

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

| <b>2. Over 100 ESU</b>                     | <b>Farm Business Income (£ per farm)</b> |                |
|--|--|----------------|
| Number of farms in sample                  | 31                                       | 31             |
| Average business size (ESU)                | 175                                      | 170            |
| <b>OUTPUTS</b>                             | <u>2011/12</u>                           | <u>2010/11</u> |
| Dairy                                      | 313,449                                  | 261,618        |
| Other cattle                               | 42,582                                   | 38,871         |
| Sheep                                      | 17,412                                   | 14,706         |
| Other livestock                            | 0  | 0              |
| Main crops                                 | 2,128                                    | 1,244          |
| By-products, forage and cultivations       | 2,006                                    | 1,781          |
| Miscellaneous                              | 2,858                                    | 2,102          |
| Single Payment Scheme                      | 35,237                                   | 35,318         |
| Tir Mynydd and environmental payments      | 2,803                                    | 3,234          |
| <b>TOTAL OUTPUTS</b>                       | <b>418,475</b>                           | <b>358,874</b> |
| <b>INPUTS</b>                              |  |                |
| Feeds - purchased concentrates             | 99,979                                   | 80,683         |
| - homegrown concentrates                   | 5,616                                    | 4,556          |
| Coarse fodder, tack and stock keep         | 14,660                                   | 12,210         |
| Veterinary and medicines                   | 13,019                                   | 11,343         |
| Other livestock costs                      | 31,794                                   | 29,781         |
| Seeds - purchased and homegrown            | 2,173                                    | 1,636          |
| Fertilisers                                | 23,294                                   | 20,092         |
| Other crop costs                           | 20,078                                   | 15,350         |
| Labour - paid                              | 11,913                                   | 10,535         |
| - unpaid                                   | 9,630                                    | 8,280          |
| - casual                                   | 4,846                                    | 4,284          |
| Machinery - contract                       | 4,251                                    | 3,751          |
| - repairs                                  | 10,143                                   | 8,477          |
| - fuels                                    | 11,389                                   | 9,932          |
| - depreciation                             | 18,650                                   | 17,801         |
| General farming costs                      | 20,727                                   | 19,439         |
| Land expenses                              | 10,976                                   | 10,398         |
| Rent                                       | 6,052                                    | 6,075          |
| Rental value                               | 24,554                                   | 23,015         |
| <b>TOTAL INPUTS</b>                        | <b>343,744</b>                           | <b>297,638</b> |
| <b>NET FARM INCOME (excluding BLSA)</b>    | <b>74,731</b>                            | <b>61,236</b>  |
| Plus :                                     |  |                |
| Unpaid labour (excludes farmer and spouse) | 9,630                                    | 8,280          |
| Imputed property costs                     | 24,489                                   | 22,951         |
| Non-agricultural output                    | 0  | 0              |
| Less :                                     |  |                |
| Interest charges                           | 8,526                                    | 8,527          |
| Ownership charges                          | 11,812                                   | 10,935         |
| <b>FARM BUSINESS INCOME</b>                | <b>88,512</b>                            | <b>73,005</b>  |

**TABLE B1. Hill and upland dairy farms****2. Over 100 ESU (continued)**

| <b>INCOME MEASURES - £ per farm</b>         | <u>2011/12</u> | <u>2010/11</u> |
|---|----------------|----------------|
| <b>NET FARM INCOME (excl. BLSA)</b>         | <b>74,731</b>  | <b>61,236</b>  |
| minus manual labour of farmer & spouse      | 21,415         | 21,357         |
| plus managerial input of paid managers      | 0              | 0              |
| <b>MANAGEMENT &amp; INVESTMENT INCOME</b>   | <b>53,316</b>  | <b>39,879</b>  |
| <br>  |                |                |
| <b>NET FARM INCOME (excl. BLSA)</b>         | <b>74,731</b>  | <b>61,236</b>  |
| plus net rental value/imputed rent          | 24,554         | 23,015         |
| minus occupier's expenses                   | 318            | 217            |
| minus interest payments                     | 8,526          | 8,527          |
| minus buildings & works depreciation        | 12,035         | 11,294         |
| <b>OCCUPIER'S NET INCOME</b>                | <b>78,406</b>  | <b>64,213</b>  |
| plus other imputed charges                  | 9,965          | 8,533          |
| plus fixed asset depreciation               | 30,686         | 29,095         |
| minus valuation changes                     | 5,523          | 25,440         |
| <b>CASH INCOME</b>                          | <b>113,534</b> | <b>76,401</b>  |
| <br>  |                |                |
| <b>LAND UTILISATION - hectares per farm</b> |                |                |
| Cereals                                     | 1.98           | 1.27           |
| Roots, fodder and other crops               | 5.10           | 5.08           |
| Grassland - hay                             | 0.51           | 0.85           |
| - silage                                    | 45.07          | 43.77          |
| - pasture                                   | 53.64          | 54.97          |
| Fallow and land let                         | 0.25           | 0.29           |
| Rough grazing - sole                        | 12.03          | 12.03          |
| Bare land and forage hired                  | 21.79          | 21.85          |
| Woods, roads and buildings                  | 4.45           | 4.45           |
| TOTAL AREA (actual hectares)                | <b>144.82</b>  | <b>144.56</b>  |
| TOTAL AREA (effective hectares)             | <b>132.06</b>  | <b>131.76</b>  |
| Rough grazing - common (effective hectares) | 0.17           | 0.17           |
| <br>  |                |                |
| <b>TENANT'S CAPITAL - £ per farm</b>        |                |                |
| Machinery                                   | 136,564        | 126,330        |
| Livestock                                   | 210,992        | 208,179        |
| Crops                                       | 7,887          | 7,324          |
| Stores                                      | 6,228          | 4,689          |
| <b>TOTAL</b>                                | <b>361,671</b> | <b>346,522</b> |
| <br>  |                |                |
| <b>PERFORMANCE INDICATORS</b>               |                |                |
| Milk yield per cow (litres)                 | 7,200          | 7,116          |
| Milk sales per cow (£)                      | 1,983          | 1,723          |
| Margin over concentrates per cow (£)        | 1,427          | 1,264          |
| Milk price (pence per litre)                | 27.98          | 24.61          |
| Lambs reared per ewe (numbers)              | 1.36           | 1.25           |
| Finished lamb sales per ewe (numbers)       | 1.08           | 1.10           |
| Stocking rate (grazing LU per eff.ha.)      | 1.96           | 1.98           |
| Return on tenant's capital (%)              | 14.74          | 11.51          |

**TABLE B1. Hill and upland dairy farms****2. Over 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    | 154.8          | 149.4          | 154.8           | 149.4          |
| Beef cows       | 1.6            | 1.8            | 1.2             | 1.3            |
| Other cattle    | 137.0          | 144.9          | 75.5            | 83.2           |
| Breeding sheep  | 236.6          | 239.3          | 18.7            | 18.9           |
| Other sheep     | 134.8          | 134.2          | 5.4             | 5.4            |
| Other livestock | 0.0            | 0.0            |                 |                |

**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         | 16             | 16             | 0              | 0              | 15             | 15             |
| Average farm size - ESU | 176.5          | 173.3          |                |                | 173.5          | 167.0          |
| - actual ha.            | 125.22         | 126.78         |                |                | 165.75         | 163.54         |
| - eff. ha.              | 114.21         | 115.70         |                |                | 151.11         | 148.89         |

**ASSETS**

|                                |                  |                  |  |  |                |                |
|--------------------------------|------------------|------------------|--|--|----------------|----------------|
| Agricultural land              | 538,838          | 515,634          |  |  | 413,390        | 368,786        |
| Woodland                       | 5,141            | 5,016            |  |  | 2,936          | 2,865          |
| Buildings                      | 101,200          | 97,547           |  |  | 92,261         | 88,803         |
| Improvements                   | 9,124            | 7,410            |  |  | 13,916         | 9,305          |
| Machinery                      | 141,897          | 127,068          |  |  | 130,877        | 125,544        |
| Livestock                      | 198,788          | 202,718          |  |  | 224,010        | 214,005        |
| Crops, forage and cultivations | 9,128            | 8,274            |  |  | 6,563          | 6,311          |
| Milk quota                     | 2,685            | 3,190            |  |  | 2,358          | 2,549          |
| Single Payment Scheme value    | 52,500           | 65,302           |  |  | 56,396         | 69,443         |
| Stores                         | 7,839            | 6,874            |  |  | 4,510          | 2,359          |
| Credit balances                | 74,467           | 38,340           |  |  | 15,270         | 16,076         |
| <b>TOTAL</b>                   | <b>1,141,607</b> | <b>1,077,373</b> |  |  | <b>962,487</b> | <b>906,046</b> |

**EXTERNAL LIABILITIES**

|                            |                |                |  |  |                |                |
|----------------------------|----------------|----------------|--|--|----------------|----------------|
| Long and medium term loans | 112,762        | 100,734        |  |  | 200,080        | 144,656        |
| Other short term loans     | 17,165         | 13,647         |  |  | 20,569         | 18,606         |
| Overdrafts                 | 50,255         | 50,154         |  |  | 83,029         | 127,467        |
| <b>TOTAL</b>               | <b>180,182</b> | <b>164,535</b> |  |  | <b>303,678</b> | <b>290,729</b> |

**NET WORTH**

|                  |                |                |  |  |                |                |
|------------------|----------------|----------------|--|--|----------------|----------------|
|                  | <b>961,425</b> | <b>912,838</b> |  |  | <b>658,809</b> | <b>615,317</b> |
| Owner equity (%) | 84             | 85             |  |  | 68             | 68             |