

**TABLE B2. Lowland dairy farms**

<b>1. Under 500k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	24	24
Average business size (SO)	338,428	337,771
<b>OUTPUTS</b>	<b><u>2018/19</u></b>	<b><u>2017/18</u></b>
Dairy	200,175	211,636
Other cattle	38,802	31,239
Sheep	4,254	5,319
Other livestock	-105	0
Main crops	2,377	1,745
By-products, forage and cultivations	52	1,266
Miscellaneous	3,512	3,749
Basic Payment Scheme	15,161	15,589
Income from energy generation	1,225	839
Environmental payments	280	346
<b>TOTAL OUTPUTS</b>	<b>265,733</b>	<b>271,728</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	68,536	62,529
- homegrown concentrates	4,977	5,113
Coarse fodder, tack and stock keep	4,976	4,762
Veterinary and medicines	8,542	7,404
Other livestock costs	21,831	22,924
Fertilisers	10,005	9,393
Seeds - purchased and homegrown	2,427	2,010
Other crop costs	13,288	13,231
Labour - paid	6,114	5,316
- unpaid	11,393	11,945
- casual	3,645	3,931
Machinery - contract	3,790	2,700
- repairs	7,709	8,740
- fuels	7,614	6,534
- depreciation	16,447	16,206
General farming costs	19,102	19,658
Land expenses	6,603	5,318
Rent	5,987	6,483
Rental value	18,119	17,373
<b>TOTAL INPUTS</b>	<b>241,105</b>	<b>231,570</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>24,628</b>	<b>40,158</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	11,393	11,945
Imputed property costs	17,964	17,151
Less:		
Interest charges	3,429	3,516
Ownership charges	7,721	7,581
<b>FARM BUSINESS INCOME</b>	<b>42,835</b>	<b>58,157</b>

**TABLE B2. Lowland dairy farms****1. Under 500k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2018/19</u></b>	<b><u>2017/18</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>24,628</b>	<b>40,158</b>
minus manual labour of farmer and spouse	22,048	21,212
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>2,580</b>	<b>18,946</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>24,628</b>	<b>40,158</b>
plus net rental value/imputed rent	18,119	17,373
minus occupier's expenses	256	242
minus interest payments	3,429	3,516
minus buildings and works depreciation	7,595	7,472
<b>OCCUPIER'S NET INCOME</b>	<b>31,467</b>	<b>46,301</b>
plus other imputed charges	11,518	12,070
plus fixed asset depreciation	24,042	23,678
minus valuation changes	3,320	5,253
<b>CASH INCOME</b>	<b>63,707</b>	<b>76,796</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	2.22	1.82
Roots, fodder and other crops	5.94	6.60
Grassland - hay	1.86	0.39
- silage	34.43	36.05
- pasture	30.35	29.87
Fallow and land let out	0.17	0.00
Rough grazing - sole	0.32	0.32
Bare land and forage hired	6.92	7.58
Woods, roads and buildings	2.23	2.23
<b>TOTAL AREA (actual hectares)</b>	<b>84.44</b>	<b>84.86</b>
<b>TOTAL AREA (effective hectares)</b>	<b>81.85</b>	<b>82.45</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	116,059	112,018
Livestock	155,496	152,734
Crops	7,403	7,832
Stores	5,705	5,092
<b>TOTAL</b>	<b>284,663</b>	<b>277,676</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	7,186	7,314
Milk sales per cow (£)	2,033	2,034
Margin over concentrates per cow (£)	1,445	1,484
Milk price (pence per litre)	28.30	27.81
Lambs reared per ewe (numbers)	1.17	1.14
Finished lamb sales per ewe (numbers)	1.12	1.04
Stocking rate (grazing LU per eff.ha.)	2.03	1.98
Return on tenant's capital (%)	0.91	6.82

**TABLE B2. Lowland dairy farms****1. Under 500k SO (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2018/19	2017/18	2018/19	2017/18
Dairy cattle	98.7	99.2	98.7	99.2
Beef cows	0.1	0.0	0.0	0.0
Other cattle	102.3	97.7	55.1	52.3
Breeding sheep	74.8	79.9	6.0	6.4
Other sheep	37.7	39.7	1.5	1.6
Other livestock	0.9	0.9		

**ASSETS AND LIABILITIES - £ per farm**

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2018/19	2017/18	2018/19	2017/18	2018/19	2017/18
Number of farms	12	12	2	2	10	10
Aver. farm size - SO	319,120	319,745	N/A	N/A	339,462	339,646
- actual ha.	76.75	79.31			89.41	87.37
- eff. ha.	74.65	77.54			86.07	84.03

**ASSETS**

Agricultural land	839,825	854,398			538,125	527,334
Woodland	5,045	4,946			5,507	5,399
Buildings	74,941	77,367			54,738	50,565
Improvements	12,751	11,118			12,740	12,783
Machinery	110,766	109,086			122,572	118,791
Livestock	152,494	147,124			152,174	153,549
Crops, forage & cultivations	6,165	6,509			5,460	6,159
BPS value	17,626	20,044			17,916	19,605
Stores	5,107	4,692			5,363	5,205
Credit balances	67,530	65,450			43,387	45,439
<b>TOTAL</b>	<b>1,292,250</b>	<b>1,300,734</b>			<b>957,982</b>	<b>944,829</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	58,093	74,211			93,141	63,868
Other short term loans	13,214	9,224			23,035	25,111
Overdrafts	16,717	15,762			13,124	25,501
<b>TOTAL</b>	<b>88,024</b>	<b>99,197</b>			<b>129,300</b>	<b>114,480</b>

**NET WORTH**

	<b>1,204,226</b>	<b>1,201,537</b>			<b>828,682</b>	<b>830,349</b>
Owner equity (%)	93	92			87	88

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**

<b>2. Over 500k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	25	25
Average business size (SO)	997,155	996,844
<b>OUTPUTS</b>	<b><u>2018/19</u></b>	<b><u>2017/18</u></b>
Dairy	615,938	619,133
Other cattle	91,243	87,921
Sheep	3,142	3,674
Other livestock	0	0
Main crops	5,287	6,174
By-products, forage and cultivations	-613	-2,789
Miscellaneous	7,559	6,027
Basic Payment Scheme	26,755	29,879
Income from energy generation	6,577	7,696
Environmental payments	2,630	4,030
<b>TOTAL OUTPUTS</b>	<b>758,518</b>	<b>761,745</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	201,040	176,990
- homegrown concentrates	9,400	8,301
Coarse fodder, tack and stock keep	41,795	28,443
Veterinary and medicines	22,479	21,317
Other livestock costs	67,623	65,262
Fertilisers	28,451	26,593
Seeds - purchased and homegrown	5,743	5,924
Other crop costs	39,113	33,878
Labour - paid	58,553	54,185
- unpaid	12,114	11,908
- casual	2,570	4,389
Machinery - contract	9,039	5,491
- repairs	24,616	23,212
- fuels	22,084	17,092
- depreciation	42,427	40,018
General farming costs	40,405	36,760
Land expenses	21,699	15,588
Rent	15,913	17,419
Rental value	51,990	48,172
<b>TOTAL INPUTS</b>	<b>717,054</b>	<b>640,942</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>41,464</b>	<b>120,803</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	12,114	11,908
Imputed property costs	51,830	48,012
Less:		
Interest charges	17,740	16,263
Ownership charges	26,709	24,508
<b>FARM BUSINESS INCOME</b>	<b>60,959</b>	<b>139,952</b>

**TABLE B2. Lowland dairy farms****2. Over 500k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2018/19</u></b>	<b><u>2017/18</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>41,464</b>	<b>120,803</b>
minus manual labour of farmer and spouse	22,691	22,259
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>18,773</b>	<b>98,544</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>41,464</b>	<b>120,803</b>
plus net rental value/imputed rent	51,990	48,172
minus occupier's expenses	360	360
minus interest payments	17,740	16,263
minus buildings and works depreciation	26,969	24,740
<b>OCCUPIER'S NET INCOME</b>	<b>48,385</b>	<b>127,612</b>
plus other imputed charges	12,274	12,068
plus fixed asset depreciation	69,397	64,758
minus valuation changes	-5,188	464
<b>CASH INCOME</b>	<b>135,244</b>	<b>203,974</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	5.23	6.73
Roots, fodder and other crops	20.31	19.72
Grassland - hay	2.64	1.62
- silage	60.79	63.07
- pasture	82.22	78.71
Fallow and land let out	0.03	1.21
Rough grazing - sole	2.26	2.26
Bare land and forage hired	17.33	20.45
Woods, roads and buildings	9.63	9.63
<b>TOTAL AREA (actual hectares)</b>	<b>200.44</b>	<b>203.40</b>
<b>TOTAL AREA (effective hectares)</b>	<b>189.70</b>	<b>191.50</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	287,844	277,073
Livestock	408,793	415,094
Crops	14,453	16,462
Stores	14,772	12,489
<b>TOTAL</b>	<b>725,862</b>	<b>721,118</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	7,056	7,027
Milk sales per cow (£)	2,043	2,032
Margin over concentrates per cow (£)	1,455	1,510
Milk price (pence per litre)	28.96	28.92
Lambs reared per ewe (numbers)	1.76	1.59
Finished lamb sales per ewe (numbers)	1.73	1.58
Stocking rate (grazing LU per eff.ha.)	2.48	2.50
Return on tenant's capital (%)	2.59	13.67

**TABLE B2. Lowland dairy farms****2. Over 500k SO (continued)****LIVESTOCK CARRIED - per farm**

	<b>Average number</b>		<b>Livestock Units</b>	
	<b>2018/19</b>	<b>2017/18</b>	<b>2018/19</b>	<b>2017/18</b>
Dairy cattle	301.3	302.4	301.3	302.4
Beef cows	0.1	0.2	0.1	0.1
Other cattle	271.8	270.5	151.6	148.1
Breeding sheep	35.6	54.4	2.8	4.4
Other sheep	16.6	25.2	0.7	1.0
Other livestock	0.0	0.0		

**ASSETS AND LIABILITIES - £ per farm**

	<b>OWNER OCCUPIED</b>		<b>TENANTED</b>		<b>MIXED TENURE</b>	
	<b>2018/19</b>	<b>2017/18</b>	<b>2018/19</b>	<b>2017/18</b>	<b>2018/19</b>	<b>2017/18</b>
Number of farms	11	11	1	1	13	13
Aver. farm size - SO	999,401	1,015,354	N/A	N/A	935,316	926,231
- actual ha.	226.50	232.08			176.45	175.99
- eff. ha.	209.88	215.46			170.45	167.72
<b>ASSETS</b>						
Agricultural land	2,230,185	2,209,914			1,381,708	1,363,889
Woodland	23,571	23,109			14,539	14,254
Buildings	253,773	245,037			236,539	206,179
Improvements	44,620	25,714			15,735	16,488
Machinery	286,565	282,384			278,604	266,748
Livestock	395,186	413,351			404,898	400,426
Crops, forage & cultivations	15,516	16,208			13,320	16,328
BPS value	37,861	45,840			27,470	32,368
Stores	16,252	14,024			13,403	9,696
Credit balances	166,185	230,134			117,110	109,721
<b>TOTAL</b>	<b>3,469,714</b>	<b>3,505,715</b>			<b>2,503,326</b>	<b>2,436,097</b>
<b>EXTERNAL LIABILITIES</b>						
Long & medium term loans	374,018	394,853			515,253	527,233
Other short term loans	50,345	62,287			61,331	68,285
Overdrafts	42,605	42,663			108,240	79,462
<b>TOTAL</b>	<b>466,968</b>	<b>499,803</b>			<b>684,824</b>	<b>674,980</b>
<b>NET WORTH</b>	<b>3,002,746</b>	<b>3,005,912</b>			<b>1,818,502</b>	<b>1,761,117</b>
Owner equity (%)	87	86			73	72

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**

<b>3. All sizes</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	49	49
Average business size (SO)	674,513	674,033
<b>OUTPUTS</b>	<b><u>2018/19</u></b>	<b><u>2017/18</u></b>
Dairy	412,299	419,542
Other cattle	65,557	60,159
Sheep	3,687	4,480
Other livestock	-52	0
Main crops	3,862	4,005
By-products, forage and cultivations	-288	-803
Miscellaneous	5,577	4,911
Basic Payment Scheme	21,076	22,879
Income from energy generation	3,956	4,337
Environmental payments	1,479	2,225
<b>TOTAL OUTPUTS</b>	<b>517,153</b>	<b>521,735</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	136,140	120,928
- homegrown concentrates	7,234	6,740
Coarse fodder, tack and stock keep	23,761	16,844
Veterinary and medicines	15,653	14,503
Other livestock costs	45,194	44,525
Fertilisers	19,416	18,168
Seeds - purchased and homegrown	4,119	4,007
Other crop costs	26,464	23,765
Labour - paid	32,868	30,249
- unpaid	11,761	11,926
- casual	3,097	4,164
Machinery - contract	6,468	4,124
- repairs	16,335	16,124
- fuels	14,997	11,921
- depreciation	29,702	28,355
General farming costs	29,971	28,384
Land expenses	14,305	10,557
Rent	11,052	12,062
Rental value	35,400	33,087
<b>TOTAL INPUTS</b>	<b>483,937</b>	<b>440,433</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>33,216</b>	<b>81,302</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	11,761	11,926
Imputed property costs	35,243	32,897
Less:		
Interest charges	10,731	10,020
Ownership charges	17,409	16,217
<b>FARM BUSINESS INCOME</b>	<b>52,080</b>	<b>99,888</b>

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

<b>INCOME MEASURES - £ per farm</b>	<b><u>2018/19</u></b>	<b><u>2017/18</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>33,216</b>	<b>81,302</b>
minus manual labour of farmer and spouse	22,376	21,746
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>10,840</b>	<b>59,556</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>33,216</b>	<b>81,302</b>
plus net rental value/imputed rent	35,400	33,087
minus occupier's expenses	309	302
minus interest payments	10,731	10,020
minus buildings and works depreciation	17,480	16,282
<b>OCCUPIER'S NET INCOME</b>	<b>40,096</b>	<b>87,785</b>
plus other imputed charges	11,904	12,069
plus fixed asset depreciation	47,182	44,638
minus valuation changes	-1,021	2,810
<b>CASH INCOME</b>	<b>100,203</b>	<b>141,682</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	3.75	4.33
Roots, fodder and other crops	13.27	13.29
Grassland - hay	2.25	1.02
- silage	47.88	49.84
- pasture	56.81	54.79
Fallow and land let out	0.10	0.62
Rough grazing - sole	1.31	1.31
Bare land and forage hired	12.23	14.14
Woods, roads and buildings	6.01	6.01
<b>TOTAL AREA (actual hectares)</b>	<b>143.61</b>	<b>145.35</b>
<b>TOTAL AREA (effective hectares)</b>	<b>136.88</b>	<b>138.08</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	203,704	196,230
Livestock	284,729	286,591
Crops	11,000	12,235
Stores	10,331	8,866
<b>TOTAL</b>	<b>509,764</b>	<b>503,922</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	7,087	7,096
Milk sales per cow (£)	2,041	2,033
Margin over concentrates per cow (£)	1,453	1,504
Milk price (pence per litre)	28.80	28.64
Lambs reared per ewe (numbers)	1.34	1.28
Finished lamb sales per ewe (numbers)	1.30	1.22
Stocking rate (grazing LU per eff.ha.)	2.35	2.34
Return on tenant's capital (%)	2.13	11.82



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

	<b>Average number</b>		<b>Livestock Units</b>	
	<b>2018/19</b>	<b>2017/18</b>	<b>2018/19</b>	<b>2017/18</b>
Dairy cattle	202.1	202.9	202.1	202.9
Beef cows	0.1	0.1	0.1	0.1
Other cattle	188.8	185.8	104.4	101.2
Breeding sheep	54.8	66.9	4.4	5.4
Other sheep	26.9	32.3	1.1	1.3
Other livestock	0.4	0.4		

**ASSETS AND LIABILITIES - £ per farm**

	<b>OWNER OCCUPIED</b>		<b>TENANTED</b>		<b>MIXED TENURE</b>	
	<b>2018/19</b>	<b>2017/18</b>	<b>2018/19</b>	<b>2017/18</b>	<b>2018/19</b>	<b>2017/18</b>
Number of farms	23	23	3	3	23	23
Aver. farm size - SO	644,472	652,427	N/A	N/A	676,249	671,194
- actual ha.	148.37	152.37			138.61	137.46
- eff. ha.	139.32	143.50			133.76	131.33
<b>ASSETS</b>						
Agricultural land	1,504,780	1,502,688			1,014,933	1,000,169
Woodland	13,906	13,633			10,612	10,404
Buildings	160,470	157,557			157,495	138,520
Improvements	27,993	18,098			14,433	14,877
Machinery	194,844	191,968			210,764	202,419
Livestock	268,564	274,450			295,018	293,088
Crops, forage & cultivations	10,637	11,148			9,903	11,907
BPS value	27,303	32,381			23,316	26,819
Stores	10,437	9,155			9,907	7,743
Credit balances	114,713	144,212			85,056	81,772
<b>TOTAL</b>	<b>2,333,647</b>	<b>2,355,290</b>			<b>1,831,437</b>	<b>1,787,718</b>
<b>EXTERNAL LIABILITIES</b>						
Long & medium term loans	209,188	227,561			331,726	325,770
Other short term loans	30,972	34,602			44,680	49,513
Overdrafts	29,098	28,628			66,885	56,000
<b>TOTAL</b>	<b>269,258</b>	<b>290,791</b>			<b>443,291</b>	<b>431,283</b>
<b>NET WORTH</b>	<b>2,064,389</b>	<b>2,064,499</b>			<b>1,388,146</b>	<b>1,356,435</b>
Owner equity (%)	88	88			76	76

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