

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

Number of farms in sample	31	31
Average business size (ESU)	236	231

OUTPUTS, INPUTS & INCOMES - £ per farm

OUTPUTS	<u>2006/07</u>	<u>2005/06</u>
Dairy - output	236,171	233,361
- net quota	-292	-239
Other cattle - output	31,199	29,088
Sheep - output	1,748	2,224
Pigs and poultry	45	43
Other livestock	0	16
Main crops	5,048	3,873
By-products, forage and cultivations	2,365	1,919
Miscellaneous	11,175	11,538
Single Payment Scheme	41,786	28,077
Tir Mynydd and environmental payments	4,000	3,373
TOTAL OUTPUTS	333,245	313,273

INPUTS

Feeds - purchased concentrates	59,568	56,128
- homegrown concentrates	8,600	7,609
Coarse fodder, tack and stock keep	10,202	6,819
Veterinary and medicines	10,068	9,274
Other livestock costs	21,986	19,928
Seeds - purchased and homegrown	2,180	2,505
Fertilisers	13,718	13,873
Other crop costs	4,797	3,049
Labour - paid	25,677	23,382
- unpaid	10,265	9,720
- casual	2,172	1,848
Machinery - contract	17,176	16,986
- repairs	12,932	10,721
- fuels	9,247	8,696
- depreciation	14,273	13,960
General farming costs	22,963	20,946
Land expenses	8,331	7,760
Rent	7,200	6,449
Rental value	34,989	35,410
TOTAL INPUTS	296,344	275,063

NET FARM INCOME (excluding BLSA)	36,901	38,210
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TABLE B2. Lowland dairy farms**2. Over 100 ESU****(continued)**

INCOME MEASURES - £ per farm	<u>2006/07</u>	<u>2005/06</u>
NET FARM INCOME (excl. BLSA)	36,901	38,210
minus manual labour of farmer & spouse	16,855	16,432
plus managerial input of paid managers	0	0
plus Breeding Livestock Appreciation	0	0
MANAGEMENT & INVESTMENT INCOME	20,046	21,778
NET FARM INCOME (excl. BLSA)	36,901	38,210
plus net rental value/imputed rent	34,963	35,384
minus occupier's expenses	230	200
minus interest payments	20,233	18,880
minus buildings & works depreciation	13,834	13,502
OCCUPIER'S NET INCOME	37,567	41,012
plus other imputed charges	13,365	12,265
plus fixed asset depreciation	28,108	27,462
minus valuation changes	6,618	6,253
CASH INCOME	72,422	74,486
LAND UTILISATION - hectares per farm		
Cereals	8.36	8.94
Roots, fodder and other crops	12.34	12.87
Grassland - hay	2.53	2.00
- silage	58.42	56.36
- pasture	61.20	58.27
Fallow and land let	1.60	0.92
Rough grazing - sole	2.37	2.37
Woods, roads and buildings	6.46	6.29
TOTAL AREA (actual hectares)	153.28	148.02
TOTAL AREA (effective hectares)	145.29	140.21
Rough grazing - common (effective hectares)	0.00	0.00
Bare land and forage hired (actual hectares)	18.75	10.39
TENANT'S CAPITAL - £ per farm		
Machinery	114,519	108,720
Livestock	173,327	166,713
Crops	8,890	8,021
Stores	2,484	3,108
TOTAL	299,220	286,562
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,131	6,155
Milk sales per cow (£)	1,098	1,114
Margin over concentrates per cow (£)	836	876
Milk price (pence per litre)	18.23	18.42
Lambs reared per ewe (numbers)	1.37	1.27
Finished lamb sales per ewe (numbers)	1.31	1.15
Stocking rate (grazing LU per eff.ha.)	2.02	2.16
Return on tenant's capital (%)	6.70	7.60

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

	Average number		Livestock Units	
	<u>2006/07</u>	<u>2005/06</u>	<u>2006/07</u>	<u>2005/06</u>
Dairy cattle	214.0	208.7	214.0	208.7
Beef cows	0.5	0.4	0.4	0.3
Other cattle	166.8	161.7	90.8	88.4
Breeding sheep	68.1	71.2	5.4	5.7
Other sheep	23.3	25.6	1.0	1.0

LIABILITIES AND ASSETS - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2006/07</u>	<u>2005/06</u>	<u>2006/07</u>	<u>2005/06</u>	<u>2006/07</u>	<u>2005/06</u>
Number of farms	20	20	0	0	11	11
Average farm size - ESU	202.3	199.3			297.5	287.5
- actual ha.	132.83	131.33			190.45	178.39
- eff. ha.	125.06	123.57			182.06	170.47

ASSETS

Agricultural land	717,234	717,234			473,608	468,114
Woodland	5,452	5,452			2,332	2,332
Buildings	63,690	64,046			70,089	81,521
Improvements	4,198	4,957			19,244	9,263
Machinery	100,358	95,679			140,268	132,431
Livestock	149,910	142,642			215,905	210,479
Crops, forage and cultivations	9,261	8,658			8,215	6,863
Milk quota	45,613	44,055			52,953	59,467
Single Payment Scheme value	66,313	47,898			95,351	67,714
Stores	2,393	3,220			2,651	2,907
Credit balances	59,785	40,024			25,396	29,513
TOTAL	1,224,207	1,173,865			1,106,012	1,070,604

EXTERNAL LIABILITIES

Long and medium term loans	170,492	162,655			217,103	160,517
Overdrafts	81,244	80,489			167,332	167,389
Other short term loans	18,688	19,955			33,225	15,620
TOTAL	270,424	263,099			417,660	343,526

NET WORTH

	953,783	910,766			688,352	727,078
Owner equity (%)	78	78			62	68