

TABLE B2. Lowland dairy farms

1. Under 100 ESU	Farm Business Income (£ per farm)	
Number of farms in sample	20	20
Average business size (ESU)	79	79
OUTPUTS	<u>2008/09</u>	<u>2007/08</u>
Dairy - output	112,772	94,558
- net quota	0	0
Other cattle - output	17,015	12,474
Sheep - output	3,368	2,525
Other livestock	118	161
Main crops	2,206	2,559
By-products, forage and cultivations	1,266	1,363
Miscellaneous	2,772	3,359
Single Payment Scheme	17,287	15,611
Tir Mynydd and environmental payments	1,713	1,903
TOTAL OUTPUTS	158,517	134,513
INPUTS		
Feeds - purchased concentrates	27,266	21,941
- homegrown concentrates	4,039	4,000
Coarse fodder, tack and stock keep	1,993	1,853
Veterinary and medicines	4,273	4,066
Other livestock costs	9,060	7,706
Seeds - purchased and homegrown	1,443	903
Fertilisers	7,305	6,140
Other crop costs	1,770	1,823
Labour - paid	1,863	1,509
- unpaid	8,445	8,095
- casual	766	1,059
Machinery - contract	6,027	4,897
- repairs	5,446	5,116
- fuels	4,923	4,379
- depreciation	10,161	8,680
General farming costs	11,071	10,979
Land expenses	2,651	2,022
Rent	3,347	3,123
Rental value	11,096	11,049
TOTAL INPUTS	122,945	109,340
NET FARM INCOME (excluding BLSA)	35,572	25,173
Plus :		
Unpaid labour (excludes farmer and spouse)	8,445	8,095
Imputed property costs	11,027	10,478
Non-agricultural output	0	0
Less :		
Interest charges	2,343	3,148
Ownership charges	4,194	4,246
FARM BUSINESS INCOME	48,507	36,352

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

INCOME MEASURES - £ per farm	<u>2008/09</u>	<u>2007/08</u>
NET FARM INCOME (excl. BLSA)	35,572	25,173
minus manual labour of farmer & spouse	17,523	16,796
plus managerial input of paid managers	0	0
plus Breeding Livestock Appreciation	0	0
MANAGEMENT & INVESTMENT INCOME	18,049	8,377
NET FARM INCOME (excl. BLSA)	35,572	25,173
plus net rental value/imputed rent	11,096	11,049
minus occupier's expenses	147	145
minus interest payments	2,343	3,148
minus buildings & works depreciation	4,304	4,351
OCCUPIER'S NET INCOME	39,874	28,578
plus other imputed charges	8,495	8,095
plus fixed asset depreciation	14,465	13,031
minus valuation changes	6,060	2,894
CASH INCOME	56,774	46,810
 LAND UTILISATION - hectares per farm		
Cereals	3.44	2.60
Roots, fodder and other crops	5.42	4.67
Grassland - hay	2.15	2.57
- silage	23.58	24.51
- pasture	29.67	32.05
Fallow and land let	0.50	0.21
Rough grazing - sole	1.01	1.01
Woods, roads and buildings	2.08	2.46
TOTAL AREA (actual hectares)	67.85	70.08
TOTAL AREA (effective hectares)	65.24	67.08
Rough grazing - common (effective hectares)	0.47	0.47
Bare land and forage hired (actual hectares)	3.27	3.04
 TENANT'S CAPITAL - £ per farm		
Machinery	68,303	64,110
Livestock	68,095	63,069
Crops	4,738	4,174
Stores	3,658	2,260
TOTAL	144,794	133,613
 PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,261	6,428
Milk sales per cow (£)	1,547	1,313
Margin over concentrates per cow (£)	1,206	1,025
Milk price (pence per litre)	25.46	21.00
Lambs reared per ewe (numbers)	1.60	1.59
Finished lamb sales per ewe (numbers)	1.55	1.54
Stocking rate (grazing LU per eff.ha.)	1.67	1.60
Return on tenant's capital (%)	12.47	6.27

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

	Average number		Livestock Units	
	2008/09	2007/08	2008/09	2007/08
Dairy cattle	68.7	69.7	68.7	69.7
Beef cows	0.0	0.1	0.0	0.1
Other cattle	63.9	61.4	34.1	32.4
Breeding sheep	55.0	55.8	4.4	4.5
Other sheep	39.0	41.9	1.6	1.7
Other livestock	1.9	4.7		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2008/09	2007/08	2008/09	2007/08	2008/09	2007/08
Number of farms	8	8	5	5	7	7
Average farm size - ESU	78.2	77.5	N/A	N/A	75.4	76.5
- actual ha.	70.02	70.02			73.73	81.49
- eff. ha.	66.63	66.63			70.80	77.48

ASSETS

Agricultural land	428,466	405,360			260,711	246,652
Woodland	1,496	1,439			2,897	2,785
Buildings	25,724	25,342			5,536	6,240
Improvements	8,772	5,747			511	549
Machinery	75,302	65,008			65,727	67,040
Livestock	78,449	69,114			56,865	55,922
Crops, forage and cultivations	3,826	2,901			3,055	3,116
Milk quota	1,438	18,709			1,447	18,785
Single Payment Scheme value	40,607	29,096			40,853	29,550
Stores	4,711	3,174			2,459	2,349
Credit balances	13,457	9,965			19,873	12,999
TOTAL	682,248	635,855			459,934	445,987

EXTERNAL LIABILITIES

Long and medium term loans	48,471	48,979			6,638	8,392
Overdrafts	10,161	9,491			9,499	10,662
Other short term loans	6,137	3,227			8,069	7,415
TOTAL	64,769	61,697			24,206	26,469

NET WORTH

	617,479	574,158			435,728	419,518
Owner equity (%)	91	90			95	94

N/A - liabilities and assets results are not shown when the sub-samples by tenure have 5 or less farms.