

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

Number of farms in sample	27	27
Average business size (ESU)	173	171

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

<b>OUTPUTS</b>	<u>2005/06</u>	<u>2004/05</u>
Dairy - output	191,319	188,872
- net quota	-654	2,105
Other cattle - output	24,085	24,694
- subsidies		2,797
Sheep - output	7,759	7,678
- subsidies		3,762
Pigs and poultry	0	0
Other livestock	0	0
Main crops	1,767	2,906
By-products, forage and cultivations	1,185	2,142
Miscellaneous	4,581	3,693
Single Payment Scheme	25,614	
Tir Mynydd and environmental payments	3,230	3,256
<b>TOTAL OUTPUTS</b>	<b>258,886</b>	<b>241,905</b>

**INPUTS**

Feeds - purchased concentrates	49,891	44,439
- homegrown concentrates	4,737	4,872
Coarse fodder, tack and stock keep	4,750	3,414
Veterinary and medicines	8,084	7,470
Other livestock costs	15,678	16,416
Seeds - purchased and homegrown	1,077	1,091
Fertilisers	13,206	13,409
Other crop costs	2,223	2,008
Labour - paid	11,739	11,494
- unpaid	7,944	7,376
- casual	3,276	2,824
Machinery - contract	13,932	12,863
- repairs	8,137	8,318
- fuels	6,216	5,208
- depreciation	12,008	11,633
General farming costs	17,311	15,551
Land expenses	5,125	5,351
Rent	3,564	3,641
Rental value	30,398	29,841
<b>TOTAL INPUTS</b>	<b>219,296</b>	<b>207,219</b>

<b>NET FARM INCOME (excluding BLSA)</b>	<b>39,590</b>	<b>34,686</b>
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**2. Over 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>39,590</b>	<b>34,686</b>
minus manual labour of farmer & spouse	17,543	17,324
plus managerial input of paid managers	0	0
plus Breeding Livestock Appreciation	0	0
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>22,047</b>	<b>17,362</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>39,590</b>	<b>34,686</b>
plus net rental value/imputed rent	30,357	28,041
minus occupier's expenses	131	242
minus interest payments	11,301	10,615
minus buildings & works depreciation	9,754	9,622
<b>OCCUPIER'S NET INCOME</b>	<b>48,761</b>	<b>42,248</b>
plus other imputed charges	9,834	9,106
plus fixed asset depreciation	21,763	21,255
minus valuation changes	4,624	6,258
<b>CASH INCOME</b>	<b>75,734</b>	<b>66,351</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	4.48	5.27
Roots, fodder and other crops	3.36	2.88
Grassland - hay	2.63	1.96
- silage	46.63	44.69
- pasture	61.49	63.59
Fallow and land let	0.94	0.51
Rough grazing - sole	11.76	11.76
Woods, roads and buildings	5.72	5.72
TOTAL AREA (actual hectares)	<b>137.01</b>	<b>136.38</b>
TOTAL AREA (effective hectares)	<b>123.42</b>	<b>122.79</b>
Rough grazing - common (effective hectares)	0.20	0.20
Bare land and forage hired (actual hectares)	6.93	7.30
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	101,303	88,472
Livestock	128,631	125,880
Crops	10,311	10,251
Stores	3,868	3,319
<b>TOTAL</b>	<b>244,113</b>	<b>227,922</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	6,967	6,769
Milk sales per cow (£)	1,290	1,264
Margin over concentrates per cow (£)	1,010	1,020
Milk price (pence per litre)	18.5	18.7
Lambs reared per ewe (numbers)	1.32	1.06
Finished lamb sales per ewe (numbers)	1.06	0.83
Stocking rate (grazing LU per eff.ha.)	2.06	2.04
Return on tenant's capital (%)	9.03	7.62

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**LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2005/06	2004/05	2005/06	2004/05
Dairy cattle	149.7	147.4	149.7	147.4
Beef cows	2.6	2.3	1.9	1.8
Other cattle	148.2	147.6	82.7	80.7
Breeding sheep	212.2	231.6	16.8	18.4
Other sheep	158.7	142.4	6.4	5.7
Pigs and poultry	0.0	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	20	20	0	0	7	7
Average farm size - ESU	166.1	163.5			192	193
- actual ha.	126.22	125.71			167.84	166.85
- eff. ha.	112.86	112.36			153.59	152.60

**ASSETS**

Agricultural land	429,860	423,910			364,226	354,226
Woodland	6,594	6,594			3,399	3,399
Buildings	39,691	38,130			61,526	60,329
Improvements	4,020	3,924			7,888	4,275
Machinery	102,545	90,113			97,753	83,784
Livestock	126,360	123,058			135,118	133,941
Crops, forage and cultivations	11,044	11,881			8,216	5,597
Milk quota	39,309	120,165			46,625	135,337
Single Payment Scheme value	43,445	0			55,075	0
Stores	3,739	2,943			4,238	4,395
Credit balances	12,090	12,847			23,625	6,393
<b>TOTAL</b>	<b>818,697</b>	<b>833,565</b>			<b>807,689</b>	<b>791,676</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	101,272	98,268			129,748	108,525
Overdrafts	28,523	14,207			9,383	5,705
Other short term loans	40,329	34,645			46,593	90,681
<b>TOTAL</b>	<b>170,124</b>	<b>147,120</b>			<b>185,724</b>	<b>204,911</b>

**NET WORTH**

	<b>648,573</b>	<b>686,445</b>			<b>621,965</b>	<b>586,765</b>
Owner equity (%)	79	82			77	74