

TABLE B2. Lowland dairy farms

3. All sizes	Farm Business Income (£ per farm)	
Number of farms in sample	48	48
Average business size (ESU)	168	165
OUTPUTS	2007/08	2006/07
Dairy - output	209,161	169,458
- net quota	0	0
Other cattle - output	27,673	23,563
Sheep - output	1,877	1,881
Other livestock	0	0
Main crops	5,498	3,570
By-products, forage and cultivations	2,268	2,188
Miscellaneous	6,483	8,818
Single Payment Scheme	29,766	30,564
Tir Mynydd and environmental payments	2,883	2,582
TOTAL OUTPUTS	285,609	242,624
INPUTS		
Feeds - purchased concentrates	55,735	43,398
- homegrown concentrates	8,060	6,143
Coarse fodder, tack and stock keep	8,324	7,503
Veterinary and medicines	8,248	7,450
Other livestock costs	17,433	16,145
Seeds - purchased and homegrown	1,982	1,639
Fertilisers	13,209	10,083
Other crop costs	2,828	3,396
Labour - paid	14,930	15,067
- unpaid	10,016	8,847
- casual	1,540	1,088
Machinery - contract	12,234	11,402
- repairs	9,021	9,190
- fuels	8,507	6,914
- depreciation	12,699	11,662
General farming costs	17,371	17,546
Land expenses	6,432	5,902
Rent	5,093	5,133
Rental value	23,219	22,326
TOTAL INPUTS	236,881	210,834
NET FARM INCOME (excluding BLSA)	48,728	31,790
Plus :		
Unpaid labour (excludes farmer and spouse)	10,016	8,847
Imputed rent and rental value	23,219	22,326
Net non-agricultural output	0	0
Less :		
Net interest payments	12,336	12,808
Imputed rent on farmhouses and cottages	20	20
Buildings depreciation, insurance and landlord repairs	10,797	10,258
FARM BUSINESS INCOME	58,810	39,877

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

INCOME MEASURES - £ per farm	2007/08	2006/07
NET FARM INCOME (excl. BLSA)	48,728	31,790
minus manual labour of farmer & spouse	17,201	16,500
plus managerial input of paid managers	0	0
plus Breeding Livestock Appreciation	0	0
MANAGEMENT & INVESTMENT INCOME	31,527	15,290
NET FARM INCOME (excl. BLSA)	48,728	31,790
plus net rental value/imputed rent	23,219	22,326
minus occupier's expenses	197	169
minus interest payments	12,336	12,808
minus buildings & works depreciation	11,081	10,557
OCCUPIER'S NET INCOME	48,333	30,582
plus other imputed charges	10,037	11,497
plus fixed asset depreciation	23,780	22,220
minus valuation changes	8,640	4,781
CASH INCOME	73,510	59,518
LAND UTILISATION - hectares per farm		
Cereals	5.82	5.88
Roots, fodder and other crops	10.12	8.56
Grassland - hay	2.09	2.73
- silage	41.83	42.53
- pasture	47.13	45.68
Fallow and land let	0.92	1.04
Rough grazing - sole	1.66	1.66
Woods, roads and buildings	4.69	4.69
TOTAL AREA (actual hectares)	114.26	112.77
TOTAL AREA (effective hectares)	108.35	106.86
Rough grazing - common (effective hectares)	0.44	0.44
Bare land and forage hired (actual hectares)	12.79	12.71
TENANT'S CAPITAL - £ per farm		
Machinery	98,663	92,342
Livestock	130,797	125,206
Crops	6,649	5,716
Stores	4,752	2,159
TOTAL	240,861	225,423
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,486	6,439
Milk sales per cow (£)	1,373	1,129
Margin over concentrates per cow (£)	1,026	855
Milk price (pence per litre)	21.53	17.89
Lambs reared per ewe (numbers)	1.37	1.35
Finished lamb sales per ewe (numbers)	1.34	1.30
Stocking rate (grazing LU per eff.ha.)	1.96	1.96
Return on tenant's capital (%)	13.09	6.78

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

	Average number		Livestock Units	
	<u>2007/08</u>	<u>2006/07</u>	<u>2007/08</u>	<u>2006/07</u>
Dairy cattle	150.9	147.6	150.9	147.6
Beef cows	0.6	0.6	0.5	0.5
Other cattle	122.7	122.9	66.6	66.7
Breeding sheep	71.8	68.1	5.7	5.5
Other sheep	33.2	29.6	1.3	1.2
Other livestock	14.3	7.5		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2007/08</u>	<u>2006/07</u>	<u>2007/08</u>	<u>2006/07</u>	<u>2007/08</u>	<u>2006/07</u>
Number of farms	25	26	5	5	18	17
Average farm size - ESU	160.5	160.7	61.3	61.8	207.3	201.3
- actual ha.	111.9	109.1	44.5	44.5	136.9	138.4
- eff. ha.	105.1	102.6	43.3	43.3	130.9	132.1

ASSETS

Agricultural land	584,008	602,307	0	0	438,498	385,351
Woodland	5,552	5,408	0	0	1,636	1,626
Buildings	58,210	58,400	10,928	13,159	59,958	45,205
Improvements	4,308	3,954	986	1,126	12,646	11,901
Machinery	95,631	92,805	48,241	45,667	116,882	106,749
Livestock	122,759	123,667	44,073	43,467	166,052	151,603
Crops, forage and cultivations	7,311	6,753	2,776	2,333	6,805	5,586
Milk quota	39,045	38,444	14,952	14,872	45,986	40,990
Single Payment Scheme value	56,808	57,198	21,336	23,773	67,143	69,530
Stores	4,595	2,635	739	285	6,085	1,984
Credit balances	41,587	38,646	4,331	9,139	25,658	20,572
TOTAL	1,019,814	1,030,217	148,362	153,821	947,349	841,097

EXTERNAL LIABILITIES

Long and medium term loans	111,034	123,457	5,570	6,357	137,785	146,993
Overdrafts	52,611	55,456	7,973	8,352	130,547	110,001
Other short term loans	11,288	14,099	5,122	7,568	23,542	21,901
TOTAL	174,933	193,012	18,665	22,277	291,874	278,895

NET WORTH

	844,881	837,205	129,697	131,544	655,475	562,202
Owner equity (%)	83	81	87	86	69	67