

**TABLE B6. Lowland cattle and sheep farms**

<b>2. Over 28 ESU</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	34	34
Average business size (ESU)	64	63
<b>OUTPUTS</b>	<u>2008/09</u>	<u>2007/08</u>
Dairy - output	19,003	12,978
- net quota	-1	-1
Other cattle - output	45,217	30,004
Sheep - output	38,577	28,185
Other livestock	0	0
Main crops	14,712	14,798
By-products, forage and cultivations	7,521	7,729
Miscellaneous	12,269	13,468
Single Payment Scheme	35,608	31,140
Tir Mynydd and environmental payments	4,489	5,152
<b>TOTAL OUTPUTS</b>	<b>177,395</b>	<b>143,453</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	14,618	11,223
- homegrown concentrates	5,571	5,448
Coarse fodder, tack and stock keep	2,357	1,717
Veterinary and medicines	3,707	3,750
Other livestock costs	8,397	7,390
Seeds - purchased and homegrown	2,638	1,845
Fertilisers	11,695	8,465
Other crop costs	4,103	4,067
Labour - paid	5,967	7,242
- unpaid	7,518	6,205
- casual	1,963	1,201
Machinery - contract	6,996	5,785
- repairs	7,373	5,731
- fuels	7,405	6,224
- depreciation	13,812	12,611
General farming costs	12,221	12,156
Land expenses	4,671	2,937
Rent	10,017	8,608
Rental value	9,429	9,069
<b>TOTAL INPUTS</b>	<b>140,458</b>	<b>121,674</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>36,937</b>	<b>21,779</b>
Plus :		
Unpaid labour (excludes farmer and spouse)	7,518	6,205
Imputed property costs	9,358	8,393
Non-agricultural output	0	537
Less :		
Interest charges	2,687	2,423
Ownership charges	3,477	2,540
<b>FARM BUSINESS INCOME</b>	<b>47,649</b>	<b>31,951</b>

**TABLE B6. Lowland cattle and sheep farms****2. Over 28 ESU (continued)**

<b>INCOME MEASURES - £ per farm</b>	<u>2008/09</u>	<u>2007/08</u>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>36,937</b>	<b>21,779</b>
minus manual labour of farmer & spouse	18,728	17,782
plus managerial input of paid managers	0	0
plus Breeding Livestock Appreciation	0	0
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>18,209</b>	<b>3,997</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>36,937</b>	<b>21,779</b>
plus net rental value/imputed rent	9,429	9,069
minus occupier's expenses	174	159
minus interest payments	2,687	2,423
minus buildings & works depreciation	3,749	2,815
<b>OCCUPIER'S NET INCOME</b>	<b>39,756</b>	<b>25,451</b>
plus other imputed charges	7,577	6,264
plus fixed asset depreciation	17,561	15,426
minus valuation changes	6,372	3,618
<b>CASH INCOME</b>	<b>58,522</b>	<b>43,523</b>
 <b>LAND UTILISATION - hectares per farm</b>		
Cereals	21.80	19.58
Roots, fodder and other crops	8.62	8.22
Grassland - hay	7.84	9.65
- silage	25.81	25.71
- pasture	68.23	66.11
Fallow and land let	1.49	1.83
Rough grazing - sole	5.42	5.42
Woods, roads and buildings	4.20	4.20
TOTAL AREA (actual hectares)	<b>143.41</b>	<b>140.72</b>
TOTAL AREA (effective hectares)	<b>135.53</b>	<b>132.84</b>
Rough grazing - common (effective hectares)	1.74	1.74
Bare land and forage hired (actual hectares)	8.51	5.43
 <b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	107,359	97,958
Livestock	102,214	91,544
Crops	12,232	11,230
Stores	3,796	4,371
<b>TOTAL</b>	<b>225,601</b>	<b>205,103</b>
 <b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	7,366	7,162
Milk sales per cow (£)	1,802	1,355
Margin over concentrates per cow (£)	1,289	1,006
Milk price (pence per litre)	25.54	20.35
Lambs reared per ewe (numbers)	1.43	1.34
Finished lamb sales per ewe (numbers)	1.40	1.31
Stocking rate (grazing LU per eff.ha.)	1.30	1.38
Return on tenant's capital (%)	8.07	1.95

**TABLE B6. Lowland cattle and sheep farms****2. Over 28 ESU (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	<u>2008/09</u>	<u>2007/08</u>	<u>2008/09</u>	<u>2007/08</u>
Dairy cattle	9.4	9.2	9.4	9.2
Beef cows	22.8	23.3	17.1	17.5
Other cattle	125.9	127.5	71.6	73.6
Breeding sheep	536.5	545.1	42.9	43.6
Other sheep	445.9	482.5	18.5	19.9
Other livestock	13.2	13.0		

**ASSETS AND LIABILITIES - £ per farm**

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2008/09</u>	<u>2007/08</u>	<u>2008/09</u>	<u>2007/08</u>	<u>2008/09</u>	<u>2007/08</u>
Number of farms	9	9	8	8	17	17
Average farm size - ESU	57.6	56.3	61.8	62.3	67.7	66.3
- actual ha.	113.96	113.96	131.89	127.76	164.41	160.99
- eff. ha.	102.68	102.68	126.17	122.03	157.32	153.89

**ASSETS**

Agricultural land	601,215	568,794	0	0	461,946	437,436
Woodland	9,600	9,231	0	0	3,556	3,420
Buildings	13,078	11,945	8,909	996	17,280	16,139
Improvements	3,841	2,245	3,929	4,275	14,820	2,200
Machinery	130,872	123,325	90,254	81,086	102,962	92,469
Livestock	86,794	73,638	82,596	75,125	119,610	108,751
Crops, forage and cultivations	7,849	6,103	6,077	4,357	17,450	17,179
Milk quota	237	5,123	248	2,010	119	1,548
Single Payment Scheme value	62,406	45,008	68,594	46,963	86,253	61,452
Stores	6,017	3,345	3,964	6,245	2,542	4,034
Credit balances	25,317	48,110	14,688	12,453	16,310	30,675
<b>TOTAL</b>	<b>947,226</b>	<b>896,867</b>	<b>279,259</b>	<b>233,510</b>	<b>842,848</b>	<b>775,303</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	11,742	15,566	2,394	2,596	38,912	45,416
Overdrafts	3,646	674	24,607	15,484	13,643	26,233
Other short term loans	17,724	14,147	14,374	13,283	6,709	3,973
<b>TOTAL</b>	<b>33,112</b>	<b>30,387</b>	<b>41,375</b>	<b>31,363</b>	<b>59,264</b>	<b>75,622</b>

**NET WORTH**

	<b>914,114</b>	<b>866,480</b>	<b>237,884</b>	<b>202,147</b>	<b>783,584</b>	<b>699,681</b>
Owner equity (%)	97	97	85	87	93	90