

TABLE B2. Lowland dairy farms

1. Under 100 ESU	Farm Business Income (£ per farm)	
Number of farms in sample	19	19
Average business size (ESU)	78	78
OUTPUTS	<u>2010/11</u>	<u>2009/10</u>
Dairy	111,638	102,313
Other cattle	23,416	19,492
Sheep	4,956	4,460
Other livestock	0	0
Main crops	3,275	1,933
By-products, forage and cultivations	332	570
Miscellaneous	3,366	2,973
Single Payment Scheme	18,362	19,981
Tir Mynydd and environmental payments	1,375	1,548
TOTAL OUTPUTS	166,720	153,270
INPUTS		
Feeds - purchased concentrates	30,433	28,723
- homegrown concentrates	4,333	3,684
Coarse fodder, tack and stock keep	2,055	1,718
Veterinary and medicines	4,339	3,917
Other livestock costs	12,126	12,194
Seeds - purchased and homegrown	1,204	1,379
Fertilisers	7,651	7,141
Other crop costs	6,797	8,014
Labour - paid	3,527	3,315
- unpaid	6,372	6,758
- casual	783	638
Machinery - contract	790	298
- repairs	4,943	4,768
- fuels	4,559	3,483
- depreciation	12,426	10,254
General farming costs	11,837	11,496
Land expenses	2,544	2,187
Rent	3,153	3,116
Rental value	10,758	10,904
TOTAL INPUTS	130,630	123,987
NET FARM INCOME (excluding BLSA)	36,090	29,283
Plus :		
Unpaid labour (excludes farmer and spouse)	6,372	6,758
Imputed property costs	10,592	10,791
Non-agricultural output	0	0
Less :		
Interest charges	1,475	1,627
Ownership charges	2,808	2,742
FARM BUSINESS INCOME	48,771	42,463

TABLE B2. Lowland dairy farms**1. Under 100 ESU (continued)**

INCOME MEASURES - £ per farm	<u>2010/11</u>	<u>2009/10</u>
NET FARM INCOME (excl. BLSA)	36,090	29,283
minus manual labour of farmer & spouse	18,794	18,134
plus managerial input of paid managers	0	0
MANAGEMENT & INVESTMENT INCOME	17,296	11,149
NET FARM INCOME (excl. BLSA)	36,090	29,283
plus net rental value/imputed rent	10,758	10,904
minus occupier's expenses	190	185
minus interest payments	1,475	1,627
minus buildings & works depreciation	2,733	2,684
OCCUPIER'S NET INCOME	42,450	35,691
plus other imputed charges	6,529	6,863
plus fixed asset depreciation	14,363	12,939
minus valuation changes	9,309	7,403
CASH INCOME	54,033	48,090
LAND UTILISATION - hectares per farm		
Cereals	3.45	3.00
Roots, fodder and other crops	5.08	4.65
Grassland - hay	1.33	1.72
- silage	22.82	24.44
- pasture	32.72	31.57
Fallow and land let	0.00	0.00
Rough grazing - sole	0.68	0.68
Bare land and forage hired	2.69	3.00
Woods, roads and buildings	2.03	2.03
TOTAL AREA (actual hectares)	70.80	71.09
TOTAL AREA (effective hectares)	68.41	68.72
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	85,708	79,228
Livestock	94,068	85,868
Crops	3,030	3,018
Stores	3,590	2,409
TOTAL	186,396	170,523
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	7,049	6,628
Milk sales per cow (£)	1,668	1,474
Margin over concentrates per cow (£)	1,246	1,092
Milk price (pence per litre)	24.13	22.80
Lambs reared per ewe (numbers)	1.46	1.51
Finished lamb sales per ewe (numbers)	1.34	1.41
Stocking rate (grazing LU per eff.ha.)	1.76	1.70
Return on tenant's capital (%)	9.28	6.54

TABLE B2. Lowland dairy farms**1. Under 100 ESU (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2010/11	2009/10	2010/11	2009/10
Dairy cattle	66.4	67.4	66.4	67.4
Beef cows	0.1	0.0	0.1	0.0
Other cattle	74.1	68.5	40.7	36.7
Breeding sheep	70.2	66.9	5.6	5.4
Other sheep	36.3	46.5	1.5	1.9
Other livestock	0.0	0.0		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2010/11	2009/10	2010/11	2009/10	2010/11	2009/10
Number of farms	7	7	4	4	8	8
Average farm size - ESU	78.4	77.1	N/A	N/A	76.0	78.0
- actual ha.	79.20	78.77			67.42	68.52
- eff. ha.	76.59	76.16			64.38	65.49

ASSETS

Agricultural land	414,487	406,360			349,202	342,354
Woodland	2,808	2,753			2,962	2,904
Buildings	29,578	32,691			14,776	12,451
Improvements	8,627	7,343			1,007	819
Machinery	84,884	81,653			86,873	80,409
Livestock	94,676	89,413			86,755	77,386
Crops, forage and cultivations	3,164	3,075			2,717	2,603
Milk quota	1,333	1,760			1,453	1,917
Single Payment Scheme value	35,096	42,455			32,595	37,775
Stores	5,619	2,743			2,719	3,157
Credit balances	14,002	13,713			24,663	19,824
TOTAL	694,274	683,959			605,722	581,599

EXTERNAL LIABILITIES

Long and medium term loans	26,256	30,693			3,181	6,002
Other short term loans	4,898	9,214			10,287	10,668
Overdrafts	12,446	6,392			11,798	11,382
TOTAL	43,600	46,299			25,266	28,052

NET WORTH

	650,674	637,660			580,456	553,547
Owner equity (%)	94	93			96	95

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