

**TABLE B2. Lowland dairy farms****3. All sizes**

Number of farms in sample	54	54
Average business size (ESU)	166	165

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

<b>OUTPUTS</b>	<u>2006/07</u>	<u>2005/06</u>
Dairy - output	164,619	167,256
- net quota	-168	-77
Other cattle - output	23,324	22,253
Sheep - output	1,862	2,292
Pigs and poultry	49	40
Other livestock	0	9
Main crops	3,411	2,664
By-products, forage and cultivations	2,246	1,487
Miscellaneous	8,392	7,895
Single Payment Scheme	29,709	20,822
Tir Mynydd and environmental payments	2,875	2,428
<b>TOTAL OUTPUTS</b>	<b>236,319</b>	<b>227,069</b>

**INPUTS**

Feeds - purchased concentrates	41,562	39,599
- homegrown concentrates	5,878	5,683
Coarse fodder, tack and stock keep	6,863	4,734
Veterinary and medicines	7,295	7,045
Other livestock costs	15,635	14,313
Seeds - purchased and homegrown	1,536	1,730
Fertilisers	9,814	9,899
Other crop costs	3,095	2,129
Labour - paid	15,300	14,029
- unpaid	7,983	7,795
- casual	1,434	1,312
Machinery - contract	12,041	11,944
- repairs	8,890	7,720
- fuels	6,615	6,231
- depreciation	10,706	10,626
General farming costs	17,192	15,850
Land expenses	5,782	5,360
Rent	5,537	5,046
Rental value	24,091	24,405
<b>TOTAL INPUTS</b>	<b>207,249</b>	<b>195,450</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>29,070</b>	<b>31,619</b>

**TABLE B2. Lowland dairy farms****3. All sizes****(continued)**

<b>INCOME MEASURES - £ per farm</b>	<u>2006/07</u>	<u>2005/06</u>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>29,070</b>	<b>31,619</b>
minus manual labour of farmer & spouse	16,223	15,887
plus managerial input of paid managers	0	0
plus Breeding Livestock Appreciation	0	0
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>12,847</b>	<b>15,732</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>29,070</b>	<b>31,619</b>
plus net rental value/imputed rent	24,070	24,384
minus occupier's expenses	155	147
minus interest payments	12,337	11,623
minus buildings & works depreciation	9,061	8,937
<b>OCCUPIER'S NET INCOME</b>	<b>31,587</b>	<b>35,296</b>
plus other imputed charges	10,562	9,911
plus fixed asset depreciation	19,768	19,564
minus valuation changes	2,592	3,536
<b>CASH INCOME</b>	<b>59,325</b>	<b>61,235</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	5.60	6.04
Roots, fodder and other crops	8.14	8.48
Grassland - hay	2.70	2.35
- silage	42.68	41.91
- pasture	46.79	44.59
Fallow and land let	1.00	0.61
Rough grazing - sole	1.91	1.91
Woods, roads and buildings	4.74	4.65
TOTAL AREA (actual hectares)	<b>113.56</b>	<b>110.54</b>
TOTAL AREA (effective hectares)	<b>107.54</b>	<b>104.61</b>
Rough grazing - common (effective hectares)	0.00	0.00
Bare land and forage hired (actual hectares)	12.32	7.57
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	84,381	80,837
Livestock	121,086	118,212
Crops	6,089	5,562
Stores	1,639	2,304
<b>TOTAL</b>	<b>213,195</b>	<b>206,915</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	6,134	6,239
Milk sales per cow (£)	1,086	1,120
Margin over concentrates per cow (£)	829	886
Milk price (pence per litre)	18.06	18.34
Lambs reared per ewe (numbers)	1.37	1.32
Finished lamb sales per ewe (numbers)	1.38	1.22
Stocking rate (grazing LU per eff.ha.)	1.98	2.10
Return on tenant's capital (%)	6.03	7.60

**TABLE B2. Lowland dairy farms****3. All sizes****(continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2006/07	2005/06	2006/07	2005/06
Dairy cattle	149.3	147.8	149.3	147.8
Beef cows	0.8	0.8	0.6	0.6
Other cattle	124.6	122.8	67.7	66.8
Breeding sheep	68.4	72.8	5.5	5.8
Other sheep	26.0	28.1	1.1	1.1

**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	29	29	6	6	19	19
Average farm size - ESU	162.3	162.3	63.1	66.3	205.0	199.9
- actual ha.	110.7	109.7	45.7	45.7	139.3	132.4
- eff. ha.	104.4	103.4	44.7	44.7	132.1	125.4

**ASSETS**

Agricultural land	586,573	586,573	0	0	339,078	335,897
Woodland	4,957	4,957	0	0	1,455	1,455
Buildings	47,453	47,710	15,045	17,623	41,474	47,954
Improvements	4,212	4,904	938	1,050	11,598	5,813
Machinery	83,914	80,267	42,284	41,924	98,389	93,997
Livestock	120,319	116,705	37,711	38,066	148,586	145,823
Crops, forage and cultivations	7,358	6,850	1,944	2,083	5,461	4,697
Milk quota	37,154	36,120	14,403	14,677	37,406	41,178
Single Payment Scheme value	54,640	38,415	22,088	18,004	66,444	48,374
Stores	1,810	2,696	237	847	1,822	2,168
Credit balances	49,079	32,292	12,421	3,800	19,110	20,076
<b>TOTAL</b>	<b>997,469</b>	<b>957,489</b>	<b>147,071</b>	<b>138,074</b>	<b>770,823</b>	<b>747,432</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	121,152	114,866	11,379	11,227	132,343	100,444
Overdrafts	59,470	61,195	6,960	4,087	104,763	104,531
Other short term loans	13,160	13,946	6,307	4,762	19,642	9,812
<b>TOTAL</b>	<b>193,782</b>	<b>190,007</b>	<b>24,646</b>	<b>20,076</b>	<b>256,748</b>	<b>214,787</b>

**NET WORTH**

<b>NET WORTH</b>	<b>803,687</b>	<b>767,482</b>	<b>122,425</b>	<b>117,998</b>	<b>514,075</b>	<b>532,645</b>
Owner equity (%)	81	80	83	85	67	71