

TABLE B2. Lowland dairy farms

2. Over 100 ESU	Farm Business Income (£ per farm)	
Number of farms in sample	30	30
Average business size (ESU)	250	233
OUTPUTS	<u>2009/10</u>	<u>2008/09</u>
Dairy	340,314	363,113
Other cattle	54,850	49,128
Sheep	1,156	1,172
Other livestock	39	7
Main crops	5,320	4,681
By-products, forage and cultivations	2,668	2,375
Miscellaneous	5,561	5,246
Single Payment Scheme	49,698	43,107
Tir Mynydd and environmental payments	3,487	3,943
TOTAL OUTPUTS	463,093	472,772
INPUTS		
Feeds - purchased concentrates	100,575	102,594
- homegrown concentrates	8,434	8,160
Coarse fodder, tack and stock keep	12,495	13,743
Veterinary and medicines	14,833	14,303
Other livestock costs	38,320	32,614
Seeds - purchased and homegrown	4,300	3,795
Fertilisers	23,662	28,936
Other crop costs	24,141	22,630
Labour - paid	27,843	24,644
- unpaid	13,471	13,769
- casual	4,243	2,608
Machinery - contract	609	407
- repairs	14,223	12,634
- fuels	12,690	15,021
- depreciation	20,839	16,742
General farming costs	27,300	25,546
Land expenses	9,487	10,677
Rent	8,890	8,599
Rental value	32,336	30,920
TOTAL INPUTS	398,691	388,342
NET FARM INCOME (excluding BLSA)	64,402	84,430
Plus :		
Unpaid labour (excludes farmer and spouse)	13,471	13,769
Imputed property costs	32,102	30,747
Non-agricultural output	0	0
Less :		
Interest charges	14,568	17,809
Ownership charges	12,398	14,898
FARM BUSINESS INCOME	83,009	96,239

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

INCOME MEASURES - £ per farm	<u>2009/10</u>	<u>2008/09</u>
NET FARM INCOME (excl. BLSA)	64,402	84,430
minus manual labour of farmer & spouse	20,254	19,811
plus managerial input of paid managers	0	0
MANAGEMENT & INVESTMENT INCOME	44,148	64,619
NET FARM INCOME (excl. BLSA)	64,402	84,430
plus net rental value/imputed rent	32,336	30,920
minus occupier's expenses	240	3,161
minus interest payments	14,568	17,809
minus buildings & works depreciation	12,516	15,299
OCCUPIER'S NET INCOME	69,414	79,081
plus other imputed charges	13,604	13,869
plus fixed asset depreciation	33,356	32,042
minus valuation changes	40,991	20,704
CASH INCOME	75,383	104,288
LAND UTILISATION - hectares per farm		
Cereals	8.40	7.23
Roots, fodder and other crops	16.62	15.04
Grassland - hay	1.23	1.45
- silage	66.23	64.17
- pasture	53.33	55.27
Fallow and land let	0.80	0.35
Rough grazing - sole	1.15	1.15
Bare land and forage hired	19.70	18.19
Woods, roads and buildings	6.83	6.83
TOTAL AREA (actual hectares)	174.29	169.68
TOTAL AREA (effective hectares)	165.80	162.01
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	152,865	135,098
Livestock	256,481	216,118
Crops	9,796	8,195
Stores	7,635	8,692
TOTAL	426,777	368,103
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,328	6,305
Milk sales per cow (£)	1,465	1,677
Margin over concentrates per cow (£)	1,050	1,232
Milk price (pence per litre)	23.15	26.59
Lambs reared per ewe (numbers)	1.03	1.08
Finished lamb sales per ewe (numbers)	0.92	1.03
Stocking rate (grazing LU per eff.ha.)	2.13	2.01
Return on tenant's capital (%)	10.34	17.55

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

	Average number		Livestock Units	
	2009/10	2008/09	2009/10	2008/09
Dairy cattle	225.7	211.7	225.7	211.7
Beef cows	0.2	0.2	0.2	0.2
Other cattle	202.1	178.1	104.3	94.5
Breeding sheep	48.7	48.8	3.9	3.9
Other sheep	12.5	12.8	0.5	0.5
Other livestock	2.1	2.4		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2009/10	2008/09	2009/10	2008/09	2009/10	2008/09
Number of farms	13	13	1	1	16	16
Average farm size - ESU	234.1	206.8	N/A	N/A	268.0	259.1
- actual ha.	155.49	154.12			194.74	187.27
- eff. ha.	145.55	144.18			186.97	180.99

ASSETS

Agricultural land	1,074,293	1,027,550			783,055	688,963
Woodland	6,497	6,370			4,814	4,720
Buildings	104,403	91,674			110,799	108,408
Improvements	5,488	4,937			10,726	10,417
Machinery	121,768	112,303			182,535	157,038
Livestock	242,635	201,002			272,972	232,559
Crops, forage and cultivations	8,766	7,918			10,746	8,505
Milk quota	5,360	3,980			6,061	4,408
Single Payment Scheme value	102,038	103,148			117,541	117,436
Stores	6,037	7,216			9,025	10,435
Credit balances	111,204	54,445			57,865	28,777
TOTAL	1,788,489	1,620,543			1,566,139	1,371,666

EXTERNAL LIABILITIES

Long and medium term loans	373,201	373,822			261,207	223,048
Other short term loans	13,990	12,682			46,739	25,009
Overdrafts	46,704	36,152			149,821	134,158
TOTAL	433,895	422,656			457,767	382,215

NET WORTH

	1,354,594	1,197,887			1,108,372	989,451
Owner equity (%)	76	74			71	72

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