

TABLE B2 . Lowland dairy farms**2. Over 100 ESU**

| | | |
|-----------------------------|-----|-----|
| Number of farms in sample | 34 | 34 |
| Average business size (ESU) | 226 | 216 |

OUTPUTS, INPUTS & INCOMES - £ per farm

| OUTPUTS | <u>2004/05</u> | <u>2003/04</u> |
|---------------------------------------|----------------|----------------|
| Dairy - output | 227,941 | 231,918 |
| - net quota | 4,253 | -2,645 |
| Other cattle - output | 32,568 | 31,087 |
| - subsidies | 1,801 | 1,854 |
| Sheep - output | 3,131 | 3,562 |
| - subsidies | 755 | 779 |
| Pigs and poultry | 8 | 0 |
| Other livestock | 0 | 0 |
| Main crops | 5,777 | 5,795 |
| By-products, forage and cultivations | 3,642 | 4,048 |
| Miscellaneous | 10,494 | 9,516 |
| Tir Mynydd and environmental payments | 2,576 | 2,069 |
| TOTAL OUTPUTS | 292,948 | 287,983 |

| INPUTS | | |
|---|----------------|----------------|
| Feeds - purchased concentrates | 51,050 | 52,807 |
| - homegrown concentrates | 6,899 | 5,356 |
| Coarse fodder, tack and stock keep | 5,831 | 5,751 |
| Veterinary and medicines | 8,831 | 7,638 |
| Other livestock costs | 18,486 | 16,192 |
| Seeds - purchased and homegrown | 2,285 | 2,322 |
| Fertilisers | 13,509 | 14,800 |
| Other crop costs | 2,756 | 3,206 |
| Labour - paid | 22,514 | 22,954 |
| - unpaid | 9,219 | 9,186 |
| - casual | 1,596 | 1,034 |
| Machinery - contract | 15,302 | 15,246 |
| - repairs | 10,751 | 10,601 |
| - fuels | 7,032 | 5,807 |
| - depreciation | 12,487 | 12,878 |
| General farming costs | 20,489 | 18,843 |
| Land expenses | 9,512 | 6,394 |
| Rent | 6,563 | 6,329 |
| Rental value | 32,264 | 30,452 |
| TOTAL INPUTS | 257,373 | 247,797 |
| NET FARM INCOME (excluding BLSA) | 35,574 | 40,186 |

TABLE B2 . Lowland dairy farms**2. Over 100 ESU****(continued)**

| INCOME MEASURES - £ per farm | <u>2004/05</u> | <u>2003/04</u> |
|--|----------------|----------------|
| NET FARM INCOME (excl. BLSA) | 35,574 | 40,186 |
| minus manual labour of farmer & spouse | 16,427 | 15,584 |
| plus managerial input of paid managers | 0 | 0 |
| plus Breeding Livestock Appreciation | 0 | 370 |
| MANAGEMENT & INVESTMENT INCOME | 19,148 | 24,972 |
| NET FARM INCOME (excl. BLSA) | 35,574 | 40,186 |
| plus net rental value/imputed rent | 32,264 | 30,452 |
| minus occupier's expenses | 180 | 283 |
| minus interest payments | 15,324 | 12,503 |
| minus buildings & works depreciation | 11,234 | 10,058 |
| OCCUPIER'S NET INCOME | 41,100 | 47,795 |
| plus other imputed charges | 11,501 | 11,308 |
| plus fixed asset depreciation | 23,721 | 22,936 |
| minus valuation changes | 1,729 | 2,660 |
| CASH INCOME | 74,593 | 79,378 |
| | | |
| LAND UTILISATION - hectares per farm | | |
| Cereals | 8.59 | 8.01 |
| Roots, fodder and other crops | 13.70 | 12.65 |
| Grassland - hay | 1.08 | 1.53 |
| - silage | 51.30 | 54.70 |
| - pasture | 61.75 | 56.37 |
| Fallow and land let | 0.67 | 0.87 |
| Rough grazing - sole | 2.40 | 1.65 |
| Woods, roads and buildings | 6.85 | 8.98 |
| TOTAL AREA (actual hectares) | 146.34 | 144.74 |
| TOTAL AREA (effective hectares) | 137.92 | 134.57 |
| Rough grazing - common (effective hectares) | 0.00 | 0.00 |
| Bare land and forage hired (actual hectares) | 10.12 | 12.14 |
| | | |
| TENANT'S CAPITAL - £ per farm | | |
| Livestock | 100,018 | 97,670 |
| Machinery | 155,328 | 152,593 |
| Crops | 9,750 | 10,430 |
| Stores | 2,604 | 2,736 |
| TOTAL | 267,700 | 263,429 |
| | | |
| PERFORMANCE INDICATORS | | |
| Milk yield per cow (litres) | 6,194 | 6,426 |
| Milk sales per cow (£) | 1,133 | 1,171 |
| Margin over concentrates per cow (£) | 917 | 930 |
| Milk price (pence per litre) | 18.29 | 18.22 |
| Lambs reared per ewe (numbers) | 1.37 | 1.36 |
| Finished lamb sales per ewe (numbers) | 1.20 | 1.29 |
| Stocking rate (grazing LU per eff.ha.) | 2.17 | 2.13 |
| Return on tenant's capital (%) | 7.15 | 9.48 |

TABLE B2 . Lowland dairy farms**2. Over 100 ESU****(continued)****LIVESTOCK CARRIED - per farm**

| | Average number | | Livestock Units | |
|------------------|----------------|---------|-----------------|---------|
| | 2004/05 | 2003/04 | 2004/05 | 2003/04 |
| Dairy cattle | 203.7 | 195.3 | 203.7 | 195.3 |
| Beef cows | 0.5 | 0.4 | 0.4 | 0.3 |
| Other cattle | 165.5 | 166.3 | 89.3 | 89.4 |
| Breeding sheep | 72.3 | 81.5 | 5.8 | 6.5 |
| Other sheep | 39.3 | 37.5 | 1.6 | 1.5 |
| Pigs and poultry | 0.2 | 0.0 | | |
| Other livestock | 0.1 | 0.1 | | |

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 | 21 | 21 | 0 | 0 | 13 | 13 |
| Average farm size - ESU | 191 | 187 | | | 283 | 264 |
| - actual ha. | 120.74 | 120.74 | | | 187.69 | 183.52 |
| - eff. ha. | 112.86 | 112.86 | | | 178.40 | 169.64 |

ASSETS

| | | | | | | |
|--------------------------------|------------------|------------------|--|--|------------------|------------------|
| Agricultural land | 583,405 | 580,922 | | | 520,509 | 494,915 |
| Woodland | 4,981 | 4,981 | | | 4,813 | 4,813 |
| Buildings | 33,158 | 26,373 | | | 76,231 | 47,426 |
| Improvements | 5,486 | 4,587 | | | 4,568 | 4,588 |
| Machinery | 82,319 | 78,890 | | | 128,608 | 128,007 |
| Livestock | 131,180 | 130,865 | | | 194,337 | 187,693 |
| Crops, forage and cultivations | 8,999 | 9,307 | | | 10,964 | 12,243 |
| Milk quota | 138,801 | 149,380 | | | 162,544 | 170,418 |
| Suckler Cow Premium quota | 0 | 0 | | | 0 | 0 |
| Sheep Annual Premium quota | 0 | 71 | | | 0 | 608 |
| Stores | 2,415 | 2,276 | | | 2,908 | 3,480 |
| Credit balances | 26,403 | 27,009 | | | 15,202 | 16,532 |
| TOTAL | 1,017,146 | 1,014,662 | | | 1,120,685 | 1,070,722 |

EXTERNAL LIABILITIES

| | | | | | | |
|----------------------------|----------------|----------------|--|--|----------------|----------------|
| Long and medium term loans | 163,259 | 136,217 | | | 100,276 | 81,018 |
| Overdrafts | 12,694 | 13,644 | | | 15,794 | 24,530 |
| Other short term loans | 54,246 | 52,791 | | | 178,546 | 138,837 |
| TOTAL | 230,199 | 202,653 | | | 294,616 | 244,385 |

NET WORTH

| | | | | | | |
|------------------|----------------|----------------|--|--|----------------|----------------|
| | 786,947 | 812,009 | | | 826,069 | 826,337 |
| Owner equity (%) | 77 | 80 | | | 74 | 77 |