

TABLE B2. Lowland dairy farms**2. Over 100 ESU****Farm Business Income (£ per farm)**

Number of farms in sample	33	33
Average business size (ESU)	242	239
OUTPUTS	<u>2011/12</u>	<u>2010/11</u>
Dairy	424,284	366,668
Other cattle	62,029	56,173
Sheep	2,079	1,540
Other livestock	-9	49
Main crops	5,770	4,025
By-products, forage and cultivations	1,738	1,297
Miscellaneous	5,831	6,307
Single Payment Scheme	45,116	45,088
Tir Mynydd and environmental payments	3,275	3,232
TOTAL OUTPUTS	550,113	484,379
INPUTS		
Feeds - purchased concentrates	120,339	111,385
- homegrown concentrates	8,706	7,778
Coarse fodder, tack and stock keep	14,741	14,404
Veterinary and medicines	16,813	15,961
Other livestock costs	40,783	40,015
Seeds - purchased and homegrown	5,098	3,891
Fertilisers	27,248	21,694
Other crop costs	22,538	20,356
Labour - paid	30,479	29,687
- unpaid	12,639	12,682
- casual	3,493	3,705
Machinery - contract	3,460	3,146
- repairs	15,528	12,803
- fuels	16,968	15,028
- depreciation	25,217	22,335
General farming costs	30,874	28,112
Land expenses	11,744	9,670
Rent	9,743	8,053
Rental value	34,342	32,581
TOTAL INPUTS	450,753	413,286
NET FARM INCOME (excluding BLSA)	99,360	71,093
Plus :		
Unpaid labour (excludes farmer and spouse)	12,639	12,682
Imputed property costs	34,216	32,456
Non-agricultural output	0	0
Less :		
Interest charges	14,665	13,335
Ownership charges	13,756	13,107
FARM BUSINESS INCOME	117,794	89,789

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

INCOME MEASURES - £ per farm	<u>2011/12</u>	<u>2010/11</u>
NET FARM INCOME (excl. BLSA)	99,360	71,093
minus manual labour of farmer & spouse	21,178	20,774
plus managerial input of paid managers	0	0
MANAGEMENT & INVESTMENT INCOME	78,182	50,319
NET FARM INCOME (excl. BLSA)	99,360	71,093
plus net rental value/imputed rent	34,342	32,581
minus occupier's expenses	295	261
minus interest payments	14,665	13,335
minus buildings & works depreciation	14,397	13,257
OCCUPIER'S NET INCOME	104,345	76,821
plus other imputed charges	12,760	12,803
plus fixed asset depreciation	39,614	35,592
minus valuation changes	11,698	23,776
CASH INCOME	145,021	101,440
LAND UTILISATION - hectares per farm		
Cereals	4.68	4.01
Roots, fodder and other crops	19.14	18.32
Grassland - hay	1.52	0.92
- silage	61.22	59.33
- pasture	52.97	54.19
Fallow and land let	0.64	0.25
Rough grazing - sole	1.24	1.24
Bare land and forage hired	15.56	18.61
Woods, roads and buildings	7.00	6.91
TOTAL AREA (actual hectares)	163.97	163.78
TOTAL AREA (effective hectares)	155.43	155.71
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	167,548	157,954
Livestock	271,171	262,861
Crops	10,736	9,940
Stores	11,252	8,619
TOTAL	460,707	439,374
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,890	6,993
Milk sales per cow (£)	1,911	1,677
Margin over concentrates per cow (£)	1,412	1,205
Milk price (pence per litre)	28.08	24.34
Lambs reared per ewe (numbers)	1.24	1.13
Finished lamb sales per ewe (numbers)	1.23	1.08
Stocking rate (grazing LU per eff.ha.)	2.21	2.17
Return on tenant's capital (%)	16.97	11.45

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

	Average number		Livestock Units	
	2011/12	2010/11	2011/12	2010/11
Dairy cattle	220.5	216.8	220.5	216.8
Beef cows	0.3	0.3	0.2	0.2
Other cattle	198.5	202.4	107.4	108.3
Breeding sheep	45.8	47.2	3.7	3.8
Other sheep	20.8	13.1	0.8	0.5
Other livestock	1.1	2.4		

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	15	15	1	1	17	17
Average farm size - ESU	231.4	228.7	N/A	N/A	258.8	255.2
- actual ha.	155.46	152.40			177.55	179.83
- eff. ha.	145.43	142.58			170.71	172.88

ASSETS

Agricultural land	1,085,373	1,053,534			744,660	726,498
Woodland	7,244	6,353			5,834	5,692
Buildings	114,013	111,514			128,227	116,290
Improvements	6,630	6,857			9,363	10,783
Machinery	143,101	134,721			195,599	185,615
Livestock	256,831	254,816			291,432	278,705
Crops, forage and cultivations	9,894	9,127			9,948	9,859
Milk quota	3,280	3,897			3,932	4,667
Single Payment Scheme value	72,096	91,413			79,026	99,437
Stores	11,619	7,309			11,337	9,948
Credit balances	99,325	69,010			42,585	33,432
TOTAL	1,809,406	1,748,551			1,521,943	1,480,926

EXTERNAL LIABILITIES

Long and medium term loans	354,420	328,168			216,927	225,064
Other short term loans	16,451	12,151			39,390	39,153
Overdrafts	34,665	51,861			127,976	134,822
TOTAL	405,536	392,180			384,293	399,039

NET WORTH

	1,403,870	1,356,371			1,137,650	1,081,887
Owner equity (%)	78	78			75	73

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