

TABLE B2. Lowland dairy farms**1. Under 100 ESU****Farm Business Income (£ per farm)**

Number of farms in sample	21	21
Average business size (ESU)	73	74
OUTPUTS	<u>2007/08</u>	<u>2006/07</u>
Dairy - output	84,838	69,700
- net quota	0	0
Other cattle - output	14,468	13,410
Sheep - output	2,475	2,480
Other livestock	260	58
Main crops	2,530	1,662
By-products, forage and cultivations	1,251	1,043
Miscellaneous	2,380	4,752
Single Payment Scheme	15,128	14,582
Tir Mynydd and environmental payments	1,886	1,457
TOTAL OUTPUTS	125,216	109,144
INPUTS		
Feeds - purchased concentrates	20,303	17,247
- homegrown concentrates	3,897	2,937
Coarse fodder, tack and stock keep	1,789	2,389
Veterinary and medicines	3,785	3,591
Other livestock costs	6,927	7,435
Seeds - purchased and homegrown	816	783
Fertilisers	6,264	4,711
Other crop costs	1,344	963
Labour - paid	1,437	2,008
- unpaid	6,635	5,971
- casual	1,183	185
Machinery - contract	4,914	5,314
- repairs	4,341	3,980
- fuels	3,530	3,299
- depreciation	7,270	6,750
General farming costs	9,273	9,903
Land expenses	2,163	1,957
Rent	2,767	2,830
Rental value	10,582	10,579
TOTAL INPUTS	99,220	92,832
NET FARM INCOME (excluding BLSA)	25,996	16,312
Plus :		
Unpaid labour (excludes farmer and spouse)	6,635	5,971
Imputed rent and rental value	10,582	10,579
Net non-agricultural output	0	0
Less :		
Net interest payments	2,145	2,072
Imputed rent on farmhouses and cottages	0	0
Buildings depreciation, insurance and landlord repairs	3,954	4,237
FARM BUSINESS INCOME	37,114	26,553

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

INCOME MEASURES - £ per farm	<u>2007/08</u>	<u>2006/07</u>
NET FARM INCOME (excl. BLSA)	25,996	16,312
minus manual labour of farmer & spouse	15,369	15,177
plus managerial input of paid managers	0	0
plus Breeding Livestock Appreciation	0	0
MANAGEMENT & INVESTMENT INCOME	10,627	1,135
NET FARM INCOME (excl. BLSA)	25,996	16,312
plus net rental value/imputed rent	10,582	10,579
minus occupier's expenses	152	85
minus interest payments	2,145	2,072
minus buildings & works depreciation	3,985	4,322
OCCUPIER'S NET INCOME	30,296	20,412
plus other imputed charges	6,635	8,164
plus fixed asset depreciation	11,255	11,072
minus valuation changes	2,467	-204
CASH INCOME	45,719	39,852
LAND UTILISATION - hectares per farm		
Cereals	2.62	2.76
Roots, fodder and other crops	3.37	3.20
Grassland - hay	2.51	2.82
- silage	23.47	21.26
- pasture	29.63	30.53
Fallow and land let	0.20	0.20
Rough grazing - sole	1.70	1.70
Woods, roads and buildings	3.07	3.07
TOTAL AREA (actual hectares)	66.57	65.54
TOTAL AREA (effective hectares)	62.26	61.23
Rough grazing - common (effective hectares)	0.46	0.46
Bare land and forage hired (actual hectares)	2.97	2.77
TENANT'S CAPITAL - £ per farm		
Machinery	53,480	50,299
Livestock	57,872	56,596
Crops	3,373	2,821
Stores	1,988	1,298
TOTAL	116,713	111,014
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,484	6,310
Milk sales per cow (£)	1,311	1,047
Margin over concentrates per cow (£)	1,018	809
Milk price (pence per litre)	20.80	17.13
Lambs reared per ewe (numbers)	1.42	1.46
Finished lamb sales per ewe (numbers)	1.39	1.41
Stocking rate (grazing LU per eff.ha.)	1.70	1.75
Return on tenant's capital (%)	9.11	1.02

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

	Average number		Livestock Units	
	2007/08	2006/07	2007/08	2006/07
Dairy cattle	61.8	63.1	61.8	63.1
Beef cows	1.1	1.2	0.8	0.9
Other cattle	69.1	67.7	37.9	36.8
Breeding sheep	61.2	63.2	4.9	5.1
Other sheep	45.0	37.0	1.8	1.5
Other livestock	29.6	14.0		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2007/08	2006/07	2007/08	2006/07	2007/08	2006/07
Number of farms	9	9	5	5	7	7
Average farm size - ESU	77.3	76.7	61.3	0.0	74.3	78.8
- actual ha.	72.15	71.87	44.47	44.47	75.17	72.45
- eff. ha.	67.56	67.28	43.25	43.25	69.03	66.31

ASSETS

Agricultural land	357,187	346,076	0	0	167,618	167,618
Woodland	4,496	4,496	0	0	286	286
Buildings	22,270	26,136	10,928	13,159	3,514	1,873
Improvements	5,109	5,202	986	1,126	1,007	1,094
Machinery	64,818	62,196	48,241	45,667	42,647	38,527
Livestock	66,125	63,700	44,073	43,467	57,117	56,841
Crops, forage and cultivations	4,158	3,800	2,776	2,333	2,793	1,914
Milk quota	19,956	19,857	14,952	14,872	16,305	16,214
Single Payment Scheme value	29,677	32,062	21,336	23,773	27,489	27,876
Stores	3,421	2,364	739	285	1,038	652
Credit balances	12,186	17,181	4,331	9,139	10,546	10,071
TOTAL	589,403	583,070	148,362	153,821	330,360	322,966

EXTERNAL LIABILITIES

Long and medium term loans	34,006	20,951	5,570	6,357	15,535	18,055
Overdrafts	8,436	11,085	7,973	8,352	15,900	21,406
Other short term loans	3,409	2,826	5,122	7,568	3,523	978
TOTAL	45,851	34,862	18,665	22,277	34,958	40,439

NET WORTH

NET WORTH	543,552	548,208	129,697	131,544	295,402	282,527
Owner equity (%)	92	94	87	86	89	87