

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)	80	79
OUTPUTS	<u>2011/12</u>	<u>2010/11</u>
Dairy	124,922	111,738
Other cattle	23,309	21,757
Sheep	5,651	4,868
Other livestock	126	0
Main crops	3,701	4,373
By-products, forage and cultivations	999	454
Miscellaneous	4,371	3,954
Single Payment Scheme	17,488	17,596
Tir Mynydd and environmental payments	1,146	1,313
TOTAL OUTPUTS	181,713	166,053
INPUTS		
Feeds - purchased concentrates	34,725	30,514
- homegrown concentrates	4,519	4,344
Coarse fodder, tack and stock keep	2,967	2,113
Veterinary and medicines	4,826	4,226
Other livestock costs	12,056	11,215
Seeds - purchased and homegrown	1,628	1,356
Fertilisers	8,341	7,641
Other crop costs	8,422	7,021
Labour - paid	5,076	4,493
- unpaid	4,333	4,349
- casual	935	970
Machinery - contract	632	775
- repairs	6,250	4,999
- fuels	5,412	4,442
- depreciation	12,257	11,663
General farming costs	13,013	12,143
Land expenses	3,519	2,332
Rent	4,302	4,255
Rental value	9,797	9,255
TOTAL INPUTS	143,010	128,106
NET FARM INCOME (excluding BLSA)	38,703	37,947
Plus :		
Unpaid labour (excludes farmer and spouse)	4,333	4,349
Imputed property costs	9,525	8,984
Non-agricultural output	0	0
Less :		
Interest charges	1,380	1,470
Ownership charges	2,575	2,563
FARM BUSINESS INCOME	48,606	47,247

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

INCOME MEASURES - £ per farm	<u>2011/12</u>	<u>2010/11</u>
NET FARM INCOME (excl. BLSA)	38,703	37,947
minus manual labour of farmer & spouse	19,800	19,244
plus managerial input of paid managers	0	0
MANAGEMENT & INVESTMENT INCOME	18,903	18,703
NET FARM INCOME (excl. BLSA)	38,703	37,947
plus net rental value/imputed rent	9,797	9,255
minus occupier's expenses	169	179
minus interest payments	1,380	1,470
minus buildings & works depreciation	2,637	2,494
OCCUPIER'S NET INCOME	44,314	43,059
plus other imputed charges	4,596	4,612
plus fixed asset depreciation	14,895	14,158
minus valuation changes	3,286	7,804
CASH INCOME	60,519	54,025
LAND UTILISATION - hectares per farm		
Cereals	3.02	3.75
Roots, fodder and other crops	6.18	6.11
Grassland - hay	1.57	1.72
- silage	22.82	22.87
- pasture	31.58	30.72
Fallow and land let	0.00	0.00
Rough grazing - sole	1.22	1.22
Bare land and forage hired	5.02	2.84
Woods, roads and buildings	1.91	1.91
TOTAL AREA (actual hectares)	73.32	71.14
TOTAL AREA (effective hectares)	70.82	68.63
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	89,663	85,060
Livestock	96,445	94,716
Crops	3,268	3,301
Stores	4,302	3,051
TOTAL	193,678	186,128
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,898	7,036
Milk sales per cow (£)	1,825	1,659
Margin over concentrates per cow (£)	1,355	1,231
Milk price (pence per litre)	26.95	24.03
Lambs reared per ewe (numbers)	1.41	1.37
Finished lamb sales per ewe (numbers)	1.27	1.26
Stocking rate (grazing LU per eff.ha.)	1.72	1.75
Return on tenant's capital (%)	9.76	10.05

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

	Average number		Livestock Units	
	2011/12	2010/11	2011/12	2010/11
Dairy cattle	68.1	66.6	68.1	66.6
Beef cows	0.0	0.1	0.0	0.1
Other cattle	73.5	71.7	39.7	39.1
Breeding sheep	85.6	76.3	6.8	6.1
Other sheep	47.3	38.1	1.9	1.5
Other livestock	1.6	0.0		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11
Number of farms	5	5	6	6	8	8
Average farm size - ESU	N/A	N/A	86.6	84.6	77.8	76.0
- actual ha.			65.34	65.34	69.85	67.42
- eff. ha.			63.39	63.39	66.81	64.38

ASSETS

Agricultural land			0	0	357,932	349,202
Woodland			0	0	3,036	2,962
Buildings			7,847	8,400	14,180	14,776
Improvements			4,769	5,620	7,813	1,007
Machinery			109,265	90,470	82,502	86,873
Livestock			104,125	103,301	88,160	86,755
Crops, forage and cultivations			3,580	3,664	2,724	2,717
Milk quota			1,812	2,153	1,223	1,453
Single Payment Scheme value			27,371	33,758	26,810	32,595
Stores			3,018	1,354	3,313	2,719
Credit balances			34,536	30,126	21,827	24,663
TOTAL			296,323	278,846	609,520	605,722

EXTERNAL LIABILITIES

Long and medium term loans			5,919	6,763	3,728	3,181
Other short term loans			23,630	16,603	6,421	10,287
Overdrafts			13,621	13,567	9,959	11,798
TOTAL			43,170	36,933	20,108	25,266

NET WORTH

			253,153	241,913	589,412	580,456
Owner equity (%)			85	87	97	96

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