

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

Number of farms in sample	24	24
Average business size (ESU)	69	69

OUTPUTS, INPUTS & INCOMES - £ per farm

OUTPUTS	<u>2004/05</u>	<u>2003/04</u>
Dairy - output	67,389	67,678
- net quota	2,766	-845
Other cattle - output	13,015	11,410
- subsidies	1,999	1,606
Sheep - output	2,594	3,273
- subsidies	706	705
Pigs and poultry	0	0
Other livestock	0	8
Main crops	1,037	860
By-products, forage and cultivations	847	351
Miscellaneous	2,882	2,308
Tir Mynydd and environmental payments	681	636
TOTAL OUTPUTS	93,914	87,990

INPUTS		
Feeds - purchased concentrates	14,891	15,935
- homegrown concentrates	2,858	2,274
Coarse fodder, tack and stock keep	1,407	1,184
Veterinary and medicines	3,087	2,647
Other livestock costs	5,931	5,463
Seeds - purchased and homegrown	313	327
Fertilisers	3,547	4,028
Other crop costs	761	667
Labour - paid	1,641	1,658
- unpaid	4,962	4,551
- casual	197	302
Machinery - contract	4,763	4,099
- repairs	3,019	3,112
- fuels	2,161	1,936
- depreciation	4,235	4,570
General farming costs	7,480	7,353
Land expenses	1,954	1,505
Rent	3,088	2,950
Rental value	7,672	7,123
TOTAL INPUTS	73,967	71,685
NET FARM INCOME (excluding BLSA)	19,947	16,305

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

INCOME MEASURES - £ per farm	<u>2004/05</u>	<u>2003/04</u>
NET FARM INCOME (excl. BLSA)	19,947	16,305
minus manual labour of farmer & spouse	14,424	13,881
plus managerial input of paid managers	0	0
plus Breeding Livestock Appreciation	0	261
MANAGEMENT & INVESTMENT INCOME	5,523	2,686
NET FARM INCOME (excl. BLSA)	19,947	16,305
plus net rental value/imputed rent	7,672	7,123
minus occupier's expenses	213	177
minus interest payments	905	1,143
minus buildings & works depreciation	2,411	2,241
OCCUPIER'S NET INCOME	24,089	19,868
plus other imputed charges	6,145	5,659
plus fixed asset depreciation	6,646	6,811
minus valuation changes	-615	782
CASH INCOME	37,495	31,555
LAND UTILISATION - hectares per farm		
Cereals	1.11	0.90
Roots, fodder and other crops	1.30	1.11
Grassland - hay	2.36	2.08
- silage	22.10	21.47
- pasture	22.70	24.19
Fallow and land let	0.00	0.00
Rough grazing - sole	1.53	1.53
Woods, roads and buildings	2.14	2.14
TOTAL AREA (actual hectares)	53.24	53.44
TOTAL AREA (effective hectares)	50.00	50.19
Rough grazing - common (effective hectares)	0.00	0.00
Bare land and forage hired (actual hectares)	3.97	4.46
TENANT'S CAPITAL - £ per farm		
Livestock	36,866	35,489
Machinery	47,536	48,118
Crops	1,880	1,935
Stores	595	623
TOTAL	86,876	86,165
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,176	6,250
Milk sales per cow (£)	1,116	1,124
Margin over concentrates per cow (£)	902	897
Milk price (pence per litre)	18.1	18.0
Lambs reared per ewe (numbers)	1.31	1.29
Finished lamb sales per ewe (numbers)	1.30	1.24
Stocking rate (grazing LU per eff.ha.)	2.00	1.94
Return on tenant's capital (%)	6.36	3.12

TABLE B2 . Lowland dairy farms**1. Up to 100 ESU****(continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2004/05	2003/04	2004/05	2003/04
Dairy cattle	59.4	58.5	59.4	58.5
Beef cows	1.8	1.7	1.3	1.2
Other cattle	70.9	69.3	38.2	37.3
Breeding sheep	60.9	70.9	4.9	5.7
Other sheep	43.5	38.5	1.7	1.6
Pigs and poultry	0.0	0.0		
Other livestock	0.0	0.0		

LIABILITIES AND ASSETS - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2004/05	2003/04	2004/05	2003/04	2004/05	2003/04
Number of farms	7	7	8	8	9	9
Average farm size - ESU	75	75	67	64	67	68
- actual ha.	61.06	61.06	46.60	46.60	53.07	53.58
- eff. ha.	56.98	56.98	44.86	44.86	49.13	49.65

ASSETS

Agricultural land	267,386	267,386	0	0	171,317	169,539
Woodland	4,859	4,859	0	0	0	0
Buildings	6,771	8,349	11,303	8,349	3,204	5,277
Improvements	2,210	1,513	960	245	1,941	733
Machinery	44,129	39,256	37,888	36,374	30,309	31,773
Livestock	56,712	60,394	38,759	38,537	48,200	47,086
Crops, forage and cultivations	2,541	1,988	2,419	2,776	885	1,147
Milk quota	49,808	49,135	36,735	35,778	45,988	45,222
Suckler Cow Premium quota	0	0	0	0	0	631
Sheep Annual Premium quota	0	228	0	260	0	214
Stores	1,133	1,362	479	296	279	338
Credit balances	11,055	8,061	4,565	3,088	5,083	3,838
TOTAL	446,605	442,532	133,108	125,704	307,206	305,796

EXTERNAL LIABILITIES

Long and medium term loans	0	1,651	8,478	10,750	19,736	10,853
Overdrafts	607	0	5,871	6,947	122	631
Other short term loans	1,209	6,946	10,074	5,926	9,081	10,339
TOTAL	1,816	8,597	24,424	23,623	28,940	21,823

NET WORTH

NET WORTH	444,790	433,935	108,684	102,081	278,267	283,973
Owner equity (%)	100	98	82	81	91	93