

TABLE B6. Lowland cattle and sheep farms

3. All sizes	Farm Business Income (£ per farm)	
Number of farms in sample	45	45
Average business size (ESU)	36	35
OUTPUTS	<u>2011/12</u>	<u>2010/11</u>
Dairy	4,591	3,754
Other cattle	39,782	31,514
Sheep	37,833	30,835
Other livestock	27	86
Main crops	7,717	7,668
By-products, forage and cultivations	6,536	5,685
Miscellaneous	4,048	4,374
Single Payment Scheme	25,184	25,378
Tir Mynydd and environmental payments	2,719	3,108
TOTAL OUTPUTS	128,437	112,402
INPUTS		
Feeds - purchased concentrates	8,965	9,748
- homegrown concentrates	4,940	4,444
Coarse fodder, tack and stock keep	2,870	2,256
Veterinary and medicines	2,580	2,350
Other livestock costs	7,220	6,840
Seeds - purchased and homegrown	1,242	1,083
Fertilisers	8,107	6,409
Other crop costs	5,278	5,193
Labour - paid	3,112	2,723
- unpaid	3,833	3,561
- casual	728	643
Machinery - contract	606	587
- repairs	3,361	3,542
- fuels	5,173	4,423
- depreciation	9,849	9,092
General farming costs	9,211	9,239
Land expenses	4,011	3,074
Rent	4,061	3,899
Rental value	10,533	9,600
TOTAL INPUTS	95,680	88,706
NET FARM INCOME (excluding BLSA)	32,757	23,696
Plus :		
Unpaid labour (excludes farmer and spouse)	3,833	3,561
Imputed property costs	10,398	9,466
Non-agricultural output	0	0
Less :		
Interest charges	1,406	1,477
Ownership charges	3,903	3,342
FARM BUSINESS INCOME	41,679	31,904

TABLE B6. Lowland cattle and sheep farms**3. All sizes (continued)**

INCOME MEASURES - £ per farm	<u>2011/12</u>	<u>2010/11</u>
NET FARM INCOME (excl. BLSA)	32,757	23,696
minus manual labour of farmer & spouse	16,455	16,209
plus managerial input of paid managers	0	0
MANAGEMENT & INVESTMENT INCOME	16,302	7,487
NET FARM INCOME (excl. BLSA)	32,757	23,696
plus net rental value/imputed rent	10,533	9,600
minus occupier's expenses	205	180
minus interest payments	1,406	1,477
minus buildings & works depreciation	4,019	3,476
OCCUPIER'S NET INCOME	37,660	28,163
plus other imputed charges	3,966	3,695
plus fixed asset depreciation	13,868	12,568
minus valuation changes	11,543	5,451
CASH INCOME	43,951	38,975
LAND UTILISATION - hectares per farm		
Cereals	6.86	6.55
Roots, fodder and other crops	4.27	4.50
Grassland - hay	6.49	5.65
- silage	16.51	16.72
- pasture	46.63	51.02
Fallow and land let	2.27	2.35
Rough grazing - sole	4.71	2.71
Bare land and forage hired	8.93	7.01
Woods, roads and buildings	3.56	3.56
TOTAL AREA (actual hectares)	100.23	100.07
TOTAL AREA (effective hectares)	91.56	92.32
Rough grazing - common (effective hectares)	9.43	9.43
TENANT'S CAPITAL - £ per farm		
Machinery	70,273	63,118
Livestock	93,024	83,796
Crops	7,102	5,470
Stores	3,293	2,667
TOTAL	173,692	155,051
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	5,601	6,021
Milk sales per cow (£)	1,450	1,363
Margin over concentrates per cow (£)	1,158	982
Milk price (pence per litre)	26.56	23.20
Lambs reared per ewe (numbers)	1.43	1.41
Finished lamb sales per ewe (numbers)	1.38	1.41
Stocking rate (grazing LU per eff.ha.)	1.34	1.35
Return on tenant's capital (%)	9.39	4.83

TABLE B6. Lowland cattle and sheep farms**3. All sizes (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	<u>2011/12</u>	<u>2010/11</u>	<u>2011/12</u>	<u>2010/11</u>
Dairy cattle	3.0	2.6	3.0	2.6
Beef cows	18.6	18.9	13.9	14.2
Other cattle	91.0	95.4	52.5	55.2
Breeding sheep	369.9	356.5	29.6	28.5
Other sheep	300.9	268.5	12.1	10.9
Other livestock	0.6	2.2		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2011/12</u>	<u>2010/11</u>	<u>2011/12</u>	<u>2010/11</u>	<u>2011/12</u>	<u>2010/11</u>
Number of farms	20	19	7	7	18	19
Average farm size - ESU	33.8	33.1	28.7	26.7	40.7	40.6
- actual ha.	88.46	84.82	97.14	104.26	114.49	113.78
- eff. ha.	76.35	71.43	89.02	102.57	109.45	109.44

ASSETS

Agricultural land	469,618	454,598	0	0	603,661	578,494
Woodland	10,125	10,398	0	0	3,554	3,285
Buildings	41,211	31,967	6,524	7,687	26,114	22,735
Improvements	3,340	3,267	3,843	4,338	10,776	11,702
Machinery	68,862	65,293	49,033	48,528	80,103	66,320
Livestock	79,190	70,820	66,431	58,883	118,738	105,952
Crops, forage and cultivations	8,306	5,109	2,575	2,889	7,527	6,784
Milk quota	92	115	0	0	0	0
Single Payment Scheme value	37,418	47,796	30,057	35,369	43,834	51,940
Stores	3,955	3,288	183	89	3,769	2,996
Credit balances	20,737	17,964	15,712	16,162	19,395	18,302
TOTAL	742,854	710,615	174,358	173,945	917,471	868,510

EXTERNAL LIABILITIES

Long and medium term loans	11,599	5,282	10,115	12,597	74,166	81,469
Other short term loans	4,001	5,147	6,002	6,306	7,844	4,858
Overdrafts	14,488	14,466	1,635	1,220	20,830	13,932
TOTAL	30,088	24,895	17,752	20,123	102,840	100,259

NET WORTH

	712,766	685,720	156,606	153,822	814,631	768,251
Owner equity (%)	96	96	90	88	89	88