

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

Number of farms in sample	23	23
Average business size (ESU)	72	76

OUTPUTS, INPUTS & INCOMES - £ per farm

OUTPUTS	<u>2006/07</u>	<u>2005/06</u>
Dairy - output	68,180	78,157
- net quota	0	142
Other cattle - output	12,709	13,039
Sheep - output	2,016	2,383
Pigs and poultry	53	36
Other livestock	0	0
Main crops	1,205	1,036
By-products, forage and cultivations	2,086	904
Miscellaneous	4,640	2,984
Single Payment Scheme	13,431	11,044
Tir Mynydd and environmental payments	1,359	1,155
TOTAL OUTPUTS	105,679	110,880
INPUTS		
Feeds - purchased concentrates	17,294	17,320
- homegrown concentrates	2,209	3,088
Coarse fodder, tack and stock keep	2,363	1,923
Veterinary and medicines	3,556	4,040
Other livestock costs	7,074	6,744
Seeds - purchased and homegrown	668	686
Fertilisers	4,554	4,543
Other crop costs	800	888
Labour - paid	1,314	1,422
- unpaid	4,907	5,200
- casual	439	590
Machinery - contract	5,119	5,149
- repairs	3,443	3,676
- fuels	3,068	2,909
- depreciation	5,899	6,133
General farming costs	9,414	8,983
Land expenses	2,346	2,126
Rent	3,296	3,155
Rental value	9,404	9,572
TOTAL INPUTS	87,167	88,147
NET FARM INCOME (excluding BLSA)	18,512	22,733

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

INCOME MEASURES - £ per farm	<u>2006/07</u>	<u>2005/06</u>
NET FARM INCOME (excl. BLSA)	18,512	22,733
minus manual labour of farmer & spouse	15,371	15,153
plus managerial input of paid managers	0	0
plus Breeding Livestock Appreciation	0	0
MANAGEMENT & INVESTMENT INCOME	3,141	7,580
NET FARM INCOME (excl. BLSA)	18,512	22,733
plus net rental value/imputed rent	9,389	9,557
minus occupier's expenses	54	74
minus interest payments	1,694	1,841
minus buildings & works depreciation	2,629	2,785
OCCUPIER'S NET INCOME	23,524	27,590
plus other imputed charges	6,783	6,740
plus fixed asset depreciation	8,529	8,918
minus valuation changes	-2,834	-125
CASH INCOME	41,670	43,373
LAND UTILISATION - hectares per farm		
Cereals	1.88	2.12
Roots, fodder and other crops	2.48	2.57
Grassland - hay	2.92	2.83
- silage	21.48	22.42
- pasture	27.37	26.16
Fallow and land let	0.19	0.19
Rough grazing - sole	1.29	1.29
Woods, roads and buildings	2.43	2.43
TOTAL AREA (actual hectares)	60.04	60.01
TOTAL AREA (effective hectares)	56.65	56.62
Rough grazing - common (effective hectares)	0.00	0.00
Bare land and forage hired (actual hectares)	3.66	3.78
TENANT'S CAPITAL - £ per farm		
Machinery	43,760	43,257
Livestock	50,674	52,842
Crops	2,314	2,249
Stores	500	1,220
TOTAL	97,248	99,568
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,145	6,597
Milk sales per cow (£)	1,033	1,146
Margin over concentrates per cow (£)	794	928
Milk price (pence per litre)	17.27	17.99
Lambs reared per ewe (numbers)	1.37	1.41
Finished lamb sales per ewe (numbers)	1.48	1.32
Stocking rate (grazing LU per eff.ha.)	1.83	1.92
Return on tenant's capital (%)	3.23	7.61

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

	Average number		Livestock Units	
	2006/07	2005/06	2006/07	2005/06
Dairy cattle	62.1	65.6	62.1	65.6
Beef cows	1.2	1.4	0.9	1.1
Other cattle	67.6	70.3	36.6	37.5
Breeding sheep	68.9	74.8	5.5	6.0
Other sheep	29.7	31.6	1.2	1.3

LIABILITIES AND ASSETS - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2006/07	2005/06	2006/07	2005/06	2006/07	2005/06
Number of farms	9	9	6	6	8	8
Average farm size - ESU	73.3	80.0	63.1	66.3	77.8	79.5
- actual ha.	61.56	61.47	45.70	45.70	69.07	69.07
- eff. ha.	58.62	58.53	44.65	44.65	63.44	63.44

ASSETS

Agricultural land	296,217	296,217	0	0	154,098	154,098
Woodland	3,859	3,859	0	0	250	250
Buildings	11,373	11,410	15,045	17,623	2,128	1,799
Improvements	4,245	4,787	938	1,050	1,085	1,071
Machinery	47,373	46,019	42,284	41,924	40,805	41,151
Livestock	54,563	59,067	37,711	38,066	56,022	56,921
Crops, forage and cultivations	3,129	2,832	1,944	2,083	1,675	1,719
Milk quota	18,355	18,487	14,403	14,677	16,029	16,030
Single Payment Scheme value	28,700	17,341	22,088	18,004	26,696	21,782
Stores	514	1,532	237	847	683	1,151
Credit balances	25,288	15,109	12,421	3,800	10,467	7,099
TOTAL	493,616	476,660	147,071	138,074	309,938	303,071

EXTERNAL LIABILITIES

Long and medium term loans	11,507	8,668	11,379	11,227	15,798	17,844
Overdrafts	11,085	18,318	6,960	4,087	18,731	18,100
Other short term loans	876	592	6,307	4,762	966	1,826
TOTAL	23,468	27,578	24,646	20,076	35,495	37,770

NET WORTH

NET WORTH	470,148	449,082	122,425	117,998	274,443	265,301
Owner equity (%)	95	94	83	85	89	88