

TABLE B2. Lowland dairy farms

2. Over 100 ESU	Farm Business Income (£ per farm)	
Number of farms in sample	32	32
Average business size (ESU)	244	238
OUTPUTS	<u>2010/11</u>	<u>2009/10</u>
Dairy	364,557	332,600
Other cattle	57,190	52,736
Sheep	1,277	1,109
Other livestock	51	37
Main crops	4,403	4,042
By-products, forage and cultivations	1,411	2,461
Miscellaneous	6,382	5,814
Single Payment Scheme	45,022	47,932
Tir Mynydd and environmental payments	3,419	3,555
TOTAL OUTPUTS	483,712	450,286
INPUTS		
Feeds - purchased concentrates	108,805	97,965
- homegrown concentrates	8,166	7,714
Coarse fodder, tack and stock keep	14,726	12,035
Veterinary and medicines	15,547	14,032
Other livestock costs	40,258	37,650
Seeds - purchased and homegrown	3,792	3,994
Fertilisers	22,940	22,321
Other crop costs	19,973	22,308
Labour - paid	30,065	26,542
- unpaid	13,407	14,189
- casual	4,065	3,909
Machinery - contract	1,894	529
- repairs	12,934	13,375
- fuels	15,247	12,031
- depreciation	22,840	20,083
General farming costs	28,128	26,085
Land expenses	10,111	9,031
Rent	8,242	8,107
Rental value	32,894	30,589
TOTAL INPUTS	414,034	382,489
NET FARM INCOME (excluding BLSA)	69,678	67,797
Plus :		
Unpaid labour (excludes farmer and spouse)	13,407	14,189
Imputed property costs	32,769	30,464
Non-agricultural output	0	0
Less :		
Interest charges	13,801	12,449
Ownership charges	12,774	11,340
FARM BUSINESS INCOME	89,279	88,661

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

INCOME MEASURES - £ per farm	<u>2010/11</u>	<u>2009/10</u>
NET FARM INCOME (excl. BLSA)	69,678	67,797
minus manual labour of farmer & spouse	20,577	20,114
plus managerial input of paid managers	0	0
MANAGEMENT & INVESTMENT INCOME	49,101	47,683
NET FARM INCOME (excl. BLSA)	69,678	67,797
plus net rental value/imputed rent	32,894	30,589
minus occupier's expenses	261	226
minus interest payments	13,801	12,449
minus buildings & works depreciation	12,931	11,521
OCCUPIER'S NET INCOME	75,579	74,190
plus other imputed charges	13,532	14,314
plus fixed asset depreciation	35,287	31,604
minus valuation changes	24,542	40,141
CASH INCOME	99,856	79,967
LAND UTILISATION - hectares per farm		
Cereals	4.64	6.23
Roots, fodder and other crops	16.90	16.81
Grassland - hay	0.94	1.28
- silage	60.55	60.91
- pasture	56.17	51.75
Fallow and land let	0.25	0.43
Rough grazing - sole	1.28	1.27
Bare land and forage hired	19.00	18.53
Woods, roads and buildings	6.69	6.69
TOTAL AREA (actual hectares)	166.42	163.90
TOTAL AREA (effective hectares)	158.55	155.85
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	161,035	147,324
Livestock	265,525	244,976
Crops	9,789	9,652
Stores	8,997	7,369
TOTAL	445,346	409,321
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,820	6,550
Milk sales per cow (£)	1,637	1,492
Margin over concentrates per cow (£)	1,183	1,077
Milk price (pence per litre)	24.35	23.15
Lambs reared per ewe (numbers)	1.09	1.03
Finished lamb sales per ewe (numbers)	0.94	0.93
Stocking rate (grazing LU per eff.ha.)	2.19	2.13
Return on tenant's capital (%)	11.03	11.65

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

	Average number		Livestock Units	
	2010/11	2009/10	2010/11	2009/10
Dairy cattle	221.3	216.1	221.3	216.1
Beef cows	0.3	0.2	0.2	0.2
Other cattle	207.2	189.5	111.4	97.9
Breeding sheep	44.6	46.2	3.6	3.7
Other sheep	10.3	12.1	0.4	0.5
Other livestock	2.4	2.0		

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	15	15	1	1	16	16
Average farm size - ESU	227.4	216.8	N/A	N/A	263.3	261.8
- actual ha.	150.39	146.20			186.61	185.04
- eff. ha.	140.75	136.56			179.94	178.03

ASSETS

Agricultural land	1,025,152	988,042			775,534	726,969
Woodland	5,996	5,878			4,803	4,709
Buildings	108,370	102,987			111,238	92,489
Improvements	6,585	6,975			13,298	11,392
Machinery	129,725	119,486			195,310	177,481
Livestock	250,615	223,785			285,499	269,365
Crops, forage and cultivations	8,878	7,904			10,724	11,394
Milk quota	3,822	5,034			4,712	6,223
Single Payment Scheme value	89,022	95,616			101,647	116,644
Stores	6,760	5,702			10,929	9,007
Credit balances	69,267	50,856			40,822	28,196
TOTAL	1,704,192	1,612,265			1,554,516	1,453,869

EXTERNAL LIABILITIES

Long and medium term loans	322,281	329,710			262,256	247,186
Other short term loans	10,977	12,967			41,648	28,672
Overdrafts	48,748	40,477			135,749	121,805
TOTAL	382,006	383,154			439,653	397,663

NET WORTH

	1,322,186	1,229,111			1,114,863	1,056,206
Owner equity (%)	78	76			72	73

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