

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

Number of farms in sample	22	22
Average business size (ESU)	76	76

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

<b>OUTPUTS</b>	<u>2005/06</u>	<u>2004/05</u>
Dairy - output	79,777	78,286
- net quota	126	1,542
Other cattle - output	11,935	12,981
- subsidies		1,807
Sheep - output	2,338	2,578
- subsidies		655
Pigs and poultry	37	0
Other livestock	0	0
Main crops	695	1,039
By-products, forage and cultivations	762	943
Miscellaneous	2,747	4,030
Single Payment Scheme	9,689	
Tir Mynydd and environmental payments	1,110	447
<b>TOTAL OUTPUTS</b>	<b>109,216</b>	<b>104,308</b>

<b>INPUTS</b>		
Feeds - purchased concentrates	19,197	17,692
- homegrown concentrates	3,167	3,113
Coarse fodder, tack and stock keep	2,435	1,926
Veterinary and medicines	3,930	3,452
Other livestock costs	7,243	6,894
Seeds - purchased and homegrown	634	385
Fertilisers	4,215	4,076
Other crop costs	910	852
Labour - paid	2,077	2,357
- unpaid	3,960	3,596
- casual	702	206
Machinery - contract	5,104	5,316
- repairs	3,696	3,198
- fuels	3,042	2,300
- depreciation	6,406	4,734
General farming costs	8,659	7,999
Land expenses	2,433	2,068
Rent	2,787	2,825
Rental value	10,338	10,400
<b>TOTAL INPUTS</b>	<b>90,935</b>	<b>83,389</b>

<b>NET FARM INCOME (excluding BLSA)</b>	<b>18,281</b>	<b>20,919</b>
-----------------------------------------	---------------	---------------

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

<b>INCOME MEASURES - £ per farm</b>	<u>2005/06</u>	<u>2004/05</u>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>18,281</b>	<b>20,919</b>
minus manual labour of farmer & spouse	15,930	15,416
plus managerial input of paid managers	0	0
plus Breeding Livestock Appreciation	0	0
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>2,351</b>	<b>5,503</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>18,281</b>	<b>20,919</b>
plus net rental value/imputed rent	10,322	9,031
minus occupier's expenses	75	234
minus interest payments	1,633	1,236
minus buildings & works depreciation	2,622	2,888
<b>OCCUPIER'S NET INCOME</b>	<b>24,273</b>	<b>25,592</b>
plus other imputed charges	5,430	4,943
plus fixed asset depreciation	9,028	7,622
minus valuation changes	525	1,343
<b>CASH INCOME</b>	<b>38,206</b>	<b>36,814</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.91	1.05
Roots, fodder and other crops	2.60	1.82
Grassland - hay	1.82	2.09
- silage	21.71	22.82
- pasture	22.27	20.96
Fallow and land let	0.00	0.00
Rough grazing - sole	1.27	1.27
Woods, roads and buildings	2.17	2.17
TOTAL AREA (actual hectares)	<b>52.75</b>	<b>52.18</b>
TOTAL AREA (effective hectares)	<b>49.60</b>	<b>49.03</b>
Rough grazing - common (effective hectares)	0.00	0.00
Bare land and forage hired (actual hectares)	4.68	4.43
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	45,340	41,858
Livestock	53,527	52,926
Crops	1,943	2,282
Stores	857	648
<b>TOTAL</b>	<b>101,667</b>	<b>97,714</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	6,580	6,492
Milk sales per cow (£)	1,184	1,177
Margin over concentrates per cow (£)	957	943
Milk price (pence per litre)	18.0	18.1
Lambs reared per ewe (numbers)	1.46	1.32
Finished lamb sales per ewe (numbers)	1.34	1.33
Stocking rate (grazing LU per eff.ha.)	2.11	2.13
Return on tenant's capital (%)	2.31	5.63

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

	Average number		Livestock Units	
	2005/06	2004/05	2005/06	2004/05
Dairy cattle	66.9	66.1	66.9	66.1
Beef cows	1.4	1.4	1.0	1.1
Other cattle	68.8	70.4	37.3	37.6
Breeding sheep	71.7	66.9	5.7	5.3
Other sheep	36.0	43.1	1.5	1.7
Pigs and poultry	8.8	0.0		
Other livestock	0.0	0.0		

**LIABILITIES AND ASSETS - £ per farm**

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2005/06	2004/05	2005/06	2004/05	2005/06	2004/05
Number of farms	9	8	7	7	6	7
Average farm size - ESU	81.1	80.5	72.4	72.5	74	73
- actual ha.	61.60	61.97	42.35	40.62	51.62	52.58
- eff. ha.	58.27	58.35	41.16	39.42	46.43	47.98

**ASSETS**

Agricultural land	278,382	265,760	0	0	138,139	172,599
Woodland	3,779	4,251	0	0	0	0
Buildings	9,933	11,849	13,761	12,808	1,458	3,826
Improvements	4,407	2,498	1,156	877	502	2,375
Machinery	48,689	46,369	50,367	46,976	34,454	31,585
Livestock	63,264	61,952	41,524	42,796	52,926	52,739
Crops, forage and cultivations	2,743	3,464	2,357	2,507	260	706
Milk quota	18,428	57,343	15,009	44,533	16,113	50,693
Single Payment Scheme value	19,770	0	16,534	0	15,906	0
Stores	1,325	1,161	725	547	307	164
Credit balances	14,940	10,443	3,621	4,550	7,385	5,296
<b>TOTAL</b>	<b>465,660</b>	<b>465,090</b>	<b>145,054</b>	<b>155,594</b>	<b>267,450</b>	<b>319,983</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	8,271	7,412	11,005	13,287	9,020	16,867
Overdrafts	440	531	9,799	11,399	729	156
Other short term loans	16,599	3,424	17,922	15,304	11,105	10,529
<b>TOTAL</b>	<b>25,310</b>	<b>11,367</b>	<b>38,726</b>	<b>39,990</b>	<b>20,854</b>	<b>27,552</b>

**NET WORTH**

<b>NET WORTH</b>	<b>440,350</b>	<b>453,723</b>	<b>106,328</b>	<b>115,604</b>	<b>246,596</b>	<b>292,431</b>
Owner equity (%)	95	98	73	74	92	91