

TABLE B1. Hill and upland dairy farms

1. Under 100 ESU	Farm Business Income (£ per farm)	
Number of farms in sample	20	20
Average business size (ESU)	70	68
OUTPUTS	<u>2011/12</u>	<u>2010/11</u>
Dairy	95,470	81,640
Other cattle	23,199	20,713
Sheep	11,718	9,925
Other livestock	95	-36
Main crops	1,695	1,069
By-products, forage and cultivations	2,010	1,015
Miscellaneous	3,924	3,804
Single Payment Scheme	17,383	17,363
Tir Mynydd and environmental payments	1,849	2,236
TOTAL OUTPUTS	157,343	137,729
INPUTS		
Feeds - purchased concentrates	31,618	27,296
- homegrown concentrates	2,297	2,157
Coarse fodder, tack and stock keep	3,181	2,992
Veterinary and medicines	4,518	4,219
Other livestock costs	11,896	12,621
Seeds - purchased and homegrown	653	531
Fertilisers	11,080	8,692
Other crop costs	5,539	5,916
Labour - paid	2,126	1,906
- unpaid	5,719	5,558
- casual	1,008	592
Machinery - contract	1,102	433
- repairs	5,047	4,304
- fuels	5,011	4,668
- depreciation	11,063	9,395
General farming costs	10,910	10,112
Land expenses	5,753	3,951
Rent	3,245	3,062
Rental value	11,323	10,997
TOTAL INPUTS	133,089	119,402
NET FARM INCOME (excluding BLSA)	24,254	18,327
Plus :		
Unpaid labour (excludes farmer and spouse)	5,719	5,558
Imputed property costs	11,223	10,947
Non-agricultural output	0	0
Less :		
Interest charges	1,876	1,902
Ownership charges	3,622	3,763
FARM BUSINESS INCOME	35,698	29,167

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

INCOME MEASURES - £ per farm	<u>2011/12</u>	<u>2010/11</u>
NET FARM INCOME (excl. BLSA)	24,254	18,327
minus manual labour of farmer & spouse	19,068	18,533
plus managerial input of paid managers	0	0
MANAGEMENT & INVESTMENT INCOME	5,186	-206
NET FARM INCOME (excl. BLSA)	24,254	18,327
plus net rental value/imputed rent	11,323	10,997
minus occupier's expenses	305	310
minus interest payments	1,876	1,902
minus buildings & works depreciation	3,587	3,680
OCCUPIER'S NET INCOME	29,809	23,432
plus other imputed charges	5,819	5,608
plus fixed asset depreciation	14,650	13,075
minus valuation changes	2,943	9,187
CASH INCOME	47,335	32,928
LAND UTILISATION - hectares per farm		
Cereals	1.62	1.23
Roots, fodder and other crops	1.01	2.06
Grassland - hay	1.19	1.82
- silage	26.15	24.82
- pasture	36.32	35.42
Fallow and land let	0.61	1.21
Rough grazing - sole	5.13	5.13
Bare land and forage hired	6.59	6.53
Woods, roads and buildings	1.78	1.78
TOTAL AREA (actual hectares)	80.40	80.00
TOTAL AREA (effective hectares)	74.67	73.68
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	66,848	67,235
Livestock	91,052	89,301
Crops	5,725	4,253
Stores	3,659	3,903
TOTAL	167,284	164,692
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,348	6,401
Milk sales per cow (£)	1,616	1,435
Margin over concentrates per cow (£)	1,183	1,054
Milk price (pence per litre)	25.97	22.87
Lambs reared per ewe (numbers)	1.22	1.17
Finished lamb sales per ewe (numbers)	0.92	1.00
Stocking rate (grazing LU per eff.ha.)	1.58	1.55
Return on tenant's capital (%)	3.10	-0.13

TABLE B1. Hill and upland dairy farms**1. Under 100 ESU (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	57.9	55.8	57.9	55.8
Beef cows	0.6	0.6	0.4	0.4
Other cattle	65.9	66.9	37.6	38.1
Breeding sheep	197.4	186.9	15.2	14.4
Other sheep	104.9	94.2	4.2	3.8
Other livestock	0.5	0.5		

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	8	8	2	2	10	10
Average farm size - ESU	72.9	70.4	N/A	N/A	68.5	67.8
- actual ha.	81.84	80.88			84.67	84.67
- eff. ha.	72.10	71.14			81.68	80.47

ASSETS

Agricultural land	375,809	366,643			305,027	308,413
Woodland	3,424	3,340			1,994	1,945
Buildings	44,689	42,761			17,404	20,406
Improvements	5,410	5,692			1,628	1,564
Machinery	56,444	58,053			73,876	76,123
Livestock	92,935	91,335			88,375	87,116
Crops, forage and cultivations	5,832	3,611			6,735	5,420
Milk quota	994	1,181			1,025	1,247
Single Payment Scheme value	23,097	27,278			26,755	33,230
Stores	3,577	3,714			3,793	4,039
Credit balances	16,296	12,317			28,936	20,188
TOTAL	628,507	615,925			555,548	559,691

EXTERNAL LIABILITIES

Long and medium term loans	35,374	6,875			30,592	38,895
Other short term loans	4,961	3,948			6,760	9,032
Overdrafts	42,456	53,359			9,466	22,769
TOTAL	82,791	64,182			46,818	70,696

NET WORTH

	545,716	551,743			508,730	488,995
Owner equity (%)	87	90			92	87

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