

**TABLE B1. Hill and upland dairy farms**

<b>2. Over 100 ESU</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	34	34
Average business size (ESU)	174	169
<b>OUTPUTS</b>	<u>2009/10</u>	<u>2008/09</u>
Dairy	235,807	256,355
Other cattle	46,010	39,259
Sheep	13,969	11,077
Other livestock	5,114	2,685
Main crops	3,650	3,037
By-products, forage and cultivations	839	1,687
Miscellaneous	2,635	5,089
Single Payment Scheme	41,232	36,788
Tir Mynydd and environmental payments	3,317	3,529
<b>TOTAL OUTPUTS</b>	<b>352,573</b>	<b>359,506</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	80,865	79,558
- homegrown concentrates	6,412	7,027
Coarse fodder, tack and stock keep	11,051	10,083
Veterinary and medicines	10,873	9,940
Other livestock costs	29,346	25,671
Seeds - purchased and homegrown	2,037	2,087
Fertilisers	20,628	21,780
Other crop costs	17,881	17,333
Labour - paid	12,415	10,695
- unpaid	11,164	11,363
- casual	5,180	4,622
Machinery - contract	1,295	244
- repairs	9,840	9,278
- fuels	9,413	11,190
- depreciation	19,627	17,081
General farming costs	20,772	19,302
Land expenses	8,258	8,725
Rent	4,282	4,690
Rental value	26,294	24,862
<b>TOTAL INPUTS</b>	<b>307,633</b>	<b>295,531</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>44,940</b>	<b>63,975</b>
Plus :		
Unpaid labour (excludes farmer and spouse)	11,164	11,363
Imputed property costs	26,226	24,862
Non-agricultural output	0	0
Less :		
Interest charges	8,592	12,422
Ownership charges	11,619	13,331
<b>FARM BUSINESS INCOME</b>	<b>62,119</b>	<b>74,447</b>

**TABLE B1. Hill and upland dairy farms****2. Over 100 ESU (continued)**

<b>INCOME MEASURES - £ per farm</b>	<u>2009/10</u>	<u>2008/09</u>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>44,940</b>	<b>63,975</b>
minus manual labour of farmer & spouse	19,881	19,363
plus managerial input of paid managers	0	0
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>25,059</b>	<b>44,612</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>44,940</b>	<b>63,975</b>
plus net rental value/imputed rent	26,294	24,862
minus occupier's expenses	244	2,171
minus interest payments	8,592	12,422
minus buildings & works depreciation	11,987	14,049
<b>OCCUPIER'S NET INCOME</b>	<b>50,411</b>	<b>60,195</b>
plus other imputed charges	11,364	11,504
plus fixed asset depreciation	31,615	31,131
minus valuation changes	24,987	20,512
<b>CASH INCOME</b>	<b>68,403</b>	<b>82,318</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	4.23	4.69
Roots, fodder and other crops	6.77	5.74
Grassland - hay	0.76	0.58
- silage	48.92	49.01
- pasture	58.71	56.91
Fallow and land let	0.27	0.24
Rough grazing - sole	8.23	8.23
Bare land and forage hired	18.92	16.53
Woods, roads and buildings	4.84	4.84
TOTAL AREA (actual hectares)	<b>151.65</b>	<b>146.77</b>
TOTAL AREA (effective hectares)	<b>141.17</b>	<b>136.55</b>
Rough grazing - common (effective hectares)	0.16	0.16
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	144,695	130,252
Livestock	189,999	160,300
Crops	7,489	7,558
Stores	5,845	9,127
<b>TOTAL</b>	<b>348,028</b>	<b>307,237</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	6,714	6,767
Milk sales per cow (£)	1,557	1,756
Margin over concentrates per cow (£)	1,116	1,292
Milk price (pence per litre)	23.20	25.95
Lambs reared per ewe (numbers)	1.34	1.29
Finished lamb sales per ewe (numbers)	1.24	1.20
Stocking rate (grazing LU per eff.ha.)	1.93	1.94
Return on tenant's capital (%)	7.20	14.52

**TABLE B1. Hill and upland 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	148.6	144.0	148.6	144.0
Beef cows	3.1	2.8	2.4	2.1
Other cattle	157.6	153.7	89.0	84.9
Breeding sheep	223.3	237.6	17.7	18.8
Other sheep	160.3	122.4	6.5	5.0
Other livestock	294.1	86.9		

**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	21	21	0	0	13	13
Average farm size - ESU	172.2	170.3	N/A	N/A	177.0	165.6
- actual ha.	142.67	141.15			166.11	155.80
- eff. ha.	131.96	130.86			156.04	145.73

**ASSETS**

Agricultural land	595,200	567,913			455,880	425,834
Woodland	5,028	4,929			4,067	3,987
Buildings	82,855	74,022			118,474	115,406
Improvements	11,676	12,022			10,969	9,054
Machinery	145,579	128,254			143,268	133,483
Livestock	181,742	156,171			203,340	170,530
Crops, forage and cultivations	9,866	9,628			3,650	4,216
Milk quota	4,117	3,051			3,864	2,697
Single Payment Scheme value	83,324	82,313			87,630	82,084
Stores	7,307	9,825			3,486	8,002
Credit balances	59,946	23,216			33,314	15,795
<b>TOTAL</b>	<b>1,186,640</b>	<b>1,071,344</b>			<b>1,067,942</b>	<b>971,088</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	89,155	80,921			181,846	187,351
Other short term loans	22,429	25,510			23,049	27,472
Overdrafts	44,034	51,070			144,485	119,215
<b>TOTAL</b>	<b>155,618</b>	<b>157,501</b>			<b>349,380</b>	<b>334,038</b>

<b>NET WORTH</b>	<b>1,031,022</b>	<b>913,843</b>			<b>718,562</b>	<b>637,050</b>
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Owner equity (%)	87	85			67	66
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N/A - liabilities and assets results are not shown when the sub-samples by tenure have 5 or less farms.