

**TABLE B2 . Lowland dairy farms**  
**1. Up to 100 ESU**

Number of farms in sample	28	28
Average business size (ESU)	52.0	50.9

**OUTPUTS, INPUTS & INCOMES - £ per farm**

<b>OUTPUTS</b>	<u>2002/03</u>	<u>2003/04</u>
Dairy - output	45352	49480
- net leased quota transactions	-446	-566
Other cattle - output	7113	7823
- subsidies	1088	1069
Sheep - output	1360	2081
- subsidies	390	409
Pigs and poultry	0	0
Other livestock	0	5
Main crops	1095	1545
By-products, forage and cultivations	545	439
Miscellaneous	2340	2590
Tir Mynydd and environmental payments	310	353
<b>TOTAL OUTPUTS</b>	<b>59147</b>	<b>65228</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	10554	10825
- homegrown concentrates	1889	2163
Coarse fodder, tack and stock keep	1147	746
Veterinary and medicines	1980	1875
Other livestock costs	3867	4116
Seeds - purchased and homegrown	343	351
Fertilisers	2972	2975
Other crop costs	762	604
Labour - paid	420	485
- unpaid	3069	3848
- casual	191	100
Machinery - contract	3017	3220
- repairs	2642	2405
- fuels	1796	1469
- depreciation	3399	3740
General farming costs	5397	5806
Land expenses	1284	1188
Rent	2312	2357
Rental value	5094	5895
<b>TOTAL INPUTS</b>	<b>52135</b>	<b>54168</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>7012</b>	<b>11060</b>

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(continued)

<b>INCOME MEASURES - £ per farm</b>	<u>2002/03</u>	<u>2003/04</u>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>7012</b>	<b>11060</b>
minus manual labour of farmer & spouse	13167	11910
plus managerial input of paid managers	0	0
plus Breeding Livestock Appreciation	0	163
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>-6155</b>	<b>-687</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>7012</b>	<b>11060</b>
plus net rental value/imputed rent	5094	5895
minus occupier's expenses	159	138
minus interest payments	1378	1182
minus buildings & works depreciation	1756	2059
<b>OCCUPIER'S NET INCOME</b>	<b>8813</b>	<b>13576</b>
plus other imputed charges	3799	4913
plus fixed asset depreciation	5155	5799
minus valuation changes	441	-119
<b>CASH INCOME</b>	<b>17326</b>	<b>24407</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	1.77	2.16
Roots, fodder and other crops	0.76	0.66
Grassland - hay	1.86	1.91
- silage	15.86	15.31
- pasture	16.99	19.31
Fallow and land let	0.09	0.12
Rough grazing - sole	1.23	1.27
Woods, roads and buildings	1.53	1.65
TOTAL AREA (actual hectares)	<b>40.09</b>	<b>42.39</b>
TOTAL AREA (effective hectares)	<b>37.78</b>	<b>39.88</b>
Rough grazing - common (effective hectares)	0.00	0.00
Bare land and forage hired (actual hectares)	4.19	3.19
<b>TENANT'S CAPITAL - £ per farm</b>		
Livestock	25924	29052
Machinery	33568	32978
Crops	1809	1769
Stores	589	621
<b>TOTAL</b>	<b>61890</b>	<b>64420</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	6135	6296
Milk sales per cow (£)	1025	1113
Margin over concentrates per cow (£)	810	887
Milk price (pence per litre)	16.7	17.7
Lambs reared per ewe (numbers)	1.28	1.35
Finished lamb sales per ewe (numbers)	1.28	1.22
Stocking rate (grazing LU per eff.ha.)	1.87	1.78
Return on tenant's capital (%)	-9.95	-1.07

**TABLE B2 . Lowland dairy farms**  
**1. Up to 100 ESU** (continued)

**LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	<u>2002/03</u>	<u>2003/04</u>	<u>2002/03</u>	<u>2003/04</u>
Dairy cattle	43.7	42.4	43.7	42.4
Beef cows	0.8	1.0	0.6	0.8
Other cattle	47.9	46.4	26.2	25.4
Breeding sheep	37.8	40.4	3.0	3.2
Other sheep	35.7	20.8	1.4	0.8
Pigs and poultry	0.0	0.0		
Other livestock	0.0	0.0		

**LIABILITIES AND ASSETS - £ per farm (unweighted)**

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2002/03</u>	<u>2003/04</u>	<u>2002/03</u>	<u>2003/04</u>	<u>2002/03</u>	<u>2003/04</u>
Number of farms	7	7	10	10	11	11
Average farm size - ESU	57.5	59.9	63	63	67	66
- actual ha.	56.96	56.96	46.39	44.85	57.49	58.31
- eff. ha.	53.49	53.49	44.47	42.95	53.33	54.15
<b>ASSETS</b>						
Agricultural land	264400	264400	0	0	182409	177863
Woodland	5178	5178	0	0	182	182
Buildings	19799	16842	7683	6869	6165	4585
Improvements	4582	3809	390	196	797	638
Machinery	36979	40163	29856	35449	34623	33835
Livestock	40672	41686	39196	38007	44303	44345
Crops, forage and cultivations	3334	3004	3171	2421	1265	1599
Milk quota	41857	41474	38364	37752	36206	41881
Suckler Cow Premium quota	0	0	0	0	0	516
Sheep Annual Premium quota	139	69	417	208	350	175
Stores	1074	1370	610	237	735	758
Credit balances	9592	8404	3451	2670	4356	4288
<b>TOTAL</b>	<b>427606</b>	<b>426399</b>	<b>123138</b>	<b>123809</b>	<b>311391</b>	<b>310665</b>
<b>EXTERNAL LIABILITIES</b>						
Long and medium term loans	1714	1429	31508	24263	15836	16115
Overdrafts	0	0	3099	8602	1082	516
Other short term loans	3964	1586	10672	5931	5179	8459
<b>TOTAL</b>	<b>5678</b>	<b>3015</b>	<b>45279</b>	<b>38796</b>	<b>22097</b>	<b>25090</b>
<b>NET WORTH</b>	<b>421928</b>	<b>423384</b>	<b>77859</b>	<b>85013</b>	<b>289294</b>	<b>285575</b>
Owner equity (%)	98.7	99.3	63.2	68.7	92.9	91.9