

TABLE B2. Lowland dairy farms

1. Under 100 ESU	Farm Business Income (£ per farm)	
Number of farms in sample	18	18
Average business size (ESU)	80	83
OUTPUTS	<u>2012/13</u>	<u>2011/12</u>
Dairy	113,140	125,751
Other cattle	27,849	23,585
Sheep	5,118	5,965
Other livestock	79	133
Main crops	5,575	3,635
By-products, forage and cultivations	1,002	1,289
Miscellaneous	4,312	4,611
Single Payment Scheme	16,317	17,656
Environmental payments	1,347	987
TOTAL OUTPUTS	174,739	183,612
INPUTS		
Feeds - purchased concentrates	34,726	33,828
- homegrown concentrates	5,848	5,162
Coarse fodder, tack and stock keep	4,664	3,283
Veterinary and medicines	4,816	4,927
Other livestock costs	13,116	11,503
Seeds - purchased and homegrown	1,566	1,677
Fertilisers	9,977	8,822
Other crop costs	7,901	8,231
Labour - paid	5,682	5,358
- unpaid	4,766	5,551
- casual	433	558
Machinery - contract	522	561
- repairs	5,663	6,531
- fuels	5,956	5,646
- depreciation	15,310	12,362
General farming costs	14,182	13,324
Land expenses	3,372	3,653
Rent	3,815	3,955
Rental value	9,698	9,849
TOTAL INPUTS	152,013	144,781
NET FARM INCOME (excluding BLSA)	22,726	38,831
Plus :		
Unpaid labour (excludes farmer and spouse)	4,766	5,551
Imputed property costs	9,420	9,562
Non-agricultural output	0	0
Less :		
Interest charges	1,022	1,420
Ownership charges	2,341	2,369
FARM BUSINESS INCOME	33,549	50,155

TABLE B2. Lowland dairy farms**1. Under 100 ESU (continued)**

INCOME MEASURES - £ per farm	<u>2012/13</u>	<u>2011/12</u>
NET FARM INCOME (excl. BLSA)	22,726	38,831
minus manual labour of farmer & spouse	20,726	19,508
plus managerial input of paid managers	0	0
MANAGEMENT & INVESTMENT INCOME	2,000	19,323
NET FARM INCOME (excl. BLSA)	22,726	38,831
plus net rental value/imputed rent	9,698	9,849
minus occupier's expenses	261	172
minus interest payments	1,022	1,420
minus buildings & works depreciation	2,272	2,413
OCCUPIER'S NET INCOME	28,869	44,675
plus other imputed charges	5,044	5,829
plus fixed asset depreciation	17,583	14,776
minus valuation changes	-332	3,446
CASH INCOME	51,828	61,834
LAND UTILISATION - hectares per farm		
Cereals	3.99	3.03
Roots, fodder and other crops	3.85	6.42
Grassland - hay	2.22	1.45
- silage	23.17	22.78
- pasture	31.39	30.93
Fallow and land let	0.00	0.00
Rough grazing - sole	1.28	1.28
Bare land and forage hired	7.81	5.76
Woods, roads and buildings	1.82	1.91
TOTAL AREA (actual hectares)	75.53	73.56
TOTAL AREA (effective hectares)	73.08	71.04
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	92,566	91,786
Livestock	96,480	96,951
Crops	3,560	3,508
Stores	4,263	4,357
TOTAL	196,869	196,602
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,300	6,732
Milk sales per cow (£)	1,658	1,750
Margin over concentrates per cow (£)	1,198	1,317
Milk price (pence per litre)	27.03	26.63
Lambs reared per ewe (numbers)	1.32	1.41
Finished lamb sales per ewe (numbers)	1.35	1.27
Stocking rate (grazing LU per eff.ha.)	1.73	1.78
Return on tenant's capital (%)	1.02	9.83

TABLE B2. Lowland dairy farms**1. Under 100 ESU (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2012/13	2011/12	2012/13	2011/12
Dairy cattle	67.2	70.8	67.2	70.8
Beef cows	0.0	0.0	0.0	0.0
Other cattle	75.8	75.8	41.7	41.0
Breeding sheep	96.0	92.4	7.7	7.4
Other sheep	45.3	49.9	1.8	2.0
Other livestock	1.2	1.7		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2012/13	2011/12	2012/13	2011/12	2012/13	2011/12
Number of farms	5	5	5	5	8	8
Average farm size - ESU	N/A	N/A	N/A	N/A	77.7	77.8
- actual ha.					69.38	69.85
- eff. ha.					66.34	66.81

ASSETS

Agricultural land					375,828	357,932
Woodland					3,188	3,036
Buildings					12,558	14,180
Improvements					9,269	7,813
Machinery					80,012	82,502
Livestock					92,210	88,160
Crops, forage and cultivations					2,811	2,724
Milk quota					984	1,223
Single Payment Scheme value					27,525	26,810
Stores					3,388	3,313
Credit balances					20,714	21,827
TOTAL					628,487	609,520

EXTERNAL LIABILITIES

Long and medium term loans					2,653	3,728
Other short term loans					5,470	6,421
Overdrafts					10,958	9,959
TOTAL					19,081	20,108

NET WORTH

					609,406	589,412
Owner equity (%)					97	97

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