49%*	*-53%*	
Net margin with subsidy	508	340	384	455	314	319	659	329	191	120	104	111	*-66%*	*-66%*	
Net economic margin with subsidy	113	-36	56	-9	-78	-472	134	-240	-186	-407	-445	-420	*-862%*	*-75%*	
DIRECT PAYMENTS AND SUBSIDIES - €/AWU															
Total DP and subsidies	3 640	3 775	4 351	4 769	2 708	2 412	3 048	1 591	3 491	3 475	-	-	*-27%*	-	
Olive coupled subsidy	3 163	3 039	3 633	4 012	2 105	998	266	214	286	769	-	-	*-87%*	-	
Decoupled payments	0	0	0	0	0	54	2 101	1 019	1 384	1 725	-	-	-	-	
Rural Development payments	0	0	21	0	9	116	499	274	1 676	846	-	-	-	-	
INCOME - €/AWU															
Farm Net Value Added/AWU	11 997	9 106	12 322	10 688	10 754	7 120	18 130	9 938	12 497	7 392	-	-	*-11%*	-	
Family Farm Income/FWU	12 063	8 191	12 635	10 650	10 827	6 302	19 716	9 765	12 153	6 582	-	-	*-13%*	-	
Remuneration of Family Labour/FWU	11 509	7 203	11 244	9 924	9 080	4 280	18 609	8 903	10 463	4 568	-	-	*-20%*	-	

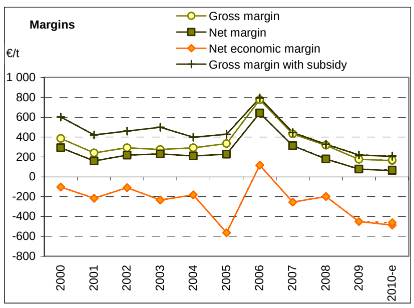


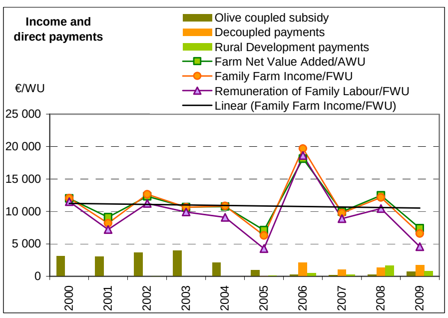


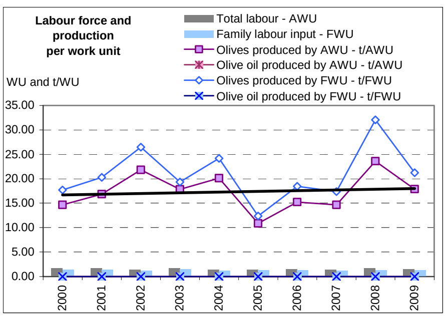












Spain
Olives for oil producers
(570) Extremadura

Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
STRUCTURE														
Sample farms						22	49	35	35	40	-	-	-	-
Farms represented						7 097	8 704	8 436	3 954	3 882	-	-	-	-
Specialisation rate						74	89	96	93	91	-	-	-	-
Utilised agricultural area - ha						19	21	15	22	27	-	-	-	-
Olive groves area - ha						12	13	12	16	18	-	-	-	-
Total labour - AWU						1.19	1.42	1.29	1.21	1.33	-	-	-	-
Family labour input - FWU						1.01	1.23	1.21	1.17	1.15	-	-	-	-
% family labour						*85%*	*87%*	*94%*	*97%*	*86%*	-	-	-	-
Yield olives for oil - t/ha						1.5	2.1	1.8	1.8	2.6	2.6	2.7	-	*49%*
Yield olive oil - t/ha						-	-	-	-	-	-	-	-	-
Production olives for oil - t						17	27	22	30	45	45	47	-	*113%*
Production olive oil - t						-	-	-	-	-	-	-	-	-
Olives produced by AWU - t/AWU						14.3	18.9	17.0	24.6	33.9	-	-	-	-
Olive oil produced by AWU - t/AWU						-	-	-	-	-	-	-	-	-
Olives produced by FWU - t/FWU						16.9	21.8	18.1	25.5	39.2	-	-	-	-
Olive oil produced by FWU - t/FWU						-	-	-	-	-	-	-	-	-

PRICES

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Price olives for oil - €/t						461	828	658	462	337	335	335	-	*-49%*
Price olive oil - €/t						-	-	-	-	-	-	-	-	-

PRODUCTION COSTS - €/t olives for oil

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007	*Share in total cost - 2009*
Specific costs						104	98	93	82	45	51	49	-	*-47%*	*9%*
Fertilisers						31	37	21	32	14	12	12	-	*-43%*	*3%*
Crop protection						22	5	2	2	1	1	1	-	*-36%*	*0%*
Fuel						52	55	70	48	30	37	36	-	*-49%*	*6%*
Water						0.1	1.4	0.1	0.2	0.2	0	0	-	*45%*	*0%*
Other specific cost						0	0	0	0	0	0	0	-	-	*0%*
Farming overheads						72	22	17	19	16	16	16	-	*-6%*	*3%*
Building and machinery upkeep						13	4	1	5	7	7	6	-	*417%*	*1%*
Energy						17	5	2	1	1	1	1	-	*-74%*	*0%*
Contract work						25	4	5	6	2	2	2	-	*-51%*	*0%*
Other direct costs						17	9	8	7	6	7	6	-	*-24%*	*1%*
Total operating costs						**176**	**120**	**110**	**101**	**60**	**67**	**65**	-	***-41%***	***12%***
Depreciation						15	66	121	57	36	37	36	-	*-70%*	*7%*
External factors						80	86	57	20	57	59	57	-	*0%*	*12%*
Wages						72	84	53	18	52	54	52	-	*-2%*	*11%*
Rent						8	2	3	1	4	4	4	-	*33%*	*1%*
Interest						0.0	0.2	0.5	0.7	0.6	0.7	0.7	-	*24%*	*0%*
Total cash costs and depreciation						**271**	**272**	**287**	**177**	**154**	**163**	**158**	-	*-45%*	***31%***
Imputed familly factors						505	429	681	503	339	352	340	-	*-50%*	*69%*
Family labour cost						447	418	673	498	322	334	323	-	*-52%*	*65%*
Own land and capital cost						58	11	7	5	17	18	18	-	*141%*	*3%*
Total economic costs						**776**	**700**	**968**	**681**	**493**	**515**	**498**	-	*-49%*	***100%***

MARGINS - €/t

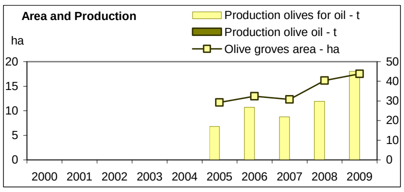
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Gross margin						285	708	556	361	277	268	270	-	*-51%*
Net margin						190	556	378	285	183	172	177	-	*-53%*
Net economic margin						-315	127	-303	-219	-156	-180	-163	-	*46%*
Gross margin with subsidy						415	720	579	381	296	287	289	-	*-50%*
Net margin with subsidy						319	568	401	304	203	191	196	-	*-51%*
Net economic margin with subsidy						-186	139	-279	-199	-136	-161	-145	-	*48%*

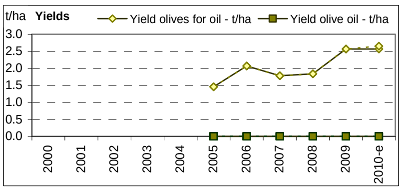
DIRECT PAYMENTS AND SUBSIDIES - €/AWU

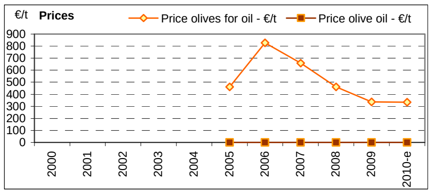
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Total DP and subsidies						2 398	3 851	691	3 998	4 116	-	-	-	-
Olive coupled subsidy						1 849	222	400	483	656	-	-	-	-
Decoupled payments						54	3 320	247	3 120	2 850	-	-	-	-
Rural Development payments						8	22	6	291	407	-	-	-	-

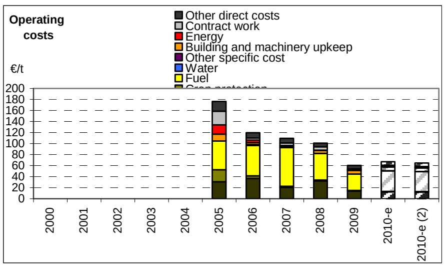
INCOME - €/AWU

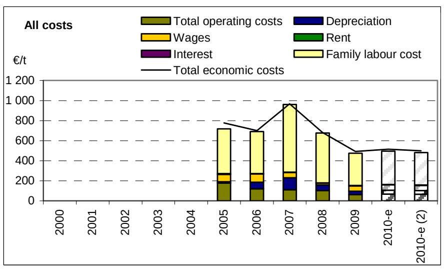
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Farm Net Value Added/AWU						7 560	17 025	8 586	12 000	13 431	-	-	-	-
Family Farm Income/FWU						6 758	17 535	8 043	11 770	13 014	-	-	-	-
Remuneration of Family Labour/FWU						5 628	17 265	7 909	11 638	12 207	-	-	-	-

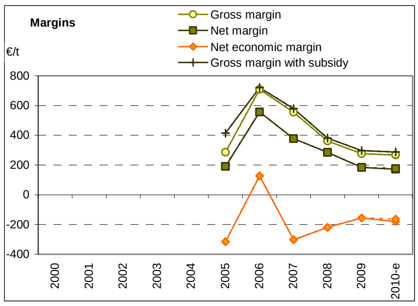


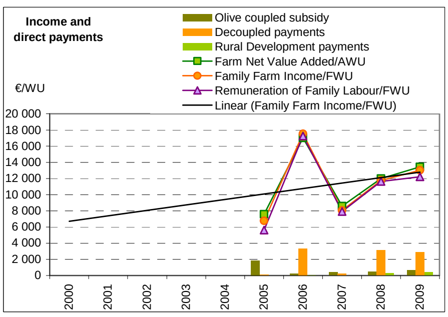


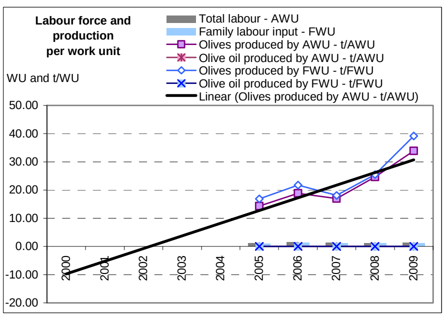












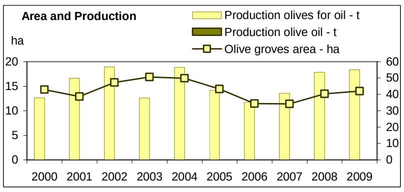
Spain
Olives for oil producers
(575) Andalucia

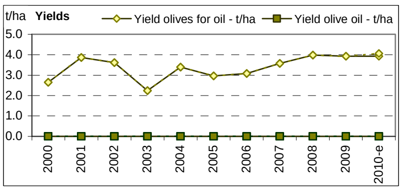
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

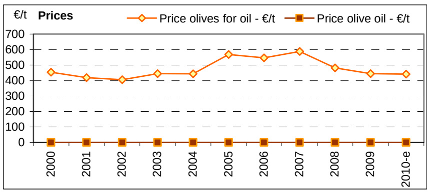
Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
STRUCTURE														
Sample farms	179	180	153	142	162	172	164	145	147	140	-	-	*-16%*	-
Farms represented	72 089	83 414	66 530	60 396	66 076	75 477	95 015	90 144	80 105	70 914	-	-	*9%*	-
Specialisation rate	94	95	98	94	96	96	92	95	96	96	-	-	*0%*	-
Utilised agricultural area - ha	18	15	17	19	20	18	13	13	15	16	-	-	*-9%*	-
Olive groves area - ha	14	13	16	17	17	14	11	11	13	14	-	-	*-10%*	-
Total labour - AWU	1.33	1.17	1.42	1.28	1.45	1.35	1.51	1.62	1.37	1.62	-	-	*18%*	-
Family labour input - FWU	1.03	0.93	0.92	1.00	1.04	0.96	1.13	1.28	0.99	1.18	-	-	*20%*	-
% family labour	*77%*	*79%*	*65%*	*78%*	*72%*	*71%*	*75%*	*79%*	*72%*	*73%*	-	-	*1%*	-
Yield olives for oil - t/ha	2.7	3.9	3.6	2.2	3.4	3.0	3.1	3.6	4.0	3.9	3.9	4.1	*18%*	*14%*
Yield olive oil - t/ha	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Production olives for oil - t	38	50	57	38	56	43	35	41	54	55	55	57	*14%*	*40%*
Production olive oil - t	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olives produced by AWU - t/AWU	28.5	42.6	40.0	29.5	38.9	31.6	23.4	25.1	39.1	34.0	-	-	*-12%*	-
Olive oil produced by AWU - t/AWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olives produced by FWU - t/FWU	36.8	53.6	61.8	37.8	54.3	44.4	31.2	31.8	54.0	46.6	-	-	*-13%*	-
Olive oil produced by FWU - t/FWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
PRICES														
Price olives for oil - €/t	454	419	405	444	444	568	547	588	482	444	441	441	*7%*	*-25%*
Price olive oil - €/t	-	-	-	-	-	-	-	-	-	-	-	-	-	-

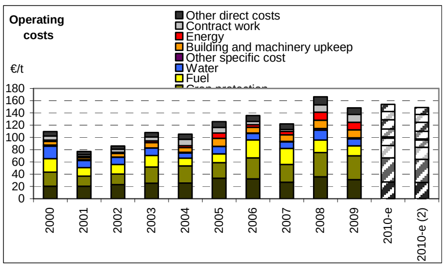
PRODUCTION COSTS - €/t olives for oil	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*	*Share in total cost - 2009*
Specific costs	88	64	68	83	76	85	107	94	115	99	101	98	*42%*	*4%*	*16%*
Fertilisers	20	20	23	25	26	33	32	27	36	31	28	27	*47%*	*-1%*	*5%*
Crop protection	23	16	17	27	28	25	34	29	39	39	39	38	*104%*	*29%*	*6%*
Fuel	22	14	16	19	13	14	29	26	21	16	21	20	*11%*	*-23%*	*3%*
Water	20.3	11.8	11.6	11.9	8.6	12.0	10.2	11.1	16.2	11.2	12	12	*-11%*	*4%*	*2%*
Other specific cost	2	1	0	0	1	0	1	1	3	2	2	2	*81%*	*233%*	*0%*
Farming overheads	22	13	18	25	30	40	29	29	51	49	53	51	*185%*	*80%*	*8%*
Building and machinery upkeep	6	3	6	9	8	13	10	11	13	13	13	13	*157%*	*17%*	*2%*
Energy	2	2	2	3	3	9	4	5	13	12	15	14	*561%*	*165%*	*2%*
Contract work	6	3	5	6	10	9	5	3	12	13	13	13	*157%*	*310%*	*2%*
Other direct costs	7	5	5	7	8	9	10	9	13	11	12	11	*102%*	*24%*	*2%*
Total operating costs	**109**	**77**	**86**	**108**	**105**	**126**	**136**	**122**	**166**	**148**	**154**	**149**	***70%***	***22%***	***24%***
Depreciation	45	25	25	32	20	26	34	42	40	37	38	37	*20%*	*-12%*	*6%*
External factors	94	60	108	78	86	106	118	101	95	111	115	111	*21%*	*10%*	*18%*
Wages	78	52	105	72	82	99	112	96	87	101	105	102	*23%*	*6%*	*17%*
Rent	13	5	1	3	2	6	5	5	7	10	10	9	*44%*	*90%*	*2%*
Interest	2.9	2.2	2.0	3.1	1.3	1.5	0.5	0.1	0.1	0.1	0.1	0.1	*-96%*	*-41%*	*0%*
Total cash costs and depreciation	**248**	**162**	**219**	**218**	**211**	**258**	**288**	**265**	**301**	**297**	**307**	**297**	***42%***	***12%***	***49%***
Imputed familly factors	316	224	178	279	234	269	353	394	245	310	323	312	*21%*	*-21%*	*51%*
Family labour cost	225	163	156	231	195	234	321	361	222	269	279	270	*40%*	*-25%*	*44%*
Own land and capital cost	91	61	22	48	39	35	32	32	23	41	43	42	*-39%*	*30%*	*7%*
Total economic costs	**565**	**386**	**397**	**497**	**446**	**527**	**640**	**659**	**545**	**607**	**629**	**609**	***31%***	***-8%***	***100%***

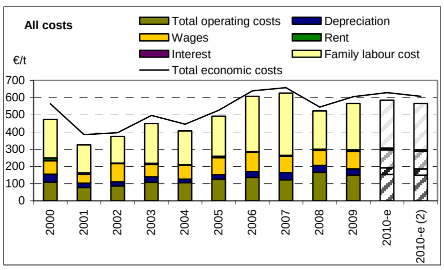
MARGINS - €/t	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
Gross margin	345	342	319	336	338	443	412	466	315	296	287	292	*-10%*	*-37%*
Net margin	205	257	186	226	232	310	260	323	181	147	134	144	*-27%*	*-55%*
Net economic margin	-111	33	8	-53	-2	41	-93	-71	-64	-162	-188	-168	*-470%*	*-137%*
Gross margin with subsidy	545	538	500	537	467	579	425	471	323	313	304	308	*-40%*	*-35%*
Net margin with subsidy	406	454	367	428	361	447	273	329	189	164	151	161	*-58%*	*-51%*
Net economic margin with subsidy	90	230	189	149	127	178	-80	-65	-56	-146	-172	-151	*-169%*	*-132%*
DIRECT PAYMENTS AND SUBSIDIES - €/AWU														
Total DP and subsidies	6 323	8 732	7 401	6 280	5 392	5 024	2 846	972	4 045	3 390	-	-	*-63%*	-
Olive coupled subsidy	5 726	8 361	7 236	5 955	5 016	4 313	304	137	312	572	-	-	*-95%*	-
Decoupled payments	0	0	0	0	0	71	2 383	723	3 461	2 584	-	-	-	-
Rural Development payments	9	5	10	12	10	17	12	8	66	5	-	-	*223%*	-
INCOME - €/AWU														
Farm Net Value Added/AWU	15 507	23 372	19 779	16 117	18 466	19 044	12 515	12 440	15 181	13 095	-	-	*-31%*	-
Family Farm Income/FWU	16 249	25 822	23 577	17 061	20 676	21 426	12 824	12 091	15 455	12 380	-	-	*-39%*	-
Remuneration of Family Labour/FWU	12 525	22 301	22 095	15 036	18 394	19 751	11 752	10 977	14 128	10 311	-	-	*-38%*	-

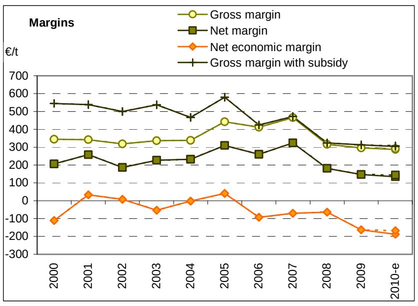


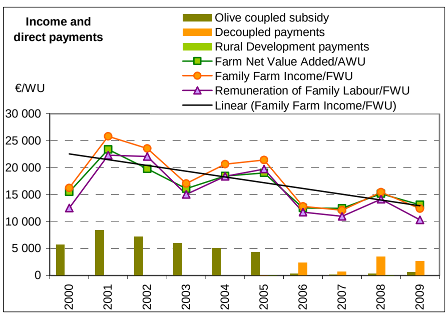


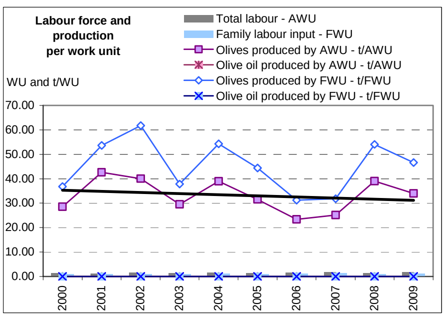








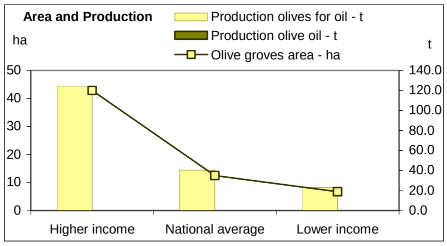


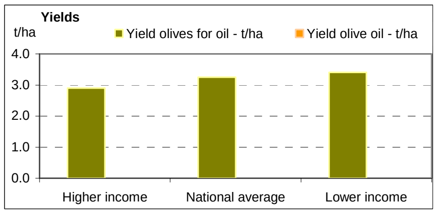


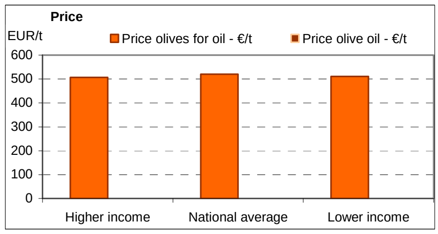
Spain
Olives for oil producers

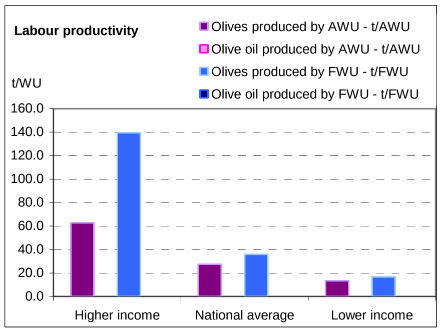
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

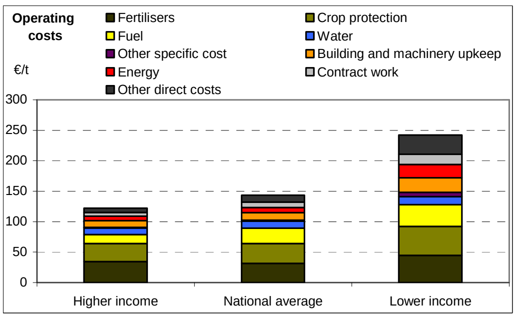
Average 2006-2009	Higher income (FFI > 30 000 EUR/FWU)	National average	Lower income (FFI < 5 000 EUR/FWU)	*Difference lower / higher incomes*
STRUCTURE				
Sample farms	96	348	42	*-56%*
Farms represented	11 430	108 018	26 866	*135%*
Specialisation rate	91	92	94	*3%*
Utilised agricultural area - ha	55	16	8	*-86%*
Olive groves area - ha	43	12	7	*-84%*
Total labour - AWU	1.98	1.47	1.71	*-14%*
Family labour input - FWU	0.89	1.13	1.38	*55%*
% family labour	*45%*	*77%*	*81%*	*80%*
Yield olives for oil - t/ha	2.9	3.3	3.4	*18%*
Yield olive oil - t/ha	-	-	-	-
Production olives for oil - t	124.2	40.5	22.9	*-82%*
Production olive oil - t	-	-	-	-
Olives produced by AWU - t/AWU	62.7	27.6	13.4	*-79%*
Olive oil produced by AWU - t/AWU	-	-	-	-
Olives produced by FWU - t/FWU	139.6	35.8	16.6	*-88%*
Olive oil produced by FWU - t/FWU	-	-	-	-
PRICES				
Price olives for oil - €/t	506	520	511	*1%*
Price olive oil - €/t	-	-	-	-
PRODUCTION COSTS - €/t olives for oil				
Specific costs	91	102	148	*63%*
Fertilisers	34	31	45	*31%*
Crop protection	30	32	48	*59%*
Fuel	15	25	36	*139%*
Water	10	12	13	*24%*
Other specific cost	1	2	7	*506%*
Farming overheads	31	41	94	*199%*
Building and machinery upkeep	11	12	24	*119%*
Energy	7	8	22	*205%*
Contract work	6	9	17	*162%*
Other direct costs	7	11	32	*355%*
Total operating costs	**122**	**144**	**242**	***98%***
Depreciation	23	42	77	*242%*
External factors	110	102	174	*57%*
Wages	101	95	160	*59%*
Rent	9	6	11	*20%*
Interest	0.1	0.5	2.3	*2135%*
Total cash costs and depreciation	**255**	**287**	**493**	***93%***
Imputed familly factors	116	346	714	*513%*
Family labour cost	78	312	681	*776%*
Own land and capital cost	39	35	33	*-16%*
Total economic costs	**372**	**634**	**1 207**	***225%***
MARGINS - €/t				
Gross margin	384	376	269	*-30%*
Net margin	251	233	18	*-93%*
Net economic margin	135	-114	-696	*-616%*
Gross margin with subsidy	398	389	285	*-28%*
Net margin with subsidy	265	245	34	*-87%*
Net economic margin with subsidy	148	-101	-680	*-559%*
DIRECT PAYMENTS AND SUBSIDIES - €/AWU				
Total DP and subsidies	8 274	2 924	1 474	*-82%*
Olive coupled subsidy	837	352	217	*-74%*
Decoupled payments	6 159	2 176	1 064	*-83%*
Rural Development payments	232	108	64	*-73%*
INCOME - €/AWU				
Farm Net Value Added/AWU	33 568	13 091	3 966	*-88%*
Family Farm Income/FWU	57 341	12 911	1 696	*-97%*
Remuneration of Family Labour/FWU	51 202	11 516	1 101	*-98%*

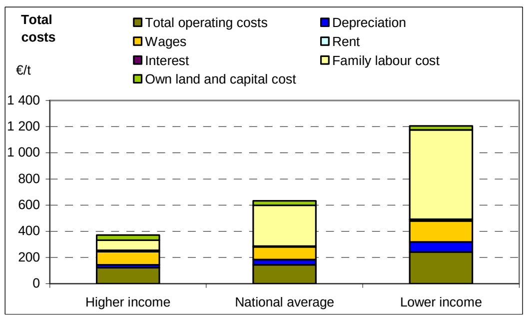


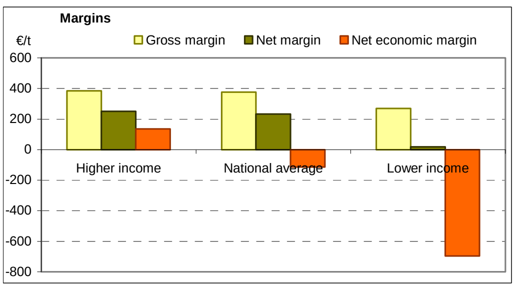


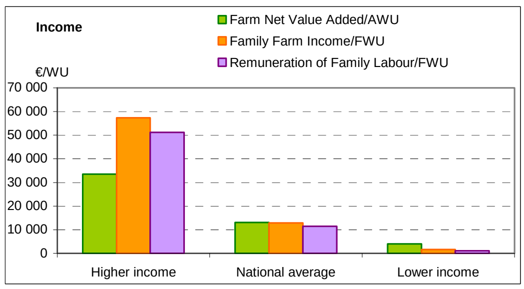












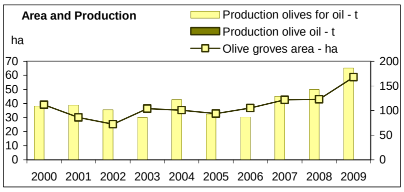
Spain
Olives for oil producers
]30000,High[

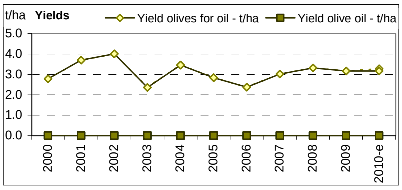
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.
Farms specialised in olive oil production (more than 50% of their output coming from olives for oil or olive oil)

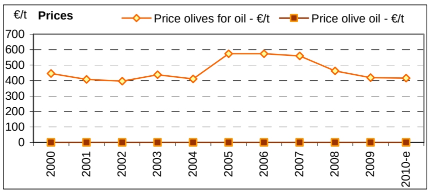
Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
STRUCTURE														
Sample farms	96	123	112	67	100	112	185	76	67	57	-	-	-40%	-
Farms represented	15 250	22 846	27 355	15 693	20 705	19 876	18 177	10 179	10 367	6 998	-	-	-58%	-
Specialisation rate	95	96	97	92	93	95	89	91	93	93	-	-	-3%	-
Utilised agricultural area - ha	48	35	28	42	42	41	50	55	53	74	-	-	63%	-
Olive groves area - ha	39	30	25	36	35	33	37	43	43	59	-	-	53%	-
Total labour - AWU	1.44	1.38	1.45	1.17	1.56	1.61	1.71	2.11	1.86	2.64	-	-	55%	-
Family labour input - FWU	0.67	0.72	0.62	0.49	0.65	0.60	0.83	0.93	0.89	0.98	-	-	39%	-
% family labour	*47%*	*52%*	*43%*	*42%*	*42%*	*37%*	*49%*	*44%*	*48%*	*37%*	-	-	-9%	-
Yield olives for oil - t/ha	2.8	3.7	4.0	2.4	3.5	2.8	2.4	3.0	3.3	3.2	3.2	3.3	-7%	9%
Yield olive oil - t/ha	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Production olives for oil - t	109	111	102	86	122	93	87	129	143	186	186	193	62%	49%
Production olive oil - t	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olives produced by AWU - t/AWU	75.5	80.5	70.0	73.4	78.2	57.7	51.1	61.0	76.7	70.5	-	-	-8%	-
Olive oil produced by AWU - t/AWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olives produced by FWU - t/FWU	162.3	154.3	163.7	175.1	187.7	154.7	105.2	138.5	160.2	190.0	-	-	2%	-
Olive oil produced by FWU - t/FWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
PRICES														
Price olives for oil - €/t	446	408	397	438	411	574	574	560	464	419	416	416	4%	-26%
Price olive oil - €/t	-	-	-	-	-	-	-	-	-	-	-	-	-	-

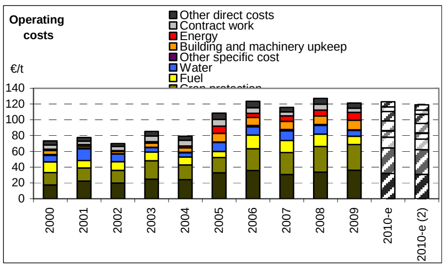
PRODUCTION COSTS - €/t olives for oil	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007	Share in total cost - 2009
Specific costs	56	64	57	65	59	72	93	88	94	87	86	83	49%	-5%	23%
Fertilisers	17	22	20	25	24	33	36	31	34	36	32	31	70%	1%	10%
Crop protection	16	17	16	24	18	19	27	28	32	32	32	31	97%	13%	9%
Fuel	14	10	11	11	10	8	17	15	16	11	14	13	17%	-14%	3%
Water	8.4	15.0	9.9	5.7	5.4	11.3	10.5	12.5	11.1	7.3	8	8	-22%	-40%	2%
Other specific cost	1	1	0	1	1	1	2	1	1	0	1	0	3%	-66%	0%
Farming overheads	17	13	13	20	20	37	30	28	33	34	37	36	137%	26%	9%
Building and machinery upkeep	5	2	3	5	6	11	10	11	11	12	12	12	239%	14%	3%
Energy	2	2	1	2	2	9	5	7	7	10	12	11	526%	68%	3%
Contract work	5	4	6	7	7	9	7	5	8	5	6	5	23%	10%	1%
Other direct costs	5	5	4	6	5	8	8	6	7	6	7	7	52%	12%	2%
Total operating costs	**73**	**77**	**70**	**85**	**79**	**108**	**123**	**116**	**127**	**121**	**123**	**119**	**67%**	**3%**	**32%**
Depreciation	37	21	22	21	17	17	19	20	29	22	23	22	-9%	7%	6%
External factors	81	75	100	91	92	133	115	116	86	127	131	127	33%	9%	34%
Wages	68	66	98	84	88	124	108	109	78	112	116	112	30%	3%	30%
Rent	10	7	0	4	3	7	7	7	8	15	15	15	123%	112%	4%
Interest	3.4	2.7	1.2	2.7	1.7	2.3	0.3	0.0	0.1	0.0	0.0	0.0	-99%	-97%	0%
Total cash costs and depreciation	**191**	**174**	**191**	**197**	**189**	**258**	**257**	**252**	**242**	**271**	**277**	**268**	**40%**	**6%**	**72%**
Imputed familly factors	142	130	79	95	90	109	136	115	105	106	112	108	-9%	-6%	28%
Family labour cost	51	57	58	48	53	67	92	78	74	64	66	64	22%	-18%	17%
Own land and capital cost	91	73	22	47	37	42	44	37	31	43	46	44	-36%	21%	11%
Total economic costs	**333**	**304**	**271**	**292**	**279**	**368**	**393**	**367**	**347**	**377**	**389**	**376**	**21%**	**2%**	**100%**

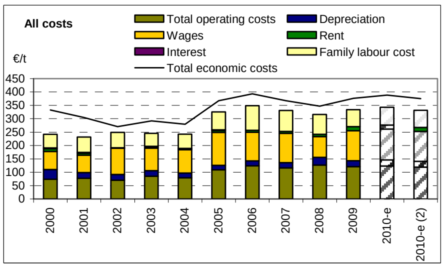
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
MARGINS - €/t														
Gross margin	373	331	327	353	332	466	450	444	336	298	293	297	-10%	-33%
Net margin	256	234	205	241	222	316	317	307	222	149	139	149	-25%	-52%
Net economic margin	114	104	126	146	132	206	180	192	116	42	28	40	-42%	-79%
Gross margin with subsidy	584	531	496	541	459	612	469	451	343	320	315	318	-39%	-29%
Net margin with subsidy	467	435	374	429	349	462	335	314	228	170	161	169	-55%	-46%
Net economic margin with subsidy	325	304	295	334	259	352	198	199	123	64	49	61	-73%	-69%
DIRECT PAYMENTS AND SUBSIDIES - €/AWU														
Total DP and subsidies	17 678	16 994	12 239	14 817	11 160	11 030	10 437	4 686	8 773	8 381	-	-	-53%	-
Olive coupled subsidy	15 947	16 156	11 825	13 782	9 932	8 408	932	426	501	1 517	-	-	-94%	-
Decoupled payments	0	0	0	0	0	87	7 921	3 282	6 958	5 775	-	-	-	-
Rural Development payments	43	24	53	89	45	92	165	56	425	352	-	-	599%	-
INCOME - €/AWU														
Farm Net Value Added/AWU	44 904	43 706	35 159	42 255	37 747	38 632	35 181	33 669	34 031	30 249	-	-	-21%	-
Family Farm Income/FWU	82 151	70 831	64 912	84 231	71 668	81 586	59 016	58 782	54 914	54 952	-	-	-23%	-
Remuneration of Family Labour/FWU	65 902	58 893	60 923	74 738	64 278	74 483	53 726	53 021	49 252	45 784	-	-	-20%	-

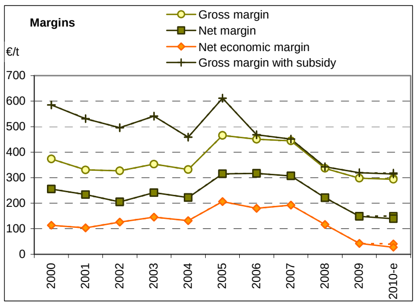


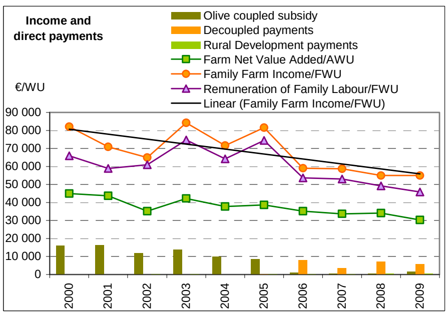


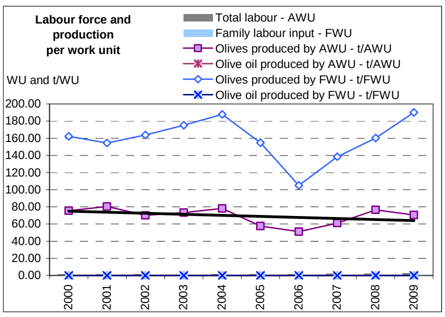








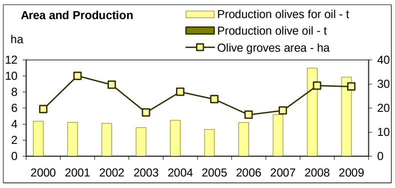


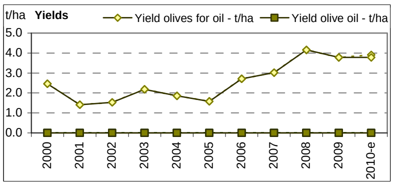


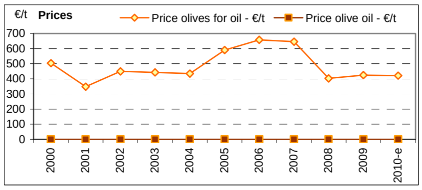
Spain
Olives for oil producers
]Low,5000]

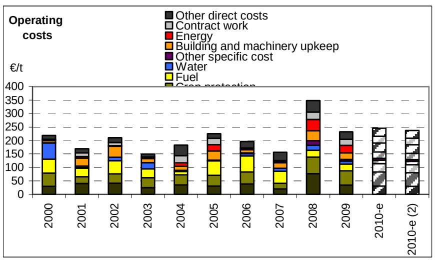
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.
Farms specialised in olive oil production (more than 50% of their output coming from olives for oil or olive oil)

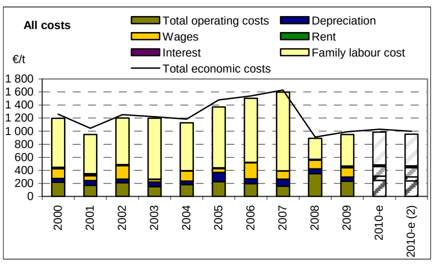
Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*	*Share in total cost - 2009*
STRUCTURE															
Sample farms	33	28	30	26	23	66	26	28	50	65	-	-	*57%*	-	
Farms represented	29 337	3 535	22 484	18 568	17 159	28 524	38 378	26 364	18 413	24 307	-	-	*25%*	-	
Specialisation rate	98	74	98	91	97	85	95	94	94	94	-	-	*4%*	-	
Utilised agricultural area - ha	6	17	9	6	9	13	6	6	11	10	-	-	*-14%*	-	
Olive groves area - ha	6	10	9	5	8	7	5	6	9	9	-	-	*-6%*	-	
Total labour - AWU	1.42	1.26	1.27	1.36	1.27	1.15	1.66	2.03	1.39	1.66	-	-	*29%*	-	
Family labour input - FWU	1.22	1.14	1.02	1.30	1.06	1.06	1.31	1.82	0.99	1.32	-	-	*22%*	-	
% family labour	*86%*	*90%*	*80%*	*96%*	*83%*	*92%*	*79%*	*90%*	*71%*	*80%*	-	-	*-6%*	-	
Yield olives for oil - t/ha	2.5	1.4	1.5	2.2	1.9	1.6	2.7	3.0	4.2	3.8	3.8	3.9	*119%*	*29%*	
Yield olive oil - t/ha	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Production olives for oil - t	14	14	14	12	15	11	14	17	37	33	33	34	*145%*	*97%*	
Production olive oil - t	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Olives produced by AWU - t/AWU	10.2	11.2	10.8	8.7	11.8	9.7	8.4	8.5	26.3	19.8	-	-	*70%*	-	
Olive oil produced by AWU - t/AWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Olives produced by FWU - t/FWU	11.9	12.4	13.4	9.1	14.1	10.6	10.7	9.5	36.9	24.9	-	-	*89%*	-	
Olive oil produced by FWU - t/FWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
PRICES															
Price olives for oil - €/t	504	349	450	443	436	591	659	646	403	424	421	421	*-4%*	*-35%*	
Price olive oil - €/t	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
PRODUCTION COSTS - €/t olives for oil															
Specific costs	191	105	138	118	89	128	154	97	199	130	134	129	*6%*	*33%*	*13%*
Fertilisers	30	41	42	26	35	31	39	20	77	35	31	30	*26%*	*47%*	*4%*
Crop protection	49	24	34	37	37	40	45	21	62	52	53	51	*53%*	*145%*	*5%*
Fuel	52	32	49	32	12	54	59	44	25	24	31	30	*-40%*	*-33%*	*2%*
Water	60.2	2.8	13.3	23.5	4.2	2.4	8.6	11.5	18.8	11.6	12	12	*-44%*	*4%*	*1%*
Other specific cost	0	5	0	0	0	1	3	0	17	7	7	7	*431%*	*13217%*	*1%*
Farming overheads	27	64	72	32	94	97	42	59	149	102	112	108	*119%*	*82%*	*10%*
Building and machinery upkeep	8	29	40	15	15	33	12	20	37	24	24	23	*8%*	*17%*	*2%*
Energy	3	6	3	6	12	23	3	4	43	28	33	32	*794%*	*621%*	*3%*
Contract work	2	14	12	0	27	24	4	4	27	23	25	24	*172%*	*521%*	*2%*
Other direct costs	14	15	18	10	39	17	24	31	43	28	29	28	*107%*	*-9%*	*3%*
Total operating costs	**219**	**169**	**210**	**150**	**183**	**225**	**196**	**157**	**348**	**233**	**245**	**237**	***37%***	***51%***	***23%***
Depreciation	55	75	53	71	53	143	74	109	72	65	66	64	*10%*	*-41%*	*7%*
External factors	173	103	225	44	158	73	253	127	150	167	173	167	*-3%*	*32%*	*17%*
Wages	150	73	211	40	155	58	248	125	137	142	147	142	*-3%*	*14%*	*14%*
Rent	20	23	4	1	3	13	3	2	12	21	21	20	*14%*	*1183%*	*2%*
Interest	3.3	6.8	10.7	2.7	0.3	1.5	3.1	0.1	0.3	4.8	5.1	4.9	*-52%*	*5545%*	*0%*
Total cash costs and depreciation	**447**	**347**	**488**	**265**	**394**	**441**	**524**	**392**	**570**	**465**	**484**	**468**	***17%***	***19%***	***47%***
Imputed familly factors	815	696	765	957	792	1 037	1 015	1 238	341	527	548	529	*-39%*	*-57%*	*53%*
Family labour cost	748	602	713	933	733	930	978	1 208	320	485	503	486	*-37%*	*-60%*	*49%*
Own land and capital cost	67	95	52	24	59	106	37	30	20	42	45	43	*-51%*	*44%*	*4%*
Total economic costs	**1 261**	**1 043**	**1 254**	**1 222**	**1 186**	**1 477**	**1 538**	**1 629**	**911**	**992**	**1 031**	**997**	***-19%***	***-39%***	***100%***
MARGINS - €/t															
Gross margin	285	179	240	293	252	366	463	489	55	192	176	184	*-39%*	*-62%*	
Net margin	57	2	-38	177	42	150	135	254	-166	-41	-63	-47	*-1364%*	*-118%*	
Net economic margin	-758	-695	-804	-780	-751	-887	-880	-983	-507	-567	-610	-576	*27%*	*41%*	
Gross margin with subsidy	442	354	434	489	322	482	477	505	70	211	195	202	*-61%*	*-60%*	
Net margin with subsidy	214	177	156	374	111	266	150	270	-152	-22	-44	-28	*-137%*	*-111%*	
Net economic margin with subsidy	-600	-520	-609	-583	-681	-771	-865	-968	-493	-549	-591	-558	*8%*	*42%*	
DIRECT PAYMENTS AND SUBSIDIES - €/AWU															
Total DP and subsidies	1 661	3 177	2 172	1 813	957	1 765	1 147	571	3 610	1 852	-	-	*-14%*	-	
Olive coupled subsidy	1 607	1 962	2 092	1 716	817	1 127	126	133	382	370	-	-	*-84%*	-	
Decoupled payments	0	0	0	0	0	43	866	236	2 928	1 306	-	-	-	-	
Rural Development payments	1	58	12	4	32	120	86	42	32	78	-	-	*116%*	-	
INCOME - €/AWU															
Farm Net Value Added/AWU	4 019	4 652	4 036	4 019	3 335	4 351	4 399	3 929	2 384	4 337	-	-	*-16%*	-	
Family Farm Income/FWU	2 457	2 554	1 918	3 152	1 747	2 768	2 781	2 700	-2 885	1 110	-	-	*-87%*	-	
Remuneration of Family Labour/FWU	1 657	1 208	1 235	2 873	908	1 477	2 364	2 382	-3 690	-52	-	-	*-133%*	-	

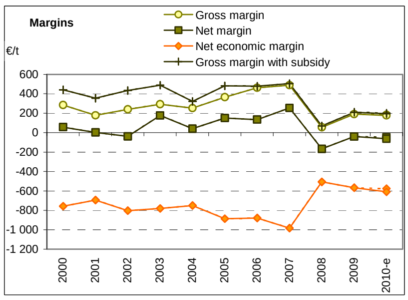


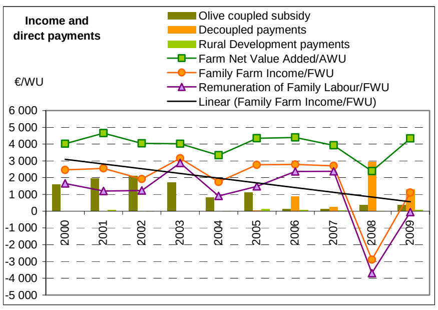


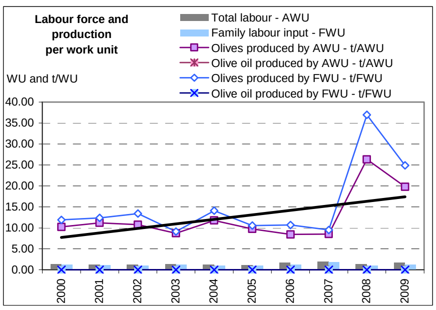












Annex 7: Italy

Olive oil specialised farms

Trend 2000 – 2010 at national level

- Producers of olives for oil
- Producers of olive oil
- Mixed producers (olives and olive oil)

Regional results by type of producer, average 2000 – 2006

Trend 2000 – 2010 at regional level and by type of producer

Comparison between higher and lower income classes at national level, average 2000-2006

- Producers of olives for oil
- Producers of olive oil
- Mixed producers (olives and olive oil)

Trend 2000-2010 for the higher and lower income classes

- Producers of olives for oil
- Producers of olive oil
- Mixed producers (olives and olive oil)

Italy Olives for oil producers	Source: EU FADN DG AGRI, model of allocation of costs of permanent crops. Farms specialised in olive oil production (more than 50% of their output coming from olives for oil or olive oil)

Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
STRUCTURE														
Sample farms	55	89	96	108	100	126	146	122	37	36	-	-	-19%	-
Farms represented	5 902	7 501	6 695	8 877	8 164	11 471	22 524	16 970	9 856	8 394	-	-	75%	-
Specialisation rate	81	86	82	80	76	73	73	75	81	79	-	-	-5%	-
Utilised agricultural area - ha	8	8	11	7	8	8	10	7	7	7	-	-	-22%	-
Olive groves area - ha	6	6	7	5	5	5	3	4	4	4	-	-	-41%	-
Total labour - AWU	0.86	1.31	0.82	0.90	0.96	1.01	0.97	0.98	0.67	0.78	-	-	-19%	-
Family labour input - FWU	0.69	1.14	0.62	0.69	0.73	0.71	0.85	0.78	0.55	0.63	-	-	-20%	-
% family labour	*80%*	*87%*	*76%*	*77%*	*76%*	*70%*	*88%*	*80%*	*82%*	*81%*	-	-	*0%*	-
Yield olives for oil - t/ha	5.0	6.7	4.2	5.3	5.1	5.4	5.1	5.6	3.8	4.7	4.7	4.5	-18%	-20%
Yield olive oil - t/ha	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Production olives for oil - t	28	38	30	24	26	25	16	21	14	17	17	16	-52%	-23%
Production olive oil - t	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olives produced by AWU - t/AWU	32.2	28.8	36.6	27.0	26.9	25.1	16.4	21.0	20.4	21.3	-	-	-36%	-
Olive oil produced by AWU - t/AWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olives produced by FWU - t/FWU	40.1	33.1	48.5	35.2	35.4	35.7	18.7	26.4	24.8	26.3	-	-	-36%	-
Olive oil produced by FWU - t/FWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-

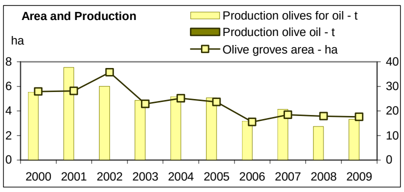
PRICES	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Price olives for oil - €/t	334	409	345	450	429	542	685	644	589	541	608	608	60%	-5%
Price olive oil - €/t	-	-	-	-	-	-	-	-	-	-	-	-	-	-

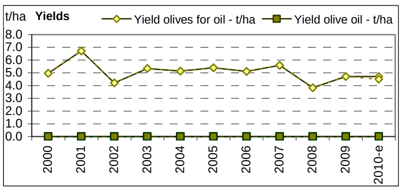
PRODUCTION COSTS - €/t olives for oil	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007	*Share in total cost - 2009*
Specific costs	65	48	61	82	66	85	80	86	132	88	93	97	82%	13%	10%
Fertilisers	19	18	25	22	25	31	27	32	47	27	25	26	62%	-20%	3%
Crop protection	14	7	14	12	11	13	16	13	20	15	15	16	48%	21%	2%
Fuel	23	15	20	46	24	38	31	36	52	43	50	52	153%	46%	5%
Water	7.2	2.2	1.2	0.3	0.8	0.3	1.9	3.1	0.1	0.1	0	0	-96%	-95%	0%
Other specific cost	2	6	2	2	5	2	3	2	13	3	3	3	96%	43%	0%
Farming overheads	57	41	62	78	57	62	67	61	59	53	54	57	5%	-8%	6%
Building and machinery upkeep	16	13	17	28	16	18	20	20	10	5	5	6	-55%	-71%	1%
Energy	0	1	0	0	1	1	4	2	2	1	1	1	380%	-37%	0%
Contract work	12	12	22	21	19	19	18	14	12	7	7	8	-41%	-45%	1%
Other direct costs	30	15	22	28	21	24	26	26	35	39	40	42	72%	64%	4%
Total operating costs	**122**	**88**	**124**	**160**	**122**	**146**	**147**	**147**	**191**	**140**	**147**	**154**	**45%**	**4%**	**16%**
Depreciation	68	54	71	96	80	87	105	71	98	120	122	127	78%	79%	14%
External factors	97	61	87	100	93	117	81	81	110	96	96	101	25%	24%	11%
Wages	89	56	84	93	89	112	79	80	107	90	90	95	28%	19%	10%
Rent	8	4	3	3	4	5	2	2	3	6	6	6	-4%	260%	1%
Interest	0.2	1.4	0.3	3.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-	-	0%
Total cash costs and depreciation	**288**	**204**	**282**	**355**	**296**	**351**	**333**	**300**	**399**	**356**	**364**	**382**	**47%**	**27%**	**41%**
Imputed familly factors	250	314	206	267	275	263	547	391	540	511	508	533	106%	36%	59%
Family labour cost	235	302	187	257	258	244	525	370	499	469	469	491	101%	33%	54%
Own land and capital cost	15	12	19	10	17	19	21	21	41	42	40	42	170%	97%	5%
Total economic costs	**538**	**518**	**488**	**622**	**571**	**613**	**880**	**691**	**939**	**867**	**873**	**914**	**76%**	**32%**	**100%**

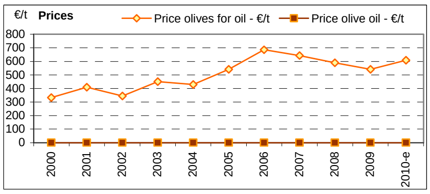
MARGINS - €/t	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Gross margin	217	321	222	337	307	397	540	496	398	401	462	455	65%	-8%
Net margin	51	205	64	141	133	193	353	344	190	185	244	227	88%	-34%
Net economic margin	-199	-109	-143	-125	-142	-70	-193	-47	-350	-326	-264	-306	-118%	-552%
Gross margin with subsidy	464	574	442	531	479	397	540	496	398	401	462	455	-15%	-8%
Net margin with subsidy	299	458	284	336	306	193	353	344	190	185	244	227	-42%	-34%
Net economic margin with subsidy	49	144	78	69	31	-70	-193	-47	-350	-326	-264	-306	-462%	-552%

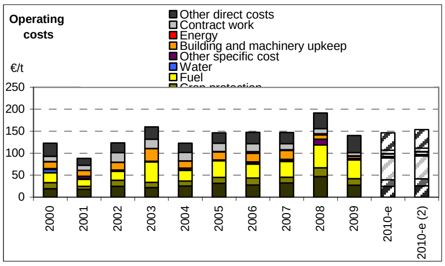
DIRECT PAYMENTS AND SUBSIDIES - €/AWU	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Total DP and subsidies	9 792	8 074	10 018	6 513	5 622	4 318	3 048	2 548	2 094	3 576	-	-	-71%	-
Olive coupled subsidy	7 972	7 293	8 093	5 238	4 657	0	0	0	0	0	-	-	-100%	-
Decoupled payments	0	0	0	0	0	3 579	2 444	1 939	1 995	2 673	-	-	-	-
Rural Development payments	1 211	325	977	641	176	703	416	568	98	899	-	-	-38%	-

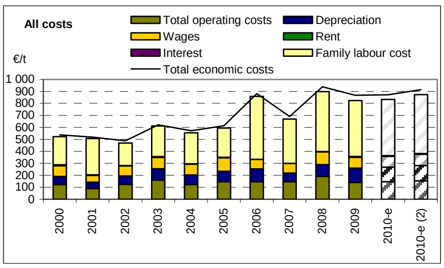
INCOME - €/AWU	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Farm Net Value Added/AWU	15 748	16 984	16 762	14 119	13 759	15 038	12 538	14 485	9 624	10 956	-	-	-29%	-
Family Farm Income/FWU	15 192	17 224	17 174	14 157	13 960	16 137	12 157	15 364	8 656	10 344	-	-	-31%	-
Remuneration of Family Labour/FWU	14 482	16 728	15 988	13 735	13 200	15 261	11 677	14 694	7 386	8 911	-	-	-34%	-

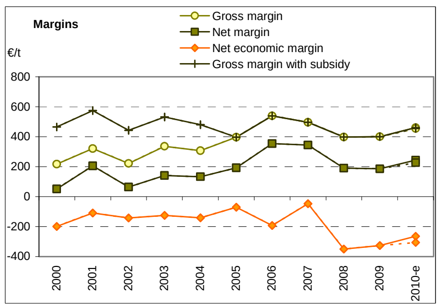


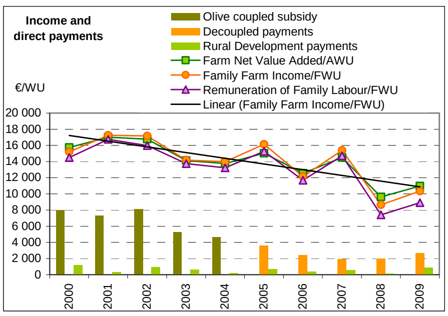


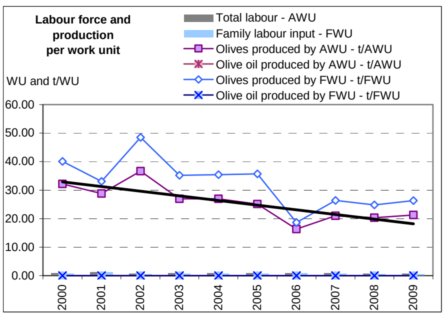








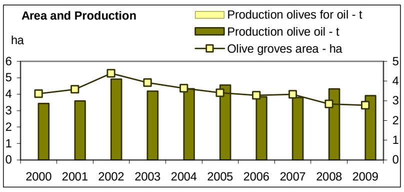


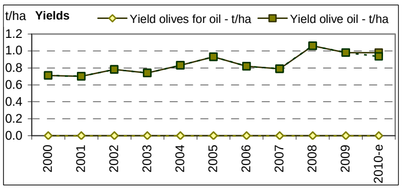


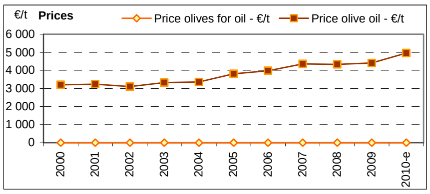
Italy
Olive oil producers

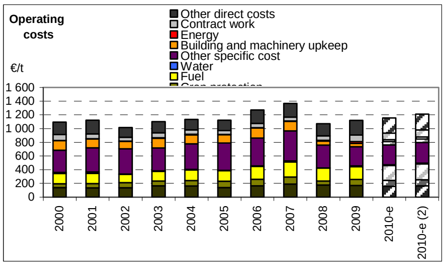
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.
Farms specialised in olive oil production (more than 50% of their output coming from olives for oil or olive oil)

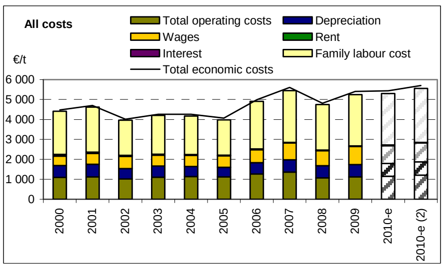
Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*	*Share in total cost - 2009*
STRUCTURE															
Sample farms	535	656	785	763	707	721	675	649	462	489	-	-	*-19%*	-	
Farms represented	66 921	62 867	56 464	64 819	64 704	68 893	79 100	73 070	98 561	104 635	-	-	*48%*	-	
Specialisation rate	83	82	83	85	83	84	84	82	83	84	-	-	*1%*	-	
Utilised agricultural area - ha	6	7	7	7	7	7	6	9	6	6	-	-	*0%*	-	
Olive groves area - ha	4	4	5	5	4	4	4	4	3	3	-	-	*-21%*	-	
Total labour - AWU	0.73	0.83	0.99	0.90	0.91	0.89	0.91	1.08	0.97	0.95	-	-	*18%*	-	
Family labour input - FWU	0.66	0.67	0.76	0.67	0.70	0.67	0.72	0.82	0.68	0.67	-	-	*4%*	-	
% family labour	*90%*	*81%*	*77%*	*74%*	*77%*	*75%*	*79%*	*76%*	*70%*	*71%*	-	-	*-13%*	-	
Yield olives for oil - t/ha	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Yield olive oil - t/ha	0.71	0.7	0.78	0.74	0.83	0.93	0.82	0.79	1.06	0.98	0.98	0.9	*36%*	*18%*	
Production olives for oil - t	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Production olive oil - t	2.86	2.99	4.09	3.49	3.61	3.79	3.21	3.16	3.6	3.26	3.26	3.1	*0%*	*-2%*	
Olives produced by AWU - t/AWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Olive oil produced by AWU - t/AWU	3.92	3.60	4.13	3.88	3.97	4.26	3.53	2.93	3.71	3.43	-	-	*-14%*	-	
Olives produced by FWU - t/FWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Olive oil produced by FWU - t/FWU	4.33	4.46	5.38	5.21	5.16	5.66	4.46	3.85	5.29	4.87	-	-	*-1%*	-	
PRICES															
Price olives for oil - €/t	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Price olive oil - €/t	3 205	3 244	3 109	3 327	3 361	3 813	3 981	4 362	4 327	4 407	4 956	4 956	*43%*	*14%*	
PRODUCTION COSTS - €/t olive oil															
Specific costs	685	719	706	717	779	789	862	966	759	735	759	796	*9%*	*-18%*	*14%*
Fertilisers	140	135	137	166	163	141	164	192	176	171	157	164	*24%*	*-14%*	*3%*
Crop protection	57	64	75	68	79	89	95	101	59	87	86	91	*21%*	*-10%*	*2%*
Fuel	147	148	121	140	152	155	188	218	188	187	218	228	*45%*	*5%*	*3%*
Water	18.2	20.5	6.4	10.0	9.1	6.6	8.9	19.3	2.5	11.7	12	13	*-41%*	*-35%*	*0%*
Other specific cost	323	352	367	333	375	396	406	436	333	279	287	300	*-12%*	*-31%*	*5%*
Farming overheads	408	402	310	384	357	334	409	401	313	385	396	415	*-1%*	*3%*	*7%*
Building and machinery upkeep	140	130	109	143	129	123	148	140	58	49	50	52	*-58%*	*-63%*	*1%*
Energy	2	3	2	5	10	4	3	6	12	26	27	29	*748%*	*374%*	*0%*
Contract work	85	69	55	74	62	57	64	57	63	95	98	102	*24%*	*80%*	*2%*
Other direct costs	180	199	143	162	155	151	194	198	179	215	221	231	*20%*	*17%*	*4%*
Total operating costs	**1 093**	**1 121**	**1 016**	**1 101**	**1 135**	**1 123**	**1 271**	**1 367**	**1 072**	**1 120**	**1155**	**1211**	***5%***	***-11%***	***21%***
Depreciation	593	625	524	565	507	476	563	610	606	624	634	665	*9%*	*9%*	*12%*
External factors	562	618	669	591	599	614	684	879	790	931	931	976	*46%*	*11%*	*17%*
Wages	473	558	601	550	565	580	647	839	751	898	898	941	*59%*	*12%*	*17%*
Rent	75	49	57	38	33	31	33	39	38	32	32	33	*-43%*	*-14%*	*1%*
Interest	13.4	10.1	10.0	3.9	1.3	2.3	4.2	1.4	0.6	1.2	1.1	1.2	*-91%*	*-15%*	*0%*
Total cash costs and depreciation	**2 247**	**2 363**	**2 208**	**2 257**	**2 242**	**2 212**	**2 518**	**2 856**	**2 467**	**2 675**	**2 721**	**2 851**	***17%***	*0%*	***49%***
Imputed familly factors	2 233	2 335	1 803	2 002	2 018	1 856	2 466	2 755	2 341	2 733	2724	2854	*24%*	*4%*	*51%*
Family labour cost	2 165	2 258	1 750	1 949	1 927	1 764	2 391	2 589	2 282	2 577	2577	2701	*22%*	*4%*	*48%*
Own land and capital cost	68	77	53	53	91	92	76	166	60	156	146	153	*86%*	*-8%*	*3%*
Total economic costs	**4 481**	**4 699**	**4 011**	**4 259**	**4 259**	**4 068**	**4 984**	**5 611**	**4 809**	**5 408**	**5 445**	**5 705**	***21%***	*2%*	***100%***
MARGINS - €/t															
Gross margin	2 111	2 129	2 099	2 227	2 230	2 691	2 706	2 995	3 254	3 290	3 801	3 745	*62%*	*25%*	
Net margin	957	886	906	1 071	1 124	1 602	1 459	1 506	1 858	1 735	2 235	2 105	*107%*	*40%*	
Net economic margin	-1 276	-1 449	-897	-932	-894	-254	-1 007	-1 249	-483	-998	-489	-749	*38%*	*40%*	
Gross margin with subsidy	3 395	3 452	3 287	3 334	3 355	2 691	2 706	2 995	3 254	3 290	3 801	3 745	*2%*	*25%*	
Net margin with subsidy	2 241	2 210	2 094	2 178	2 249	1 602	1 459	1 506	1 858	1 735	2 235	2 105	*-13%*	*40%*	
Net economic margin with subsidy	7	-126	291	175	231	-254	-1 007	-1 249	-483	-998	-489	-749	*-1391%*	*40%*	
DIRECT PAYMENTS AND SUBSIDIES - €/AWU															
Total DP and subsidies	7 358	6 586	6 447	5 254	5 178	4 124	4 280	3 571	2 993	2 718	-	-	*-54%*	-	
Olive coupled subsidy	5 030	4 767	4 908	4 293	4 465	0	0	0	0	0	-	-	*-100%*	-	
Decoupled payments	0	0	0	0	0	3 709	3 901	3 220	2 535	2 297	-	-	-	-	
Rural Development payments	1 182	798	776	318	202	340	353	302	416	373	-	-	*-60%*	-	
INCOME - €/AWU															
Farm Net Value Added/AWU	14 233	13 211	14 180	12 581	13 043	15 052	13 044	12 040	14 672	13 423	-	-	*-4%*	-	
Family Farm Income/FWU	13 069	13 218	14 319	13 076	13 563	15 984	13 114	11 662	15 796	13 572	-	-	*1%*	-	
Remuneration of Family Labour/FWU	12 712	12 799	13 954	12 740	12 988	15 346	12 693	10 931	15 418	12 683	-	-	*-1%*	-	

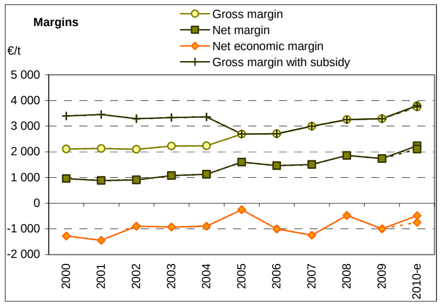


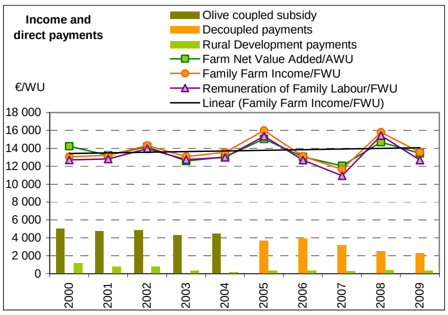


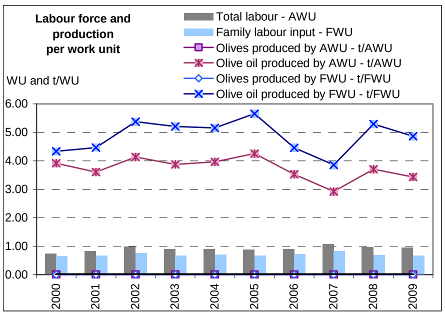








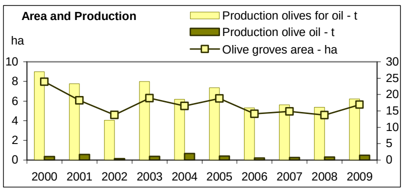


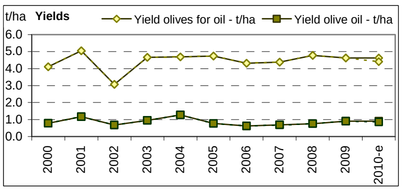


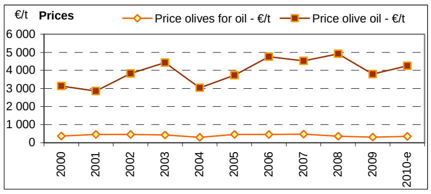
Italy Mixed producers	Source: EU FADN DG AGRI, model of allocation of costs of permanent crops. Farms specialised in olive oil production (more than 50% of their output coming from olives for oil or olive oil)												
Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
STRUCTURE														
Sample farms	57	134	139	236	193	252	185	174	121	95	-	-	*18%*	-
Farms represented	4 600	8 205	18 438	15 607	14 840	16 947	20 188	18 776	21 453	15 868	-	-	*80%*	-
Specialisation rate	84	79	84	79	82	82	84	84	81	80	-	-	*-1%*	-
Utilised agricultural area - ha	11	9	5	10	8	9	8	7	6	8	-	-	*-13%*	-
Olive groves area - ha	8	6	5	6	5	6	5	5	5	6	-	-	*-19%*	-
Total labour - AWU	1.23	1.01	0.52	1.00	0.96	1.00	0.80	0.79	0.88	0.83	-	-	*-9%*	-
Family labour input - FWU	0.93	0.78	0.37	0.76	0.71	0.72	0.64	0.61	0.68	0.60	-	-	*-9%*	-
% family labour	*76%*	*77%*	*71%*	*76%*	*74%*	*72%*	*80%*	*77%*	*77%*	*72%*	-	-	*1%*	-
Yield olives for oil - t/ha	4.1	5.0	3.1	4.7	4.7	4.7	4.3	4.4	4.8	4.6	4.6	4.4	*13%*	*1%*
Yield olive oil - t/ha	0.78	1.17	0.68	0.96	1.27	0.77	0.63	0.69	0.76	0.9	0.9	0.9	*-4%*	*24%*
Production olives for oil - t	27	23	12	24	19	22	16	17	16	19	19	18	*-16%*	*5%*
Production olive oil - t	1.09	1.69	0.42	1.1	1.96	1.23	0.64	0.75	0.9	1.44	1.44	1.4	*16%*	*83%*
Olives produced by AWU - t/AWU	21.9	23.1	23.4	24.0	19.3	22.1	19.9	21.4	18.3	22.5	-	-	*-9%*	-
Olive oil produced by AWU - t/AWU	0.89	1.67	0.81	1.10	2.04	1.23	0.80	0.95	1.02	1.73	-	-	*10%*	-
Olives produced by FWU - t/FWU	29.0	29.9	32.9	31.5	26.2	30.7	24.8	27.7	23.7	31.1	-	-	*-10%*	-
Olive oil produced by FWU - t/FWU	1.17	2.17	1.14	1.45	2.76	1.71	1.00	1.23	1.32	2.40	-	-	*11%*	-
PRICES														
Price olives for oil - €/t	370	451	451	424	296	458	449	471	356	308	347	347	*-21%*	*-26%*
Price olive oil - €/t	3 135	2 859	3 826	4 431	3 040	3 734	4 757	4 525	4 923	3 786	4 258	4 258	*32%*	*-6%*

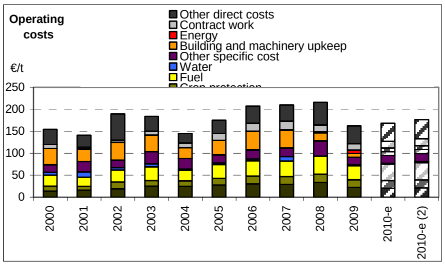
PRODUCTION COSTS - €/t equivalent olives for oil	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*	*Share in total cost - 2009*
Specific costs	74	81	84	104	88	96	108	112	128	91	95	99	*33%*	*-11%*	*14%*
Fertilisers	14	16	19	25	25	28	30	29	33	22	20	21	*58%*	*-26%*	*3%*
Crop protection	11	9	16	13	12	15	18	18	19	17	17	18	*53%*	*2%*	*3%*
Fuel	25	21	27	31	24	32	35	36	41	32	37	39	*55%*	*10%*	*5%*
Water	6.9	11.8	5.5	6.8	2.6	3.6	3.7	9.9	0.2	2.1	2	2	*-81%*	*-77%*	*0%*
Other specific cost	17	24	17	28	24	18	21	20	34	17	17	18	*20%*	*-8%*	*3%*
Farming overheads	81	60	105	80	57	79	100	97	88	71	73	77	*-4%*	*-21%*	*11%*
Building and machinery upkeep	37	28	40	37	25	33	42	40	19	9	9	9	*-65%*	*-77%*	*1%*
Energy	0	1	1	1	0	0	1	0	2	8	8	9	*880%*	*1754%*	*1%*
Contract work	9	4	5	9	10	16	18	20	16	15	15	16	*158%*	*-22%*	*2%*
Other direct costs	34	27	59	34	22	30	39	36	51	40	41	43	*11%*	*19%*	*6%*
Total operating costs	**154**	**141**	**189**	**184**	**145**	**175**	**207**	**209**	**216**	**162**	**168**	**176**	***14%***	***-16%***	***25%***
Depreciation	92	83	123	97	74	90	110	103	127	109	111	116	*18%*	*12%*	*17%*
External factors	125	96	169	106	112	124	115	113	94	84	84	88	*-32%*	*-23%*	*13%*
Wages	101	85	159	93	103	116	110	108	91	82	82	86	*-25%*	*-21%*	*13%*
Rent	12	9	6	7	8	7	5	4	2	2	2	2	*-77%*	*-55%*	*0%*
Interest	12.0	2.6	3.3	5.5	0.4	0.9	0.5	1.0	1.0	0.1	0.1	0.1	*-93%*	*-91%*	*0%*
Total cash costs and depreciation	**371**	**319**	**481**	**386**	**331**	**389**	**432**	**426**	**436**	**354**	**362**	**380**	***0%***	***-11%***	***56%***
Imputed familly factors	262	254	296	275	256	278	395	348	396	282	280	294	*20%*	*-16%*	*44%*
Family labour cost	259	244	277	267	241	258	369	320	389	254	254	266	*17%*	*-17%*	*40%*
Own land and capital cost	2	10	19	8	15	20	26	27	7	28	26	27	*100%*	*0%*	*4%*
Total economic costs	**633**	**573**	**777**	**661**	**587**	**667**	**828**	**774**	**832**	**636**	**642**	**673**	***8%***	***-13%***	***100%***

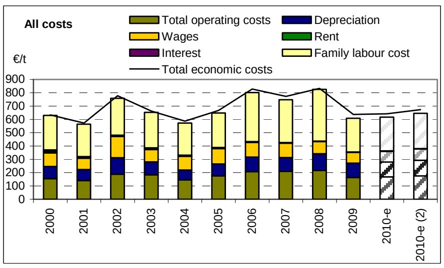
MARGINS - €/t	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
Gross margin	259	343	308	327	258	348	326	341	279	271	319	311	*-5%*	*-9%*
Net margin	42	164	16	124	72	135	101	124	59	78	125	108	*10%*	*-14%*
Net economic margin	-219	-89	-279	-150	-184	-143	-294	-223	-337	-204	-155	-186	*-24%*	*17%*
Gross margin with subsidy	505	581	552	557	468	348	326	341	279	271	319	311	*-47%*	*-9%*
Net margin with subsidy	288	402	260	355	282	135	101	124	59	78	125	108	*-74%*	*-14%*
Net economic margin with subsidy	27	149	-36	80	26	-143	-294	-223	-337	-204	-155	-186	*-620%*	*17%*
DIRECT PAYMENTS AND SUBSIDIES - €/AWU														
Total DP and subsidies	9 349	9 946	8 488	8 070	6 928	5 627	5 336	6 257	4 855	7 031	-	-	*-35%*	-
Olive coupled subsidy	6 483	7 502	6 685	6 782	6 201	0	0	0	0	0	-	-	*-100%*	-
Decoupled payments	0	0	0	0	0	5 366	4 971	5 864	4 449	6 600	-	-	-	-
Rural Development payments	2 469	1 777	1 409	650	103	221	328	346	290	344	-	-	*-83%*	-
INCOME - €/AWU														
Farm Net Value Added/AWU	14 451	20 162	14 801	16 683	13 093	14 432	11 414	13 643	9 165	13 304	-	-	*-27%*	-
Family Farm Income/FWU	13 721	21 206	13 752	16 600	12 373	14 092	10 268	13 004	8 159	13 734	-	-	*-28%*	-
Remuneration of Family Labour/FWU	13 630	20 711	12 973	16 162	11 627	13 142	9 321	11 924	7 892	12 278	-	-	*-32%*	-

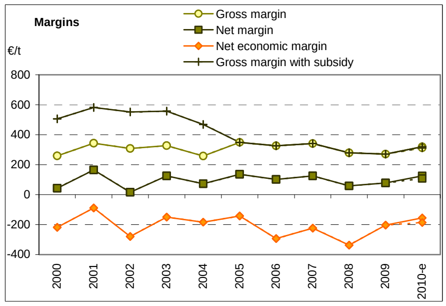


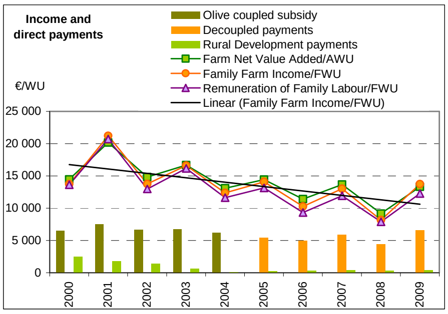


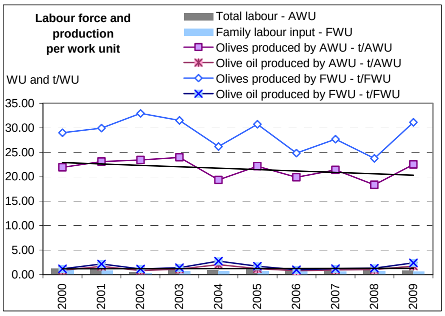








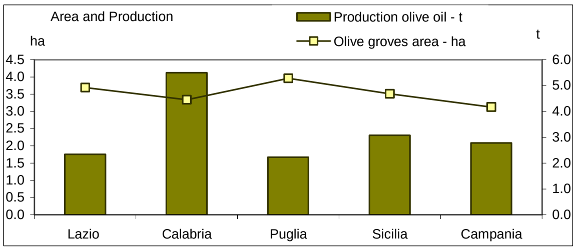


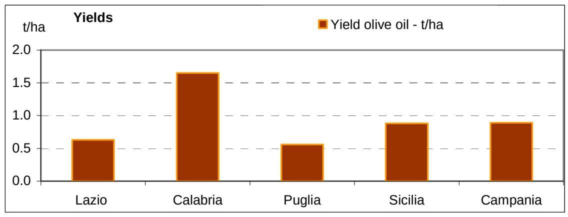


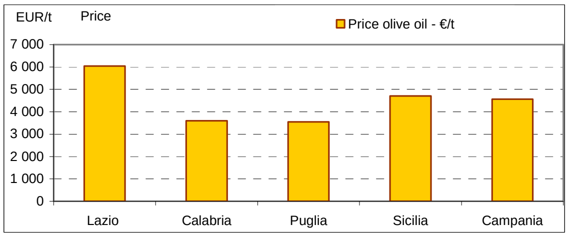
Italian regions
Olive oil producers

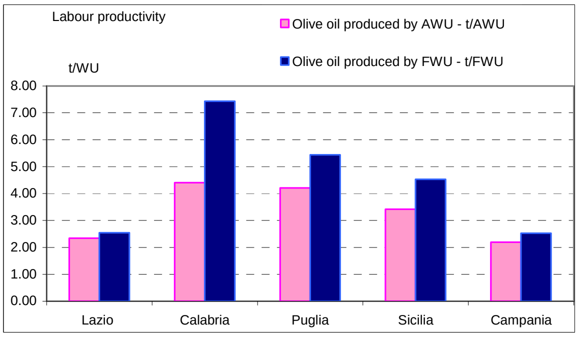
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

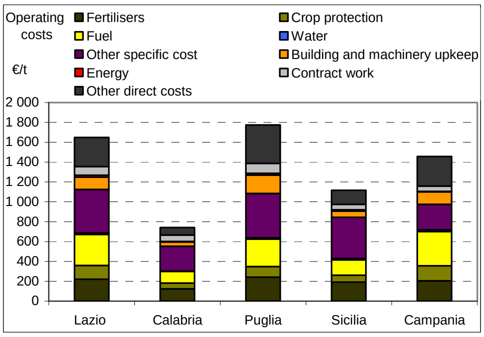
Average 2006-2009	Lazio	Calabria	Puglia	Sicilia	Campania
STRUCTURE					
Sample farms	36	193	82	49	28
Farms represented	6 076	25 937	20 994	15 796	6 048
Specialisation rate	80	85	89	83	80
Utilised agricultural area - ha	6	6	6	7	4
Olive groves area - ha	3.7	3.3	4.0	3.5	3.1
Total labour - AWU	1.00	1.25	0.53	0.90	1.27
Family labour input - FWU	0.92	0.74	0.41	0.68	1.10
% family labour	*92%*	*59%*	*77%*	*76%*	*87%*
Yield olives for oil - t/ha	-	-	-	-	-
Yield olive oil - t/ha	0.6	1.7	0.6	0.9	0.9
Production olives for oil - t	-	-	-	-	-
Production olive oil - t	2.3	5.5	2.2	3.1	2.8
Olives produced by AWU - t/AWU	-	-	-	-	-
Olive oil produced by AWU - t/AWU	2.34	4.40	4.21	3.42	2.19
Olives produced by FWU - t/FWU	-	-	-	-	-
Olive oil produced by FWU - t/FWU	2.54	7.43	5.44	4.53	2.53
PRICES					
Price olives for oil - €/t	-	-	-	-	-
Price olive oil - €/t	6 046	3 602	3 549	4 706	4 565
PRODUCTION COSTS - €/t olive oil					
Specific costs	1 124	553	1 084	843	976
Fertilisers	221	123	242	192	203
Crop protection	138	59	105	68	152
Fuel	313	118	278	155	345
Water	15	4	14	13	19
Other specific cost	437	249	445	415	257
Farming overheads	525	189	691	273	482
Building and machinery upkeep	125	42	185	62	124
Energy	19	7	19	15	6
Contract work	86	65	99	55	53
Other direct costs	294	75	388	141	299
Total operating costs	**1 649**	**741**	**1 775**	**1 116**	**1 457**
Depreciation	1 191	341	766	493	844
External factors	545	820	720	791	725
Wages	482	806	661	776	667
Rent	61	14	59	15	51
Interest	1.6	0.3	0.2	1.2	7.4
Total cash costs and depreciation	**3 384**	**1 902**	**3 261**	**2 400**	**3 026**
Imputed familly factors	4 907	1 402	2 245	2 747	3 868
Family labour cost	4 783	1 337	2 070	2 644	3 788
Own land and capital cost	124	65	175	103	80
Total economic costs	**8 291**	**3 304**	**5 506**	**5 147**	**6 894**
MARGINS - €/t					
Gross margin	4 397	2 865	1 766	3 596	3 102
Net margin	2 661	1 704	281	2 311	1 533
Net economic margin	-2 246	302	-1 965	-436	-2 334
Gross margin with subsidy	4 397	2 865	1 766	3 596	3 102
Net margin with subsidy	2 661	1 704	281	2 311	1 533
Net economic margin with subsidy	-2 246	302	-1 965	-436	-2 334
DIRECT PAYMENTS AND SUBSIDIES - €/AWU					
Total DP and subsidies	1 435	3 382	7 425	2 436	2 350
Olive coupled subsidy	0	0	0	0	0
Decoupled payments	1 309	2 986	6 631	2 275	1 846
Rural Development payments	122	367	721	117	369
INCOME - €/AWU					
Farm Net Value Added/AWU	10 799	16 374	11 875	15 100	8 091
Family Farm Income/FWU	10 117	20 132	11 046	15 462	7 309
Remuneration of Family Labour/FWU	9 740	19 548	9 977	14 871	7 061

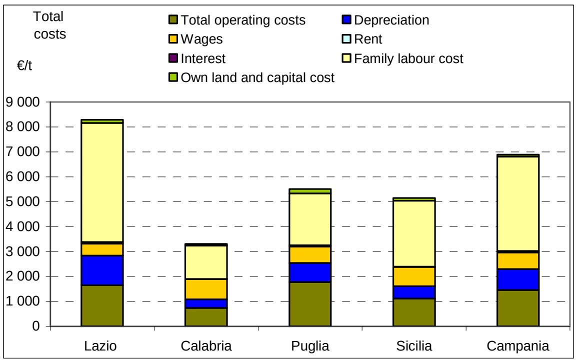


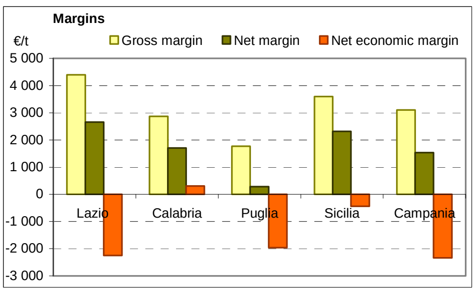


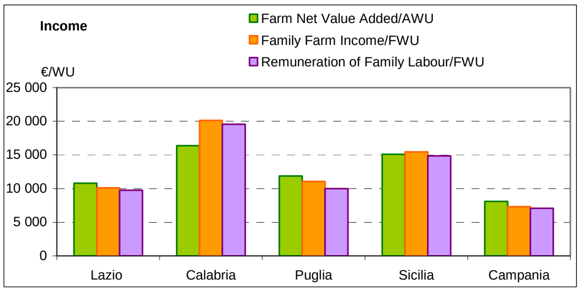












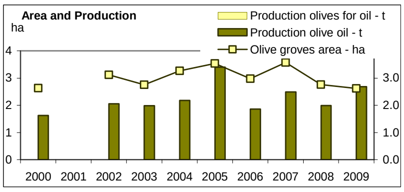
Italy
Olive oil producers
(250) Liguria

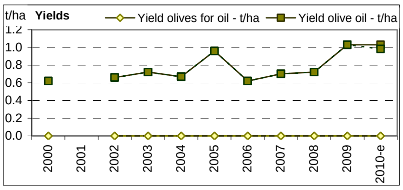
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

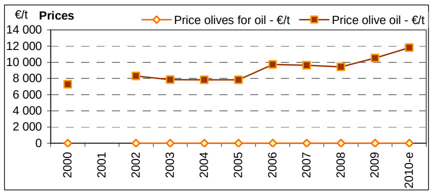
Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
STRUCTURE														
Sample farms	25		22	25	30	34	28	22	34	68	-	-	*76%*	-
Farms represented	844		555	908	1 111	970	692	784	1 330	2 708	-	-	*130%*	-
Specialisation rate	76		84	92	92	94	86	94	87	88	-	-	*12%*	-
Utilised agricultural area - ha	3		4	3	3	4	3	4	3	3	-	-	*-2%*	-
Olive groves area - ha	3		3	3	3	4	3	4	3	3	-	-	*4%*	-
Total labour - AWU	1.57		1.35	1.28	1.38	1.53	1.50	1.36	1.30	1.16	-	-	*-13%*	-
Family labour input - FWU	1.54		1.32	1.11	1.28	1.31	1.39	1.29	1.25	1.08	-	-	*-16%*	-
% family labour	*98%*		*98%*	*87%*	*93%*	*86%*	*93%*	*95%*	*96%*	*93%*	-	-	*-3%*	-
Yield olives for oil - t/ha	-		-	-	-	-	-	-	-	-	-	-	-	-
Yield olive oil - t/ha	0.62		0.66	0.72	0.67	0.96	0.62	0.7	0.72	1.03	1.03	1.0	*42%*	*40%*
Production olives for oil - t	-		-	-	-	-	-	-	-	-	-		-	-
Production olive oil - t	1.63		2.05	1.98	2.18	3.4	1.86	2.49	1.99	2.68	2.68	2.6	*31%*	*3%*
Olives produced by AWU - t/AWU	-		-	-	-	-	-	-	-	-	-	-	-	-
Olive oil produced by AWU - t/AWU	1.04		1.52	1.55	1.58	2.22	1.24	1.83	1.53	2.31	-	-	*48%*	-
Olives produced by FWU - t/FWU	-		-	-	-	-	-	-	-	-	-	-	-	-
Olive oil produced by FWU - t/FWU	1.06		1.55	1.78	1.70	2.60	1.34	1.93	1.59	2.48	-	-	*53%*	-
PRICES														
Price olives for oil - €/t	-		-	-	-	-	-	-	-	-	-	-	-	-
Price olive oil - €/t	7 261		8 305	7 851	7 844	7 824	9 731	9 626	9 433	10 515	11 824	11 824	*36%*	*23%*

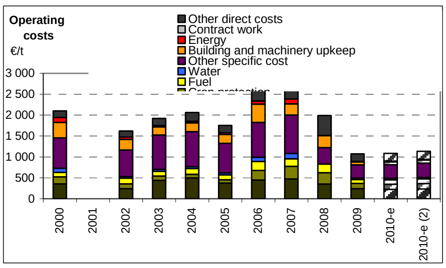
PRODUCTION COSTS - €/t olive oil	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*	*Share in total cost - 2009*
Specific costs	1 452		1 166	1 526	1 606	1 324	1 827	2 002	1 223	809	813	852	*-27%*	*-57%*	*10%*
Fertilisers	356		244	438	496	374	447	471	352	244	224	235	*-8%*	*-50%*	*3%*
Crop protection	165		112	105	89	83	230	305	272	125	124	130	*27%*	*-57%*	*2%*
Fuel	108		140	111	140	112	213	181	205	89	104	108	*8%*	*-40%*	*1%*
Water	102.7		35.2	46.4	45.7	46.5	103.3	125.6	0.0	34.3	35	37	-	*-71%*	*0%*
Other specific cost	721		636	825	836	709	833	919	394	317	326	341	*-48%*	*-63%*	*4%*
Farming overheads	648		455	398	457	433	956	659	765	265	273	286	*-20%*	*-57%*	*3%*
Building and machinery upkeep	372		255	193	205	214	434	268	287	67	68	72	*-55%*	*-73%*	*1%*
Energy	119		53	32	37	41	75	117	2	18	19	20	*-85%*	*-83%*	*0%*
Contract work	0		0	0	1	0	3	0	0	0	0	0	-	-	*0%*
Other direct costs	157		146	174	214	178	444	273	477	180	185	194	*87%*	*-29%*	*2%*
Total operating costs	**2 100**		**1 621**	**1 924**	**2 063**	**1 757**	**2 783**	**2 661**	**1 988**	**1 074**	**1086**	**1138**	***-25%***	*-57%*	***14%***
Depreciation	672		657	784	778	564	1 071	656	1 506	868	883	925	*65%*	*41%*	*11%*
External factors	357		482	1 028	617	730	633	346	585	551	551	577	*36%*	*67%*	*7%*
Wages	299		295	1 008	610	707	550	214	456	503	503	527	*67%*	*147%*	*6%*
Rent	57		187	20	7	23	83	133	129	48	48	50	*-38%*	*-62%*	*1%*
Interest	0.0		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-	-	*0%*
Total cash costs and depreciation	**3 129**		**2 759**	**3 736**	**3 458**	**3 051**	**4 487**	**3 663**	**4 079**	**2 493**	**2 519**	**2 639**	***4%***	*-28%*	***31%***
Imputed familly factors	12 566		10 279	7 620	7 188	5 357	9 400	6 793	8 378	5 426	5421	5680	*-43%*	*-16%*	*69%*
Family labour cost	12 518		10 186	7 591	7 181	5 293	9 313	6 723	8 338	5 323	5324	5579	*-44%*	*-17%*	*67%*
Own land and capital cost	48		93	28	7	64	86	69	40	104	97	102	*16%*	*46%*	*1%*
Total economic costs	**15 695**		**13 038**	**11 356**	**10 646**	**8 408**	**13 887**	**10 455**	**12 458**	**7 920**	**7 940**	**8 320**	***-33%***	*-20%*	***100%***

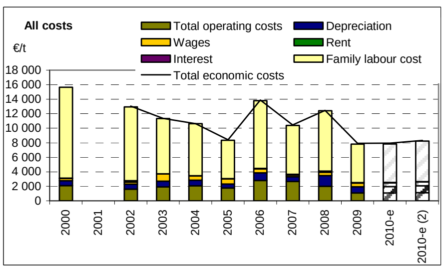
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
MARGINS - €/t														
Gross margin	5 139		6 694	5 937	5 767	6 077	6 943	6 958	7 874	9 444	10 739	10 687	*58%*	*54%*
Net margin	4 110		5 555	4 125	4 373	4 783	5 238	5 956	5 783	8 025	9 305	9 185	*59%*	*54%*
Net economic margin	-8 456		-4 724	-3 494	-2 815	-574	-4 162	-836	-2 595	2 599	3 884	3 504	*118%*	*519%*
Gross margin with subsidy	6 326		7 962	6 966	6 784	6 077	6 943	6 958	7 874	9 444	10 739	10 687	*31%*	*54%*
Net margin with subsidy	5 297		6 824	5 154	5 389	4 783	5 238	5 956	5 783	8 025	9 305	9 185	*26%*	*54%*
Net economic margin with subsidy	-7 268		-3 455	-2 466	-1 799	-574	-4 162	-836	-2 595	2 599	3 884	3 504	*122%*	*519%*
DIRECT PAYMENTS AND SUBSIDIES - €/AWU														
Total DP and subsidies	1 354		2 059	2 063	1 817	1 962	1 914	2 290	1 139	1 430	-	-	*-5%*	-
Olive coupled subsidy	1 233		1 926	1 591	1 605	0	0	0	0	0	-	-	*-100%*	-
Decoupled payments	0		0	0	0	1 756	1 366	1 563	1 035	1 195	-	-	-	-
Rural Development payments	108		83	471	211	207	548	728	104	235	-	-	*271%*	-
INCOME - €/AWU														
Farm Net Value Added/AWU	7 445		13 023	10 559	10 134	15 075	10 384	14 597	12 117	23 939	-	-	*65%*	-
Family Farm Income/FWU	7 091		12 588	10 325	10 395	15 619	9 940	14 591	12 299	24 404	-	-	*74%*	-
Remuneration of Family Labour/FWU	7 032		12 411	10 243	10 383	15 439	9 804	14 455	12 217	24 131	-	-	*74%*	-

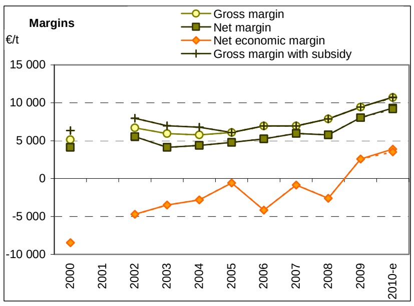


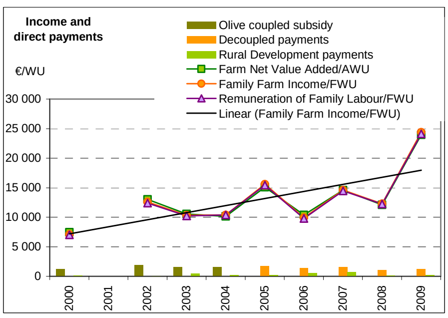


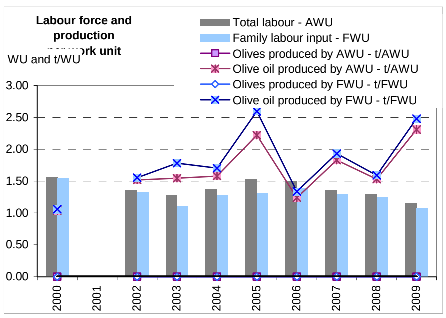












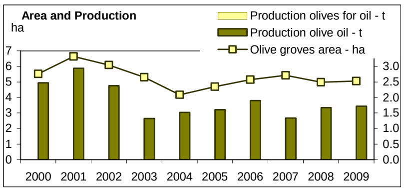
Italy
Olive oil producers
(270) Toscana

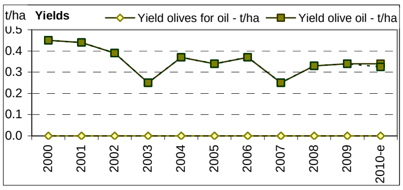
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

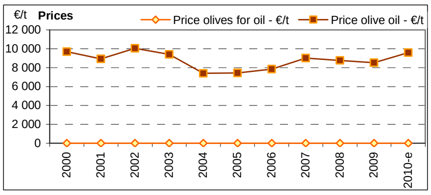
Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
STRUCTURE														
Sample farms	21	26	30	51	49	51	39	30	39	44	-	-	*47%*	-
Farms represented	3 015	2 852	2 644	3 867	5 143	4 726	4 692	4 524	4 679	4 423	-	-	*60%*	-
Specialisation rate	83	80	77	78	75	73	77	80	86	88	-	-	*5%*	-
Utilised agricultural area - ha	8	11	11	9	8	10	10	30	8	11	-	-	*62%*	-
Olive groves area - ha	6	7	6	5	4	5	5	5	5	5	-	-	*-15%*	-
Total labour - AWU	1.29	1.54	1.45	1.02	0.98	1.01	1.09	0.99	1.17	1.37	-	-	*-18%*	-
Family labour input - FWU	1.11	1.22	1.12	0.90	0.79	0.77	0.77	0.67	0.92	1.12	-	-	*-21%*	-
% family labour	*86%*	*79%*	*77%*	*88%*	*81%*	*76%*	*71%*	*68%*	*79%*	*82%*	-	-	*-6%*	-
Yield olives for oil - t/ha	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Yield olive oil - t/ha	0.45	0.44	0.39	0.25	0.37	0.34	0.37	0.25	0.33	0.34	0.34	0.3	*-22%*	*30%*
Production olives for oil - t	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Production olive oil - t	2.47	2.94	2.38	1.32	1.52	1.61	1.9	1.34	1.67	1.72	1.72	1.6	*-35%*	*22%*
Olives produced by AWU - t/AWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olive oil produced by AWU - t/AWU	1.91	1.91	1.64	1.29	1.55	1.59	1.74	1.35	1.43	1.26	-	-	*-26%*	-
Olives produced by FWU - t/FWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olive oil produced by FWU - t/FWU	2.23	2.41	2.13	1.47	1.92	2.09	2.47	2.00	1.82	1.54	-	-	*-21%*	-
PRICES														
Price olives for oil - €/t	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Price olive oil - €/t	9 697	8 940	10 053	9 400	7 409	7 437	7 838	9 005	8 781	8 528	9 590	9 590	*-6%*	*6%*

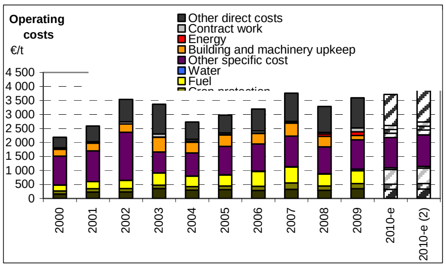
PRODUCTION COSTS - €/t olive oil	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*	*Share in total cost - 2009*
Specific costs	1 506	1 703	2 369	1 661	1 627	1 856	1 945	2 230	1 841	2 094	2170	2274	*11%*	*2%*	*9%*
Fertilisers	163	229	236	360	300	310	289	326	293	351	322	338	*57%*	*4%*	*1%*
Crop protection	105	119	124	116	127	136	152	231	150	184	183	192	*51%*	*-17%*	*1%*
Fuel	208	251	282	432	366	394	525	567	427	454	529	555	*94%*	*-2%*	*2%*
Water	3.5	2.7	1.3	2.3	9.7	3.7	8.2	10.2	18.7	58.9	60	63	*1777%*	*524%*	*0%*
Other specific cost	1 028	1 102	1 726	751	824	1 013	970	1 096	951	1 046	1075	1126	*-19%*	*3%*	*4%*
Farming overheads	676	881	1 168	1 708	1 104	1 119	1 248	1 533	1 445	1 500	1544	1618	*67%*	*6%*	*6%*
Building and machinery upkeep	253	265	291	521	381	409	373	464	379	154	158	166	*-14%*	*-64%*	*1%*
Energy	24	26	0	7	36	21	25	14	84	127	134	141	*590%*	*878%*	*1%*
Contract work	25	36	77	117	68	53	66	47	59	139	142	149	*152%*	*215%*	*1%*
Other direct costs	374	554	800	1 064	619	636	784	1 008	923	1 080	1109	1162	*83%*	*15%*	*5%*
Total operating costs	**2 182**	**2 584**	**3 537**	**3 369**	**2 731**	**2 976**	**3 193**	**3 763**	**3 286**	**3 594**	**3714**	**3892**	***30%***	***3%***	***15%***
Depreciation	1 865	1 951	1 968	2 720	1 783	1 853	1 762	2 632	2 133	2 737	2782	2915	*35%*	*11%*	*12%*
External factors	1 117	1 567	1 985	1 445	2 066	2 538	2 527	3 460	2 544	2 939	2937	3078	*83%*	*-11%*	*13%*
Wages	848	1 349	1 670	1 328	1 918	2 366	2 412	3 318	2 349	2 711	2712	2842	*104%*	*-14%*	*12%*
Rent	103	108	120	83	148	131	55	142	194	185	185	194	*73%*	*37%*	*1%*
Interest	165.5	110.8	194.9	33.7	0.0	41.1	61.0	0.0	2.0	43.0	40.2	42.1	*-82%*	*#DIV/0!*	*0%*
Total cash costs and depreciation	**5 164**	**6 102**	**7 490**	**7 534**	**6 580**	**7 367**	**7 482**	**9 855**	**7 963**	**9 271**	**9 434**	**9 885**	***45%***	***0%***	***39%***
Imputed familly factors	7 150	6 761	7 514	10 293	8 207	7 243	6 744	11 209	10 878	14 230	14218	14899	*87%*	*33%*	*61%*
Family labour cost	7 149	6 746	7 491	10 174	8 115	7 114	6 619	8 512	10 821	14 002	14006	14676	*85%*	*72%*	*60%*
Own land and capital cost	1	15	23	119	91	128	125	2 697	56	227	213	223	*1200%*	*-92%*	*1%*
Total economic costs	**12 314**	**12 863**	**15 004**	**17 827**	**14 787**	**14 610**	**14 226**	**21 064**	**18 841**	**23 500**	**23 652**	**24 784**	***67%***	***18%***	***100%***

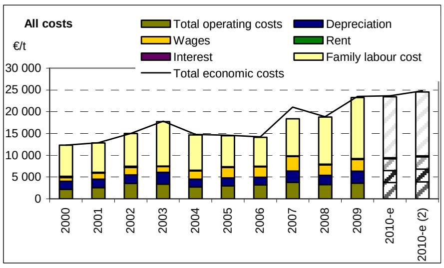
MARGINS - €/t	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
Gross margin	7 528	6 350	6 503	6 015	4 694	4 471	4 640	5 232	5 469	4 958	5 876	5 698	*-21%*	*9%*
Net margin	4 546	2 832	2 550	1 850	845	80	351	-860	792	-719	157	-295	*-102%*	*66%*
Net economic margin	-2 604	-3 929	-4 964	-8 443	-7 361	-7 163	-6 393	-12 069	-10 086	-14 949	-14 062	-15 193	*-250%*	*-26%*
Gross margin with subsidy	8 807	7 633	7 681	7 257	5 876	4 471	4 640	5 232	5 469	4 958	5 876	5 698	*-33%*	*9%*
Net margin with subsidy	5 825	4 115	3 728	3 093	2 027	80	351	-860	792	-719	157	-295	*-102%*	*66%*
Net economic margin with subsidy	-1 324	-2 646	-3 786	-7 200	-6 180	-7 163	-6 393	-12 069	-10 086	-14 949	-14 062	-15 193	*-419%*	*-26%*
DIRECT PAYMENTS AND SUBSIDIES - €/AWU														
Total DP and subsidies	3 681	3 869	3 468	2 908	2 471	1 576	1 950	2 695	1 301	1 599	-	-	*-49%*	-
Olive coupled subsidy	2 450	2 450	1 933	1 608	1 833	0	0	0	0	0	-	-	*-100%*	-
Decoupled payments	0	0	0	0	0	1 167	1 594	2 350	1 125	1 336	-	-	-	-
Rural Development payments	899	734	573	463	45	371	338	326	168	255	-	-	*-66%*	-
INCOME - €/AWU														
Farm Net Value Added/AWU	16 609	14 230	13 078	7 872	8 018	7 025	8 320	7 535	6 584	4 742	-	-	*-57%*	-
Family Farm Income/FWU	16 593	14 748	11 544	6 427	4 739	2 855	4 605	2 529	3 312	710	-	-	*-85%*	-
Remuneration of Family Labour/FWU	16 591	14 697	11 478	6 212	4 508	2 526	4 339	-2 916	3 198	320	-	-	*-99%*	-

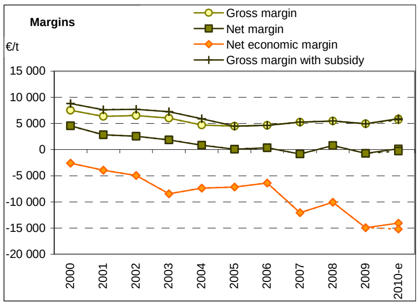


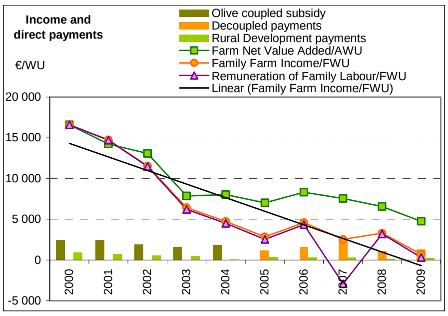


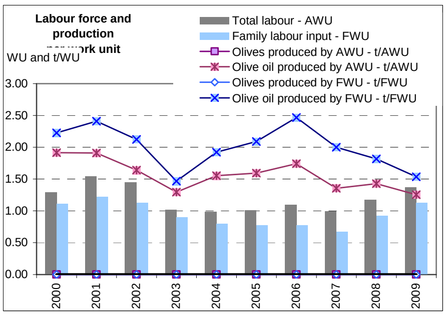












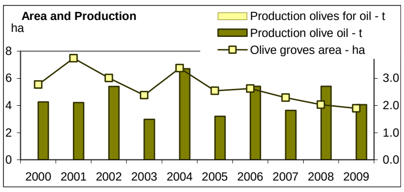
Italy
Olive oil producers
(282) Umbria

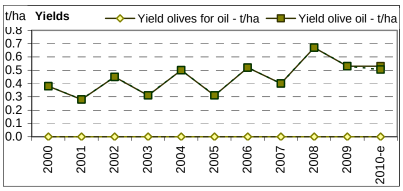
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

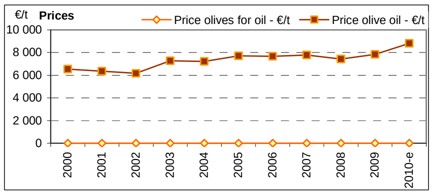
Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
STRUCTURE														
Sample farms	29	25	20	32	25	19	29	39	36	51	-	-	*70%*	-
Farms represented	987	760	710	1 427	1 112	948	1 493	1 372	1 657	2 000	-	-	*105%*	-
Specialisation rate	80	83	81	85	85	79	86	80	80	74	-	-	*-4%*	-
Utilised agricultural area - ha	10	11	11	9	12	11	12	10	10	10	-	-	*-8%*	-
Olive groves area - ha	6	7	6	5	7	5	5	5	4	4	-	-	*-35%*	-
Total labour - AWU	1.14	0.96	1.01	0.78	1.00	0.81	0.91	0.98	0.90	0.87	-	-	*-12%*	-
Family labour input - FWU	0.98	0.81	0.89	0.65	0.78	0.67	0.62	0.83	0.74	0.77	-	-	*-13%*	-
% family labour	*86%*	*84%*	*88%*	*83%*	*78%*	*83%*	*68%*	*85%*	*82%*	*89%*	-	-	*-1%*	-
Yield olives for oil - t/ha	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Yield olive oil - t/ha	0.38	0.28	0.45	0.31	0.5	0.31	0.52	0.4	0.67	0.53	0.53	0.5	*54%*	*26%*
Production olives for oil - t	-	-	-	-	-	-	-	-	-	-			-	-
Production olive oil - t	2.13	2.11	2.7	1.49	3.35	1.6	2.71	1.82	2.71	2.03	2.03	1.9	*-4%*	*6%*
Olives produced by AWU - t/AWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olive oil produced by AWU - t/AWU	1.87	2.20	2.67	1.91	3.35	1.98	2.98	1.86	3.01	2.33	-	-	*7%*	-
Olives produced by FWU - t/FWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olive oil produced by FWU - t/FWU	2.17	2.60	3.03	2.29	4.29	2.39	4.37	2.19	3.66	2.64	-	-	*9%*	-
PRICES														
Price olives for oil - €/t	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Price olive oil - €/t	6 537	6 356	6 164	7 284	7 223	7 710	7 670	7 784	7 429	7 833	8 809	8 809	*26%*	*13%*

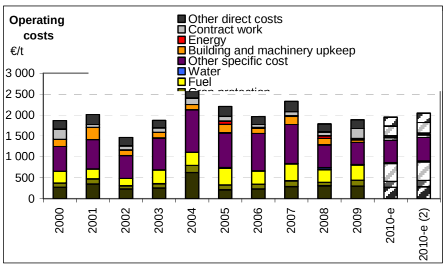
PRODUCTION COSTS - €/t olive oil	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*	*Share in total cost - 2009*
Specific costs	1 248	1 410	1 031	1 447	2 124	1 572	1 561	1 774	1 286	1 348	1398	1465	*11%*	*-17%*	*14%*
Fertilisers	275	352	232	254	626	213	233	291	307	301	276	290	*5%*	*-1%*	*3%*
Crop protection	103	118	77	105	171	118	112	134	85	141	141	148	*25%*	*10%*	*1%*
Fuel	276	240	175	331	311	396	315	408	303	363	423	443	*61%*	*9%*	*4%*
Water	0.4	0.5	1.6	0.0	0.7	21.1	4.0	3.3	43.0	17.8	18	19	*3038%*	*472%*	*0%*
Other specific cost	595	700	546	758	1 015	824	898	938	549	525	540	565	*-11%*	*-40%*	*5%*
Farming overheads	617	600	435	426	442	632	401	553	501	536	552	578	*-2%*	*5%*	*6%*
Building and machinery upkeep	171	294	134	137	124	204	124	197	160	56	58	60	*-54%*	*-69%*	*1%*
Energy	0	0	1	0	1	78	23	12	56	41	43	45	*11094%*	*264%*	*0%*
Contract work	244	69	99	111	154	116	65	93	93	230	237	248	*39%*	*166%*	*2%*
Other direct costs	203	236	201	177	163	233	190	250	192	209	215	225	*-2%*	*-10%*	*2%*
Total operating costs	**1 866**	**2 010**	**1 466**	**1 873**	**2 566**	**2 203**	**1 963**	**2 328**	**1 787**	**1 885**	**1950**	**2043**	***7%***	***-12%***	***20%***
Depreciation	830	1 051	974	1 456	1 251	1 943	1 318	1 643	1 183	1 433	1457	1526	*45%*	*-7%*	*15%*
External factors	873	1 238	1 020	1 293	943	1 478	1 689	1 368	1 078	853	853	894	*-10%*	*-35%*	*9%*
Wages	696	1 099	940	1 198	892	1 127	1 420	1 078	822	604	605	633	*-25%*	*-41%*	*6%*
Rent	125	92	73	95	51	281	262	290	257	243	243	255	*161%*	*-12%*	*3%*
Interest	52.3	47.1	7.1	0.0	0.0	70.3	8.1	0.0	0.0	5.8	5.4	5.7	-	*#DIV/0!*	*0%*
Total cash costs and depreciation	**3 569**	**4 299**	**3 460**	**4 622**	**4 760**	**5 625**	**4 970**	**5 339**	**4 048**	**4 171**	**4 260**	**4 463**	***12%***	*-16%*	***43%***
Imputed familly factors	5 806	4 730	3 935	6 371	2 635	5 293	3 255	5 772	3 770	5 480	5457	5718	*3%*	*-1%*	*57%*
Family labour cost	5 737	4 650	3 920	6 111	2 539	5 011	3 130	5 628	3 639	5 109	5111	5355	*-1%*	*-5%*	*53%*
Own land and capital cost	68	79	15	260	96	281	125	145	131	370	346	363	*430%*	*151%*	*4%*
Total economic costs	**9 375**	**9 029**	**7 395**	**10 993**	**7 395**	**10 918**	**8 225**	**11 111**	**7 818**	**9 651**	**9 717**	**10 182**	***7%***	*-8%*	***100%***

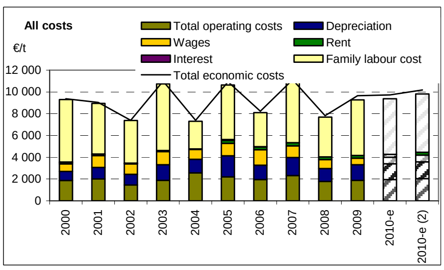
MARGINS - €/t	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
Gross margin	4 677	4 359	4 707	5 391	4 654	5 489	5 704	5 439	5 651	5 936	6 859	6 765	*34%*	*24%*
Net margin	2 974	2 071	2 713	2 642	2 459	2 068	2 696	2 427	3 390	3 650	4 549	4 345	*47%*	*79%*
Net economic margin	-2 832	-2 659	-1 223	-3 729	-176	-3 225	-558	-3 345	-380	-1 830	-908	-1 373	*47%*	*59%*
Gross margin with subsidy	5 968	5 652	6 003	6 484	5 673	5 489	5 704	5 439	5 651	5 936	6 859	6 765	*4%*	*24%*
Net margin with subsidy	4 265	3 363	4 009	3 735	3 478	2 068	2 696	2 427	3 390	3 650	4 549	4 345	*-2%*	*79%*
Net economic margin with subsidy	-1 541	-1 367	74	-2 636	843	-3 225	-558	-3 345	-380	-1 830	-908	-1 373	*-26%*	*59%*
DIRECT PAYMENTS AND SUBSIDIES - €/AWU														
Total DP and subsidies	5 365	7 056	6 818	2 922	4 642	2 393	3 741	2 768	2 947	3 717	-	-	*-51%*	-
Olive coupled subsidy	2 411	2 841	3 466	2 088	3 414	0	0	0	0	0	-	-	*-100%*	-
Decoupled payments	0	0	0	0	0	1 410	2 679	2 481	2 603	2 812	-	-	-	-
Rural Development payments	1 777	3 300	2 203	173	250	974	1 043	280	328	904	-	-	*-79%*	-
INCOME - €/AWU														
Farm Net Value Added/AWU	14 113	15 672	18 187	11 183	16 977	10 509	18 373	11 204	19 094	17 214	-	-	*-1%*	-
Family Farm Income/FWU	14 204	14 924	17 435	10 108	17 203	8 141	18 055	9 460	18 186	16 393	-	-	*-5%*	-
Remuneration of Family Labour/FWU	13 975	14 655	17 346	9 390	16 676	7 315	17 375	9 057	17 518	14 983	-	-	*-10%*	-

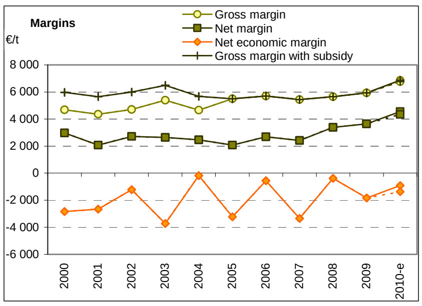


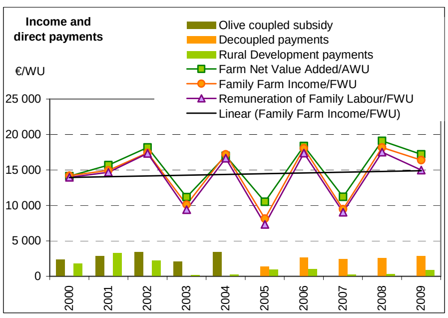


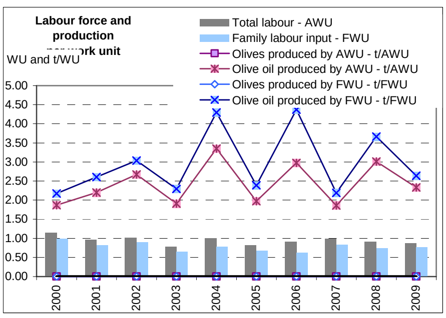








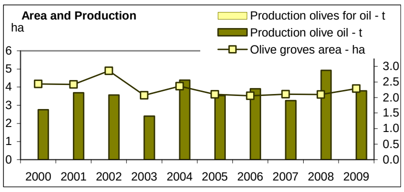


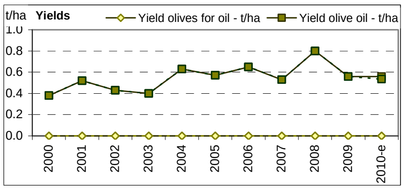


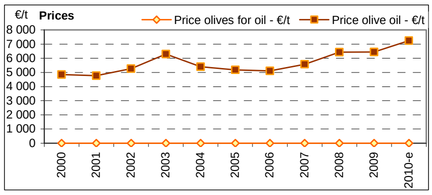
Italy
Olive oil producers
(291) Lazio

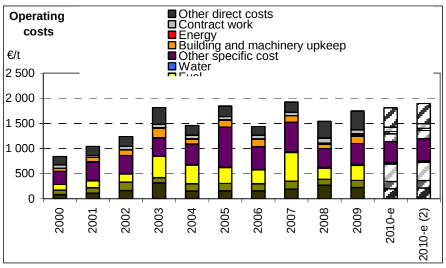
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

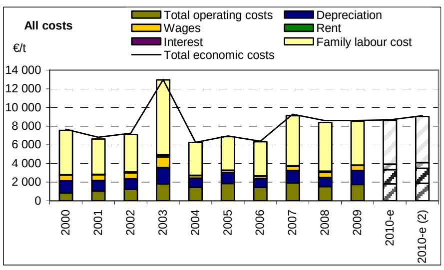
Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007	Share in total cost - 2009
STRUCTURE															
Sample farms	70	93	71	20	33	33	35	49	28	32	-	-	-53%	-	
Farms represented	4 267	4 711	3 810	2 849	3 420	4 450	4 747	4 932	6 614	8 012	-	-	53%	-	
Specialisation rate	78	81	75	81	84	80	80	76	78	84	-	-	2%	-	
Utilised agricultural area - ha	6	6	7	7	6	6	6	7	5	5	-	-	0%	-	
Olive groves area - ha	4	4	5	4	4	4	4	4	4	4	-	-	-16%	-	
Total labour - AWU	0.64	0.75	0.83	1.39	0.90	0.84	0.81	1.07	1.26	0.84	-	-	43%	-	
Family labour input - FWU	0.58	0.69	0.76	1.24	0.86	0.79	0.76	1.01	1.13	0.78	-	-	44%	-	
% family labour	*91%*	*92%*	*92%*	*89%*	*96%*	*94%*	*94%*	*94%*	*90%*	*93%*	-	-	*1%*	-	
Yield olives for oil - t/ha	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Yield olive oil - t/ha	0.38	0.52	0.43	0.4	0.63	0.57	0.65	0.53	0.8	0.56	0.56	0.5	42%	1%	
Production olives for oil - t	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Production olive oil - t	1.61	2.15	2.08	1.4	2.56	2.06	2.28	1.9	2.87	2.21	2.21	2.1	23%	11%	
Olives produced by AWU - t/AWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Olive oil produced by AWU - t/AWU	2.52	2.87	2.51	1.01	2.84	2.45	2.81	1.78	2.28	2.63	-	-	-15%	-	
Olives produced by FWU - t/FWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Olive oil produced by FWU - t/FWU	2.78	3.12	2.74	1.13	2.98	2.61	3.00	1.88	2.54	2.83	-	-	-16%	-	
PRICES															
Price olives for oil - €/t	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Price olive oil - €/t	4 843	4 770	5 269	6 295	5 409	5 187	5 112	5 578	6 434	6 448	7 251	7 251	35%	30%	
PRODUCTION COSTS - €/t olive oil															
Specific costs	548	732	863	1 212	1 088	1 425	1 035	1 523	999	1 099	1142	1196	54%	-21%	13%
Fertilisers	83	110	162	316	154	158	155	192	272	221	203	212	98%	11%	3%
Crop protection	88	110	168	105	144	150	144	161	119	143	142	149	12%	-7%	2%
Fuel	114	138	166	421	375	313	279	565	222	297	347	363	112%	-36%	3%
Water	0.2	0.0	0.0	4.6	4.9	3.8	1.7	18.3	12.9	23.9	25	26	40090%	40%	0%
Other specific cost	263	375	367	366	410	801	456	587	373	415	426	446	23%	-24%	5%
Farming overheads	294	312	375	603	373	419	402	400	543	647	665	697	92%	74%	8%
Building and machinery upkeep	57	94	114	190	95	141	148	127	91	148	151	158	50%	24%	2%
Energy	3	0	2	9	12	8	4	1	16	42	45	47	1973%	8692%	0%
Contract work	70	36	63	72	71	60	80	69	100	85	88	92	64%	33%	1%
Other direct costs	165	181	196	333	195	210	170	203	336	372	382	400	104%	97%	4%
Total operating costs	**842**	**1 044**	**1 239**	**1 815**	**1 461**	**1 844**	**1 437**	**1 923**	**1 542**	**1 746**	**1807**	**1894**	**66%**	**-2%**	**20%**
Depreciation	1 297	1 147	1 122	1 762	971	1 192	950	1 331	962	1 507	1532	1605	14%	21%	18%
External factors	645	647	738	1 352	295	262	283	487	683	588	588	616	-7%	26%	7%
Wages	616	589	625	1 122	283	243	258	433	553	570	570	597	-6%	38%	7%
Rent	29	55	104	165	12	19	25	54	128	16	16	17	-15%	-69%	0%
Interest	0.0	1.9	9.6	65.3	0.0	0.0	0.0	0.0	2.7	2.4	2.2	2.3	-	#DIV/0!	0%
Total cash costs and depreciation	**2 784**	**2 838**	**3 099**	**4 929**	**2 727**	**3 297**	**2 670**	**3 741**	**3 187**	**3 841**	**3 927**	**4 115**	**28%**	**10%**	**45%**
Imputed familly factors	4 892	3 981	4 143	8 053	3 545	3 653	3 709	5 536	5 406	4 769	4765	4993	17%	-10%	55%
Family labour cost	4 768	3 782	4 011	8 020	3 518	3 586	3 662	5 383	5 203	4 698	4699	4924	18%	-9%	55%
Own land and capital cost	124	199	131	33	27	67	46	153	202	71	66	69	-25%	-55%	1%
Total economic costs	**7 676**	**6 819**	**7 241**	**12 982**	**6 272**	**6 951**	**6 379**	**9 278**	**8 593**	**8 610**	**8 692**	**9 108**	**21%**	**-2%**	**100%**
MARGINS - €/t															
Gross margin	3 988	3 726	4 041	4 501	3 941	3 352	3 675	3 641	4 906	4 689	5 444	5 357	27%	47%	
Net margin	2 046	1 933	2 182	1 387	2 675	1 899	2 442	1 822	3 261	2 594	3 324	3 136	46%	72%	
Net economic margin	-2 846	-2 049	-1 961	-6 667	-870	-1 755	-1 266	-3 714	-2 145	-2 175	-1 442	-1 857	10%	50%	
Gross margin with subsidy	5 043	5 009	5 308	5 620	4 814	3 352	3 675	3 641	4 906	4 689	5 444	5 357	-3%	47%	
Net margin with subsidy	3 101	3 215	3 448	2 506	3 548	1 899	2 442	1 822	3 261	2 594	3 324	3 136	-8%	72%	
Net economic margin with subsidy	-1 791	-766	-694	-5 547	2	-1 755	-1 266	-3 714	-2 145	-2 175	-1 442	-1 857	-90%	50%	
DIRECT PAYMENTS AND SUBSIDIES - €/AWU															
Total DP and subsidies	3 713	5 752	4 108	1 768	3 099	1 331	1 528	1 866	1 005	1 600	-	-	-67%	-	
Olive coupled subsidy	2 655	3 676	3 174	1 127	2 481	0	0	0	0	0	-	-	-100%	-	
Decoupled payments	0	0	0	0	0	1 072	1 305	1 745	945	1 442	-	-	-	-	
Rural Development payments	746	523	417	140	354	257	198	120	60	159	-	-	-80%	-	
INCOME - €/AWU															
Farm Net Value Added/AWU	11 988	14 508	13 772	4 565	12 668	7 677	10 899	7 093	12 559	11 456	-	-	-23%	-	
Family Farm Income/FWU	11 039	14 277	12 822	3 123	12 449	7 224	10 653	6 427	11 804	10 738	-	-	-24%	-	
Remuneration of Family Labour/FWU	10 633	13 513	12 324	3 082	12 354	7 015	10 448	6 121	11 186	10 493	-	-	-24%	-	

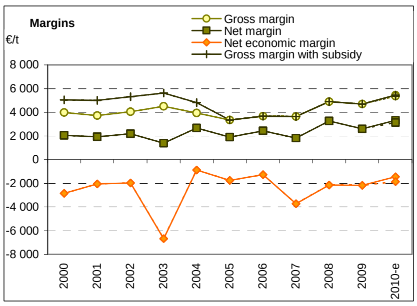


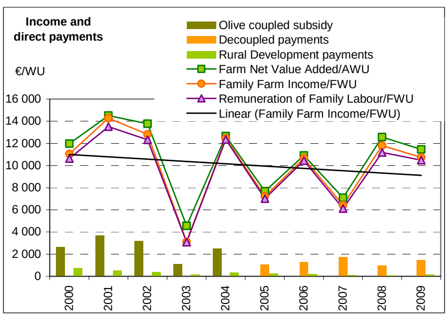


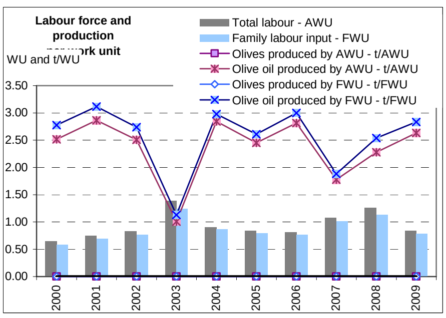












Italy
Olive oil producers
(302) Campania

Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
STRUCTURE														
Sample farms	29		119	16	26	31	34	37	24	18	-	-	*-64%*	-
Farms represented	4 895		8 285	2 286	2 682	3 205	7 179	8 149	5 581	3 281	-	-	*-14%*	-
Specialisation rate	86		78	71	76	76	77	76	85	89	-	-	*1%*	-
Utilised agricultural area - ha	5		5	8	6	6	4	4	5	5	-	-	*-4%*	-
Olive groves area - ha	4		3	5	4	4	3	3	3	4	-	-	*-6%*	-
Total labour - AWU	1.00		1.00	1.44	1.27	1.19	1.60	1.27	1.05	0.95	-	-	*9%*	-
Family labour input - FWU	0.88		0.89	1.23	1.13	1.01	1.44	1.13	0.86	0.69	-	-	*1%*	-
% family labour	*88%*		*89%*	*85%*	*89%*	*85%*	*90%*	*89%*	*82%*	*73%*	-	-	*-8%*	-
Yield olives for oil - t/ha	-		-	-	-	-	-	-	-	-	-		-	-
Yield olive oil - t/ha	0.84		0.85	0.61	0.8	0.84	1.08	0.9	0.73	0.72	0.72	0.7	*-16%*	*-24%*
Production olives for oil - t	-		-	-	-	-	-	-	-	-	-	-	-	-
Production olive oil - t	2.98		2.73	3.1	3.35	3.61	3.42	2.65	2.25	2.59	2.59	2.5	*-15%*	*-7%*
Olives produced by AWU - t/AWU	-		-	-	-	-	-	-	-	-	-	-	-	-
Olive oil produced by AWU - t/AWU	2.98		2.73	2.15	2.64	3.03	2.14	2.09	2.14	2.73	-	-	*-19%*	-
Olives produced by FWU - t/FWU	-		-	-	-	-	-	-	-	-	-	-	-	-
Olive oil produced by FWU - t/FWU	3.39		3.07	2.52	2.96	3.57	2.38	2.35	2.62	3.75	-	-	*-10%*	-

PRICES

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
Price olives for oil - €/t	-		-	-	-	-	-	-	-	-	-	-	-	-
Price olive oil - €/t	3 583		3 696	3 857	3 845	4 098	4 325	4 590	4 506	5 278	5 935	5 935	*44%*	*29%*

PRODUCTION COSTS - €/t olive oil

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*	*Share in total cost - 2009*
Specific costs	567		623	963	926	981	959	1 165	913	640	660	691	*26%*	*-41%*	*10%*
Fertilisers	95		78	224	183	161	193	254	135	205	188	197	*106%*	*-23%*	*3%*
Crop protection	56		48	187	181	134	165	187	48	175	175	183	*161%*	*-2%*	*3%*
Fuel	154		177	298	314	345	287	375	499	214	250	261	*96%*	*-30%*	*3%*
Water	0.2		0.1	8.5	19.8	23.9	13.7	37.5	8.9	0.0	0	0	*1979%*	-	*0%*
Other specific cost	261		320	245	228	317	301	311	222	46	48	50	*-63%*	*-84%*	*1%*
Farming overheads	315		281	415	482	430	477	562	364	467	480	503	*49%*	*-11%*	*7%*
Building and machinery upkeep	89		74	177	152	118	151	180	56	5	5	6	*-73%*	*-97%*	*0%*
Energy	1		1	3	8	3	5	0	11	16	16	17	*1010%*	*#DIV/0!*	*0%*
Contract work	78		62	57	49	38	24	43	29	198	203	213	*109%*	*390%*	*3%*
Other direct costs	147		143	179	274	271	297	339	268	248	255	267	*80%*	*-21%*	*4%*
Total operating costs	**882**		**904**	**1 378**	**1 408**	**1 411**	**1 436**	**1 727**	**1 278**	**1 107**	**1140**	**1194**	***34%***	***-31%***	***16%***
Depreciation	545		891	738	772	716	781	775	1 040	912	927	972	*36%*	*25%*	*14%*
External factors	545		520	478	451	613	607	655	679	1 320	1321	1384	*112%*	*111%*	*20%*
Wages	372		443	467	402	551	533	591	647	1 284	1284	1346	*168%*	*128%*	*19%*
Rent	173		71	12	49	49	56	63	28	35	35	37	*-73%*	*-42%*	*1%*
Interest	0.0		5.6	0.0	0.0	12.1	17.9	0.0	3.5	1.2	1.1	1.2	-	*#DIV/0!*	*0%*
Total cash costs and depreciation	**1 972**		**2 316**	**2 595**	**2 632**	**2 739**	**2 824**	**3 157**	**2 996**	**3 340**	**3 388**	**3 550**	***54%***	*12%*	***50%***
Imputed familly factors	2 369		2 565	3 554	3 159	2 721	3 953	3 731	4 283	3 376	3363	3524	*51%*	*-6%*	*50%*
Family labour cost	2 304		2 534	3 478	3 101	2 639	3 895	3 655	4 246	3 158	3159	3310	*48%*	*-9%*	*47%*
Own land and capital cost	65		31	76	58	82	59	75	37	218	203	213	*224%*	*182%*	*3%*
Total economic costs	**4 340**		**4 881**	**6 149**	**5 791**	**5 460**	**6 777**	**6 888**	**7 279**	**6 716**	**6 750**	**7 073**	***52%***	*3%*	***100%***

MARGINS - €/t

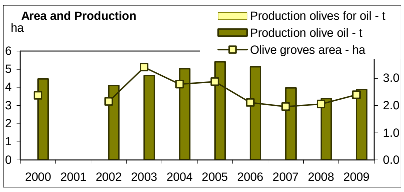
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
Gross margin	2 695		2 796	2 473	2 441	2 689	2 887	2 862	3 223	4 177	4 795	4 741	*47%*	*66%*
Net margin	1 605		1 384	1 256	1 217	1 361	1 499	1 432	1 504	1 944	2 547	2 385	*30%*	*67%*
Net economic margin	-763		-1 181	-2 298	-1 942	-1 360	-2 455	-2 299	-2 779	-1 432	-815	-1 138	*-83%*	*50%*
Gross margin with subsidy	3 969		4 041	3 560	3 458	2 689	2 887	2 862	3 223	4 177	4 795	4 741	*1%*	*66%*
Net margin with subsidy	2 879		2 629	2 343	2 234	1 361	1 499	1 432	1 504	1 944	2 547	2 385	*-29%*	*67%*
Net economic margin with subsidy	510		64	-1 212	-925	-1 360	-2 455	-2 299	-2 779	-1 432	-815	-1 138	*-721%*	*50%*

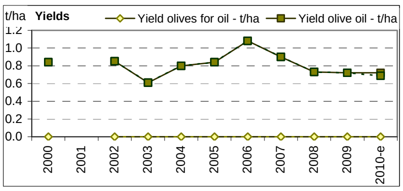
DIRECT PAYMENTS AND SUBSIDIES - €/AWU

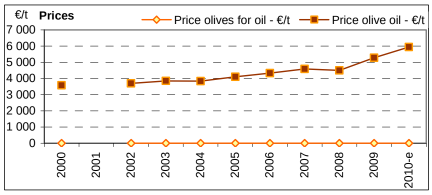
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
Total DP and subsidies	5 368		5 295	2 592	3 194	3 200	1 566	2 123	3 251	4 228	-	-	*-40%*	-
Olive coupled subsidy	3 795		3 399	2 339	2 682	0	0	0	0	0	-	-	*-100%*	-
Decoupled payments	0		0	0	0	2 643	1 320	1 609	2 759	2 805	-	-	-	-
Rural Development payments	1 023		1 042	172	319	554	242	390	273	938	-	-	*-48%*	-

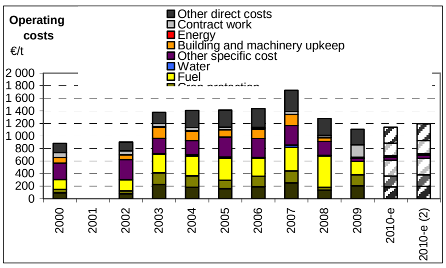
INCOME - €/AWU

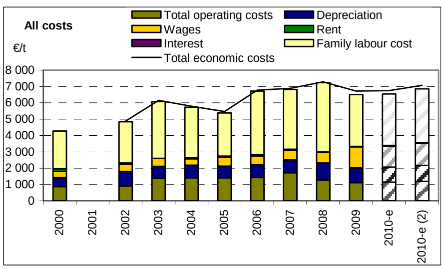
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
Farm Net Value Added/AWU	12 628		12 298	8 070	8 842	11 138	7 146	7 758	7 663	13 491	-	-	*-23%*	-
Family Farm Income/FWU	12 250		11 845	7 446	8 175	10 391	6 239	6 928	7 446	13 481	-	-	*-23%*	-
Remuneration of Family Labour/FWU	11 987		11 717	7 184	7 970	10 035	6 051	6 705	7 339	12 552	-	-	*-25%*	-

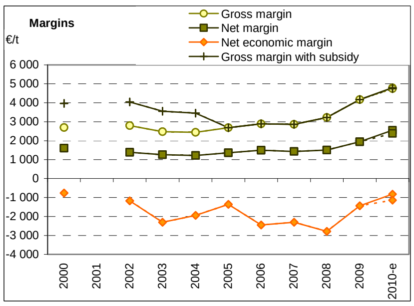


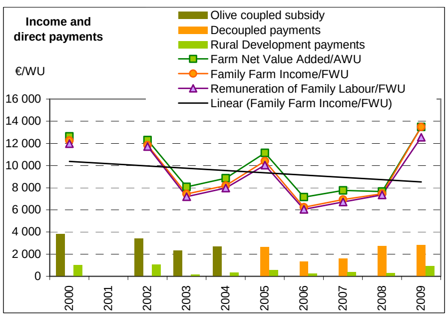


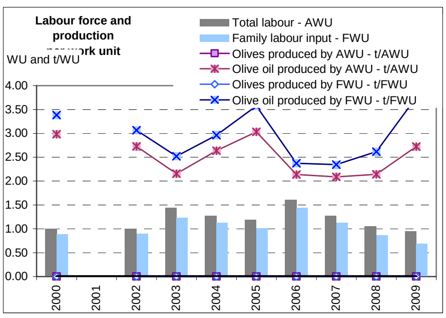












Italy
Olive oil producers
(303) Calabria

Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years

STRUCTURE	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Sample farms	176	220	269	258	248	294	264	210	163	136	-	-	-23%	-
Farms represented	16 410	14 090	19 041	21 692	18 605	22 979	20 254	15 951	34 062	33 481	-	-	69%	-
Specialisation rate	86	84	88	91	89	89	90	88	83	83	-	-	-1%	-
Utilised agricultural area - ha	6	8	7	6	6	6	6	7	6	5	-	-	-16%	-
Olive groves area - ha	5	5	5	4	4	4	4	5	3	3	-	-	-29%	-
Total labour - AWU	0.70	1.07	1.05	0.99	1.06	0.98	1.01	1.30	1.23	1.39	-	-	39%	-
Family labour input - FWU	0.70	0.77	0.72	0.66	0.72	0.64	0.71	0.82	0.68	0.80	-	-	5%	-
% family labour	*100%*	*72%*	*69%*	*67%*	*68%*	*65%*	*70%*	*63%*	*55%*	*58%*	-	-	*-27%*	-
Yield olives for oil - t/ha	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Yield olive oil - t/ha	0.91	0.93	0.97	1.2	1.11	1.46	1.34	1.31	1.89	1.91	1.91	1.8	100%	39%
Production olives for oil - t	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Production olive oil - t	4.1	4.76	4.73	5.31	4.94	6.13	5.27	6	5.63	5.29	5.29	5.0	18%	-16%
Olives produced by AWU - t/AWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olive oil produced by AWU - t/AWU	5.86	4.45	4.50	5.36	4.66	6.26	5.22	4.62	4.58	3.81	-	-	-12%	-
Olives produced by FWU - t/FWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olive oil produced by FWU - t/FWU	5.86	6.18	6.57	8.05	6.86	9.58	7.42	7.32	8.28	6.61	-	-	19%	-

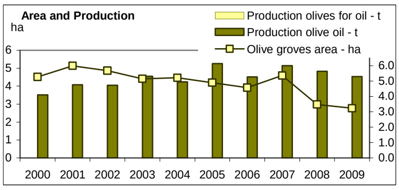
PRICES	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Price olives for oil - €/t	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Price olive oil - €/t	2 737	2 646	2 735	2 685	2 748	3 123	3 321	3 627	3 699	3 654	4 109	4 109	41%	13%

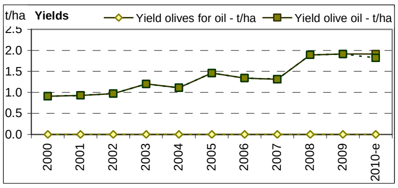
PRODUCTION COSTS - €/t olive oil	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007	Share in total cost - 2009
Specific costs	489	518	570	533	578	541	597	668	563	450	466	489	-5%	-27%	12%
Fertilisers	125	114	125	112	120	100	118	144	132	103	95	100	-8%	-31%	3%
Crop protection	50	37	55	42	50	62	69	59	40	72	72	75	32%	29%	2%
Fuel	75	98	85	88	94	88	101	115	123	124	145	152	55%	32%	3%
Water	4.8	0.8	0.4	0.4	1.0	0.1	3.5	2.7	0.0	9.5	10	10	-	287%	0%
Other specific cost	235	268	304	290	312	290	305	347	268	141	145	151	-31%	-56%	4%
Farming overheads	203	167	168	171	180	148	196	184	142	236	243	255	17%	38%	6%
Building and machinery upkeep	59	46	55	65	75	52	56	51	33	39	40	42	-29%	-19%	1%
Energy	1	2	0	0	1	0	0	0	2	19	20	21	1227%	#DIV/0!	1%
Contract work	54	54	37	32	27	29	56	48	47	98	100	105	73%	118%	3%
Other direct costs	90	64	76	73	77	66	84	85	60	80	83	87	-1%	2%	2%
Total operating costs	**693**	**685**	**738**	**704**	**758**	**688**	**793**	**852**	**704**	**687**	**710**	**743**	**1%**	**-13%**	**18%**
Depreciation	335	300	302	283	327	238	272	294	413	329	335	351	17%	19%	9%
External factors	683	630	638	460	516	462	549	712	826	1 031	1031	1081	51%	52%	28%
Wages	609	563	582	431	481	435	523	686	818	1 024	1024	1073	66%	56%	27%
Rent	73	64	54	27	33	26	27	25	7	7	7	8	-89%	-69%	0%
Interest	0.2	2.8	2.3	1.4	2.0	0.0	0.0	0.6	0.5	0.0	0.0	0.0	-90%	-	0%
Total cash costs and depreciation	**1 710**	**1 614**	**1 678**	**1 447**	**1 601**	**1 388**	**1 614**	**1 857**	**1 943**	**2 047**	**2 075**	**2 175**	**23%**	**17%**	**55%**
Imputed familly factors	1 424	1 337	1 247	1 093	1 188	919	1 304	1 246	1 254	1 701	1695	1776	18%	43%	45%
Family labour cost	1 339	1 261	1 207	1 067	1 118	845	1 271	1 142	1 215	1 609	1610	1687	18%	48%	43%
Own land and capital cost	85	77	40	26	70	75	33	104	39	91	85	89	9%	-14%	2%
Total economic costs	**3 135**	**2 951**	**2 926**	**2 540**	**2 789**	**2 307**	**2 918**	**3 104**	**3 197**	**3 748**	**3 771**	**3 951**	**21%**	**27%**	**100%**

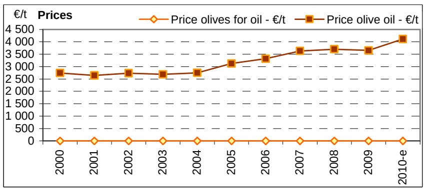
MARGINS - €/t	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Gross margin	2 047	1 962	1 995	1 983	1 993	2 437	2 528	2 774	2 994	2 964	3 399	3 366	55%	21%
Net margin	1 030	1 033	1 055	1 241	1 150	1 738	1 706	1 769	1 756	1 604	2 034	1 934	70%	9%
Net economic margin	-395	-304	-192	148	-38	818	402	523	502	-97	338	158	163%	-70%
Gross margin with subsidy	3 339	3 242	2 999	2 966	2 966	2 437	2 528	2 774	2 994	2 964	3 399	3 366	-3%	21%
Net margin with subsidy	2 322	2 312	2 059	2 223	2 123	1 738	1 706	1 769	1 756	1 604	2 034	1 934	-21%	9%
Net economic margin with subsidy	897	975	811	1 130	935	818	402	523	502	-97	338	158	-79%	-70%

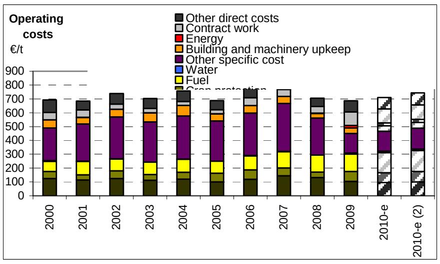
DIRECT PAYMENTS AND SUBSIDIES - €/AWU	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Total DP and subsidies	9 167	6 838	5 301	5 665	5 163	5 137	6 514	4 492	2 859	1 983	-	-	-56%	-
Olive coupled subsidy	7 568	5 693	4 522	5 268	4 538	0	0	0	0	0	-	-	-100%	-
Decoupled payments	0	0	0	0	0	4 760	6 133	4 201	2 280	1 700	-	-	-	-
Rural Development payments	1 263	768	490	157	383	353	361	277	546	249	-	-	-57%	-

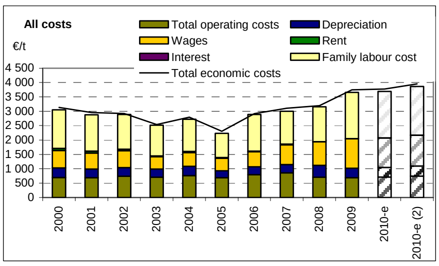
INCOME - €/AWU	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Farm Net Value Added/AWU	20 799	15 531	13 936	15 737	13 876	20 579	19 540	17 582	17 040	13 838	-	-	-4%	-
Family Farm Income/FWU	16 283	17 169	15 520	19 100	16 263	26 408	23 508	21 590	22 517	15 576	-	-	22%	-
Remuneration of Family Labour/FWU	15 689	16 587	15 191	18 850	15 704	25 565	23 200	20 654	22 131	14 847	-	-	21%	-

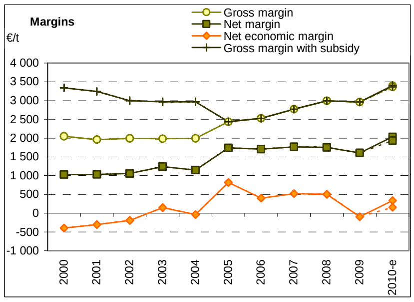


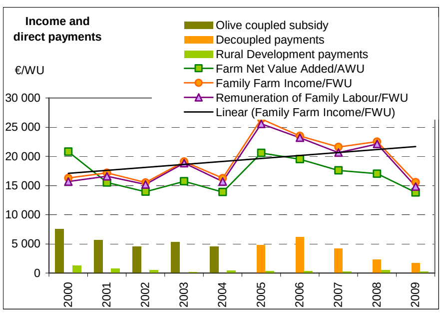


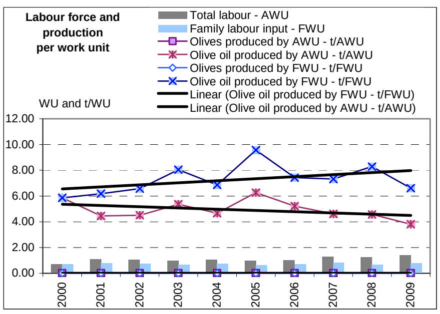












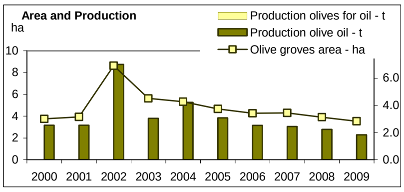
Italy
Olive oil producers
(311) Puglia

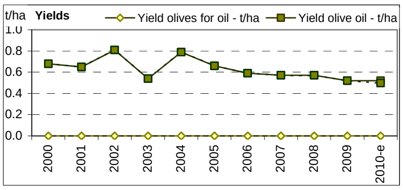
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

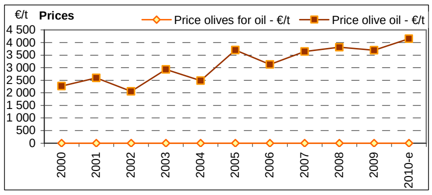
Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
STRUCTURE														
Sample farms	83	151	132	220	190	155	122	110	48	49	-	-	*-43%*	-
Farms represented	26 588	27 398	10 602	19 922	17 951	15 864	21 223	17 037	20 397	25 319	-	-	*-3%*	-
Specialisation rate	86	81	84	85	85	85	85	88	90	91	-	-	*7%*	-
Utilised agricultural area - ha	7	6	12	8	8	7	6	6	5	6	-	-	*-32%*	-
Olive groves area - ha	4	4	9	6	5	5	4	4	4	4	-	-	*-28%*	-
Total labour - AWU	0.53	0.61	1.01	0.71	0.68	0.70	0.61	0.58	0.51	0.43	-	-	*-29%*	-
Family labour input - FWU	0.42	0.50	0.67	0.48	0.49	0.53	0.49	0.47	0.40	0.33	-	-	*-25%*	-
% family labour	*79%*	*82%*	*66%*	*68%*	*72%*	*76%*	*80%*	*81%*	*78%*	*77%*	-	-	*4%*	-
Yield olives for oil - t/ha	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Yield olive oil - t/ha	0.68	0.65	0.81	0.54	0.79	0.66	0.59	0.57	0.57	0.52	0.52	0.5	*-26%*	*-13%*
Production olives for oil - t	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Production olive oil - t	2.54	2.53	7	3.04	4.22	3.07	2.52	2.44	2.23	1.83	1.83	1.7	*-52%*	*-28%*
Olives produced by AWU - t/AWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olive oil produced by AWU - t/AWU	4.79	4.15	6.93	4.28	6.21	4.39	4.13	4.21	4.37	4.26	-	-	*-19%*	-
Olives produced by FWU - t/FWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olive oil produced by FWU - t/FWU	6.05	5.06	10.45	6.33	8.61	5.79	5.14	5.19	5.58	5.55	-	-	*-24%*	-
PRICES														
Price olives for oil - €/t	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Price olive oil - €/t	2 271	2 595	2 060	2 930	2 483	3 698	3 129	3 642	3 810	3 693	4 152	4 152	*68%*	*14%*

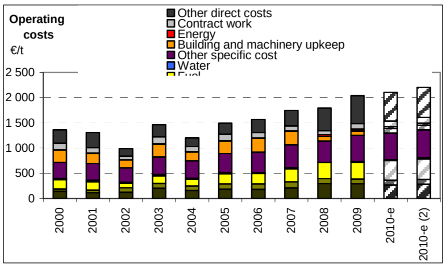
PRODUCTION COSTS - €/t olive oil	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*	*Share in total cost - 2009*
Specific costs	717	690	610	823	747	891	918	1 063	1 137	1 252	1297	1359	*86%*	*28%*	*20%*
Fertilisers	141	116	124	204	161	183	181	207	295	293	269	282	*128%*	*36%*	*5%*
Crop protection	45	52	87	94	84	104	108	124	98	92	91	96	*55%*	*-23%*	*1%*
Fuel	187	161	96	152	140	204	210	256	322	335	390	409	*141%*	*60%*	*5%*
Water	23.4	32.9	11.7	25.2	14.2	22.3	15.3	25.9	1.3	13.9	14	15	*-56%*	*-42%*	*0%*
Other specific cost	320	328	292	348	347	377	404	450	420	518	532	558	*59%*	*24%*	*8%*
Farming overheads	642	617	379	639	456	603	650	681	658	786	808	847	*40%*	*24%*	*13%*
Building and machinery upkeep	247	207	154	256	179	249	280	271	94	87	90	94	*-55%*	*-65%*	*1%*
Energy	0	1	0	1	4	1	0	4	36	38	40	42	-	*929%*	*1%*
Contract work	131	108	74	144	101	135	110	100	79	107	110	115	*-4%*	*14%*	*2%*
Other direct costs	264	300	150	239	173	218	259	305	449	553	568	596	*124%*	*96%*	*9%*
Total operating costs	**1 360**	**1 307**	**989**	**1 462**	**1 203**	**1 494**	**1 568**	**1 744**	**1 795**	**2 037**	**2105**	**2206**	***65%***	***26%***	***33%***
Depreciation	657	678	380	609	436	600	629	715	845	898	913	956	*57%*	*34%*	*14%*
External factors	452	539	684	753	533	712	592	644	734	930	930	975	*58%*	*51%*	*15%*
Wages	369	502	635	702	506	678	568	619	647	827	827	867	*55%*	*40%*	*13%*
Rent	69	31	43	50	26	34	23	25	87	103	103	108	*108%*	*336%*	*2%*
Interest	14.1	5.5	6.2	1.1	1.1	0.8	0.6	0.0	0.0	0.0	0.0	0.0	-	-	*0%*
Total cash costs and depreciation	**2 469**	**2 524**	**2 053**	**2 824**	**2 172**	**2 807**	**2 788**	**3 102**	**3 374**	**3 865**	**3 948**	**4 137**	***61%***	*33%*	***62%***
Imputed familly factors	1 591	1 929	964	1 705	1 346	1 865	2 204	2 277	2 142	2 386	2365	2479	*56%*	*9%*	*38%*
Family labour cost	1 523	1 846	908	1 608	1 218	1 747	2 047	2 153	2 050	2 062	2063	2161	*47%*	*0%*	*33%*
Own land and capital cost	69	82	56	96	129	118	157	124	92	324	303	317	*254%*	*155%*	*5%*
Total economic costs	**4 061**	**4 453**	**3 017**	**4 529**	**3 518**	**4 672**	**4 992**	**5 379**	**5 516**	**6 251**	**6 313**	**6 615**	***59%***	*23%*	***100%***

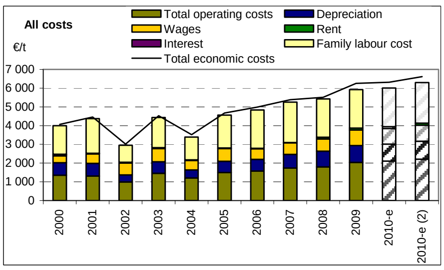
MARGINS - €/t	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
Gross margin	911	1 293	1 082	1 472	1 281	2 208	1 555	1 895	2 024	1 657	2 047	1 947	*71%*	*3%*
Net margin	-198	77	18	110	312	896	335	537	445	-171	204	15	*378%*	*-97%*
Net economic margin	-1 790	-1 852	-946	-1 595	-1 034	-969	-1 869	-1 740	-1 697	-2 557	-2 161	-2 463	*-46%*	*-42%*
Gross margin with subsidy	2 215	2 680	2 428	2 804	2 630	2 208	1 555	1 895	2 024	1 657	2 047	1 947	*-23%*	*3%*
Net margin with subsidy	1 105	1 463	1 364	1 442	1 661	896	335	537	445	-171	204	15	*-93%*	*-97%*
Net economic margin with subsidy	-487	-466	400	-262	315	-969	-1 869	-1 740	-1 697	-2 557	-2 161	-2 463	*-1115%*	*-42%*
DIRECT PAYMENTS AND SUBSIDIES - €/AWU														
Total DP and subsidies	10 894	8 672	12 180	7 708	9 519	6 900	7 256	7 267	7 578	7 884	-	-	*-28%*	-
Olive coupled subsidy	6 245	5 750	9 327	5 706	8 371	0	0	0	0	0	-	-	*-100%*	-
Decoupled payments	0	0	0	0	0	6 168	6 687	6 471	6 673	6 909	-	-	-	-
Rural Development payments	1 829	981	1 615	643	0	449	521	674	877	880	-	-	*-45%*	-
INCOME - €/AWU														
Farm Net Value Added/AWU	11 891	12 127	17 450	11 815	15 165	14 612	11 356	12 571	13 081	10 703	-	-	*-12%*	-
Family Farm Income/FWU	11 771	11 664	18 020	11 456	16 527	14 941	11 280	12 157	12 316	8 406	-	-	*-21%*	-
Remuneration of Family Labour/FWU	11 284	11 171	17 294	10 703	15 157	14 085	10 261	11 398	11 781	6 446	-	-	*-25%*	-

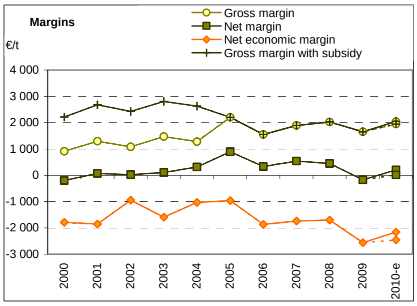


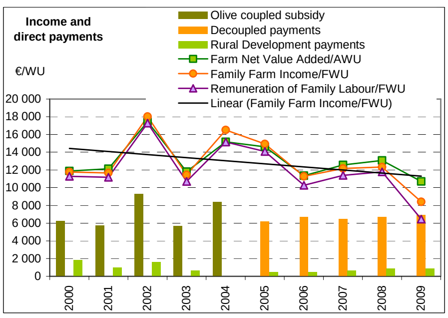


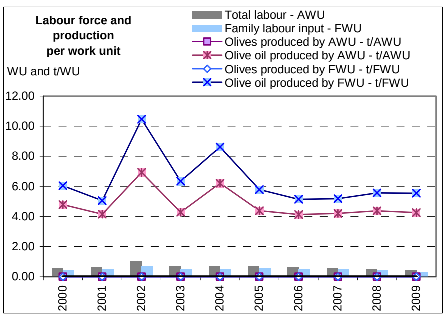








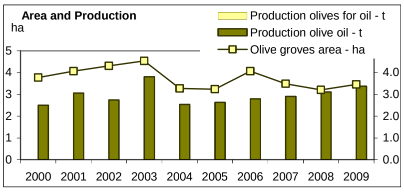


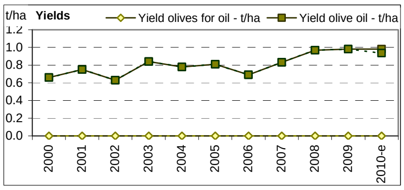


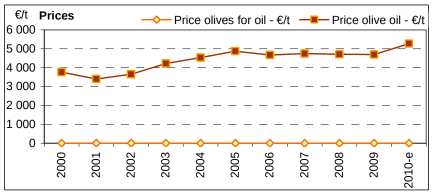
Italy
Olive oil producers
(320) Sicilia

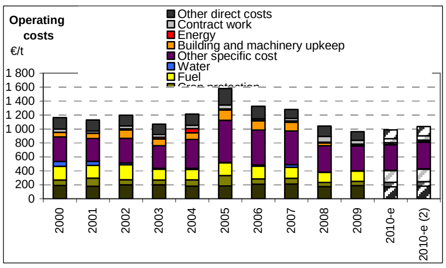
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

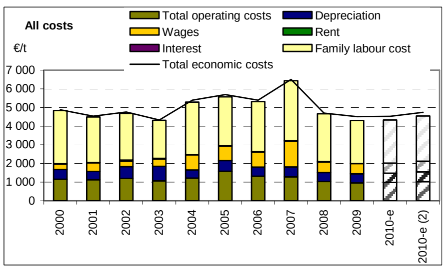
Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*	*Share in total cost - 2009*
STRUCTURE															
Sample farms	70	79	64	60	52	45	51	81	34	31	-	-	*-31%*	-	
Farms represented	7 842	7 763	7 097	6 282	9 988	11 081	11 811	14 313	18 497	18 561	-	-	*126%*	-	
Specialisation rate	79	79	81	82	76	78	85	77	84	85	-	-	*3%*	-	
Utilised agricultural area - ha	6	7	7	7	6	7	6	12	6	6	-	-	*21%*	-	
Olive groves area - ha	4	4	4	5	3	3	4	3	3	3	-	-	*-16%*	-	
Total labour - AWU	0.88	0.87	0.78	0.87	0.91	0.82	0.81	1.34	0.76	0.77	-	-	*13%*	-	
Family labour input - FWU	0.81	0.76	0.71	0.71	0.69	0.62	0.62	0.93	0.60	0.60	-	-	*-7%*	-	
% family labour	*92%*	*87%*	*91%*	*82%*	*76%*	*76%*	*77%*	*69%*	*79%*	*78%*	-	-	*-16%*	-	
Yield olives for oil - t/ha	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Yield olive oil - t/ha	0.66	0.75	0.63	0.84	0.78	0.81	0.69	0.83	0.97	0.98	0.98	0.9	*41%*	*13%*	
Production olives for oil - t	-	-	-	-	-	-	-	-	-	-			-	-	
Production olive oil - t	2.5	3.06	2.74	3.81	2.54	2.64	2.8	2.9	3.11	3.38	3.38	3.2	*17%*	*11%*	
Olives produced by AWU - t/AWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Olive oil produced by AWU - t/AWU	2.84	3.52	3.51	4.38	2.79	3.22	3.46	2.16	4.09	4.39	-	-	*8%*	-	
Olives produced by FWU - t/FWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Olive oil produced by FWU - t/FWU	3.09	4.03	3.86	5.37	3.68	4.26	4.52	3.12	5.18	5.63	-	-	*27%*	-	
PRICES															
Price olives for oil - €/t	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Price olive oil - €/t	3 769	3 407	3 655	4 223	4 532	4 878	4 672	4 752	4 709	4 692	5 276	5 276	*36%*	*11%*	
PRODUCTION COSTS - €/t olive oil															
Specific costs	886	865	866	761	849	1 123	984	972	762	755	773	810	*-11%*	*-17%*	*17%*
Fertilisers	190	178	200	200	181	182	208	210	176	187	172	180	*-4%*	*-14%*	*4%*
Crop protection	77	119	73	67	89	150	75	84	57	63	63	66	*-31%*	*-22%*	*1%*
Fuel	198	182	216	156	147	184	185	157	146	145	169	177	*-22%*	*12%*	*3%*
Water	67.7	57.5	26.1	15.8	19.3	3.7	13.9	36.6	1.7	6.1	6	7	*-91%*	*-82%*	*0%*
Other specific cost	353	329	352	323	412	603	502	484	381	354	364	381	*8%*	*-21%*	*8%*
Farming overheads	276	265	329	307	364	458	339	307	279	207	214	224	*-18%*	*-27%*	*5%*
Building and machinery upkeep	66	73	120	95	98	150	132	124	36	8	8	8	*-80%*	*-93%*	*0%*
Energy	0	4	15	26	57	13	5	19	12	21	22	23	-	*22%*	*0%*
Contract work	48	30	43	40	51	58	24	36	84	56	57	60	*66%*	*66%*	*1%*
Other direct costs	163	158	153	146	159	237	179	128	147	123	126	133	*-15%*	*4%*	*3%*
Total operating costs	**1 162**	**1 130**	**1 196**	**1 068**	**1 214**	**1 581**	**1 323**	**1 279**	**1 041**	**962**	**987**	**1034**	***-13%***	***-19%***	***21%***
Depreciation	510	444	640	781	443	582	487	534	471	487	495	519	*-7%*	*-3%*	*11%*
External factors	314	484	345	424	804	784	828	1 413	589	543	543	570	*49%*	*-60%*	*12%*
Wages	292	465	290	393	803	775	811	1 385	569	540	540	566	*60%*	*-59%*	*12%*
Rent	22	19	55	32	1	9	17	23	20	3	3	4	*-72%*	*-84%*	*0%*
Interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0	5.4	0.0	0.0	0.0	0.0	-	-	*0%*
Total cash costs and depreciation	**1 986**	**2 058**	**2 180**	**2 274**	**2 461**	**2 947**	**2 638**	**3 226**	**2 101**	**1 992**	**2 025**	**2 122**	***0%***	*-34%*	***44%***
Imputed familly factors	2 887	2 476	2 576	2 055	2 933	2 738	2 756	3 281	2 597	2 516	2503	2623	*-3%*	*-20%*	*56%*
Family labour cost	2 856	2 437	2 501	2 036	2 825	2 621	2 677	3 217	2 563	2 311	2311	2422	*-6%*	*-25%*	*51%*
Own land and capital cost	31	40	76	20	108	117	79	64	34	205	192	201	*200%*	*214%*	*5%*
Total economic costs	**4 873**	**4 535**	**4 757**	**4 330**	**5 394**	**5 685**	**5 394**	**6 507**	**4 698**	**4 508**	**4 528**	**4 745**	***-2%***	*-27%*	***100%***
MARGINS - €/t															
Gross margin	2 613	2 273	2 455	3 152	3 318	3 290	3 356	3 475	3 665	3 725	4 290	4 243	*58%*	*22%*	
Net margin	1 789	1 344	1 470	1 946	2 070	1 924	2 041	1 528	2 605	2 694	3 251	3 154	*84%*	*106%*	
Net economic margin	-1 098	-1 132	-1 106	-109	-863	-815	-715	-1 753	8	179	748	532	*122%*	*130%*	
Gross margin with subsidy	3 905	3 557	3 737	4 284	4 457	3 290	3 356	3 475	3 665	3 725	4 290	4 243	*4%*	*22%*	
Net margin with subsidy	3 082	2 628	2 752	3 078	3 210	1 924	2 041	1 528	2 605	2 694	3 251	3 154	*0%*	*106%*	
Net economic margin with subsidy	194	152	175	1 022	277	-815	-715	-1 753	8	179	748	532	*38%*	*130%*	
DIRECT PAYMENTS AND SUBSIDIES - €/AWU															
Total DP and subsidies	4 543	5 563	5 754	5 651	3 475	2 349	2 781	2 843	2 291	1 761	-	-	*-57%*	-	
Olive coupled subsidy	3 672	4 515	4 502	4 956	3 181	0	0	0	0	0	-	-	*-100%*	-	
Decoupled payments	0	0	0	0	0	2 247	2 596	2 676	2 083	1 674	-	-	-	-	
Rural Development payments	464	449	270	230	69	100	124	122	156	67	-	-	*-71%*	-	
INCOME - €/AWU															
Farm Net Value Added/AWU	12 052	13 527	13 675	18 465	13 960	13 149	14 533	11 155	17 361	18 581	-	-	*20%*	-	
Family Farm Income/FWU	11 857	13 140	13 449	19 637	14 491	12 864	14 377	9 772	18 231	20 250	-	-	*26%*	-	
Remuneration of Family Labour/FWU	11 722	12 914	13 044	19 478	13 955	12 200	13 936	9 490	17 947	18 886	-	-	*23%*	-	

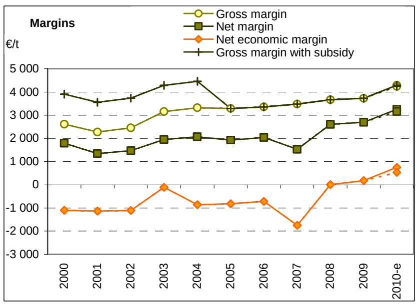


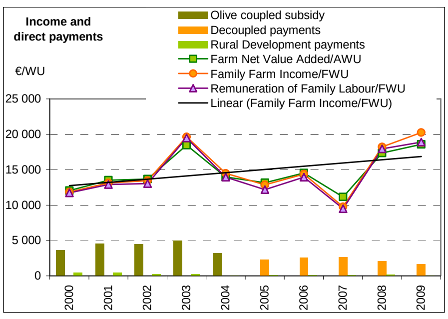


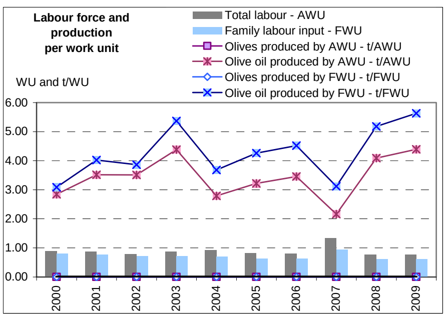












Italy
Mixed producers
(311) Puglia

Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years

STRUCTURE	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Sample farms	34	84	82	158	112	165	92	110	52	42	-	-	2%	-
Farms represented	3 811	5 769	16 032	11 984	8 497	12 572	14 852	13 681	14 760	9 897	-	-	50%	-
Specialisation rate	86	76	83	81	81	82	84	84	81	82	-	-	0%	-
Utilised agricultural area - ha	11	10	6	10	9	10	7	8	6	8	-	-	-17%	-
Olive groves area - ha	8	7	5	7	7	7	5	5	5	6	-	-	-15%	-
Total labour - AWU	1.18	0.96	0.46	0.93	0.92	0.94	0.70	0.75	0.74	0.69	-	-	-16%	-
Family labour input - FWU	0.86	0.68	0.31	0.67	0.62	0.58	0.53	0.54	0.52	0.50	-	-	-16%	-
% family labour	*73%*	*71%*	*67%*	*72%*	*67%*	*62%*	*76%*	*72%*	*70%*	*72%*	-	-	*2%*	-
Yield olives for oil - t/ha	4.2	5.2	3.0	4.6	4.8	4.8	4.4	4.6	5.0	4.5	4.5	4.3	11%	-5%
Yield olive oil - t/ha	0.91	1.44	0.84	0.95	1.09	0.75	0.67	0.6	0.67	0.65	0.65	0.6	-39%	3%
Production olives for oil - t	29	28	13	27	29	27	18	20	18	23	23	22	-11%	5%
Production olive oil - t	0.95	1.93	0.35	0.83	1.14	1.03	0.43	0.57	0.88	0.74	0.74	0.7	-28%	24%
Olives produced by AWU - t/AWU	24.7	29.2	28.0	29.5	31.3	29.0	26.4	27.3	24.5	32.7	-	-	3%	-
Olive oil produced by AWU - t/AWU	0.81	2.01	0.76	0.89	1.24	1.10	0.61	0.76	1.19	1.07	-	-	-16%	-
Olives produced by FWU - t/FWU	33.8	41.2	41.6	41.0	46.4	47.0	34.8	37.9	34.9	45.1	-	-	1%	-
Olive oil produced by FWU - t/FWU	1.10	2.84	1.13	1.24	1.84	1.78	0.81	1.06	1.69	1.48	-	-	-17%	-

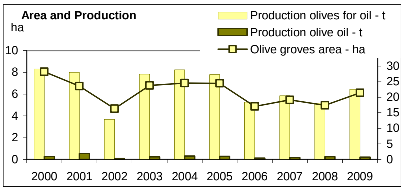
PRICES	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Price olives for oil - €/t	359	391	443	414	277	447	417	440	312	264	297	297	-27%	-32%
Price olive oil - €/t	2 529	2 317	3 000	3 570	2 157	3 477	3 598	3 639	4 036	3 303	3 715	3 715	41%	2%

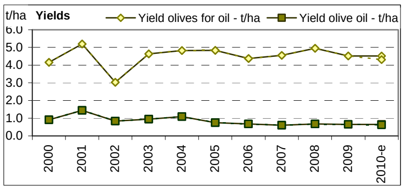
PRODUCTION COSTS - €/t equivalent olives for oil	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007	Share in total cost - 2009
Specific costs	64	74	79	87	72	90	90	100	127	92	96	101	48%	0%	16%
Fertilisers	10	14	17	21	22	26	27	27	34	22	20	21	87%	-20%	4%
Crop protection	11	8	17	12	12	16	18	18	20	20	20	21	69%	11%	3%
Fuel	22	19	26	29	23	31	31	32	38	32	37	39	61%	19%	5%
Water	7.8	13.6	6.1	4.6	2.9	3.2	3.6	10.2	0.0	2.6	3	3	-	-73%	0%
Other specific cost	13	19	13	19	11	14	11	13	35	16	17	18	53%	38%	3%
Farming overheads	87	59	106	85	67	82	101	99	95	90	92	97	12%	-2%	15%
Building and machinery upkeep	40	28	42	42	31	35	44	42	19	9	9	9	-66%	-77%	1%
Energy	0	0	0	1	0	0	0	0	3	11	12	13	-	9182%	2%
Contract work	9	4	5	10	12	18	21	23	17	19	19	20	223%	-12%	3%
Other direct costs	37	27	60	32	24	29	36	34	56	51	52	54	30%	59%	9%
Total operating costs	**151**	**133**	**185**	**171**	**139**	**172**	**192**	**199**	**221**	**182**	**189**	**198**	**28%**	**-1%**	**31%**
Depreciation	94	78	119	92	78	88	103	97	105	111	113	118	15%	21%	19%
External factors	129	99	173	111	118	134	116	123	93	75	75	79	-38%	-36%	13%
Wages	103	88	165	99	113	128	113	118	90	74	74	77	-32%	-34%	13%
Rent	12	9	5	7	4	5	3	4	2	1	1	1	-83%	-69%	0%
Interest	13.7	3.1	3.5	5.4	0.5	1.1	0.5	0.9	1.3	0.2	0.1	0.1	-92%	-84%	0%
Total cash costs and depreciation	**373**	**310**	**477**	**374**	**334**	**394**	**411**	**420**	**419**	**368**	**376**	**394**	**2%**	**-6%**	**62%**
Imputed familly factors	229	162	228	217	195	199	297	289	256	221	219	229	14%	-21%	38%
Family labour cost	227	152	207	209	179	180	271	259	248	191	191	200	9%	-23%	32%
Own land and capital cost	2	10	20	9	16	20	26	30	8	30	28	29	107%	-4%	5%
Total economic costs	**602**	**472**	**705**	**592**	**529**	**593**	**708**	**709**	**676**	**589**	**595**	**624**	**6%**	**-12%**	**100%**

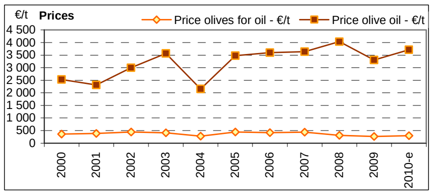
MARGINS - €/t	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Gross margin	229	277	277	282	164	317	257	276	187	139	172	163	-38%	-41%
Net margin	6	100	-15	79	-32	95	38	56	-11	-47	-16	-34	-202%	-161%
Net economic margin	-223	-62	-242	-138	-226	-105	-259	-234	-267	-268	-235	-263	-51%	-13%
Gross margin with subsidy	477	529	524	528	382	317	257	276	187	139	172	163	-68%	-41%
Net margin with subsidy	254	352	232	325	187	95	38	56	-11	-47	-16	-34	-111%	-161%
Net economic margin with subsidy	25	190	4	108	-8	-105	-259	-234	-267	-268	-235	-263	-465%	-13%

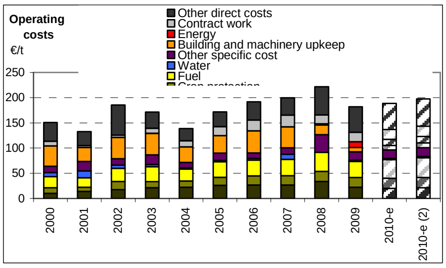
DIRECT PAYMENTS AND SUBSIDIES - €/AWU	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Total DP and subsidies	10 231	12 592	9 796	9 789	8 645	6 998	6 296	7 316	7 049	9 299	-	-	-27%	-
Olive coupled subsidy	7 107	9 891	7 851	8 383	8 196	0	0	0	0	0	-	-	-100%	-
Decoupled payments	0	0	0	0	0	6 769	6 013	6 905	6 591	8 657	-	-	-	-
Rural Development payments	2 750	2 128	1 602	829	0	184	237	348	289	482	-	-	-83%	-

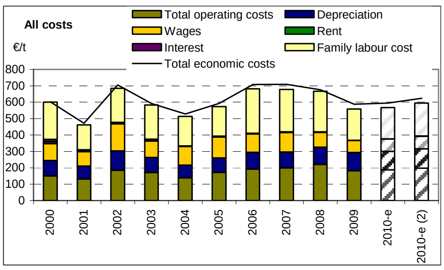
INCOME - €/AWU	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	Three years average trend*	Trend 2010-e(2) /2007
Farm Net Value Added/AWU	14 441	22 802	16 018	17 717	12 504	16 549	11 586	13 939	9 934	10 564	-	-	-35%	-
Family Farm Income/FWU	13 627	24 993	15 315	17 804	10 675	17 395	10 082	13 075	8 707	9 846	-	-	-41%	-
Remuneration of Family Labour/FWU	13 520	24 318	14 299	17 230	9 583	16 057	8 841	11 542	8 288	8 014	-	-	-47%	-

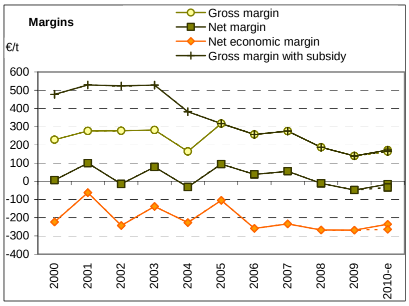


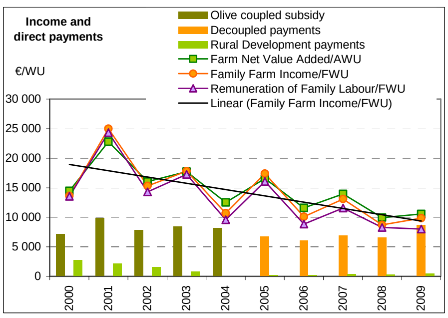


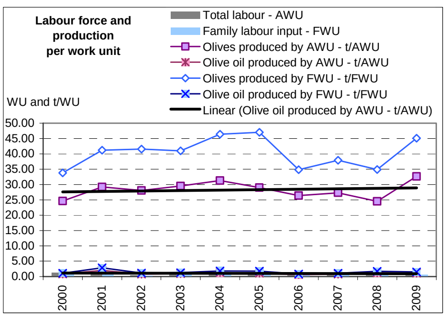








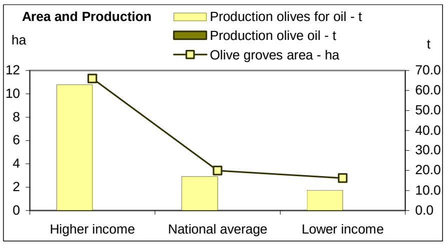


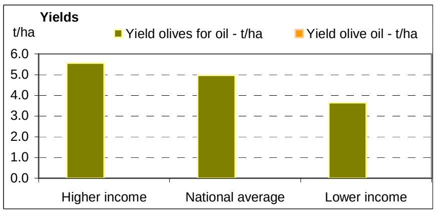


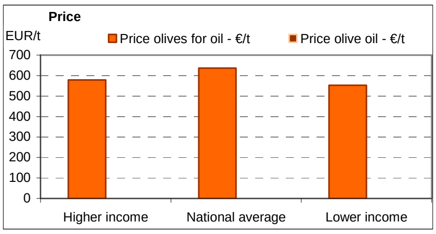
Italy
Olives for oil producers

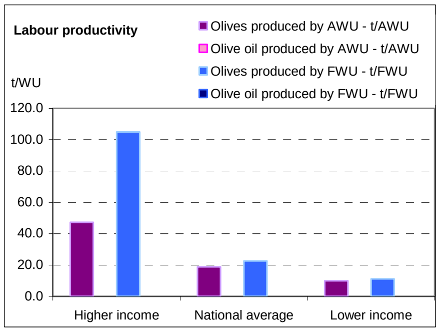
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

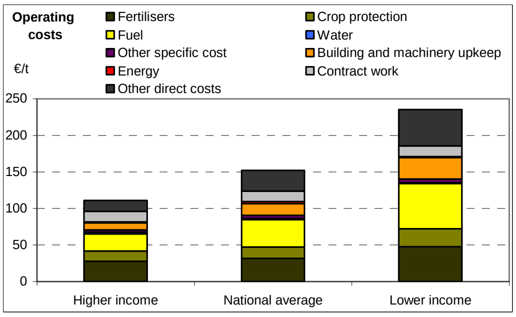
Average 2006-2009	Higher income (FFI > 30 000 EUR/FWU)	National average	Lower income (FFI < 5 000 EUR/FWU)	*Difference lower / higher incomes*
STRUCTURE				
Sample farms	20	85	13	*-33%*
Farms represented	870	14 436	3 574	*311%*
Specialisation rate	77	76	71	*-7%*
Utilised agricultural area - ha	22	8	5	*-76%*
Olive groves area - ha	11	3	3	*-75%*
Total labour - AWU	1.33	0.90	1.02	*-23%*
Family labour input - FWU	0.60	0.75	0.91	*52%*
% family labour	*45%*	*83%*	*89%*	*98%*
Yield olives for oil - t/ha	5.6	5.0	3.7	*-34%*
Yield olive oil - t/ha	-	-	-	-
Production olives for oil - t	62.9	17.0	10.2	*-84%*
Production olive oil - t	-	-	-	-
Olives produced by AWU - t/AWU	47.3	18.9	10.0	*-79%*
Olive oil produced by AWU - t/AWU	-	-	-	-
Olives produced by FWU - t/FWU	104.9	22.7	11.2	*-89%*
Olive oil produced by FWU - t/FWU	-	-	-	-
PRICES				
Price olives for oil - €/t	579	637	553	*-4%*
Price olive oil - €/t	-	-	-	-
PRODUCTION COSTS - €/t olives for oil				
Specific costs	71	90	140	*99%*
Fertilisers	28	32	48	*72%*
Crop protection	14	15	25	*74%*
Fuel	24	37	62	*164%*
Water	2	2	1	*-55%*
Other specific cost	3	4	5	*75%*
Farming overheads	40	62	95	*135%*
Building and machinery upkeep	10	16	29	*199%*
Energy	1	3	1	*3%*
Contract work	15	14	15	*0%*
Other direct costs	15	29	50	*240%*
Total operating costs	**111**	**152**	**235**	***112%***
Depreciation	54	94	165	*209%*
External factors	122	87	116	*-4%*
Wages	118	85	113	*-4%*
Rent	3	2	3	*-11%*
Interest	0.0	0.0	0.0	*#DIV/0!*
Total cash costs and depreciation	**286**	**334**	**517**	***81%***
Imputed familly factors	122	485	953	*678%*
Family labour cost	97	458	938	*867%*
Own land and capital cost	26	27	15	*-41%*
Total economic costs	**409**	**818**	**1 470**	***260%***
MARGINS - €/t				
Gross margin	468	485	318	*-32%*
Net margin	293	304	36	*-88%*
Net economic margin	170	-181	-917	*-638%*
Gross margin with subsidy	468	485	318	*-32%*
Net margin with subsidy	293	304	36	*-88%*
Net economic margin with subsidy	170	-181	-917	*-638%*
DIRECT PAYMENTS AND SUBSIDIES - €/AWU				
Total DP and subsidies	7 509	2 813	1 521	*-80%*
Olive coupled subsidy	0	0	0	*#DIV/0!*
Decoupled payments	6 102	2 238	1 218	*-80%*
Rural Development payments	1 316	482	265	*-80%*
INCOME - €/AWU				
Farm Net Value Added/AWU	33 289	12 592	3 864	*-88%*
Family Farm Income/FWU	56 705	12 479	2 587	*-95%*
Remuneration of Family Labour/FWU	53 330	11 725	2 379	*-96%*

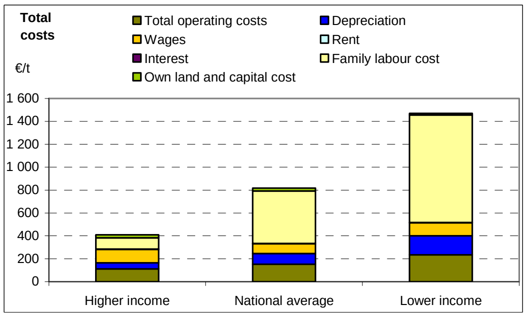


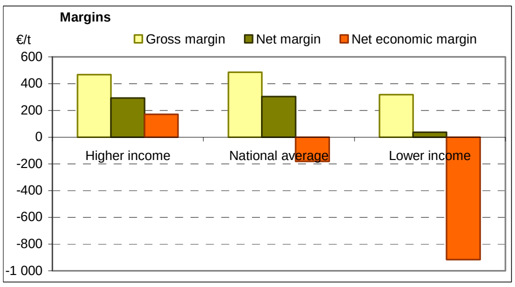


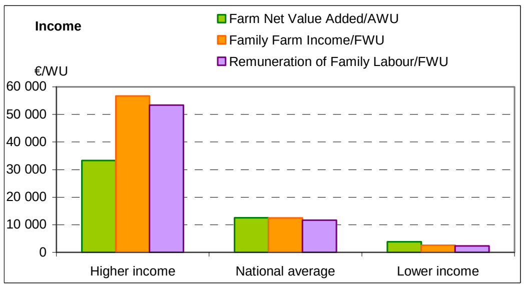








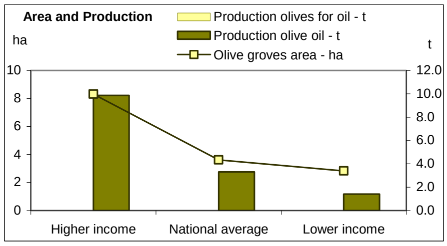


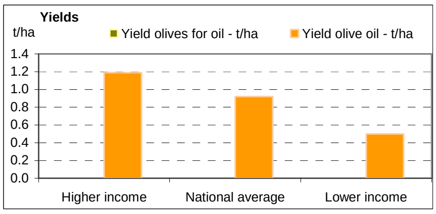


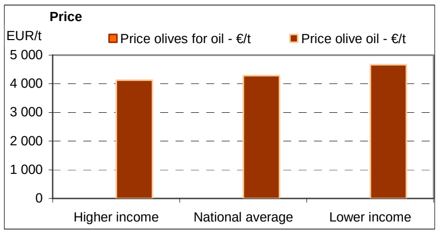
Italy
Olive oil producers

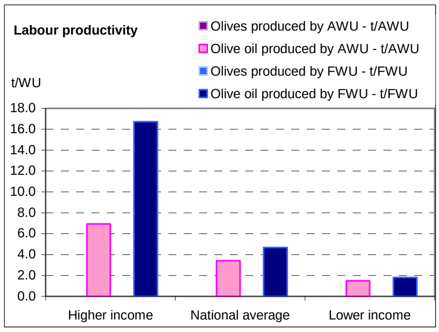
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

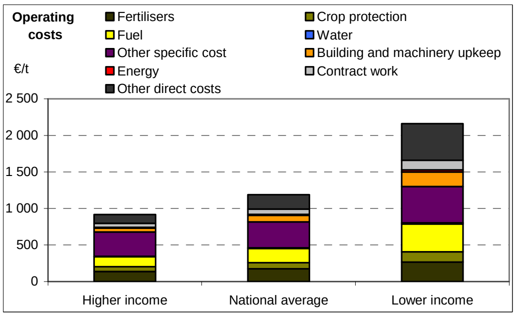
Average 2006-2009	Higher income (FFI > 30 000 EUR/FWU)	National average	Lower income (FFI < 5 000 EUR/FWU)	*Difference lower / higher incomes*
STRUCTURE				
Sample farms	146	569	107	*-27%*
Farms represented	9 805	88 842	24 933	*154%*
Specialisation rate	87	84	77	*-12%*
Utilised agricultural area - ha	13	7	7	*-47%*
Olive groves area - ha	8	4	3	*-66%*
Total labour - AWU	1.42	0.97	0.95	*-33%*
Family labour input - FWU	0.59	0.71	0.78	*32%*
% family labour	*42%*	*73%*	*82%*	*98%*
Yield olives for oil - t/ha	-	-	-	-
Yield olive oil - t/ha	1.19	0.92	0.5	*-58%*
Production olives for oil - t	-	-	-	-
Production olive oil - t	9.86	3.32	1.41	*-86%*
Olives produced by AWU - t/AWU	-	-	-	-
Olive oil produced by AWU - t/AWU	6.94	3.42	1.48	*-79%*
Olives produced by FWU - t/FWU	-	-	-	-
Olive oil produced by FWU - t/FWU	16.71	4.68	1.81	*-89%*
PRICES				
Price olives for oil - €/t	-	-	-	-
Price olive oil - €/t	4127.39	4 283	4 660	*13%*
PRODUCTION COSTS - €/t olive oil				
Specific costs	678	815	1 300	*92%*
Fertilisers	138	175	267	*93%*
Crop protection	64	83	139	*118%*
Fuel	137	194	382	*178%*
Water	6	10	14	*133%*
Other specific cost	333	354	499	*50%*
Farming overheads	238	372	859	*261%*
Building and machinery upkeep	52	91	200	*281%*
Energy	11	13	28	*150%*
Contract work	55	71	131	*135%*
Other direct costs	119	197	500	*322%*
Total operating costs	**916**	**1 187**	**2 160**	***136%***
Depreciation	332	603	1 534	*361%*
External factors	906	826	1 434	*58%*
Wages	871	789	1 339	*54%*
Rent	34	35	85	*147%*
Interest	0.5	1.7	10.7	*2010%*
Total cash costs and depreciation	**2 154**	**2 616**	**5 128**	***138%***
Imputed familly factors	784	2 564	6 540	*734%*
Family labour cost	697	2 452	6 294	*803%*
Own land and capital cost	86	112	245	*184%*
Total economic costs	**2 938**	**5 180**	**11 667**	***297%***
MARGINS - €/t				
Gross margin	3 212	3 099	2 513	*-22%*
Net margin	1 973	1 669	-455	*-123%*
Net economic margin	1 190	-895	-6 994	*-688%*
Gross margin with subsidy	3 212	3 099	2 513	*-22%*
Net margin with subsidy	1 973	1 669	-455	*-123%*
Net economic margin with subsidy	1 190	-895	-6 994	*-688%*
DIRECT PAYMENTS AND SUBSIDIES - €/AWU				
Total DP and subsidies	7 882	3 326	1 856	*-76%*
Olive coupled subsidy	0	0	0	*#DIV/0!*
Decoupled payments	7 018	2 917	1 658	*-76%*
Rural Development payments	817	366	167	*-80%*
INCOME - €/AWU				
Farm Net Value Added/AWU	30 870	13 374	3 606	*-88%*
Family Farm Income/FWU	57 821	13 609	1 020	*-98%*
Remuneration of Family Labour/FWU	56 111	12 997	521	*-99%*

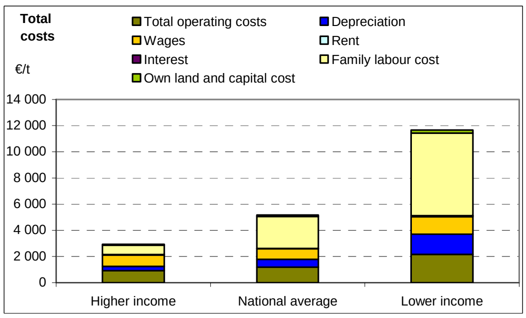


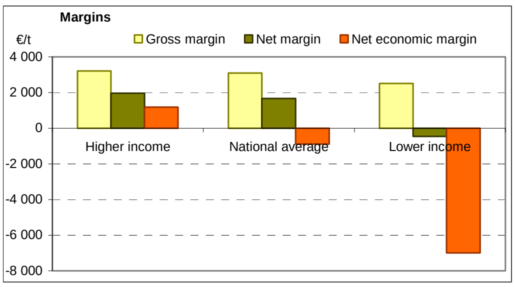


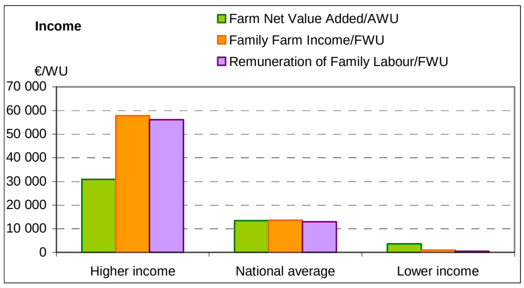








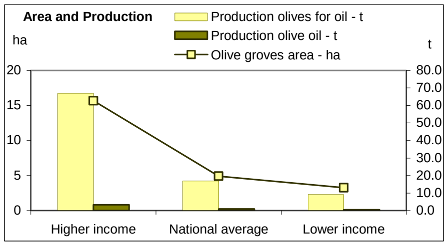


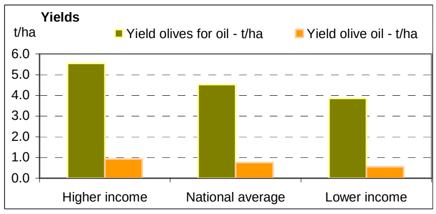


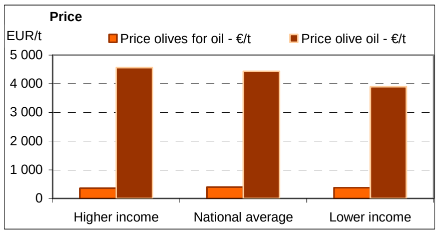
Italy
Mixed producers

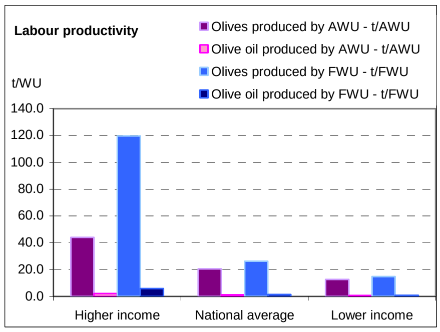
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

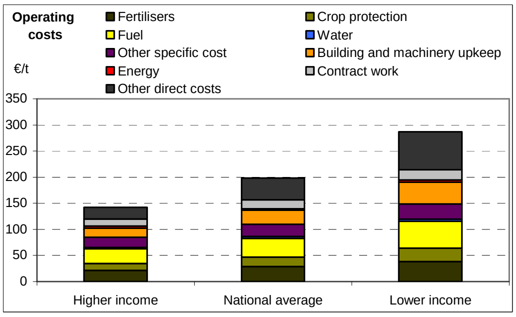
Average 2006-2009	Higher income (FFI > 30 000 EUR/FWU)	National average	Lower income (FFI < 5 000 EUR/FWU)	*Difference lower / higher incomes*
STRUCTURE				
Sample farms	27	144	42	*54%*
Farms represented	1 632	19 071	7 977	*389%*
Specialisation rate	84	82	82	*-3%*
Utilised agricultural area - ha	25	7	5	*-82%*
Olive groves area - ha	16	5	3	*-79%*
Total labour - AWU	1.52	0.82	0.72	*-53%*
Family labour input - FWU	0.56	0.64	0.61	*9%*
% family labour	*37%*	*78%*	*85%*	*130%*
Yield olives for oil - t/ha	5.5	4.5	3.9	*-30%*
Yield olive oil - t/ha	0.92	0.75	0.55	*-40%*
Production olives for oil - t	67.0	16.8	9.1	*-86%*
Production olive oil - t	3.29	0.91	0.5	*-85%*
Olives produced by AWU - t/AWU	44.1	20.5	12.6	*-71%*
Olive oil produced by AWU - t/AWU	2.16	1.11	0.69	*-68%*
Olives produced by FWU - t/FWU	119.7	26.2	14.8	*-88%*
Olive oil produced by FWU - t/FWU	5.88	1.42	0.82	*-86%*
PRICES				
Price olives for oil - €/t	359	397	381	*6%*
Price olive oil - €/t	4567.6	4 437	3 898	*-15%*
PRODUCTION COSTS - €/t equivalent olives for oil				
Specific costs	85	110	149	*75%*
Fertilisers	21	29	38	*78%*
Crop protection	13	18	26	*94%*
Fuel	28	36	51	*86%*
Water	3	4	4	*46%*
Other specific cost	20	23	29	*48%*
Farming overheads	57	89	138	*141%*
Building and machinery upkeep	18	27	42	*140%*
Energy	4	3	4	*0%*
Contract work	14	17	20	*45%*
Other direct costs	22	42	73	*224%*
Total operating costs	**142**	**198**	**287**	***102%***
Depreciation	64	112	193	*200%*
External factors	122	101	113	*-7%*
Wages	120	97	108	*-10%*
Rent	1	3	3	*127%*
Interest	0.0	0.7	1.9	*324385%*
Total cash costs and depreciation	**328**	**412**	**593**	***81%***
Imputed familly factors	103	355	619	*501%*
Family labour cost	77	333	602	*683%*
Own land and capital cost	26	22	17	*-36%*
Total economic costs	**431**	**767**	**1 212**	***181%***
MARGINS - €/t				
Gross margin	326	303	180	*-45%*
Net margin	140	89	-125	*-189%*
Net economic margin	37	-266	-744	*-2092%*
Gross margin with subsidy	326	303	180	*-45%*
Net margin with subsidy	140	89	-125	*-189%*
Net economic margin with subsidy	37	-266	-744	*-2092%*
DIRECT PAYMENTS AND SUBSIDIES - €/AWU				
Total DP and subsidies	15 485	5 807	2 713	*-82%*
Olive coupled subsidy	0	0	0	*#DIV/0!*
Decoupled payments	14 426	5 406	2 589	*-82%*
Rural Development payments	989	327	70	*-93%*
INCOME - €/AWU				
Farm Net Value Added/AWU	32 806	11 655	2 293	*-93%*
Family Farm Income/FWU	67 485	10 969	51	*-100%*
Remuneration of Family Labour/FWU	62 985	10 093	-348	*-101%*

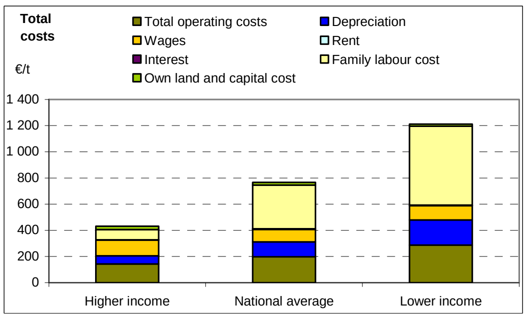


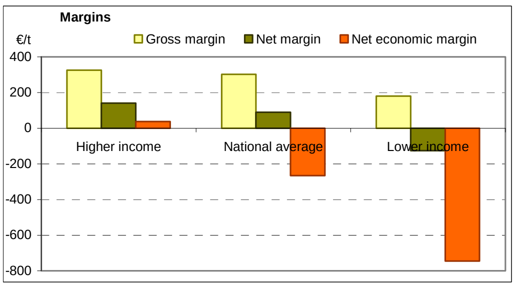


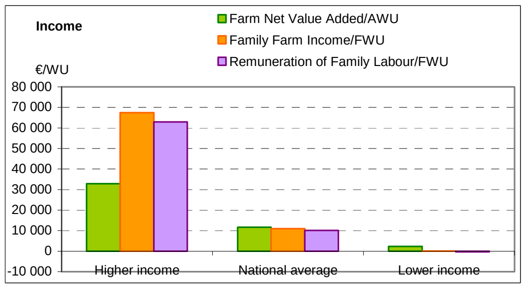












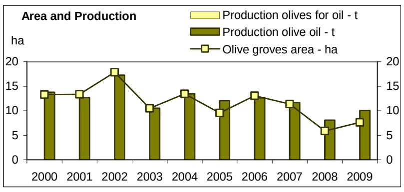
Italy Olive oil producers]30000,High[

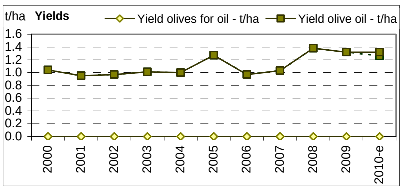
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.
Farms specialised in olive oil production (more than 50% of their output coming from olives for oil or olive oil)

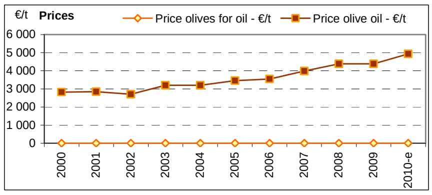
Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
STRUCTURE														
Sample farms	105	162	192	191	193	231	185	137	145	116	-	-	*-13%*	-
Farms represented	4 630	5 979	5 521	9 077	7 079	10 010	6 622	5 954	17 605	9 037	-	-	*102%*	-
Specialisation rate	86	81	85	88	87	88	87	86	87	89	-	-	*4%*	-
Utilised agricultural area - ha	19	20	25	15	19	14	21	18	10	12	-	-	*-38%*	-
Olive groves area - ha	13	13	18	10	13	10	13	11	6	8	-	-	*-44%*	-
Total labour - AWU	1.16	1.38	1.52	1.24	1.39	1.27	1.42	1.73	1.26	1.53	-	-	*11%*	-
Family labour input - FWU	0.71	0.71	0.68	0.57	0.57	0.61	0.59	0.61	0.56	0.61	-	-	*-15%*	-
% family labour	*61%*	*51%*	*45%*	*46%*	*41%*	*48%*	*42%*	*35%*	*44%*	*40%*	-	-	*-24%*	-
Yield olives for oil - t/ha	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Yield olive oil - t/ha	1.04	0.95	0.97	1.01	1	1.27	0.97	1.03	1.38	1.32	1.32	1.3	*34%*	*22%*
Production olives for oil - t	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Production olive oil - t	13.78	12.67	17.25	10.55	13.44	12.08	12.65	11.69	8.09	10.07	10.07	9.6	*-36%*	*-18%*
Olives produced by AWU - t/AWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olive oil produced by AWU - t/AWU	11.88	9.18	11.35	8.51	9.67	9.51	8.91	6.76	6.42	6.58	-	-	*-39%*	-
Olives produced by FWU - t/FWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olive oil produced by FWU - t/FWU	19.41	17.85	25.37	18.51	23.58	19.80	21.44	19.16	14.45	16.51	-	-	*-20%*	-
PRICES														
Price olives for oil - €/t	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Price olive oil - €/t	2 826	2 843	2 703	3 197	3 193	3 452	3 546	3 984	4 380	4 378	4 923	4 923	*63%*	*24%*

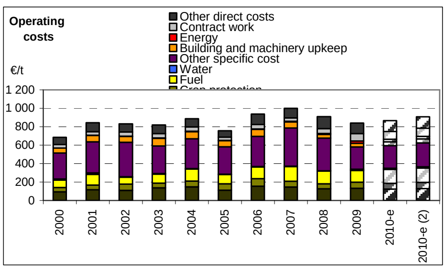
PRODUCTION COSTS - €/t olive oil	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*	*Share in total cost - 2009*
Specific costs	515	637	631	591	669	583	697	786	677	579	596	625	*5%*	*-20%*	*19%*
Fertilisers	94	116	111	137	149	112	153	146	128	134	123	129	*22%*	*-12%*	*4%*
Crop protection	47	52	66	50	62	70	83	63	53	64	64	67	*12%*	*7%*	*2%*
Fuel	80	115	76	98	130	100	127	158	140	128	149	156	*56%*	*-1%*	*4%*
Water	12.9	15.7	4.5	6.6	5.4	3.1	5.1	6.9	1.4	12.9	13	14	*-15%*	*100%*	*0%*
Other specific cost	282	338	374	299	323	298	328	412	356	240	247	259	*-14%*	*-37%*	*8%*
Farming overheads	169	205	200	228	217	175	241	215	231	262	270	283	*35%*	*32%*	*9%*
Building and machinery upkeep	53	67	65	84	77	67	76	66	40	40	41	43	*-34%*	*-35%*	*1%*
Energy	0	2	2	5	6	3	2	8	9	26	27	29	*1348%*	*258%*	*1%*
Contract work	38	38	43	46	47	34	48	36	54	80	82	86	*85%*	*143%*	*3%*
Other direct costs	78	98	90	94	87	71	115	105	129	116	119	125	*39%*	*18%*	*4%*
Total operating costs	**685**	**843**	**831**	**819**	**886**	**757**	**938**	**1 001**	**909**	**841**	**866**	**907**	***13%***	***-9%***	***28%***
Depreciation	281	303	261	261	294	222	336	304	372	289	294	308	*15%*	*2%*	*9%*
External factors	649	633	638	583	604	564	724	1 004	907	994	995	1042	*53%*	*4%*	*33%*
Wages	535	553	554	549	575	526	683	964	868	976	977	1023	*75%*	*6%*	*32%*
Rent	91	69	69	33	27	38	41	39	38	18	18	19	*-67%*	*-52%*	*1%*
Interest	22.7	10.7	14.8	1.7	2.2	0.6	0.4	0.8	0.7	0.0	0.0	0.0	*-98%*	-	*0%*
Total cash costs and depreciation	**1 614**	**1 779**	**1 730**	**1 663**	**1 784**	**1 544**	**1 998**	**2 308**	**2 188**	**2 125**	**2 155**	**2 258**	***28%***	***-2%***	***70%***
Imputed familly factors	541	599	436	603	517	561	577	583	910	929	921	965	*78%*	*65%*	*30%*
Family labour cost	494	532	387	559	424	486	499	500	847	796	796	834	*75%*	*67%*	*26%*
Own land and capital cost	47	66	49	44	93	75	77	83	63	133	125	131	*101%*	*58%*	*4%*
Total economic costs	**2 155**	**2 377**	**2 167**	**2 267**	**2 300**	**2 105**	**2 575**	**2 891**	**3 098**	**3 054**	**3 075**	**3 222**	***40%***	***11%***	***100%***

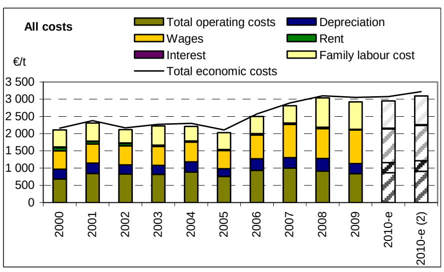
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
MARGINS - €/t														
Gross margin	2 142	2 000	1 873	2 378	2 308	2 696	2 609	2 983	3 469	3 534	4 057	4 015	*83%*	*35%*
Net margin	1 213	1 064	974	1 533	1 410	1 909	1 549	1 676	2 190	2 251	2 768	2 665	*119%*	*59%*
Net economic margin	671	466	537	930	893	1 348	972	1 093	1 279	1 322	1 848	1 700	*157%*	*56%*
Gross margin with subsidy	3 439	3 322	3 073	3 475	3 437	2 696	2 609	2 983	3 469	3 534	4 057	4 015	*12%*	*35%*
Net margin with subsidy	2 509	2 386	2 174	2 631	2 540	1 909	1 549	1 676	2 190	2 251	2 768	2 665	*1%*	*59%*
Net economic margin with subsidy	1 968	1 787	1 737	2 027	2 023	1 348	972	1 093	1 279	1 322	1 848	1 700	*-22%*	*56%*
DIRECT PAYMENTS AND SUBSIDIES - €/AWU														
Total DP and subsidies	19 787	15 313	17 401	11 195	12 463	9 456	14 380	10 190	5 198	6 034	-	-	*-59%*	-
Olive coupled subsidy	15 406	12 135	13 621	9 341	10 922	0	0	0	0	0	-	-	*-100%*	-
Decoupled payments	0	0	0	0	0	8 543	13 053	9 333	4 527	5 173	-	-	-	-
Rural Development payments	2 364	1 522	1 903	810	544	826	1 248	809	615	851	-	-	*-61%*	-
INCOME - €/AWU														
Farm Net Value Added/AWU	44 981	34 665	38 317	31 574	34 720	36 240	37 543	31 523	28 270	30 009	-	-	*-24%*	-
Family Farm Income/FWU	59 913	55 249	67 061	56 398	70 662	62 729	73 757	67 138	48 457	57 062	-	-	*-5%*	-
Remuneration of Family Labour/FWU	58 808	53 803	65 511	55 330	68 037	60 963	71 663	65 317	47 359	54 605	-	-	*-6%*	-

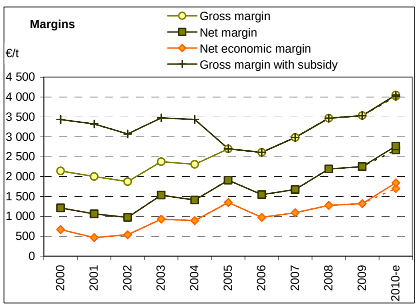


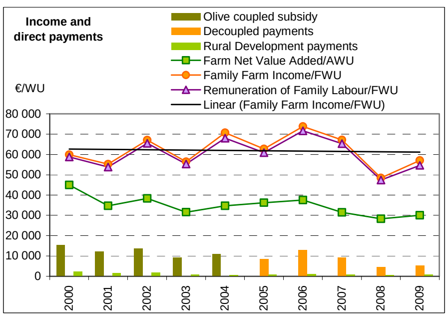


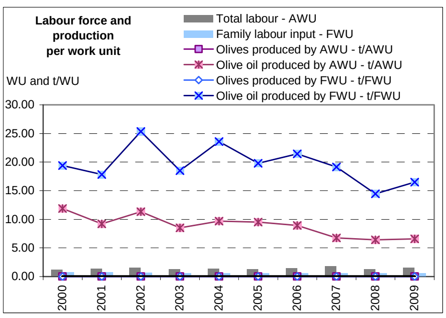












Italy
Olive oil producers
]Low,5000]

Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.
Farms specialised in olive oil production (more than 50% of their output coming from olives for oil or olive oil)

Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years

STRUCTURE	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
Sample farms	80	77	98	215	169	141	122	127	79	100	-	-	*20%*	-
Farms represented	11 531	23 144	12 457	23 269	20 143	16 781	25 355	23 548	19 954	30 875	-	-	*58%*	-
Specialisation rate	75	87	84	79	78	74	76	73	83	78	-	-	*-5%*	-
Utilised agricultural area - ha	6	4	5	5	5	6	5	13	5	6	-	-	*49%*	-
Olive groves area - ha	4	2	4	3	3	3	3	3	3	3	-	-	*-14%*	-
Total labour - AWU	0.98	0.59	0.91	0.86	0.94	0.87	0.92	1.06	0.88	0.93	-	-	*16%*	-
Family labour input - FWU	0.84	0.55	0.77	0.70	0.78	0.72	0.80	0.84	0.79	0.70	-	-	*8%*	-
% family labour	*86%*	*93%*	*85%*	*81%*	*83%*	*83%*	*87%*	*79%*	*90%*	*75%*	-	-	*-7%*	-
Yield olives for oil - t/ha	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Yield olive oil - t/ha	0.42	0.36	0.42	0.34	0.49	0.43	0.48	0.43	0.48	0.58	0.58	0.6	*34%*	*29%*
Production olives for oil - t	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Production olive oil - t	1.55	0.88	1.67	1.15	1.45	1.29	1.33	1.3	1.49	1.52	1.52	1.5	*9%*	*12%*
Olives produced by AWU - t/AWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olive oil produced by AWU - t/AWU	1.58	1.49	1.84	1.34	1.54	1.48	1.45	1.23	1.69	1.63	-	-	*-7%*	-
Olives produced by FWU - t/FWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olive oil produced by FWU - t/FWU	1.85	1.60	2.17	1.64	1.86	1.79	1.66	1.55	1.89	2.17	-	-	*0%*	-

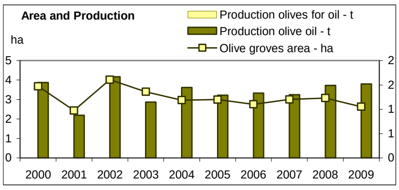
PRICES	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
Price olives for oil - €/t	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Price olive oil - €/t	3 168	3 334	2 703	3 791	3 689	4 876	4 605	4 903	4 382	4 717	5 304	5 304	*56%*	*8%*

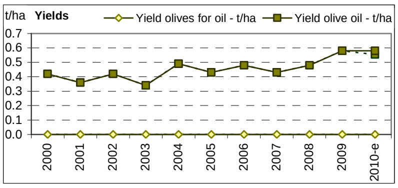
PRODUCTION COSTS - €/t olive oil	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*	*Share in total cost - 2009*
Specific costs	1 079	992	863	1 184	1 130	1 548	1 322	1 328	1 316	1 247	1305	1368	*34%*	*3%*	*11%*
Fertilisers	182	180	203	314	247	263	228	310	278	257	236	247	*39%*	*-20%*	*2%*
Crop protection	91	81	95	136	132	228	130	173	98	147	147	154	*49%*	*-11%*	*1%*
Fuel	426	315	207	323	290	430	368	347	385	411	479	502	*37%*	*45%*	*4%*
Water	34.5	7.9	7.7	17.7	12.0	16.4	19.8	12.8	7.4	13.9	14	15	*-28%*	*16%*	*0%*
Other specific cost	345	408	351	393	449	610	576	484	548	418	429	450	*28%*	*-7%*	*4%*
Farming overheads	799	1 307	762	1 023	756	941	886	773	803	926	952	997	*-5%*	*29%*	*8%*
Building and machinery upkeep	370	395	313	365	276	337	334	284	140	86	88	92	*-71%*	*-68%*	*1%*
Energy	6	7	4	8	13	11	6	9	49	44	46	48	*730%*	*411%*	*0%*
Contract work	95	174	123	201	127	145	108	42	95	226	232	243	*44%*	*483%*	*2%*
Other direct costs	328	731	322	449	341	449	438	438	519	571	586	614	*23%*	*40%*	*5%*
Total operating costs	**1 879**	**2 299**	**1 625**	**2 208**	**1 886**	**2 489**	**2 207**	**2 100**	**2 119**	**2 173**	**2257**	**2365**	***15%***	***13%***	***19%***
Depreciation	1 208	1 897	1 250	1 447	1 170	1 514	1 331	1 623	1 642	1 541	1567	1642	*11%*	*1%*	*14%*
External factors	1 039	669	1 070	1 277	1 150	1 484	1 115	1 709	906	1 807	1806	1893	*66%*	*11%*	*16%*
Wages	982	621	1 003	1 186	1 080	1 390	1 035	1 648	785	1 695	1695	1776	*63%*	*8%*	*15%*
Rent	48	25	60	66	69	73	51	60	117	104	104	109	*148%*	*82%*	*1%*
Interest	9.3	23.1	7.3	25.9	0.0	21.2	29.2	1.3	3.7	7.9	7.4	7.7	*-51%*	*514%*	*0%*
Total cash costs and depreciation	**4 126**	**4 865**	**3 945**	**4 932**	**4 206**	**5 487**	**4 654**	**5 432**	**4 667**	**5 521**	**5 630**	**5 900**	***24%***	*9%*	***49%***
Imputed familly factors	4 825	6 607	4 717	6 375	5 517	5 971	6 443	7 375	6 887	5 791	5780	6056	*16%*	*-18%*	*51%*
Family labour cost	4 702	6 520	4 619	6 268	5 412	5 816	6 336	6 766	6 797	5 587	5589	5856	*15%*	*-13%*	*49%*
Own land and capital cost	122	87	98	106	105	155	107	609	90	204	191	200	*60%*	*-67%*	*2%*
Total economic costs	**8 951**	**11 472**	**8 662**	**11 306**	**9 723**	**11 458**	**11 097**	**12 807**	**11 553**	**11 312**	**11 410**	**11 956**	***20%***	*-7%*	***100%***

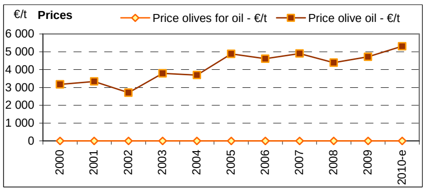
MARGINS - €/t	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
Gross margin	1 286	1 023	1 107	1 591	1 806	2 398	2 397	2 813	2 250	2 548	3 047	2 939	*126%*	*4%*
Net margin	-961	-1 543	-1 213	-1 133	-514	-600	-49	-519	-297	-800	-326	-596	*54%*	*-15%*
Net economic margin	-5 786	-8 151	-5 930	-7 507	-6 031	-6 571	-6 493	-7 894	-7 184	-6 592	-6 106	-6 652	*-3%*	*16%*
Gross margin with subsidy	2 538	2 383	2 325	2 750	2 916	2 398	2 397	2 813	2 250	2 548	3 047	2 939	*7%*	*4%*
Net margin with subsidy	290	-183	6	26	596	-600	-49	-519	-297	-800	-326	-596	*-1601%*	*-15%*
Net economic margin with subsidy	-4 535	-6 790	-4 711	-6 349	-4 921	-6 571	-6 493	-7 894	-7 184	-6 592	-6 106	-6 652	*-27%*	*16%*

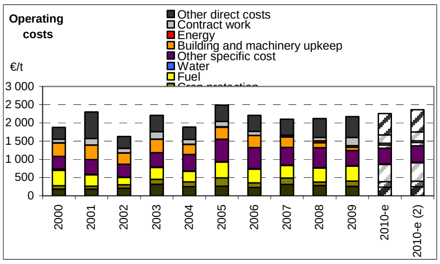
DIRECT PAYMENTS AND SUBSIDIES - €/AWU	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
Total DP and subsidies	3 405	3 369	3 140	2 202	2 215	1 364	1 416	2 112	1 336	2 318	-	-	*-42%*	-
Olive coupled subsidy	1 979	2 029	2 236	1 550	1 712	0	0	0	0	0	-	-	*-100%*	-
Decoupled payments	0	0	0	0	0	1 248	1 299	2 004	1 228	1 923	-	-	-	-
Rural Development payments	564	201	506	173	127	97	99	97	102	323	-	-	*-59%*	-

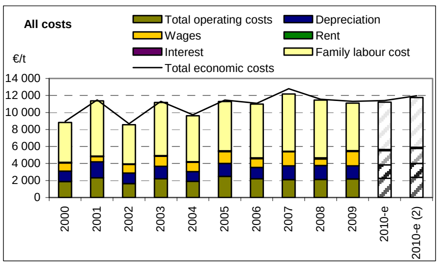
INCOME - €/AWU	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
Farm Net Value Added/AWU	3 453	2 090	2 599	2 233	3 197	2 788	3 232	4 492	2 083	4 070	-	-	*31%*	-
Family Farm Income/FWU	1 602	1 070	370	-28	1 054	-128	1 481	1 793	278	419	-	-	*-18%*	-
Remuneration of Family Labour/FWU	1 311	922	108	-234	797	-489	1 281	801	83	-133	-	-	*-68%*	-

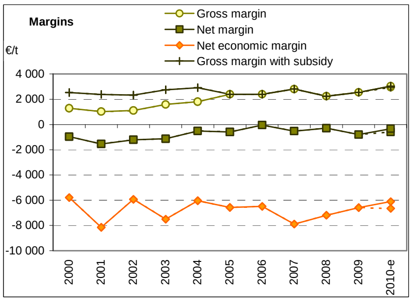


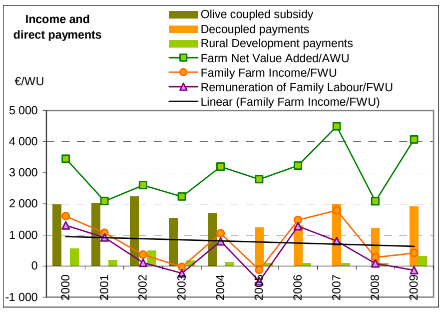


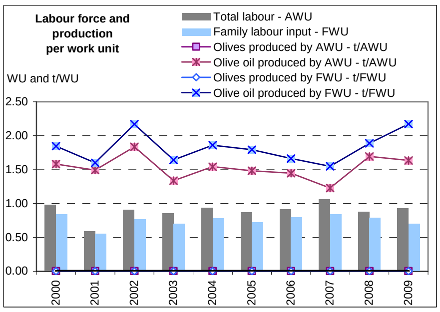












Annex 8: Greece

Olive oil specialised farms (producers of olive oil)

Trend 2000 – 2010 at national level

Regional results, average 2000 – 2006

Trend 2000 – 2010 at regional level

Comparison between higher and lower income classes at national level, average 2000-2006

Trend 2000-2010 for the higher and lower income classes

Greece
Olive oil producers

Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.
Farms specialised in olive oil production (more than 50% of their output coming from olives for oil or olive oil)

Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years

STRUCTURE	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
Sample farms	426	363	405	390	379	507	411	391	354	342	-	-	*-9%*	-
Farms represented	87 342	79 025	114 931	99 403	100 930	124 798	120 310	110 578	103 791	96 240	-	-	*10%*	-
Specialisation rate	73	75	78	78	79	82	78	81	77	78	-	-	*4%*	-
Utilised agricultural area - ha	4	4	4	4	4	5	4	4	4	4	-	-	*6%*	-
Olive groves area - ha	3	3	3	3	4	4	3	4	3	3	-	-	*9%*	-
Total labour - AWU	1.11	1.06	1.17	1.08	1.13	1.15	1.08	1.03	1.07	1.04	-	-	*-6%*	-
Family labour input - FWU	1.02	0.98	1.07	0.99	1.02	1.03	0.99	0.95	1.01	0.98	-	-	*-4%*	-
% family labour	*92%*	*92%*	*91%*	*92%*	*90%*	*90%*	*92%*	*92%*	*94%*	*94%*	-	-	*2%*	-
Yield olives for oil - t/ha	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Yield olive oil - t/ha	0.95	0.75	1.06	0.79	0.95	0.81	0.71	0.7	0.78	0.69	0.69	0.68	*-22%*	*-3%*
Production olives for oil - t	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Production olive oil - t	2.85	2.32	3.26	2.59	3.44	3.09	2.41	2.53	2.42	2.25	2.25	2.21	*-18%*	*-13%*
Olives produced by AWU - t/AWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olive oil produced by AWU - t/AWU	2.57	2.19	2.79	2.40	3.04	2.69	2.23	2.46	2.26	2.16	-	-	*-9%*	-
Olives produced by FWU - t/FWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olive oil produced by FWU - t/FWU	2.79	2.37	3.05	2.62	3.37	3.00	2.43	2.66	2.40	2.30	-	-	*-10%*	-

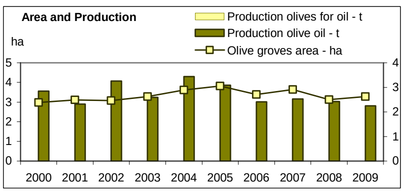
PRICES	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
Price olives for oil - €/t	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Price olive oil - €/t	2 004	2 164	2 095	2 417	2 485	3 561	3 012	3 005	2 593	2 624	2 667	2 667	*26%*	*-11%*

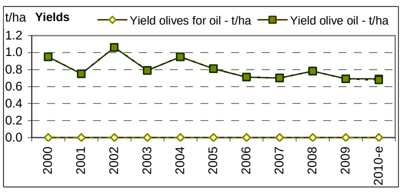
PRODUCTION COSTS - €/t olive oil	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*	*Share in total cost - 2009*
Specific costs	269	393	296	351	353	442	572	499	475	509	521	530	*58%*	*6%*	*10%*
Fertilisers	108	161	115	131	136	191	223	205	196	204	167	170	*48%*	*-17%*	*4%*
Crop protection	54	79	57	58	65	73	94	82	73	81	82	83	*25%*	*1%*	*2%*
Fuel	63	86	76	88	80	98	145	121	121	138	182	186	*97%*	*53%*	*3%*
Water	26.3	43.2	26.0	53.2	42.6	41.1	54.1	41.7	43.2	46.4	48	49	*45%*	*17%*	*1%*
Other specific cost	18	24	22	21	29	39	57	49	41	40	42	43	*95%*	*-13%*	*1%*
Farming overheads	190	260	205	261	306	332	336	349	311	338	352	359	*54%*	*3%*	*7%*
Building and machinery upkeep	62	97	53	64	80	87	94	87	102	119	121	123	*62%*	*40%*	*2%*
Energy	7	12	9	10	13	16	25	30	21	21	27	28	*145%*	*-8%*	*0%*
Contract work	97	120	118	144	163	172	149	168	136	145	150	153	*30%*	*-9%*	*3%*
Other direct costs	24	31	25	43	50	57	69	63	52	52	54	55	*99%*	*-13%*	*1%*
Total operating costs	**459**	**653**	**501**	**612**	**659**	**774**	**909**	**848**	**786**	**847**	**873**	**889**	***56%***	***5%***	***17%***
Depreciation	354	544	408	508	402	452	576	505	577	762	769	783	*62%*	*55%*	*15%*
External factors	167	191	215	208	265	318	343	305	252	311	308	313	*53%*	*3%*	*6%*
Wages	145	161	176	169	219	276	281	257	204	235	232	236	*40%*	*-8%*	*5%*
Rent	20	28	36	38	45	40	59	44	45	74	72	73	*131%*	*68%*	*1%*
Interest	2.5	2.5	2.9	0.8	0.9	1.9	3.1	4.0	2.6	2.2	3.8	3.9	*9%*	*-4%*	*0%*
Total cash costs and depreciation	**981**	**1 388**	**1 124**	**1 328**	**1 326**	**1 544**	**1 828**	**1 658**	**1 615**	**1 920**	**1 950**	**1 985**	***58%***	*20%*	***38%***
Imputed familly factors	1 324	1 800	1 573	1 943	1 711	2 061	2 485	2 450	2 736	3 180	3358	3418	*99%*	*40%*	*62%*
Family labour cost	1 213	1 628	1 361	1 719	1 501	1 877	2 328	2 297	2 614	2 894	2855	2907	*100%*	*27%*	*57%*
Own land and capital cost	111	171	212	224	211	184	158	153	122	286	503	512	*86%*	*235%*	*6%*
Total economic costs	**2 305**	**3 188**	**2 697**	**3 271**	**3 037**	**3 605**	**4 313**	**4 108**	**4 351**	**5 100**	**5 308**	**5 403**	***81%***	*32%*	***100%***

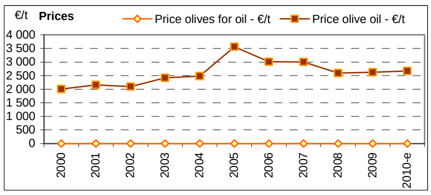
MARGINS - €/t	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
Gross margin	1 550	1 512	1 591	1 805	1 828	2 796	2 108	2 164	1 813	1 782	1 794	1 779	*15%*	*-18%*
Net margin	1 029	777	968	1 089	1 160	2 027	1 189	1 354	984	709	718	683	*-14%*	*-50%*
Net economic margin	-295	-1 023	-604	-854	-551	-34	-1 296	-1 096	-1 751	-2 471	-2 640	-2 736	*-262%*	*-150%*
Gross margin with subsidy	2 612	2 621	2 677	2 892	2 980	3 990	2 131	2 214	1 858	1 830	1 842	1 827	*-30%*	*-17%*
Net margin with subsidy	2 090	1 885	2 054	2 176	2 313	3 220	1 212	1 404	1 029	757	765	731	*-58%*	*-48%*
Net economic margin with subsidy	766	86	481	233	601	1 160	-1 273	-1 045	-1 707	-2 423	-2 593	-2 687	*-611%*	*-157%*

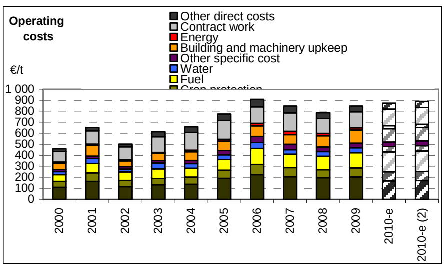
DIRECT PAYMENTS AND SUBSIDIES - €/AWU	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
Total DP and subsidies	3 255	3 025	3 812	3 506	4 436	4 091	4 285	3 813	3 285	3 285	-	-	*3%*	-
Olive coupled subsidy	2 726	2 426	3 026	2 607	3 507	3 207	52	124	100	104	-	-	*-96%*	-
Decoupled payments	0	0	0	0	0	97	3 401	3 027	2 877	2 982	-	-	-	-
Rural Development payments	3	19	52	105	107	160	234	254	224	163	-	-	*775%*	-

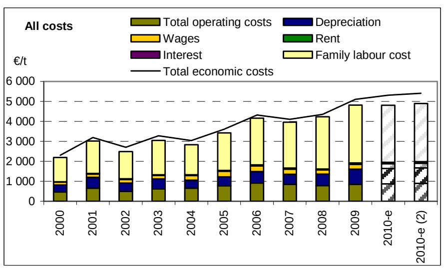
INCOME - €/AWU	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
Farm Net Value Added/AWU	7 261	5 809	7 927	7 440	9 774	11 689	8 679	8 814	6 979	6 179	-	-	*5%*	-
Family Farm Income/FWU	7 298	5 679	7 804	7 394	9 715	11 877	8 445	8 561	6 631	5 715	-	-	*1%*	-
Remuneration of Family Labour/FWU	6 877	5 154	6 979	6 646	8 849	11 185	7 959	8 056	6 257	4 894	-	-	*1%*	-

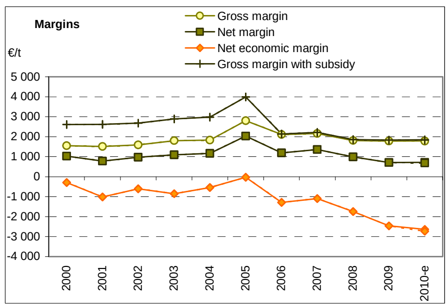


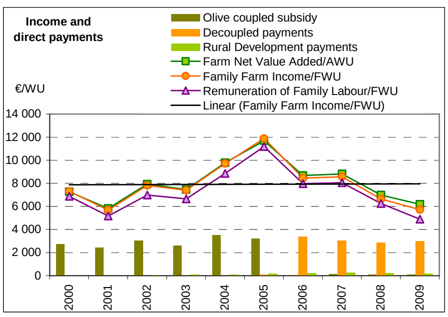


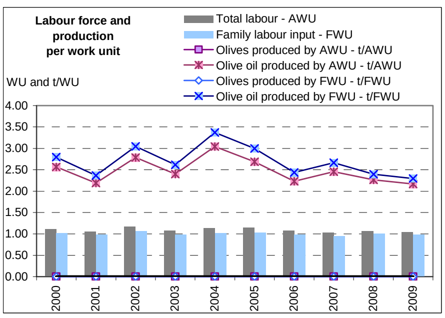








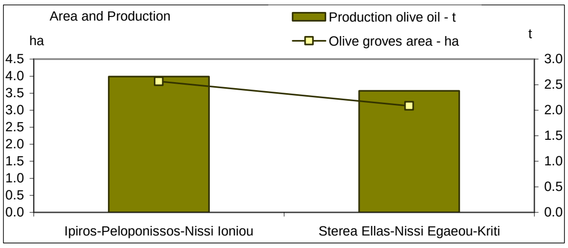


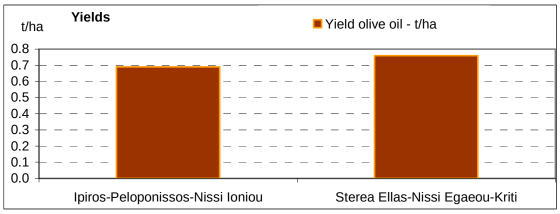


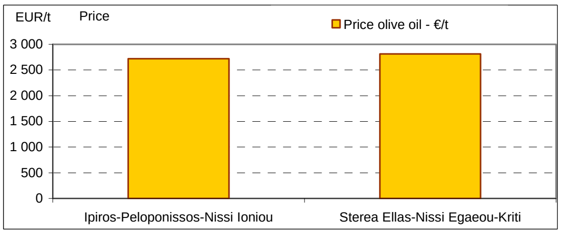
Greek regions
Olive oil producers

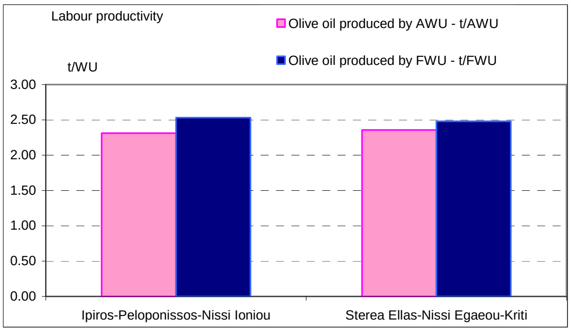
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

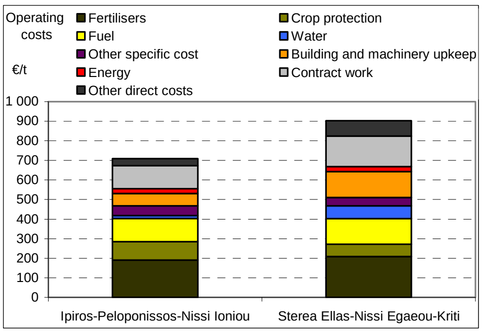
Average 2006-2009	Ipiros-Peloponissos-Nissi Ioniou	Sterea Ellas-Nissi Egaeou-Kriti
STRUCTURE		
Sample farms	189	175
Farms represented	42 562	58 349
Specialisation rate	79	78
Utilised agricultural area - ha	5	4
Olive groves area - ha	3.9	3.1
Total labour - AWU	1.15	1.01
Family labour input - FWU	1.05	0.96
% family labour	*91%*	*95%*
Yield olives for oil - t/ha	-	-
Yield olive oil - t/ha	0.7	0.8
Production olives for oil - t	-	-
Production olive oil - t	2.7	2.4
Olives produced by AWU - t/AWU	-	-
Olive oil produced by AWU - t/AWU	2.31	2.36
Olives produced by FWU - t/FWU	-	-
Olive oil produced by FWU - t/FWU	2.53	2.48
PRICES		
Price olives for oil - €/t	-	-
Price olive oil - €/t	2 720	2 812
PRODUCTION COSTS - €/t oliveoil		
Specific costs	468	511
Fertilisers	191	209
Crop protection	94	63
Fuel	119	131
Water	14	65
Other specific cost	50	42
Farming overheads	241	393
Building and machinery upkeep	62	132
Energy	24	26
Contract work	118	156
Other direct costs	36	79
Total operating costs	**709**	**904**
Depreciation	592	582
External factors	349	256
Wages	318	181
Rent	26	73
Interest	4.8	1.7
Total cash costs and depreciation	**1 650**	**1 742**
Imputed familly factors	2 538	2 730
Family labour cost	2 412	2 523
Own land and capital cost	126	207
Total economic costs	**4 188**	**4 471**
MARGINS - €/t		
Gross margin	2 018	1 906
Net margin	1 077	1 068
Net economic margin	-1 461	-1 662
Gross margin with subsidy	2 026	1 969
Net margin with subsidy	1 086	1 131
Net economic margin with subsidy	-1 453	-1 598
DIRECT PAYMENTS AND SUBSIDIES - €/AWU		
Total DP and subsidies	2 976	4 199
Olive coupled subsidy	20	149
Decoupled payments	2 595	3 363
Rural Development payments	144	296
INCOME - €/AWU		
Farm Net Value Added/AWU	7 198	8 200
Family Farm Income/FWU	6 848	7 869
Remuneration of Family Labour/FWU	6 447	7 215

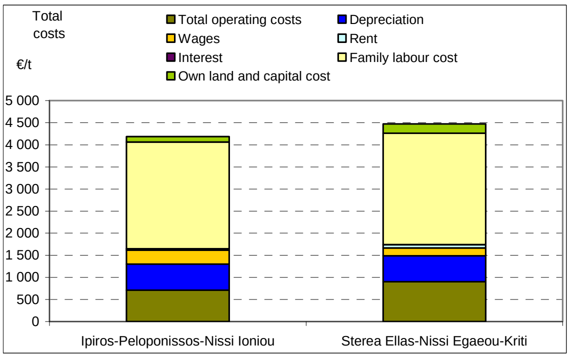


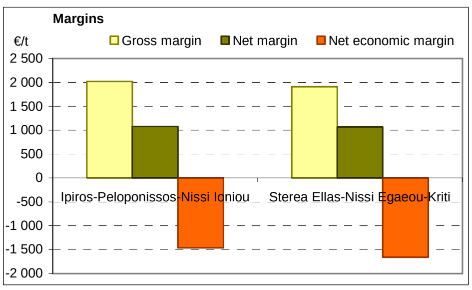


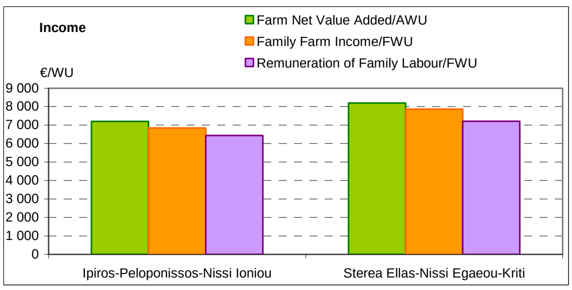












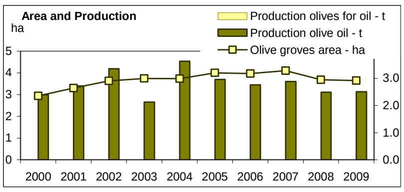
Greece
Olive oil producers
(460) Ipiros-Peloponissos-Nissi Ioniou

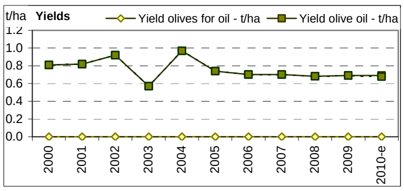
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

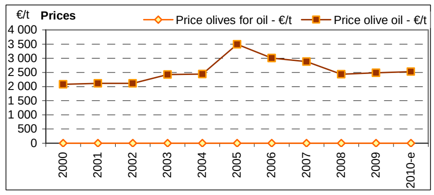
Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
STRUCTURE														
Sample farms	195	159	188	188	163	283	205	199	170	180	-	-	*1%*	-
Farms represented	37 136	31 733	39 905	35 355	27 065	50 198	43 648	43 018	40 452	43 131	-	-	*16%*	-
Specialisation rate	70	76	78	75	79	81	79	80	77	79	-	-	*6%*	-
Utilised agricultural area - ha	4	4	4	4	5	5	5	5	4	4	-	-	*13%*	-
Olive groves area - ha	3	3	4	4	4	4	4	4	4	4	-	-	*16%*	-
Total labour - AWU	1.12	1.08	1.11	1.04	1.08	1.16	1.13	1.13	1.23	1.13	-	-	*5%*	-
Family labour input - FWU	0.99	0.95	0.92	0.86	0.93	1.00	1.00	1.00	1.15	1.05	-	-	*12%*	-
% family labour	*88%*	*88%*	*83%*	*83%*	*86%*	*86%*	*88%*	*88%*	*93%*	*93%*	-	-	*6%*	-
Yield olives for oil - t/ha	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Yield olive oil - t/ha	0.81	0.82	0.92	0.57	0.97	0.74	0.7	0.7	0.68	0.69	0.69	0.68	*-20%*	*-3%*
Production olives for oil - t	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Production olive oil - t	2.39	2.72	3.35	2.12	3.63	2.96	2.76	2.88	2.49	2.51	2.51	2.47	*-12%*	*-14%*
Olives produced by AWU - t/AWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olive oil produced by AWU - t/AWU	2.13	2.52	3.02	2.04	3.36	2.55	2.44	2.55	2.02	2.22	-	-	*-11%*	-
Olives produced by FWU - t/FWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olive oil produced by FWU - t/FWU	2.41	2.86	3.64	2.47	3.90	2.96	2.76	2.88	2.17	2.39	-	-	*-17%*	-
PRICES														
Price olives for oil - €/t	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Price olive oil - €/t	2 076	2 114	2 114	2 420	2 445	3 492	3 003	2 883	2 435	2 485	2 526	2 526	*18%*	*-12%*

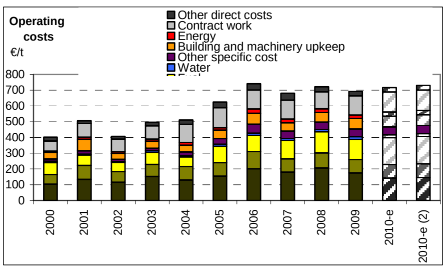
PRODUCTION COSTS - €/t olive oil	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*	*Share in total cost - 2009*
Specific costs	264	315	261	331	309	393	484	440	497	454	468	476	*70%*	*8%*	*9%*
Fertilisers	104	135	116	152	130	154	202	180	207	174	143	145	*49%*	*-19%*	*3%*
Crop protection	61	88	68	77	85	86	109	84	96	85	86	87	*24%*	*3%*	*2%*
Fuel	76	66	59	77	61	104	102	116	134	129	170	173	*116%*	*49%*	*3%*
Water	8.0	4.3	5.1	10.2	7.7	13.2	14.5	12.4	13.6	17.6	18	18	*185%*	*49%*	*0%*
Other specific cost	16	22	14	15	24	36	57	48	47	49	51	52	*189%*	*9%*	*1%*
Farming overheads	138	191	146	165	203	231	257	241	224	237	249	254	*51%*	*5%*	*5%*
Building and machinery upkeep	41	74	38	45	42	53	69	52	62	66	67	68	*29%*	*31%*	*1%*
Energy	9	13	10	13	17	16	28	24	23	21	27	27	*126%*	*14%*	*0%*
Contract work	64	87	80	85	115	126	120	120	109	123	127	130	*56%*	*8%*	*2%*
Other direct costs	25	17	18	22	28	36	40	46	31	27	28	29	*45%*	*-37%*	*1%*
Total operating costs	**402**	**506**	**407**	**497**	**511**	**625**	**741**	**681**	**721**	**692**	**717**	**730**	***63%***	***7%***	***14%***
Depreciation	292	317	276	403	326	385	457	437	599	909	917	934	*176%*	*114%*	*18%*
External factors	245	242	338	365	298	392	379	368	338	302	299	304	*15%*	*-17%*	*6%*
Wages	233	229	315	348	284	376	348	349	304	262	259	264	*7%*	*-24%*	*5%*
Rent	7	9	16	15	12	13	24	13	30	38	37	38	*231%*	*194%*	*1%*
Interest	4.8	3.4	7.3	1.5	2.1	2.8	6.3	6.2	4.6	1.6	2.8	2.8	*-41%*	*-54%*	*0%*
Total cash costs and depreciation	**939**	**1 064**	**1 021**	**1 264**	**1 135**	**1 402**	**1 576**	**1 487**	**1 658**	**1 903**	**1 933**	**1 968**	***83%***	***32%***	***38%***
Imputed familly factors	1 444	1 448	1 187	1 812	1 103	1 837	2 090	2 120	2 997	3 078	3250	3309	*130%*	*56%*	*62%*
Family labour cost	1 368	1 352	964	1 559	1 031	1 718	2 015	2 052	2 901	2 801	2764	2814	*131%*	*37%*	*56%*
Own land and capital cost	76	96	223	253	72	119	75	69	96	277	486	495	*119%*	*622%*	*6%*
Total economic costs	**2 384**	**2 512**	**2 208**	**3 075**	**2 238**	**3 239**	**3 666**	**3 607**	**4 655**	**4 981**	**5 183**	**5 277**	***110%***	***46%***	***100%***

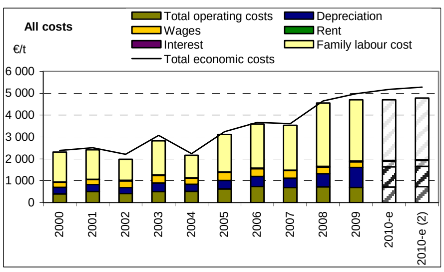
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
MARGINS - €/t														
Gross margin	1 686	1 610	1 709	1 922	1 932	2 867	2 259	2 214	1 712	1 800	1 809	1 797	*6%*	*-19%*
Net margin	1 149	1 052	1 095	1 155	1 308	2 090	1 423	1 409	775	589	593	558	*-42%*	*-60%*
Net economic margin	-295	-397	-93	-657	205	253	-667	-712	-2 223	-2 489	-2 657	-2 751	*-851%*	*-286%*
Gross margin with subsidy	2 704	2 689	2 835	2 981	2 851	3 922	2 259	2 242	1 712	1 804	1 813	1 800	*-35%*	*-20%*
Net margin with subsidy	2 166	2 130	2 221	2 214	2 227	3 145	1 423	1 437	775	593	597	562	*-70%*	*-61%*
Net economic margin with subsidy	722	682	1 034	402	1 124	1 308	-667	-684	-2 223	-2 485	-2 653	-2 747	*-406%*	*-302%*
DIRECT PAYMENTS AND SUBSIDIES - €/AWU														
Total DP and subsidies	2 454	3 165	3 805	2 513	3 858	3 203	3 494	3 388	2 704	2 279	-	-	*-11%*	-
Olive coupled subsidy	2 171	2 717	3 400	2 158	3 089	2 693	0	71	0	9	-	-	*-99%*	-
Decoupled payments	0	0	0	0	0	102	2 866	2 763	2 542	2 174	-	-	-	-
Rural Development payments	0	0	26	31	53	58	132	187	161	95	-	-	-	-
INCOME - €/AWU														
Farm Net Value Added/AWU	6 613	7 444	9 266	6 652	10 546	10 804	9 061	9 069	5 697	4 992	-	-	*-15%*	-
Family Farm Income/FWU	6 700	7 604	9 595	6 774	10 864	11 250	9 065	8 900	5 212	4 440	-	-	*-22%*	-
Remuneration of Family Labour/FWU	6 442	7 234	8 571	5 964	10 502	10 805	8 797	8 645	4 951	3 632	-	-	*-23%*	-

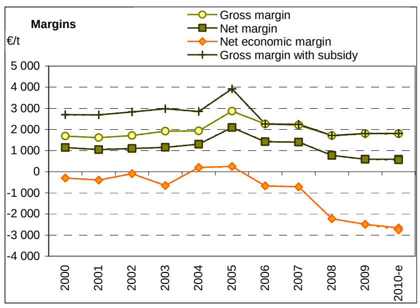


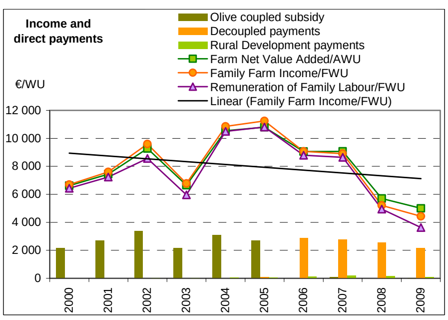


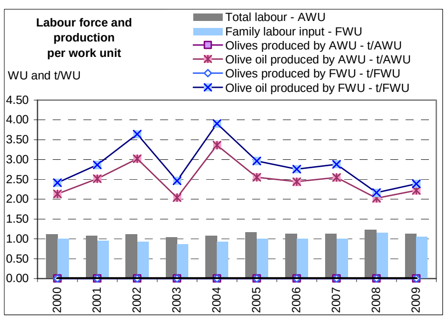












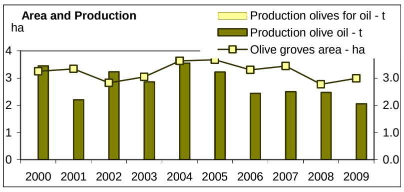
Greece
Olive oil producers
(480) Sterea Ellas-Nissi Egaeou-Kriti

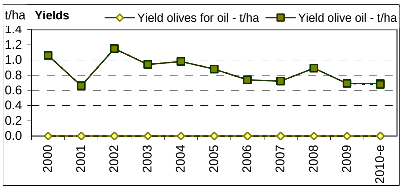
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

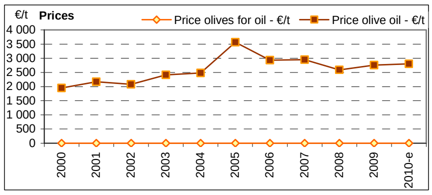
Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
STRUCTURE														
Sample farms	211	177	210	194	197	217	194	178	168	158	-	-	*-16%*	-
Farms represented	45 204	40 657	73 330	62 601	67 644	71 709	65 537	57 326	58 019	52 515	-	-	*5%*	-
Specialisation rate	76	77	79	79	80	83	78	81	76	78	-	-	*1%*	-
Utilised agricultural area - ha	4	4	3	4	4	4	4	4	3	4	-	-	*-1%*	-
Olive groves area - ha	3	3	3	3	4	4	3	3	3	3	-	-	*-2%*	-
Total labour - AWU	1.12	1.10	1.20	1.11	1.18	1.14	1.06	1.01	0.98	0.98	-	-	*-13%*	-
Family labour input - FWU	1.06	1.06	1.15	1.07	1.09	1.06	1.00	0.96	0.94	0.93	-	-	*-13%*	-
% family labour	*95%*	*96%*	*96%*	*96%*	*92%*	*93%*	*94%*	*95%*	*96%*	*95%*	-	-	*0%*	-
Yield olives for oil - t/ha	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Yield olive oil - t/ha	1.06	0.66	1.15	0.94	0.98	0.88	0.74	0.72	0.89	0.69	0.69	0.7	*-21%*	*-6%*
Production olives for oil - t	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Production olive oil - t	3.45	2.2	3.23	2.86	3.55	3.22	2.44	2.5	2.47	2.05	2.05	2.0	*-26%*	*-19%*
Olives produced by AWU - t/AWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olive oil produced by AWU - t/AWU	3.08	2.00	2.69	2.58	3.01	2.82	2.30	2.48	2.52	2.09	-	-	*-9%*	-
Olives produced by FWU - t/FWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Olive oil produced by FWU - t/FWU	3.25	2.08	2.81	2.67	3.26	3.04	2.44	2.60	2.63	2.20	-	-	*-9%*	-
PRICES														
Price olives for oil - €/t	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Price olive oil - €/t	1 944	2 173	2 077	2 409	2 480	3 570	2 929	2 947	2 589	2 754	2 800	2 800	*31%*	*-5%*

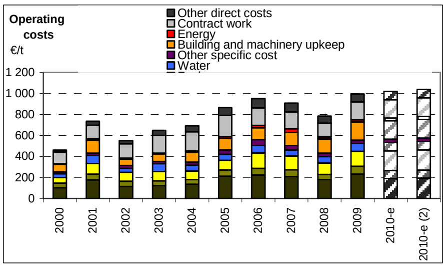
PRODUCTION COSTS - €/t olive oil	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*	*Share in total cost - 2009*
Specific costs	254	433	313	353	347	462	561	504	432	556	565	575	*56%*	*14%*	*11%*
Fertilisers	102	177	114	121	136	211	223	208	180	231	189	193	*53%*	*-7%*	*4%*
Crop protection	44	54	51	48	44	61	64	65	49	75	76	77	*35%*	*18%*	*1%*
Fuel	53	100	84	89	81	91	146	130	109	143	189	193	*88%*	*48%*	*3%*
Water	36.2	76.9	38.1	72.1	55.6	56.9	70.8	56.5	61.1	75.2	78	79	*43%*	*40%*	*1%*
Other specific cost	19	24	26	23	30	41	56	44	34	31	32	33	*42%*	*-25%*	*1%*
Farming overheads	207	304	237	297	345	402	391	404	353	439	455	463	*68%*	*15%*	*8%*
Building and machinery upkeep	71	121	62	71	96	110	111	125	134	172	174	177	*90%*	*42%*	*3%*
Energy	7	13	8	9	12	16	24	36	20	22	28	28	*154%*	*-21%*	*0%*
Contract work	110	131	138	166	179	204	167	160	132	168	174	177	*26%*	*10%*	*3%*
Other direct costs	19	39	28	51	58	72	88	84	67	77	80	81	*161%*	*-3%*	*1%*
Total operating costs	**461**	**737**	**550**	**650**	**692**	**864**	**951**	**909**	**785**	**995**	**1020**	**1039**	***61%***	***14%***	***19%***
Depreciation	369	737	478	547	403	481	624	545	556	610	616	627	*13%*	*15%*	*12%*
External factors	119	133	142	137	245	276	291	246	182	319	316	322	*109%*	*31%*	*6%*
Wages	92	93	97	91	189	217	222	171	128	208	205	209	*93%*	*22%*	*4%*
Rent	26	39	44	45	56	57	68	73	53	109	106	108	*148%*	*48%*	*2%*
Interest	1.3	1.7	0.5	0.5	0.5	1.3	0.8	2.5	1.3	2.8	4.8	4.9	*153%*	*94%*	*0%*
Total cash costs and depreciation	**949**	**1 607**	**1 169**	**1 333**	**1 340**	**1 620**	**1 866**	**1 700**	**1 523**	**1 924**	**1 952**	**1 987**	***46%***	***17%***	***37%***
Imputed familly factors	1 219	2 120	1 799	2 008	1 934	2 202	2 617	2 661	2 535	3 280	3463	3526	*82%*	*32%*	*63%*
Family labour cost	1 091	1 890	1 593	1 797	1 669	1 978	2 418	2 440	2 397	2 986	2946	2999	*83%*	*23%*	*57%*
Own land and capital cost	128	230	207	211	265	224	200	222	137	294	517	526	*70%*	*137%*	*6%*
Total economic costs	**2 168**	**3 727**	**2 969**	**3 341**	**3 274**	**3 822**	**4 483**	**4 362**	**4 058**	**5 204**	**5 415**	**5 513**	***67%***	***26%***	***100%***

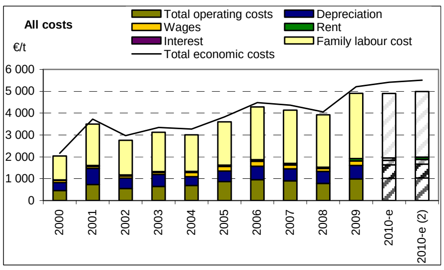
MARGINS - €/t	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
Gross margin	1 485	1 433	1 529	1 760	1 791	2 727	1 988	2 034	1 809	1 767	1 780	1 762	*20%*	*-13%*
Net margin	997	562	910	1 077	1 143	1 971	1 073	1 242	1 070	838	848	813	*10%*	*-35%*
Net economic margin	-222	-1 558	-890	-931	-791	-232	-1 544	-1 419	-1 465	-2 442	-2 615	-2 713	*-148%*	*-91%*
Gross margin with subsidy	2 572	2 578	2 592	2 856	3 040	4 007	2 030	2 085	1 886	1 860	1 872	1 856	*-28%*	*-11%*
Net margin with subsidy	2 084	1 707	1 972	2 172	2 392	3 251	1 116	1 293	1 148	930	940	907	*-48%*	*-30%*
Net economic margin with subsidy	865	-413	173	164	458	1 049	-1 502	-1 368	-1 387	-2 350	-2 523	-2 619	*-1117%*	*-91%*
DIRECT PAYMENTS AND SUBSIDIES - €/AWU														
Total DP and subsidies	4 107	3 025	3 850	3 984	4 755	4 783	4 456	4 339	3 779	4 164	-	-	*12%*	-
Olive coupled subsidy	3 348	2 290	2 860	2 823	3 758	3 616	97	127	196	193	-	-	*-94%*	-
Decoupled payments	0	0	0	0	0	96	3 266	3 420	3 139	3 678	-	-	-	-
Rural Development payments	6	35	63	142	117	240	330	329	285	225	-	-	*712%*	-
INCOME - €/AWU														
Farm Net Value Added/AWU	8 301	4 876	7 270	7 842	9 879	12 291	8 468	8 884	7 997	7 290	-	-	*18%*	-
Family Farm Income/FWU	8 287	4 689	7 055	7 675	9 727	12 264	8 123	8 564	7 728	6 897	-	-	*16%*	-
Remuneration of Family Labour/FWU	7 738	4 091	6 315	6 964	8 677	11 415	7 501	7 847	7 256	6 065	-	-	*17%*	-

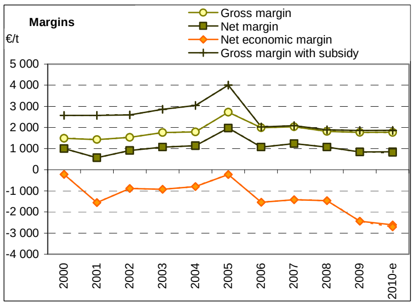


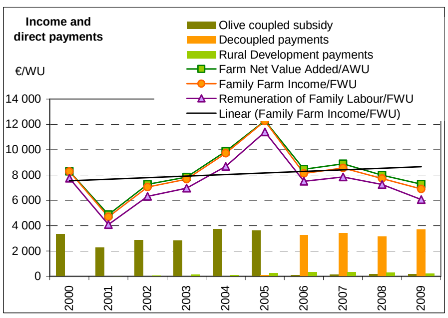


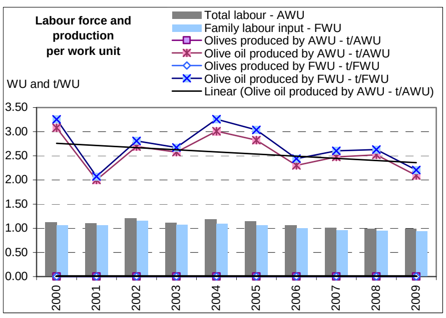








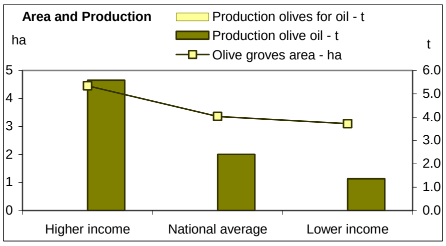


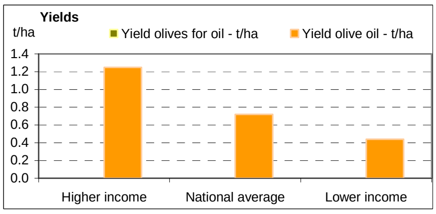


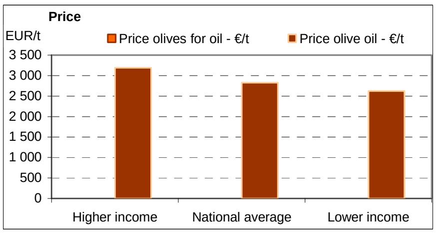
Greece
Olive oil producers

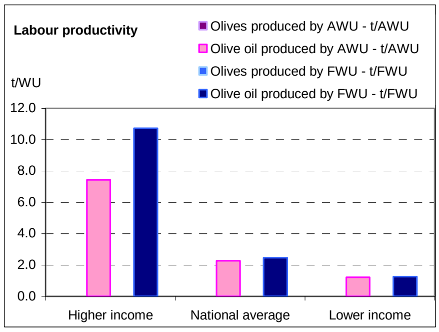
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.

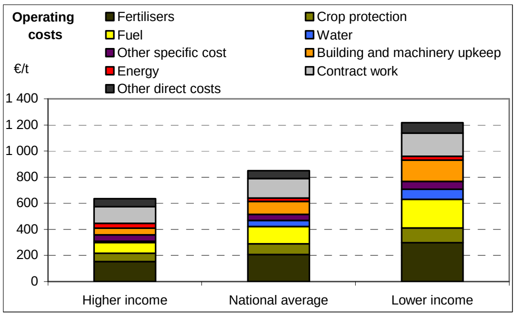
Average 2006-2009	Higher income (FFI > 30 000 EUR/FWU)	National average	Lower income (FFI < 5 000 EUR/FWU)	*Difference lower / higher incomes*
STRUCTURE				
Sample farms	20	375	105	*440%*
Farms represented	3 375	107 730	39 947	*1084%*
Specialisation rate	87	79	76	*-13%*
Utilised agricultural area - ha	5	4	4	*-32%*
Olive groves area - ha	4	3	3	*-30%*
Total labour - AWU	0.75	1.06	1.12	*49%*
Family labour input - FWU	0.52	0.98	1.08	*108%*
% family labour	*69%*	*92%*	*96%*	*39%*
Yield olives for oil - t/ha	-	-	-	-
Yield olive oil - t/ha	1.25	0.72	0.44	*-65%*
Production olives for oil - t	-	-	-	-
Production olive oil - t	5.58	2.41	1.36	*-76%*
Olives produced by AWU - t/AWU	-	-	-	-
Olive oil produced by AWU - t/AWU	7.44	2.27	1.21	*-84%*
Olives produced by FWU - t/FWU	-	-	-	-
Olive oil produced by FWU - t/FWU	10.73	2.46	1.26	*-88%*
PRICES				
Price olives for oil - €/t	-	-	-	-
Price olive oil - €/t	3193.48	2 828	2 622	*-18%*
PRODUCTION COSTS - €/t olive oil				
Specific costs	358	515	768	*115%*
Fertilisers	152	207	298	*96%*
Crop protection	65	83	112	*73%*
Fuel	83	131	220	*166%*
Water	11	46	78	*634%*
Other specific cost	48	47	60	*25%*
Farming overheads	276	334	449	*62%*
Building and machinery upkeep	51	99	163	*222%*
Energy	38	25	29	*-25%*
Contract work	126	150	177	*41%*
Other direct costs	62	60	80	*29%*
Total operating costs	**635**	**849**	**1 217**	***92%***
Depreciation	336	596	1 269	*278%*
External factors	413	304	315	*-24%*
Wages	355	246	253	*-29%*
Rent	50	54	59	*18%*
Interest	7.1	3.0	2.5	*-64%*
Total cash costs and depreciation	**1 383**	**1 748**	**2 800**	***103%***
Imputed familly factors	685	2 678	5 174	*655%*
Family labour cost	624	2 504	4 920	*689%*
Own land and capital cost	62	174	254	*313%*
Total economic costs	**2 068**	**4 426**	**7 975**	***286%***
MARGINS - €/t				
Gross margin	2 558	1 982	1 424	*-44%*
Net margin	1 809	1 082	-159	*-109%*
Net economic margin	1 124	-1 596	-5 334	*-575%*
Gross margin with subsidy	2 579	2 022	1 498	*-42%*
Net margin with subsidy	1 831	1 123	-85	*-105%*
Net economic margin with subsidy	1 145	-1 555	-5 259	*-559%*
DIRECT PAYMENTS AND SUBSIDIES - €/AWU				
Total DP and subsidies	11 440	3 688	1 914	*-83%*
Olive coupled subsidy	159	93	90	*-43%*
Decoupled payments	9 722	3 075	1 569	*-84%*
Rural Development payments	631	220	101	*-84%*
INCOME - €/AWU				
Farm Net Value Added/AWU	30 507	7 747	2 327	*-92%*
Family Farm Income/FWU	39 254	7 417	1 907	*-95%*
Remuneration of Family Labour/FWU	38 430	6 880	1 510	*-96%*

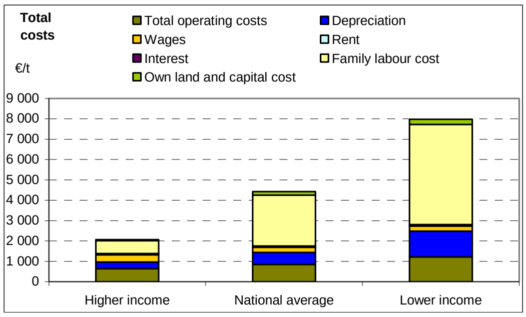


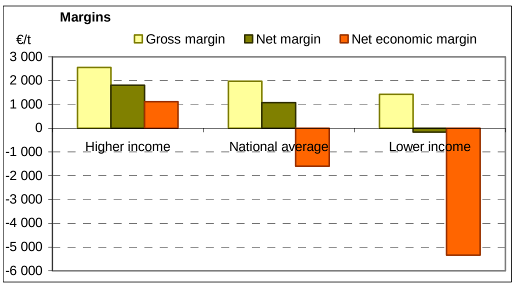


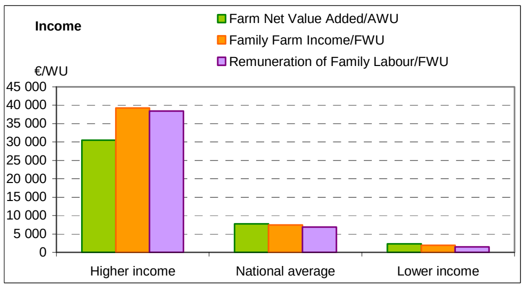












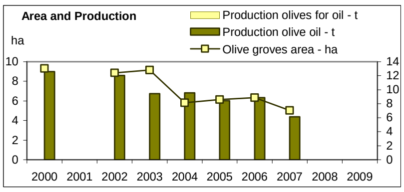
Greece
Olive oil producers
]30000,High[

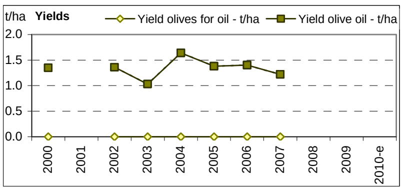
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.
Farms specialised in olive oil production (more than 50% of their output coming from olives for oil or olive oil)

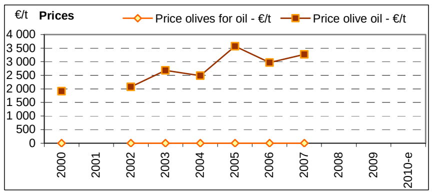
Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
STRUCTURE														
Sample farms	15		18	16	21	61	29	31					*88%*	-
Farms represented	1 131		1 449	1 340	2 571	7 490	3 405	4 221					*227%*	-
Specialisation rate	68		73	72	88	83	86	89					*26%*	-
Utilised agricultural area - ha	11		11	11	7	7	8	6					*-43%*	-
Olive groves area - ha	9		9	9	6	6	6	5					*-45%*	-
Total labour - AWU	1.26		1.69	1.55	1.07	1.13	1.07	0.83					*-44%*	-
Family labour input - FWU	0.79		0.86	0.74	0.64	0.79	0.69	0.50					*-39%*	-
% family labour	*63%*		*51%*	*48%*	*60%*	*70%*	*64%*	*60%*						-
Yield olives for oil - t/ha	-		-	-	-	-	-	-					-	-
Yield olive oil - t/ha	1.35		1.36	1.03	1.64	1.38	1.4	1.22						
Production olives for oil - t	-		-	-	-	-	-	-					-	-
Production olive oil - t	12.59		12.02	9.44	9.54	8.45	8.87	6.13						
Olives produced by AWU - t/AWU	-		-	-	-	-	-	-					-	-
Olive oil produced by AWU - t/AWU	9.99		7.11	6.09	8.92	7.48	8.29	7.39						-
Olives produced by FWU - t/FWU	-		-	-	-	-	-	-					-	-
Olive oil produced by FWU - t/FWU	15.94		13.98	12.76	14.91	10.70	12.86	12.26						-
PRICES														
Price olives for oil - €/t	-		-	-	-	-	-	-					-	-
Price olive oil - €/t	1 910		2 075	2 683	2 486	3 568	2 966	3 266						

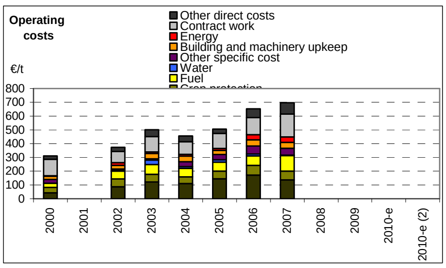
PRODUCTION COSTS - €/t olive oil	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*	*Share in total cost - 2009*
Specific costs	141		215	291	268	321	383	366							
Fertilisers	43		88	121	110	144	171	137							
Crop protection	40		55	56	48	57	72	63							
Fuel	30		58	71	62	64	68	112							
Water	0.0		4.7	30.9	11.9	17.5	14.3	4.4							
Other specific cost	27		10	11	35	39	58	49							
Farming overheads	170		158	210	187	185	270	330							
Building and machinery upkeep	23		27	37	41	31	45	43							
Energy	4		20	11	12	14	38	39							
Contract work	119		82	112	92	109	123	166							
Other direct costs	24		29	49	41	31	64	81							
Total operating costs	**310**		**373**	**500**	**455**	**506**	**652**	**696**							
Depreciation	135		147	246	262	299	303	367							
External factors	232		360	423	348	348	405	479							
Wages	178		342	398	324	302	359	444							
Rent	53		17	25	21	43	39	22							
Interest	0.7		1.5	0.7	2.3	3.9	6.8	12.6							
Total cash costs and depreciation	**677**		**880**	**1 169**	**1 065**	**1 153**	**1 360**	**1 541**							
Imputed familly factors	468		443	484	372	615	554	608							
Family labour cost	220		245	325	321	543	479	559							
Own land and capital cost	248		198	160	51	72	76	49							
Total economic costs	**1 145**		**1 323**	**1 653**	**1 437**	**1 768**	**1 915**	**2 149**							

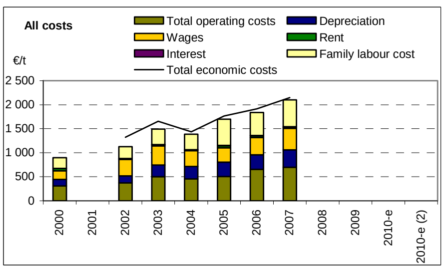
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*
MARGINS - €/t														
Gross margin	1 600		1 702	2 181	2 031	3 061	2 313	2 572						
Net margin	1 232		1 195	1 513	1 422	2 414	1 605	1 727						
Net economic margin	765		752	1 028	1 050	1 799	1 051	1 119						
Gross margin with subsidy	2 726		2 820	3 260	3 126	4 180	2 313	2 634						
Net margin with subsidy	2 359		2 313	2 591	2 516	3 533	1 605	1 789						
Net economic margin with subsidy	1 891		1 870	2 107	2 145	2 918	1 051	1 181						
DIRECT PAYMENTS AND SUBSIDIES - €/AWU														
Total DP and subsidies	13 881		9 619	8 227	11 040	9 708	9 122	11 005						-
Olive coupled subsidy	11 254		7 951	6 567	9 761	8 372	0	459						-
Decoupled payments	0		0	0	0	118	7 663	7 674						-
Rural Development payments	0		16	56	31	216	307	1 385						-
INCOME - €/AWU														
Farm Net Value Added/AWU	32 379		24 887	24 908	28 871	34 564	28 656	29 563					*3%*	-
Family Farm Income/FWU	46 570		41 538	45 199	42 694	45 569	38 620	42 108					*-4%*	-
Remuneration of Family Labour/FWU	42 368		37 551	42 092	41 737	44 576	37 335	41 397					*4%*	-

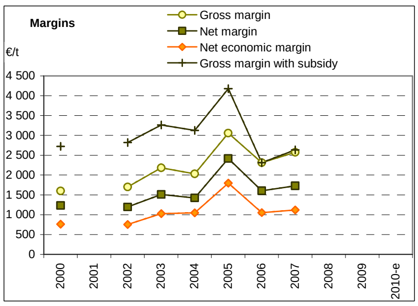


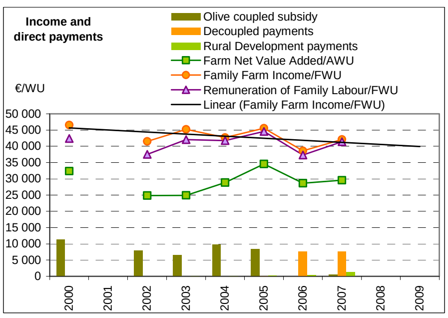


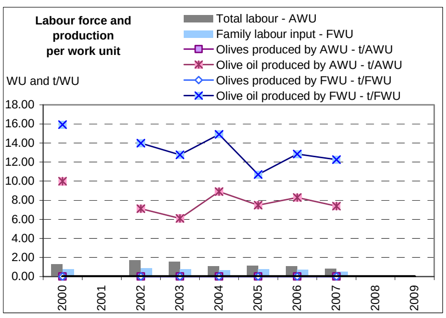








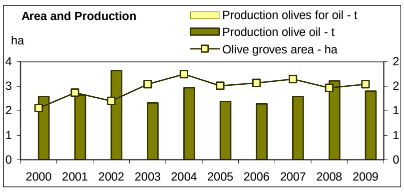


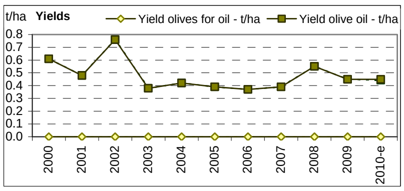


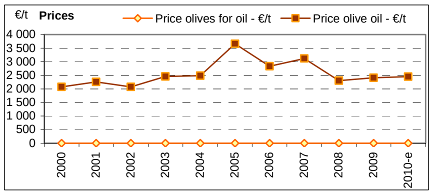
Greece Olive oil producers]Low,5000]

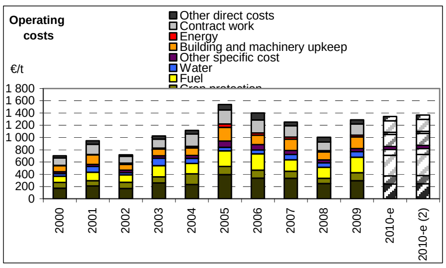
Source: EU FADN DG AGRI, model of allocation of costs of permanent crops.
Farms specialised in olive oil production (more than 50% of their output coming from olives for oil or olive oil)

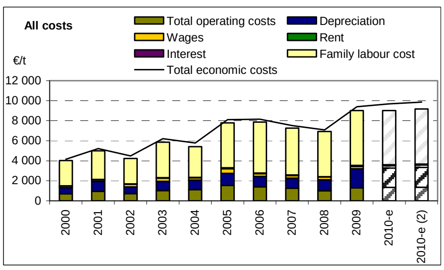
Nominal terms. e: estimate. *: trend between the first three year average and the average of the last available three years	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010-e	2010-e (2)	*Three years average trend**	*Trend 2010-e(2) /2007*	*Share in total cost - 2009*
STRUCTURE															
Sample farms	104	139	87	96	92	69	113	91	106	111	-	-	*-7%*	-	
Farms represented	35 596	41 293	39 062	30 348	24 052	21 980	43 054	35 964	43 830	36 941	-	-	*1%*	-	
Specialisation rate	68	77	72	72	77	76	76	75	75	77	-	-	*5%*	-	
Utilised agricultural area - ha	3	3	3	4	4	4	4	4	3	4	-	-	*17%*	-	
Olive groves area - ha	2	3	2	3	3	3	3	3	3	3	-	-	*28%*	-	
Total labour - AWU	1.07	1.00	1.26	1.11	1.00	1.12	1.05	1.07	1.19	1.17	-	-	*3%*	-	
Family labour input - FWU	1.02	0.96	1.17	1.03	0.94	1.04	1.01	1.03	1.14	1.14	-	-	*5%*	-	
% family labour	*95%*	*96%*	*93%*	*93%*	*94%*	*93%*	*96%*	*96%*	*96%*	*97%*	-	-	*2%*	-	
Yield olives for oil - t/ha	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Yield olive oil - t/ha	0.61	0.48	0.76	0.38	0.42	0.39	0.37	0.39	0.55	0.45	0.45	0.4	*-22%*	*13%*	
Production olives for oil - t	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Production olive oil - t	1.29	1.32	1.82	1.16	1.47	1.19	1.14	1.29	1.61	1.4	1.4	1.4	*-1%*	*7%*	
Olives produced by AWU - t/AWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Olive oil produced by AWU - t/AWU	1.21	1.32	1.44	1.05	1.47	1.06	1.09	1.21	1.35	1.20	-	-	*-5%*	-	
Olives produced by FWU - t/FWU	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Olive oil produced by FWU - t/FWU	1.26	1.38	1.56	1.13	1.56	1.14	1.13	1.25	1.41	1.23	-	-	*-7%*	-	
PRICES															
Price olives for oil - €/t	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Price olive oil - €/t	2 071	2 255	2 076	2 451	2 485	3 656	2 837	3 120	2 300	2 410	2 450	2 450	*12%*	*-21%*	
PRODUCTION COSTS - €/t olive oil															
Specific costs	442	561	467	701	709	942	885	786	634	818	853	869	*58%*	*10%*	*9%*
Fertilisers	172	207	169	259	232	393	337	333	247	294	241	245	*44%*	*-26%*	*3%*
Crop protection	94	88	99	98	177	136	131	113	85	131	132	134	*25%*	*18%*	*1%*
Fuel	101	138	121	182	169	251	265	189	182	254	337	343	*117%*	*81%*	*3%*
Water	44.0	95.2	35.7	121.6	80.0	59.1	63.7	85.9	73.0	91.3	94	96	*49%*	*12%*	*1%*
Other specific cost	30	33	43	41	51	102	89	64	47	48	49	50	*36%*	*-22%*	*1%*
Farming overheads	260	386	249	322	408	595	515	467	371	472	490	499	*50%*	*7%*	*5%*
Building and machinery upkeep	98	155	96	110	123	225	154	186	131	193	195	199	*49%*	*7%*	*2%*
Energy	6	6	18	18	25	55	37	34	20	27	35	35	*180%*	*2%*	*0%*
Contract work	118	167	113	144	201	227	209	187	143	184	190	194	*31%*	*4%*	*2%*
Other direct costs	38	58	22	51	60	87	115	60	77	68	70	71	*82%*	*19%*	*1%*
Total operating costs	**701**	**947**	**716**	**1 023**	**1 116**	**1 537**	**1 400**	**1 253**	**1 005**	**1 290**	**1343**	**1368**	***55%***	***9%***	***14%***
Depreciation	612	1 008	682	929	967	1 203	1 034	1 019	1 114	1 915	1933	1968	*117%*	*93%*	*20%*
External factors	179	197	297	368	263	560	336	306	291	331	329	335	*42%*	*9%*	*4%*
Wages	160	153	254	322	225	477	278	256	247	233	229	234	*26%*	*-9%*	*2%*
Rent	18	44	38	47	38	83	57	45	42	95	93	95	*132%*	*109%*	*1%*
Interest	0.0	0.2	5.2	0.1	0.0	0.0	0.0	5.2	1.7	3.7	6.5	6.6	-	*27%*	*0%*
Total cash costs and depreciation	**1 492**	**2 152**	**1 696**	**2 321**	**2 346**	**3 300**	**2 770**	**2 578**	**2 410**	**3 536**	**3 605**	**3 670**	***80%***	*42%*	***38%***
Imputed familly factors	2 655	3 056	2 795	3 897	3 422	4 804	5 374	4 931	4 663	5 857	6069	6178	*96%*	*25%*	*62%*
Family labour cost	2 532	2 842	2 529	3 532	3 063	4 483	5 102	4 674	4 514	5 480	5408	5505	*96%*	*18%*	*58%*
Own land and capital cost	123	214	266	365	359	321	272	257	150	376	661	673	*99%*	*162%*	*4%*
Total economic costs	**4 147**	**5 208**	**4 491**	**6 217**	**5 769**	**8 104**	**8 144**	**7 509**	**7 074**	**9 393**	**9 674**	**9 848**	***90%***	*31%*	***100%***
MARGINS - €/t															
Gross margin	1 372	1 309	1 355	1 425	1 370	2 155	1 460	1 897	1 299	1 125	1 106	1 082	*-13%*	*-43%*	
Net margin	582	104	375	127	140	392	90	571	-107	-1 122	-1 155	-1 220	*-331%*	*-314%*	
Net economic margin	-2 073	-2 952	-2 420	-3 769	-3 283	-4 412	-5 283	-4 359	-4 770	-6 978	-7 224	-7 399	*-157%*	*-70%*	
Gross margin with subsidy	2 433	2 389	2 400	2 470	2 438	3 546	1 546	1 964	1 358	1 215	1 196	1 173	*-48%*	*-40%*	
Net margin with subsidy	1 643	1 184	1 421	1 172	1 209	1 783	176	638	-47	-1 032	-1 066	-1 129	*-152%*	*-277%*	
Net economic margin with subsidy	-1 012	-1 872	-1 375	-2 725	-2 214	-3 021	-5 198	-4 292	-4 710	-6 889	-7 135	-7 307	*-344%*	*-70%*	
DIRECT PAYMENTS AND SUBSIDIES - €/AWU															
Total DP and subsidies	1 609	1 758	2 144	1 565	2 217	2 420	2 429	1 966	1 721	1 559	-	-	*-5%*	-	
Olive coupled subsidy	1 279	1 426	1 510	1 092	1 571	1 478	93	81	81	107	-	-	*-94%*	-	
Decoupled payments	0	0	0	0	0	100	1 743	1 596	1 537	1 398	-	-	-	-	
Rural Development payments	3	14	36	36	111	98	173	105	75	52	-	-	*340%*	-	
INCOME - €/AWU															
Farm Net Value Added/AWU	2 892	2 359	3 456	2 280	2 971	3 662	3 071	3 345	2 267	715	-	-	*-27%*	-	
Family Farm Income/FWU	2 717	2 125	3 100	1 910	2 616	3 113	2 697	2 988	1 831	224	-	-	*-37%*	-	
Remuneration of Family Labour/FWU	2 478	1 734	2 530	1 359	1 921	2 618	2 336	2 579	1 565	-359	-	-	*-44%*	-	

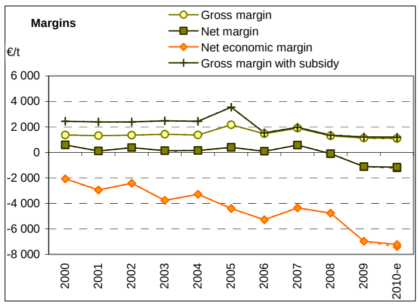


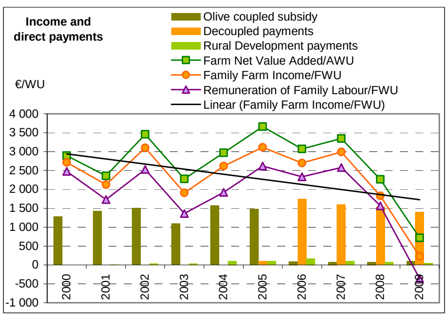


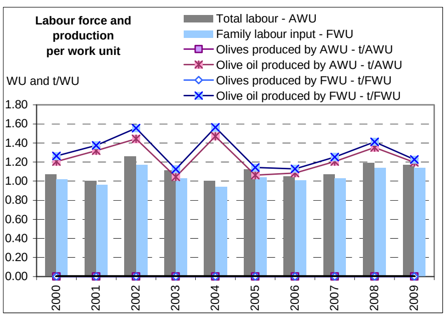












European Commission

EU olive oil farms report
Based on FADN data

This report analyses trends regarding farms specialised in olive oil production over the period 2000-2010. It analyses structures, costs of production, margins and income indicators.

European Commission
Directorate-General for Agriculture and Rural Development

http://ec.europa.eu/agriculture