

TABLE B2. Lowland dairy farms

2. Over 100 ESU	Farm Business Income (£ per farm)	
Number of farms in sample	27	27
Average business size (ESU)	248	239
OUTPUTS	<u>2008/09</u>	<u>2007/08</u>
Dairy - output	374,260	297,476
- net quota	0	0
Other cattle - output	49,868	37,307
Sheep - output	1,303	1,145
Other livestock	0	0
Main crops	4,403	4,357
By-products, forage and cultivations	2,058	2,484
Miscellaneous	8,351	8,948
Single Payment Scheme	45,602	40,305
Tir Mynydd and environmental payments	4,353	3,745
TOTAL OUTPUTS	490,198	395,767
INPUTS		
Feeds - purchased concentrates	103,933	80,891
- homegrown concentrates	8,373	8,222
Coarse fodder, tack and stock keep	13,100	13,254
Veterinary and medicines	14,748	11,627
Other livestock costs	30,082	25,685
Seeds - purchased and homegrown	3,967	2,585
Fertilisers	31,097	18,608
Other crop costs	6,490	3,423
Labour - paid	27,572	22,186
- unpaid	13,299	11,445
- casual	2,804	2,005
Machinery - contract	20,975	18,637
- repairs	13,846	12,703
- fuels	16,734	11,555
- depreciation	17,253	15,682
General farming costs	27,753	24,079
Land expenses	11,827	10,038
Rent	8,442	7,085
Rental value	35,261	31,539
TOTAL INPUTS	407,556	331,249
NET FARM INCOME (excluding BLSA)	82,642	64,518
Plus :		
Unpaid labour (excludes farmer and spouse)	13,299	11,445
Imputed property costs	35,105	30,963
Non-agricultural output	0	0
Less :		
Interest charges	21,506	20,364
Ownership charges	17,808	15,305
FARM BUSINESS INCOME	91,732	71,257

TABLE B2. Lowland dairy farms**2. Over 100 ESU (continued)**

INCOME MEASURES - £ per farm	<u>2008/09</u>	<u>2007/08</u>
NET FARM INCOME (excl. BLSA)	82,642	64,518
minus manual labour of farmer & spouse	19,567	18,956
plus managerial input of paid managers	0	0
plus Breeding Livestock Appreciation	0	0
MANAGEMENT & INVESTMENT INCOME	63,075	45,562
NET FARM INCOME (excl. BLSA)	82,642	64,518
plus net rental value/imputed rent	35,261	31,539
minus occupier's expenses	244	196
minus interest payments	21,506	20,364
minus buildings & works depreciation	18,326	15,760
OCCUPIER'S NET INCOME	77,827	59,737
plus other imputed charges	13,373	11,482
plus fixed asset depreciation	35,579	31,443
minus valuation changes	22,785	25,126
CASH INCOME	103,994	77,536
LAND UTILISATION - hectares per farm		
Cereals	6.69	5.36
Roots, fodder and other crops	15.25	14.17
Grassland - hay	1.52	1.45
- silage	67.34	58.84
- pasture	62.52	61.94
Fallow and land let	0.39	0.97
Rough grazing - sole	1.55	1.55
Woods, roads and buildings	7.43	6.28
TOTAL AREA (actual hectares)	162.69	150.56
TOTAL AREA (effective hectares)	154.09	143.10
Rough grazing - common (effective hectares)	0.38	0.38
Bare land and forage hired (actual hectares)	19.56	18.60
TENANT'S CAPITAL - £ per farm		
Machinery	142,987	123,540
Livestock	217,464	195,822
Crops	7,914	9,698
Stores	10,160	6,526
TOTAL	378,525	335,586
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,172	6,352
Milk sales per cow (£)	1,618	1,342
Margin over concentrates per cow (£)	1,197	1,005
Milk price (pence per litre)	26.55	21.44
Lambs reared per ewe (numbers)	1.08	1.27
Finished lamb sales per ewe (numbers)	1.03	1.22
Stocking rate (grazing LU per eff.ha.)	1.99	2.02
Return on tenant's capital (%)	16.66	13.58

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

	Average number		Livestock Units	
	2008/09	2007/08	2008/09	2007/08
Dairy cattle	225.4	220.3	225.4	220.3
Beef cows	0.2	0.2	0.2	0.2
Other cattle	192.6	162.3	101.9	88.2
Breeding sheep	51.2	70.5	4.1	5.6
Other sheep	14.3	16.7	0.6	0.7
Other livestock	2.0	2.3		

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	11	10	0	0	16	17
Average farm size - ESU	230.5	214.6			259.9	253.9
- actual ha.	153.49	138.20			169.01	157.82
- eff. ha.	141.54	127.38			162.71	152.35

ASSETS

Agricultural land	1,082,161	785,551			711,868	662,278
Woodland	8,038	8,501			4,012	2,732
Buildings	98,998	66,969			91,938	94,300
Improvements	8,190	3,671			11,037	8,107
Machinery	118,237	94,774			160,003	140,462
Livestock	200,169	172,656			229,356	209,450
Crops, forage and cultivations	8,704	12,970			7,372	7,773
Milk quota	4,382	52,623			4,278	55,872
Single Payment Scheme value	112,718	74,813			113,258	80,038
Stores	9,749	5,113			10,444	7,359
Credit balances	42,970	52,463			30,639	53,224
TOTAL	1,694,316	1,330,104			1,374,205	1,321,595

EXTERNAL LIABILITIES

Long and medium term loans	455,692	233,865			240,462	191,946
Overdrafts	63,450	46,347			141,384	160,610
Other short term loans	15,352	15,175			25,255	30,077
TOTAL	534,494	295,387			407,101	382,633

NET WORTH

	1,159,822	1,034,717			967,104	938,962
Owner equity (%)	68	78			70	71