

TABLE B2. Lowland dairy farms

| 1. Under 350k SO | Farm Business Income (£ per farm) | |
|--|--|-----------------------|
| Number of farms in sample | 21 | 21 |
| Average business size (SO) | 234,256 | 239,322 |
| OUTPUTS | <u>2017/18</u> | <u>2016/17</u> |
| Dairy | 198,302 | 149,125 |
| Other cattle | 37,782 | 36,654 |
| Sheep | 2,798 | 3,469 |
| Main crops | 1,141 | 1,880 |
| By-products, forage and cultivations | 1,800 | 1,948 |
| Miscellaneous | 3,697 | 3,413 |
| Basic Payment Scheme | 15,707 | 15,757 |
| Income from energy generation | 959 | 223 |
| Environmental payments | 1,732 | 1,229 |
| TOTAL OUTPUTS | 263,918 | 213,698 |
| INPUTS | | |
| Feeds - purchased concentrates | 52,856 | 48,055 |
| - homegrown concentrates | 3,992 | 4,383 |
| Coarse fodder, tack and stock keep | 6,327 | 5,712 |
| Veterinary and medicines | 6,898 | 7,708 |
| Other livestock costs | 22,983 | 19,067 |
| Fertilisers | 8,978 | 9,720 |
| Seeds - purchased and homegrown | 1,843 | 1,656 |
| Other crop costs | 12,497 | 13,142 |
| Labour - paid | 4,362 | 4,646 |
| - unpaid | 13,172 | 12,219 |
| - casual | 4,131 | 3,098 |
| Machinery - contract | 1,678 | 1,972 |
| - repairs | 8,025 | 7,247 |
| - fuels | 6,676 | 6,471 |
| - depreciation | 17,898 | 17,789 |
| General farming costs | 19,440 | 17,755 |
| Land expenses | 5,036 | 4,235 |
| Rent | 4,640 | 4,257 |
| Rental value | 20,275 | 18,857 |
| TOTAL INPUTS | 221,707 | 207,989 |
| NET FARM INCOME (excluding BLSA) | 42,211 | 5,709 |
| Plus: | | |
| Unpaid labour (excludes farmer and spouse) | 13,172 | 12,219 |
| Imputed property costs | 20,022 | 18,682 |
| Less: | | |
| Interest charges | 3,214 | 2,845 |
| Ownership charges | 8,881 | 7,773 |
| FARM BUSINESS INCOME | 63,310 | 25,992 |

TABLE B2. Lowland dairy farms**1. Under 350k SO (continued)**

| INCOME MEASURES - £ per farm | 2017/18 | 2016/17 |
|---|----------------|----------------|
| NET FARM INCOME (excluding BLSA) | 42,211 | 5,709 |
| minus manual labour of farmer and spouse | 21,223 | 21,114 |
| plus managerial input of paid managers | 0 | 0 |
| MANAGEMENT and INVESTMENT INCOME | 20,988 | -15,405 |
| | | |
| NET FARM INCOME (excluding BLSA) | 42,211 | 5,709 |
| plus net rental value/imputed rent | 20,275 | 18,857 |
| minus occupier's expenses | 275 | 266 |
| minus interest payments | 3,214 | 2,845 |
| minus buildings and works depreciation | 9,143 | 7,895 |
| OCCUPIER'S NET INCOME | 49,854 | 13,560 |
| plus other imputed charges | 13,314 | 12,362 |
| plus fixed asset depreciation | 27,041 | 25,685 |
| minus valuation changes | -2,234 | 2,682 |
| CASH INCOME | 92,443 | 48,925 |
| | | |
| LAND UTILISATION - hectares per farm | | |
| Cereals | 1.27 | 2.64 |
| Roots, fodder and other crops | 6.55 | 6.08 |
| Grassland - hay | 0.42 | 0.68 |
| - silage | 35.21 | 35.06 |
| - pasture | 28.06 | 26.91 |
| Fallow and land let | 0.00 | 0.03 |
| Rough grazing - sole | 2.10 | 2.10 |
| Bare land and forage hired | 7.78 | 8.28 |
| Woods, roads and buildings | 2.61 | 2.61 |
| TOTAL AREA (actual hectares) | 84.00 | 84.39 |
| TOTAL AREA (effective hectares) | 80.22 | 80.61 |
| Rough grazing - common (effective hectares) | 0.00 | 0.00 |
| | | |
| TENANT'S CAPITAL - £ per farm | | |
| Machinery | 119,911 | 122,329 |
| Livestock | 144,837 | 148,598 |
| Crops | 7,147 | 6,851 |
| Stores | 4,090 | 3,539 |
| TOTAL | 275,985 | 281,317 |
| | | |
| PERFORMANCE INDICATORS | | |
| Milk yield per cow (litres) | 7,166 | 7,159 |
| Milk sales per cow (£) | 2,029 | 1,581 |
| Margin over concentrates per cow (£) | 1,546 | 1,138 |
| Milk price (pence per litre) | 28.31 | 22.08 |
| Lambs reared per ewe (numbers) | 1.03 | 1.12 |
| Finished lamb sales per ewe (numbers) | 0.87 | 1.29 |
| Stocking rate (grazing LU per eff.ha.) | 1.95 | 2.02 |
| Return on tenant's capital (%) | 7.60 | -5.48 |

TABLE B2. Lowland dairy farms**1. Under 350k SO (continued)****LIVESTOCK CARRIED - per farm**

| | Average number | | Livestock Units | |
|----------------|----------------|---------|-----------------|---------|
| | 2017/18 | 2016/17 | 2017/18 | 2016/17 |
| Dairy cattle | 92.3 | 93.6 | 92.3 | 93.6 |
| Beef cows | 1.3 | 0.6 | 0.9 | 0.5 |
| Other cattle | 98.4 | 101.8 | 54.7 | 56.2 |
| Breeding sheep | 65.6 | 74.2 | 5.2 | 5.9 |
| Other sheep | 20.4 | 24.7 | 0.8 | 1.0 |

ASSETS AND LIABILITIES - £ per farm

| | OWNER OCCUPIED | | TENANTED | | MIXED TENURE | |
|------------------------|----------------|---------|----------|---------|--------------|---------|
| | 2017/18 | 2016/17 | 2017/18 | 2016/17 | 2017/18 | 2016/17 |
| Number of farms | 10 | 10 | 2 | 2 | 9 | 9 |
| Average farm size - SO | 238,836 | 247,207 | N/A | N/A | 236,212 | 234,131 |
| - actual ha. | 82.34 | 82.19 | | | 82.89 | 83.97 |
| - eff. ha. | 79.84 | 79.69 | | | 77.88 | 78.96 |

ASSETS

| | | | | | | |
|--------------------------------|------------------|------------------|--|--|------------------|------------------|
| Agricultural land | 878,472 | 865,489 | | | 739,576 | 722,078 |
| Woodland | 4,100 | 4,059 | | | 2,187 | 2,166 |
| Buildings | 71,744 | 56,846 | | | 75,442 | 70,401 |
| Improvements | 8,792 | 8,099 | | | 17,515 | 16,376 |
| Machinery | 109,160 | 111,173 | | | 126,129 | 126,298 |
| Livestock | 150,990 | 152,775 | | | 147,102 | 145,413 |
| Crops, forage and cultivations | 7,187 | 7,162 | | | 5,354 | 4,640 |
| Basic Payment Scheme value | 20,430 | 23,101 | | | 19,439 | 21,730 |
| Stores | 4,171 | 4,068 | | | 4,028 | 3,180 |
| Credit balances | 62,370 | 49,531 | | | 65,239 | 52,119 |
| TOTAL | 1,317,416 | 1,282,303 | | | 1,202,011 | 1,164,401 |

EXTERNAL LIABILITIES

| | | | | | | |
|----------------------------|---------------|---------------|--|--|----------------|----------------|
| Long and medium term loans | 64,595 | 62,682 | | | 77,961 | 82,779 |
| Other short term loans | 7,562 | 12,584 | | | 23,607 | 23,900 |
| Overdrafts | 18,915 | 13,397 | | | 13,555 | 18,623 |
| TOTAL | 91,072 | 88,663 | | | 115,123 | 125,302 |

NET WORTH

| | | | | | | |
|------------------|------------------|------------------|--|--|------------------|------------------|
| | 1,226,344 | 1,193,640 | | | 1,086,888 | 1,039,099 |
| Owner equity (%) | 93 | 93 | | | 90 | 89 |

N/A - liabilities and assets results are not shown when the sub-samples by tenure have less than 5 farms.

TABLE B2. Lowland dairy farms

| 2. Over 350k SO | Farm Business Income (£ per farm) | |
|--|--|-----------------------|
| Number of farms in sample | 26 | 26 |
| Average business size (SO) | 700,125 | 683,434 |
| OUTPUTS | <u>2017/18</u> | <u>2016/17</u> |
| Dairy | 627,605 | 493,958 |
| Other cattle | 76,863 | 80,781 |
| Sheep | 453 | 426 |
| Main crops | 5,276 | 3,546 |
| By-products, forage and cultivations | 303 | 3,674 |
| Miscellaneous | 5,972 | 3,498 |
| Basic Payment Scheme | 29,711 | 32,629 |
| Income from energy generation | 6,215 | 6,407 |
| Environmental payments | 4,069 | 2,482 |
| TOTAL OUTPUTS | 756,467 | 627,401 |
| INPUTS | | |
| Feeds - purchased concentrates | 186,444 | 159,297 |
| - homegrown concentrates | 8,438 | 6,932 |
| Coarse fodder, tack and stock keep | 26,056 | 20,602 |
| Veterinary and medicines | 22,993 | 22,627 |
| Other livestock costs | 67,590 | 60,576 |
| Fertilisers | 24,741 | 24,361 |
| Seeds - purchased and homegrown | 6,306 | 4,565 |
| Other crop costs | 34,369 | 31,442 |
| Labour - paid | 53,461 | 43,991 |
| - unpaid | 13,047 | 11,968 |
| - casual | 1,814 | 5,446 |
| Machinery - contract | 6,862 | 5,295 |
| - repairs | 22,795 | 19,618 |
| - fuels | 17,570 | 14,480 |
| - depreciation | 37,686 | 37,284 |
| General farming costs | 37,011 | 35,922 |
| Land expenses | 15,199 | 17,149 |
| Rent | 17,879 | 13,419 |
| Rental value | 43,853 | 42,985 |
| TOTAL INPUTS | 644,114 | 577,959 |
| NET FARM INCOME (excluding BLSA) | 112,353 | 49,442 |
| Plus: | | |
| Unpaid labour (excludes farmer and spouse) | 13,047 | 11,968 |
| Imputed property costs | 43,661 | 42,793 |
| Less: | | |
| Interest charges | 14,186 | 14,274 |
| Ownership charges | 22,524 | 21,472 |
| FARM BUSINESS INCOME | 132,351 | 68,457 |

TABLE B2. Lowland dairy farms**2. Over 350k SO (continued)**

| INCOME MEASURES - £ per farm | 2017/18 | 2016/17 |
|---|----------------|----------------|
| NET FARM INCOME (excluding BLSA) | 112,353 | 49,442 |
| minus manual labour of farmer and spouse | 22,710 | 22,197 |
| plus managerial input of paid managers | 0 | 0 |
| MANAGEMENT and INVESTMENT INCOME | 89,643 | 27,245 |
| | | |
| NET FARM INCOME (excluding BLSA) | 112,353 | 49,442 |
| plus net rental value/imputed rent | 43,853 | 42,985 |
| minus occupier's expenses | 303 | 285 |
| minus interest payments | 14,186 | 14,274 |
| minus buildings and works depreciation | 22,754 | 21,663 |
| OCCUPIER'S NET INCOME | 118,963 | 56,205 |
| plus other imputed charges | 13,240 | 12,161 |
| plus fixed asset depreciation | 60,440 | 58,948 |
| minus valuation changes | -1,371 | 345 |
| CASH INCOME | 194,014 | 126,969 |
| | | |
| LAND UTILISATION - hectares per farm | | |
| Cereals | 6.10 | 3.88 |
| Roots, fodder and other crops | 22.12 | 18.24 |
| Grassland - hay | 1.49 | 1.62 |
| - silage | 66.07 | 61.67 |
| - pasture | 62.35 | 68.50 |
| Fallow and land let | 2.34 | 3.81 |
| Rough grazing - sole | 1.30 | 1.30 |
| Bare land and forage hired | 18.97 | 15.23 |
| Woods, roads and buildings | 7.85 | 7.85 |
| TOTAL AREA (actual hectares) | 188.59 | 182.10 |
| TOTAL AREA (effective hectares) | 177.49 | 169.52 |
| Rough grazing - common (effective hectares) | 0.00 | 0.00 |
| | | |
| TENANT'S CAPITAL - £ per farm | | |
| Machinery | 268,951 | 258,404 |
| Livestock | 386,822 | 390,045 |
| Crops | 17,503 | 21,019 |
| Stores | 12,230 | 10,155 |
| TOTAL | 685,506 | 679,623 |
| | | |
| PERFORMANCE INDICATORS | | |
| Milk yield per cow (litres) | 7,368 | 7,212 |
| Milk sales per cow (£) | 2,132 | 1,688 |
| Margin over concentrates per cow (£) | 1,555 | 1,186 |
| Milk price (pence per litre) | 28.93 | 23.40 |
| Lambs reared per ewe (numbers) | 1.36 | 1.57 |
| Finished lamb sales per ewe (numbers) | 1.53 | 1.52 |
| Stocking rate (grazing LU per eff.ha.) | 2.51 | 2.45 |
| Return on tenant's capital (%) | 13.08 | 4.01 |

TABLE B2. Lowland dairy farms**2. Over 350k SO (continued)****LIVESTOCK CARRIED - per farm**

| | Average number | | Livestock Units | |
|----------------|-----------------------|----------------|------------------------|----------------|
| | 2017/18 | 2016/17 | 2017/18 | 2016/17 |
| Dairy cattle | 293.5 | 288.2 | 293.5 | 288.2 |
| Beef cows | 0.1 | 0.1 | 0.1 | 0.1 |
| Other cattle | 236.2 | 219.4 | 129.2 | 114.7 |
| Breeding sheep | 28.4 | 30.7 | 2.3 | 2.5 |
| Other sheep | 10.1 | 9.8 | 0.4 | 0.4 |

ASSETS AND LIABILITIES - £ per farm

| | OWNER OCCUPIED | | TENANTED | | MIXED TENURE | |
|------------------------|-----------------------|----------------|-----------------|----------------|---------------------|----------------|
| | 2017/18 | 2016/17 | 2017/18 | 2016/17 | 2017/18 | 2016/17 |
| Number of farms | 11 | 12 | 2 | 2 | 13 | 12 |
| Average farm size - SO | 716,362 | 673,935 | N/A | N/A | 671,514 | 681,822 |
| - actual ha. | 209.77 | 190.34 | | | 172.97 | 175.25 |
| - eff. ha. | 196.70 | 178.20 | | | 162.39 | 160.76 |

ASSETS

| | | | | | | |
|--------------------------------|------------------|------------------|--|--|------------------|------------------|
| Agricultural land | 2,059,817 | 2,020,367 | | | 1,218,366 | 1,142,747 |
| Woodland | 14,450 | 13,115 | | | 9,935 | 10,656 |
| Buildings | 231,726 | 207,190 | | | 213,456 | 221,412 |
| Improvements | 19,471 | 22,611 | | | 20,364 | 15,084 |
| Machinery | 261,834 | 247,708 | | | 282,919 | 281,524 |
| Livestock | 392,849 | 390,532 | | | 380,699 | 390,240 |
| Crops, forage and cultivations | 15,291 | 17,231 | | | 18,434 | 24,023 |
| Basic Payment Scheme value | 41,812 | 47,465 | | | 36,732 | 45,888 |
| Stores | 11,832 | 9,296 | | | 11,537 | 10,966 |
| Credit balances | 231,486 | 129,265 | | | 143,315 | 92,527 |
| TOTAL | 3,280,568 | 3,104,780 | | | 2,335,757 | 2,235,067 |

EXTERNAL LIABILITIES

| | | | | | | |
|----------------------------|----------------|----------------|--|--|----------------|----------------|
| Long and medium term loans | 394,853 | 406,432 | | | 449,222 | 427,862 |
| Other short term loans | 62,653 | 43,294 | | | 81,753 | 81,039 |
| Overdrafts | 42,663 | 46,839 | | | 103,067 | 137,914 |
| TOTAL | 500,169 | 496,565 | | | 634,042 | 646,815 |

NET WORTH

| | | | | | | |
|------------------|------------------|------------------|--|--|------------------|------------------|
| | 2,780,399 | 2,608,215 | | | 1,701,715 | 1,588,252 |
| Owner equity (%) | 85 | 84 | | | 73 | 71 |

N/A - liabilities and assets results are not shown when the sub-samples by tenure have less than 5 farms.

TABLE B2. Lowland dairy farms

| 3. All sizes | Farm Business Income (£ per farm) | |
|--|--|-----------------------|
| Number of farms in sample | 47 | 47 |
| Average business size (SO) | 491,971 | 485,001 |
| OUTPUTS | <u>2017/18</u> | <u>2016/17</u> |
| Dairy | 435,788 | 339,884 |
| Other cattle | 59,401 | 61,065 |
| Sheep | 1,501 | 1,786 |
| Main crops | 3,429 | 2,802 |
| By-products, forage and cultivations | 972 | 2,903 |
| Miscellaneous | 4,955 | 3,460 |
| Basic Payment Scheme | 23,454 | 25,090 |
| Income from energy generation | 3,866 | 3,644 |
| Environmental payments | 3,025 | 1,922 |
| TOTAL OUTPUTS | 536,391 | 442,556 |
| INPUTS | | |
| Feeds - purchased concentrates | 126,756 | 109,593 |
| - homegrown concentrates | 6,452 | 5,793 |
| Coarse fodder, tack and stock keep | 17,241 | 13,949 |
| Veterinary and medicines | 15,802 | 15,961 |
| Other livestock costs | 47,659 | 42,029 |
| Fertilisers | 17,698 | 17,819 |
| Seeds - purchased and homegrown | 4,312 | 3,265 |
| Other crop costs | 24,596 | 23,265 |
| Labour - paid | 31,523 | 26,411 |
| - unpaid | 13,103 | 12,080 |
| - casual | 2,849 | 4,397 |
| Machinery - contract | 4,546 | 3,810 |
| - repairs | 16,195 | 14,091 |
| - fuels | 12,703 | 10,902 |
| - depreciation | 28,844 | 28,574 |
| General farming costs | 29,160 | 27,804 |
| Land expenses | 10,658 | 11,379 |
| Rent | 11,964 | 9,326 |
| Rental value | 33,318 | 32,205 |
| TOTAL INPUTS | 455,379 | 412,653 |
| NET FARM INCOME (excluding BLSA) | 81,012 | 29,903 |
| Plus: | | |
| Unpaid labour (excludes farmer and spouse) | 13,103 | 12,080 |
| Imputed property costs | 33,099 | 32,020 |
| Less: | | |
| Interest charges | 9,284 | 9,168 |
| Ownership charges | 16,428 | 15,351 |
| FARM BUSINESS INCOME | 101,502 | 49,484 |

TABLE B2. Lowland dairy farms**3. All sizes (continued)**

| INCOME MEASURES - £ per farm | 2017/18 | 2016/17 |
|---|----------------|----------------|
| NET FARM INCOME (excluding BLSA) | 81,012 | 29,903 |
| minus manual labour of farmer and spouse | 22,046 | 21,713 |
| plus managerial input of paid managers | 0 | 0 |
| MANAGEMENT and INVESTMENT INCOME | 58,966 | 8,190 |
| | | |
| NET FARM INCOME (excluding BLSA) | 81,012 | 29,903 |
| plus net rental value/imputed rent | 33,318 | 32,205 |
| minus occupier's expenses | 291 | 277 |
| minus interest payments | 9,284 | 9,168 |
| minus buildings and works depreciation | 16,672 | 15,511 |
| OCCUPIER'S NET INCOME | 88,083 | 37,152 |
| plus other imputed charges | 13,273 | 12,250 |
| plus fixed asset depreciation | 45,517 | 44,085 |
| minus valuation changes | -1,757 | 1,389 |
| CASH INCOME | 148,630 | 92,098 |
| | | |
| LAND UTILISATION - hectares per farm | | |
| Cereals | 3.94 | 3.32 |
| Roots, fodder and other crops | 15.17 | 12.81 |
| Grassland - hay | 1.02 | 1.20 |
| - silage | 52.28 | 49.78 |
| - pasture | 47.03 | 49.92 |
| Fallow and land let | 1.29 | 2.12 |
| Rough grazing - sole | 1.66 | 1.66 |
| Bare land and forage hired | 13.97 | 12.13 |
| Woods, roads and buildings | 5.51 | 5.51 |
| TOTAL AREA (actual hectares) | 141.87 | 138.45 |
| TOTAL AREA (effective hectares) | 134.03 | 129.79 |
| Rough grazing - common (effective hectares) | 0.00 | 0.00 |
| | | |
| TENANT'S CAPITAL - £ per farm | | |
| Machinery | 202,359 | 197,604 |
| Livestock | 278,701 | 282,164 |
| Crops | 12,876 | 14,689 |
| Stores | 8,593 | 7,199 |
| TOTAL | 502,529 | 501,656 |
| | | |
| PERFORMANCE INDICATORS | | |
| Milk yield per cow (litres) | 7,327 | 7,201 |
| Milk sales per cow (£) | 2,111 | 1,665 |
| Margin over concentrates per cow (£) | 1,553 | 1,176 |
| Milk price (pence per litre) | 28.81 | 23.13 |
| Lambs reared per ewe (numbers) | 1.06 | 1.17 |
| Finished lamb sales per ewe (numbers) | 0.95 | 1.31 |
| Stocking rate (grazing LU per eff.ha.) | 2.36 | 2.33 |
| Return on tenant's capital (%) | 11.73 | 1.63 |

TABLE B2. Lowland dairy farms**3. All sizes (continued)****LIVESTOCK CARRIED - per farm**

| | Average number | | Livestock Units | |
|----------------|-----------------------|----------------|------------------------|----------------|
| | 2017/18 | 2016/17 | 2017/18 | 2016/17 |
| Dairy cattle | 203.6 | 201.2 | 203.6 | 201.2 |
| Beef cows | 0.6 | 0.3 | 0.4 | 0.3 |
| Other cattle | 174.6 | 166.9 | 95.9 | 88.6 |
| Breeding sheep | 45.0 | 50.1 | 3.6 | 4.0 |
| Other sheep | 14.7 | 16.4 | 0.6 | 0.7 |

ASSETS AND LIABILITIES - £ per farm

| | OWNER OCCUPIED | | TENANTED | | MIXED TENURE | |
|--------------------------------|-----------------------|------------------|-----------------|----------------|---------------------|------------------|
| | 2017/18 | 2016/17 | 2017/18 | 2016/17 | 2017/18 | 2016/17 |
| Number of farms | 21 | 22 | 4 | 4 | 22 | 21 |
| Average farm size - SO | 488,969 | 479,968 | N/A | N/A | 493,436 | 489,955 |
| - actual ha. | 149.09 | 141.18 | | | 136.12 | 136.13 |
| - eff. ha. | 141.06 | 133.43 | | | 127.82 | 125.71 |
| ASSETS | | | | | | |
| Agricultural land | 1,497,271 | 1,495,423 | | | 1,022,497 | 962,461 |
| Woodland | 9,522 | 8,999 | | | 6,765 | 7,017 |
| Buildings | 155,544 | 138,852 | | | 156,996 | 156,693 |
| Improvements | 14,386 | 16,015 | | | 19,198 | 15,638 |
| Machinery | 189,133 | 185,646 | | | 218,778 | 214,998 |
| Livestock | 277,678 | 282,461 | | | 285,136 | 285,314 |
| Crops, forage and cultivations | 11,432 | 12,654 | | | 13,083 | 15,716 |
| Basic Payment Scheme value | 31,630 | 36,390 | | | 29,658 | 35,534 |
| Stores | 8,184 | 6,920 | | | 8,465 | 7,629 |
| Credit balances | 150,954 | 93,022 | | | 111,375 | 75,209 |
| TOTAL | 2,345,734 | 2,276,382 | | | 1,871,951 | 1,776,209 |
| EXTERNAL LIABILITIES | | | | | | |
| Long and medium term loans | 237,588 | 250,182 | | | 297,342 | 279,969 |
| Other short term loans | 36,419 | 29,335 | | | 57,966 | 56,551 |
| Overdrafts | 31,354 | 31,638 | | | 66,449 | 86,789 |
| TOTAL | 305,361 | 311,155 | | | 421,757 | 423,309 |
| NET WORTH | 2,040,373 | 1,965,227 | | | 1,450,194 | 1,352,900 |
| Owner equity (%) | 87 | 86 | | | 77 | 76 |

N/A - liabilities and assets results are not shown when the sub-samples by tenure have less than 5 farms.