

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

<b>1. Under 100 ESU</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	22	22
Average business size (ESU)	72	71
<b>OUTPUTS</b>	<u>2010/11</u>	<u>2009/10</u>
Dairy	87,309	81,802
Other cattle	22,361	22,760
Sheep	6,950	6,474
Other livestock	-32	99
Main crops	671	538
By-products, forage and cultivations	1,010	1,312
Miscellaneous	3,185	2,175
Single Payment Scheme	17,156	18,397
Tir Mynydd and environmental payments	2,659	2,700
<b>TOTAL OUTPUTS</b>	<b>141,269</b>	<b>136,257</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	28,198	28,138
- homegrown concentrates	1,920	1,666
Coarse fodder, tack and stock keep	3,538	2,962
Veterinary and medicines	4,415	4,550
Other livestock costs	12,383	11,907
Seeds - purchased and homegrown	522	687
Fertilisers	8,761	8,173
Other crop costs	6,433	6,828
Labour - paid	1,038	1,113
- unpaid	5,495	5,345
- casual	557	886
Machinery - contract	658	70
- repairs	4,225	4,275
- fuels	4,719	3,982
- depreciation	10,225	8,814
General farming costs	10,296	10,236
Land expenses	3,924	2,557
Rent	3,237	3,129
Rental value	11,904	11,232
<b>TOTAL INPUTS</b>	<b>122,448</b>	<b>116,550</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>18,821</b>	<b>19,707</b>
Plus :		
Unpaid labour (excludes farmer and spouse)	5,495	5,345
Imputed property costs	11,813	11,232
Non-agricultural output	0	0
Less :		
Interest charges	1,965	2,831
Ownership charges	4,534	3,928
<b>FARM BUSINESS INCOME</b>	<b>29,630</b>	<b>29,525</b>

**TABLE B1. Hill and upland dairy farms****1. Under 100 ESU (continued)**

<b>INCOME MEASURES - £ per farm</b>	<u>2010/11</u>	<u>2009/10</u>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>18,821</b>	<b>19,707</b>
minus manual labour of farmer & spouse	19,357	18,979
plus managerial input of paid managers	0	0
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>-536</b>	<b>728</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>18,821</b>	<b>19,707</b>
plus net rental value/imputed rent	11,904	11,232
minus occupier's expenses	308	208
minus interest payments	1,965	2,831
minus buildings & works depreciation	4,468	3,958
<b>OCCUPIER'S NET INCOME</b>	<b>23,984</b>	<b>23,942</b>
plus other imputed charges	5,586	5,345
plus fixed asset depreciation	14,121	12,772
minus valuation changes	9,714	11,764
<b>CASH INCOME</b>	<b>33,977</b>	<b>30,295</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.75	0.85
Roots, fodder and other crops	2.43	1.85
Grassland - hay	1.20	1.47
- silage	25.63	24.83
- pasture	36.55	37.57
Fallow and land let	0.70	0.33
Rough grazing - sole	6.38	6.38
Bare land and forage hired	8.23	7.94
Woods, roads and buildings	1.77	1.77
TOTAL AREA (actual hectares)	<b>83.64</b>	<b>82.99</b>
TOTAL AREA (effective hectares)	<b>76.82</b>	<b>76.54</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	70,852	62,976
Livestock	91,166	82,866
Crops	3,708	3,735
Stores	4,027	2,463
<b>TOTAL</b>	<b>169,753</b>	<b>152,040</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	6,435	6,259
Milk sales per cow (£)	1,432	1,325
Margin over concentrates per cow (£)	1,061	960
Milk price (pence per litre)	22.67	21.58
Lambs reared per ewe (numbers)	1.11	1.09
Finished lamb sales per ewe (numbers)	0.96	0.83
Stocking rate (grazing LU per eff.ha.)	1.52	1.51
Return on tenant's capital (%)	-0.32	0.48

**TABLE B1. Hill and upland 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	60.5	59.9	60.5	59.9
Beef cows	0.6	0.7	0.4	0.5
Other cattle	73.6	72.9	41.2	40.6
Breeding sheep	142.5	135.9	10.9	10.3
Other sheep	74.8	77.9	3.0	3.2
Other livestock	0.5	0.5		

**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	9	10	2	2	11	10
Average farm size - ESU	72.6	74.0	N/A	N/A	73.1	70.9
- actual ha.	80.97	88.18			91.32	85.19
- eff. ha.	71.95	80.52			85.71	79.38

**ASSETS**

Agricultural land	383,049	369,774			264,724	253,697
Woodland	3,406	3,005			2,036	2,196
Buildings	39,901	45,323			33,458	22,383
Improvements	5,544	4,552			4,780	1,139
Machinery	62,455	57,222			79,782	70,255
Livestock	97,004	91,170			86,222	77,595
Crops, forage and cultivations	3,432	2,918			4,429	5,160
Milk quota	1,220	1,622			1,459	1,730
Single Payment Scheme value	28,224	33,625			31,442	36,050
Stores	4,116	2,745			3,965	2,156
Credit balances	10,948	9,820			19,823	21,782
<b>TOTAL</b>	<b>639,299</b>	<b>621,776</b>			<b>532,120</b>	<b>494,143</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	18,445	20,162			46,642	33,139
Other short term loans	5,070	8,304			9,055	8,473
Overdrafts	48,203	35,044			18,403	19,777
<b>TOTAL</b>	<b>71,718</b>	<b>63,510</b>			<b>74,100</b>	<b>61,389</b>

**NET WORTH**

	<b>567,581</b>	<b>558,266</b>			<b>458,020</b>	<b>432,754</b>
Owner equity (%)	89	90			86	88

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