

**TABLE B1 . Hill and upland dairy farms**  
**2. Over 100 ESU**

Number of farms in sample	37	37
Average business size (ESU)	163.1	162.8

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

<b>OUTPUTS</b>	<u>2002/03</u>	<u>2003/04</u>
Dairy - output	147148	161814
- net leased quota transactions	-1538	-1510
Other cattle - output	17890	21219
- subsidies	2450	2308
Sheep - output	9636	9750
- subsidies	4637	4821
Pigs and poultry	0	0
Other livestock	9	29
Main crops	1874	2378
By-products, forage and cultivations	2423	983
Miscellaneous	2645	3272
Tir Mynydd and environmental payment	3328	3780
<b>TOTAL OUTPUTS</b>	<b>190502</b>	<b>208844</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	34884	38864
- homegrown concentrates	3352	3723
Coarse fodder, tack and stock keep	3609	3439
Veterinary and medicines	5711	6362
Other livestock costs	13308	14756
Seeds - purchased and homegrown	1094	1177
Fertilisers	10864	12407
Other crop costs	1720	1457
Labour - paid	10457	13099
- unpaid	7398	7833
- casual	1826	1704
Machinery - contract	9585	10150
- repairs	7483	7720
- fuels	4511	4834
- depreciation	9661	9911
General farming costs	13376	13982
Land expenses	6014	5665
Rent	2633	3397
Rental value	22609	23450
<b>TOTAL INPUTS</b>	<b>170095</b>	<b>183930</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>20407</b>	<b>24914</b>

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**2. Over 100 ESU** (continued)

<b>INCOME MEASURES - £ per farm</b>	<u>2002/03</u>	<u>2003/04</u>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>20407</b>	<b>24914</b>
minus manual labour of farmer & spouse	14214	14848
plus managerial input of paid managers	0	0
plus Breeding Livestock Appreciation	0	1264
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>6193</b>	<b>11330</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>20407</b>	<b>24914</b>
plus net rental value/imputed rent	22609	23450
minus occupier's expenses	197	229
minus interest payments	10564	10349
minus buildings & works depreciation	7582	7823
<b>OCCUPIER'S NET INCOME</b>	<b>24673</b>	<b>29963</b>
plus other imputed charges	8332	9348
plus fixed asset depreciation	17243	17735
minus valuation changes	-682	1392
<b>CASH INCOME</b>	<b>50930</b>	<b>55654</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	3.67	3.79
Roots, fodder and other crops	3.44	2.46
Grassland - hay	2.54	2.84
- silage	46.87	47.68
- pasture	52.13	53.38
Fallow and land let	0.37	0.37
Rough grazing - sole	26.41	26.74
Woods, roads and buildings	4.44	4.61
TOTAL AREA (actual hectares)	<b>139.87</b>	<b>141.87</b>
TOTAL AREA (effective hectares)	<b>114.92</b>	<b>116.57</b>
Rough grazing - common (effective hectares)	0.85	0.85
Bare land and forage hired (actual hectares)	7.48	7.52
<b>TENANT'S CAPITAL - £ per farm</b>		
Livestock	73115	75473
Machinery	114222	116796
Crops	10340	9880
Stores	2269	2605
<b>TOTAL</b>	<b>199946</b>	<b>204754</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	6056	6391
Milk sales per cow (£)	1073	1164
Margin over concentrates per cow (£)	856	929
Milk price (pence per litre)	17.7	18.2
Lambs reared per ewe (numbers)	1.01	1.01
Finished lamb sales per ewe (numbers)	0.85	0.70
Stocking rate (grazing LU per eff.ha.)	2.05	2.00
Return on tenant's capital (%)	3.10	5.53

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**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	135.2	135.8	135.2	135.8
Beef cows	3.0	2.7	2.3	2.0
Other cattle	133.1	131.0	73.4	71.2
Breeding sheep	333.0	333.1	25.4	25.3
Other sheep	199.3	182.1	8.0	7.3
Pigs and poultry	0.0	0.0		
Other livestock	0.1	0.1		

**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	25	25	1	1	11	11
Average farm size - ESU	157	158	N/A	N/A	191	191
- actual ha.	110.68	112.64			231.61	231.61
- eff. ha.	100.41	102.29			163.39	163.39
<b>ASSETS</b>						
Agricultural land	423019	434395			399036	399036
Woodland	3655	3801			2723	2723
Buildings	25923	30273			19541	30125
Improvements	6733	5631			4871	5966
Machinery	73269	76045			77584	79916
Livestock	109795	112649			133742	135745
Crops, forage and cultivations	11038	10108			11166	11777
Milk quota	113313	121813			94224	125956
Suckler Cow Premium quota	0	0			0	0
Sheep Annual Premium quota	1808	927			5576	2788
Stores	2262	2541			2719	3137
Credit balances	11695	10430			24045	21305
<b>TOTAL</b>	<b>782510</b>	<b>808613</b>			<b>775227</b>	<b>818474</b>
<b>EXTERNAL LIABILITIES</b>						
Long and medium term loans	67046	95761			120726	108733
Overdrafts	24589	19652			7464	7876
Other short term loans	54351	50159			59710	79088
<b>TOTAL</b>	<b>145986</b>	<b>165572</b>			<b>187900</b>	<b>195697</b>
<b>NET WORTH</b>	<b>636524</b>	<b>643041</b>			<b>587327</b>	<b>622777</b>
Owner equity (%)	81.3	79.5			75.8	76.1

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