

TABLE B1. Hill and upland dairy farms

3. All sizes	Farm Business Income (£ per farm)	
Number of farms in sample	51	51
Average business size (ESU)	134	130
OUTPUTS	<u>2011/12</u>	<u>2010/11</u>
Dairy	227,968	191,038
Other cattle	34,981	31,750
Sheep	15,179	12,831
Other livestock	37	-14
Main crops	1,958	1,175
By-products, forage and cultivations	2,008	1,481
Miscellaneous	3,276	2,769
Single Payment Scheme	28,235	28,277
Tir Mynydd and environmental payments	2,429	2,842
TOTAL OUTPUTS	316,071	272,149
INPUTS		
Feeds - purchased concentrates	73,171	59,747
- homegrown concentrates	4,314	3,615
Coarse fodder, tack and stock keep	10,158	8,595
Veterinary and medicines	9,685	8,549
Other livestock costs	23,991	23,051
Seeds - purchased and homegrown	1,577	1,203
Fertilisers	18,504	15,621
Other crop costs	14,376	11,650
Labour - paid	8,075	7,151
- unpaid	8,096	7,213
- casual	3,341	2,836
Machinery - contract	3,016	2,450
- repairs	8,144	6,841
- fuels	8,888	7,868
- depreciation	15,675	14,504
General farming costs	16,877	15,782
Land expenses	8,928	7,870
Rent	4,951	4,894
Rental value	19,365	18,302
TOTAL INPUTS	261,132	227,742
NET FARM INCOME (excluding BLSA)	54,939	44,407
Plus :		
Unpaid labour (excludes farmer and spouse)	8,096	7,213
Imputed property costs	19,287	18,243
Non-agricultural output	0	0
Less :		
Interest charges	5,918	5,929
Ownership charges	8,600	8,123
FARM BUSINESS INCOME	67,804	55,811

TABLE B1. Hill and upland dairy farms**3. All sizes (continued)**

INCOME MEASURES - £ per farm	<u>2011/12</u>	<u>2010/11</u>
NET FARM INCOME (excl. BLSA)	54,939	44,407
minus manual labour of farmer & spouse	20,495	20,249
plus managerial input of paid managers	0	0
MANAGEMENT & INVESTMENT INCOME	34,444	24,158
NET FARM INCOME (excl. BLSA)	54,939	44,407
plus net rental value/imputed rent	19,365	18,302
minus occupier's expenses	313	253
minus interest payments	5,918	5,929
minus buildings & works depreciation	8,722	8,308
OCCUPIER'S NET INCOME	59,351	48,219
plus other imputed charges	8,339	7,386
plus fixed asset depreciation	24,398	22,813
minus valuation changes	4,511	19,066
CASH INCOME	87,577	59,352
LAND UTILISATION - hectares per farm		
Cereals	1.84	1.26
Roots, fodder and other crops	3.50	3.90
Grassland - hay	0.78	1.23
- silage	37.65	36.34
- pasture	46.85	47.30
Fallow and land let	0.39	0.65
Rough grazing - sole	9.32	9.32
Bare land and forage hired	15.83	15.85
Woods, roads and buildings	3.40	3.40
TOTAL AREA (actual hectares)	119.56	119.25
TOTAL AREA (effective hectares)	109.56	108.98
Rough grazing - common (effective hectares)	0.11	0.11
TENANT'S CAPITAL - £ per farm		
Machinery	109,225	103,156
Livestock	163,956	161,560
Crops	7,039	6,120
Stores	5,220	4,381
TOTAL	285,440	275,217
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	7,035	6,977
Milk sales per cow (£)	1,912	1,667
Margin over concentrates per cow (£)	1,379	1,223
Milk price (pence per litre)	27.63	24.30
Lambs reared per ewe (numbers)	1.32	1.22
Finished lamb sales per ewe (numbers)	1.03	1.07
Stocking rate (grazing LU per eff.ha.)	1.86	1.87
Return on tenant's capital (%)	12.07	8.78

TABLE B1. Hill and upland dairy 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	116.8	112.7	116.8	112.7
Beef cows	1.2	1.3	0.9	1.0
Other cattle	109.1	114.3	60.6	65.5
Breeding sheep	221.2	218.8	17.3	17.1
Other sheep	123.1	118.5	4.9	4.7
Other livestock	0.2	0.2		

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	24	24	2	2	25	25
Average farm size - ESU	141.9	139.0	N/A	N/A	131.5	127.3
- actual ha.	110.76	111.48			133.32	131.99
- eff. ha.	100.18	100.85			123.34	121.52

ASSETS

Agricultural land	484,495	465,970			370,044	344,637
Woodland	4,569	4,457			2,559	2,497
Buildings	82,363	79,285			62,318	61,444
Improvements	7,886	6,837			9,001	6,209
Machinery	113,413	104,063			108,077	105,776
Livestock	163,504	165,590			169,756	163,249
Crops, forage and cultivations	8,030	6,720			6,632	5,955
Milk quota	2,121	2,520			1,825	2,028
Single Payment Scheme value	42,699	52,627			44,540	54,958
Stores	6,418	5,821			4,223	3,031
Credit balances	55,077	29,666			20,736	17,721
TOTAL	970,575	923,556			799,711	767,505

EXTERNAL LIABILITIES

Long and medium term loans	86,966	69,448			132,285	102,351
Other short term loans	13,097	10,414			15,045	14,776
Overdrafts	47,655	51,223			53,604	85,588
TOTAL	147,718	131,085			200,934	202,715

NET WORTH

	822,857	792,471			598,777	564,790
Owner equity (%)	85	86			75	74

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