

**TABLE B1 . Hill and upland dairy farms****3. All sizes**

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Number of farms in sample	70	70
Average business size (ESU)	66.0	75.3

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

<b>OUTPUTS</b>	<u>2002/03</u>	<u>2003/04</u>
Dairy - output	56189	68569
- net leased quota transactions	-457	-165
Other cattle - output	8438	9950
- subsidies	1203	1347
Sheep - output	3718	5044
- subsidies	1651	2174
Pigs and poultry	0	0
Other livestock	2	6
Main crops	424	629
By-products, forage and cultivations	956	305
Miscellaneous	2651	3499
Tir Mynydd and environmental payment	1475	1943
<b>TOTAL OUTPUTS</b>	<b>76250</b>	<b>93301</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	14004	15812
- homegrown concentrates	1358	1641
Coarse fodder, tack and stock keep	1525	1158
Veterinary and medicines	2251	2610
Other livestock costs	5067	5955
Seeds - purchased and homegrown	328	411
Fertilisers	4336	5103
Other crop costs	699	659
Labour - paid	2286	3055
- unpaid	4434	6316
- casual	545	458
Machinery - contract	3409	3785
- repairs	3177	3548
- fuels	2009	2311
- depreciation	4353	5347
General farming costs	6185	7883
Land expenses	2293	2142
Rent	1681	1862
Rental value	8511	10080
<b>TOTAL INPUTS</b>	<b>68451</b>	<b>80136</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>7799</b>	<b>13165</b>

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**3. All sizes** (continued)

<b>INCOME MEASURES - £ per farm</b>	<u>2002/03</u>	<u>2003/04</u>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>7799</b>	<b>13165</b>
minus manual labour of farmer & spouse	11385	13937
plus managerial input of paid managers	0	0
plus Breeding Livestock Appreciation	0	580
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>-3586</b>	<b>-192</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>7799</b>	<b>13165</b>
plus net rental value/imputed rent	8511	10080
minus occupier's expenses	123	136
minus interest payments	4422	4682
minus buildings & works depreciation	2808	3313
<b>OCCUPIER'S NET INCOME</b>	<b>8957</b>	<b>15114</b>
plus other imputed charges	5100	7639
plus fixed asset depreciation	7161	8660
minus valuation changes	110	2143
<b>CASH INCOME</b>	<b>21108</b>	<b>29270</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.87	1.04
Roots, fodder and other crops	0.77	0.67
Grassland - hay	1.68	1.95
- silage	21.58	24.28
- pasture	26.26	30.62
Fallow and land let	0.07	0.08
Rough grazing - sole	5.65	5.95
Woods, roads and buildings	1.86	2.15
TOTAL AREA (actual hectares)	<b>58.74</b>	<b>66.74</b>
TOTAL AREA (effective hectares)	<b>52.50</b>	<b>59.99</b>
Rough grazing - common (effective hectares)	0.33	0.45
Bare land and forage hired (actual hectares)	3.81	3.05
<b>TENANT'S CAPITAL - £ per farm</b>		
Livestock	34482	41219
Machinery	45917	54025
Crops	4255	4389
Stores	812	1063
<b>TOTAL</b>	<b>85466</b>	<b>100696</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	6000	6294
Milk sales per cow (£)	1043	1129
Margin over concentrates per cow (£)	825	896
Milk price (pence per litre)	17.4	17.9
Lambs reared per ewe (numbers)	1.10	1.11
Finished lamb sales per ewe (numbers)	0.94	0.81
Stocking rate (grazing LU per eff.ha.)	1.78	1.80
Return on tenant's capital (%)	-4.20	-0.19

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**3. All sizes** (continued)

**LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2002/03	2003/04	2002/03	2003/04
Dairy cattle	55.4	63.1	55.4	63.1
Beef cows	1.8	2.5	1.4	1.9
Other cattle	54.3	59.8	29.7	32.7
Breeding sheep	122.3	142.5	9.5	11.1
Other sheep	78.2	80.1	3.1	3.2
Pigs and poultry	0.0	0.0		
Other livestock	0.0	0.0		

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

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2002/03	2003/04	2002/03	2003/04	2002/03	2003/04
Number of farms	43	43	4	4	23	23
Average farm size - ESU	116	117	N/A	N/A	130	131
- actual ha.	85.92	87.07			145.86	144.56
- eff. ha.	79.03	80.13			111.65	110.35
<b>ASSETS</b>						
Agricultural land	330932	337546			263102	264700
Woodland	2653	2738			2438	2438
Buildings	21178	24822			17038	22687
Improvements	4165	3548			3524	3838
Machinery	57726	59237			58650	60519
Livestock	81153	83688			90155	92597
Crops, forage and cultivations	8350	7721			8130	8670
Milk quota	83786	87658			73465	91341
Suckler Cow Premium quota	192	192			0	0
Sheep Annual Premium quota	1452	739			3579	1731
Stores	1633	1892			1450	1776
Credit balances	11670	11055			16774	15452
<b>TOTAL</b>	<b>604890</b>	<b>620836</b>			<b>538305</b>	<b>565749</b>
<b>EXTERNAL LIABILITIES</b>						
Long and medium term loans	52361	69234			67915	63754
Overdrafts	15456	12782			5615	8742
Other short term loans	37408	34961			36084	45146
<b>TOTAL</b>	<b>105225</b>	<b>116977</b>			<b>109614</b>	<b>117642</b>
<b>NET WORTH</b>	<b>499665</b>	<b>503859</b>			<b>428691</b>	<b>448107</b>
Owner equity (%)	82.6	81.2			79.6	79.2

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