

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

<b>3. All sizes</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	58	58
Average business size (ESU)	132	130
<b>OUTPUTS</b>	<u>2009/10</u>	<u>2008/09</u>
Dairy	171,638	191,551
Other cattle	36,248	29,965
Sheep	11,057	8,827
Other livestock	2,997	1,574
Main crops	2,344	1,892
By-products, forage and cultivations	1,028	1,422
Miscellaneous	2,119	3,461
Single Payment Scheme	31,745	28,337
Tir Mynydd and environmental payments	2,967	3,052
<b>TOTAL OUTPUTS</b>	<b>262,143</b>	<b>270,081</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	58,895	58,912
- homegrown concentrates	4,503	4,982
Coarse fodder, tack and stock keep	7,667	7,186
Veterinary and medicines	8,108	7,431
Other livestock costs	21,712	19,164
Seeds - purchased and homegrown	1,463	1,383
Fertilisers	15,679	16,598
Other crop costs	13,113	13,035
Labour - paid	7,700	6,617
- unpaid	8,461	8,536
- casual	3,543	3,229
Machinery - contract	781	162
- repairs	7,700	7,543
- fuels	7,298	8,491
- depreciation	15,430	13,416
General farming costs	16,431	14,985
Land expenses	6,050	6,580
Rent	3,788	4,070
Rental value	19,855	18,696
<b>TOTAL INPUTS</b>	<b>228,177</b>	<b>221,016</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>33,966</b>	<b>49,065</b>
Plus :		
Unpaid labour (excludes farmer and spouse)	8,461	8,536
Imputed property costs	19,816	18,696
Non-agricultural output	0	0
Less :		
Interest charges	6,361	8,892
Ownership charges	8,352	9,451
<b>FARM BUSINESS INCOME</b>	<b>47,530</b>	<b>57,954</b>

**TABLE B1. Hill and upland dairy farms****3. All sizes (continued)**

<b>INCOME MEASURES - £ per farm</b>	<u>2009/10</u>	<u>2008/09</u>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>33,966</b>	<b>49,065</b>
minus manual labour of farmer & spouse	19,451	19,033
plus managerial input of paid managers	0	0
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>14,515</b>	<b>30,032</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>33,966</b>	<b>49,065</b>
plus net rental value/imputed rent	19,855	18,696
minus occupier's expenses	227	2,235
minus interest payments	6,361	8,892
minus buildings & works depreciation	8,600	9,968
<b>OCCUPIER'S NET INCOME</b>	<b>38,633</b>	<b>46,666</b>
plus other imputed charges	8,579	8,619
plus fixed asset depreciation	24,030	23,384
minus valuation changes	18,614	12,872
<b>CASH INCOME</b>	<b>52,628</b>	<b>65,797</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	2.80	3.00
Roots, fodder and other crops	4.60	4.01
Grassland - hay	0.97	1.07
- silage	39.27	39.33
- pasture	48.49	47.69
Fallow and land let	0.44	0.27
Rough grazing - sole	7.15	7.15
Bare land and forage hired	13.90	12.71
Woods, roads and buildings	3.47	3.47
TOTAL AREA (actual hectares)	<b>121.09</b>	<b>118.70</b>
TOTAL AREA (effective hectares)	<b>112.43</b>	<b>110.49</b>
Rough grazing - common (effective hectares)	0.09	0.09
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	112,900	101,710
Livestock	143,590	122,444
Crops	6,117	6,085
Stores	4,451	6,116
<b>TOTAL</b>	<b>267,058</b>	<b>236,355</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	6,563	6,582
Milk sales per cow (£)	1,495	1,689
Margin over concentrates per cow (£)	1,070	1,248
Milk price (pence per litre)	22.77	25.67
Lambs reared per ewe (numbers)	1.29	1.26
Finished lamb sales per ewe (numbers)	1.17	1.14
Stocking rate (grazing LU per eff.ha.)	1.85	1.84
Return on tenant's capital (%)	5.44	12.71

**TABLE B1. Hill and upland dairy farms****3. All sizes (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2009/10	2008/09	2009/10	2008/09
Dairy cattle	112.0	111.0	112.0	111.0
Beef cows	2.2	2.0	1.6	1.5
Other cattle	123.9	119.9	69.8	66.0
Breeding sheep	184.0	197.6	14.3	15.4
Other sheep	125.5	95.6	5.1	3.9
Other livestock	172.4	51.0		

**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	32	32	2	2	24	24
Average farm size - ESU	136.4	137.7	N/A	N/A	131.0	125.6
- actual ha.	123.12	122.52			124.60	119.64
- eff. ha.	113.68	113.87			116.59	111.64

**ASSETS**

Agricultural land	515,453	497,701			355,073	336,677
Woodland	3,828	3,753			3,311	3,246
Buildings	67,713	57,899			75,899	73,602
Improvements	9,248	9,143			6,467	5,424
Machinery	116,449	104,267			112,964	102,279
Livestock	145,925	127,252			146,802	124,232
Crops, forage and cultivations	7,680	7,426			4,486	4,684
Milk quota	3,241	2,403			2,981	2,152
Single Payment Scheme value	66,131	64,316			64,374	61,369
Stores	5,831	7,299			2,766	5,113
Credit balances	46,964	18,815			39,496	20,787
<b>TOTAL</b>	<b>988,463</b>	<b>900,274</b>			<b>814,619</b>	<b>739,565</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	67,590	62,741			112,379	116,788
Other short term loans	19,744	21,540			16,149	16,477
Overdrafts	40,513	44,003			85,943	72,617
<b>TOTAL</b>	<b>127,847</b>	<b>128,284</b>			<b>214,471</b>	<b>205,882</b>

**NET WORTH**

	<b>860,616</b>	<b>771,990</b>			<b>600,148</b>	<b>533,683</b>
Owner equity (%)	87	86			74	72

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