

**TABLE B2. Lowland dairy farms****2. Over 100 ESU****Farm Business Income (£ per farm)**

Number of farms in sample	35	35
Average business size (ESU)	244	235
<b>OUTPUTS</b>	<u>2012/13</u>	<u>2011/12</u>
Dairy	416,944	409,979
Other cattle	62,004	57,824
Sheep	1,297	1,960
Other livestock	0	-9
Main crops	5,392	5,288
By-products, forage and cultivations	1,444	1,629
Miscellaneous	5,504	5,602
Single Payment Scheme	40,934	43,126
Environmental payments	3,109	3,012
<b>TOTAL OUTPUTS</b>	<b>536,628</b>	<b>528,411</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	137,527	114,700
- homegrown concentrates	9,036	7,914
Coarse fodder, tack and stock keep	16,764	14,010
Veterinary and medicines	16,596	15,985
Other livestock costs	43,087	39,428
Seeds - purchased and homegrown	3,934	4,952
Fertilisers	29,145	26,503
Other crop costs	25,287	21,651
Labour - paid	29,150	28,337
- unpaid	13,554	12,613
- casual	4,516	3,546
Machinery - contract	4,595	2,575
- repairs	15,645	14,991
- fuels	17,627	16,034
- depreciation	26,366	25,206
General farming costs	32,138	29,986
Land expenses	10,158	11,842
Rent	8,866	9,146
Rental value	36,397	34,751
<b>TOTAL INPUTS</b>	<b>480,388</b>	<b>434,170</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>56,240</b>	<b>94,241</b>
Plus :		
Unpaid labour (excludes farmer and spouse)	13,554	12,613
Imputed property costs	36,201	34,614
Non-agricultural output	0	0
Less :		
Interest charges	13,525	14,406
Ownership charges	15,364	14,262
<b>FARM BUSINESS INCOME</b>	<b>77,106</b>	<b>112,800</b>

**TABLE B2. Lowland dairy farms****2. Over 100 ESU (continued)**

<b>INCOME MEASURES - £ per farm</b>	<u>2012/13</u>	<u>2011/12</u>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>56,240</b>	<b>94,241</b>
minus manual labour of farmer & spouse	22,156	21,728
plus managerial input of paid managers	0	0
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>34,084</b>	<b>72,513</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>56,240</b>	<b>94,241</b>
plus net rental value/imputed rent	36,397	34,751
minus occupier's expenses	323	296
minus interest payments	13,525	14,406
minus buildings & works depreciation	15,391	14,879
<b>OCCUPIER'S NET INCOME</b>	<b>63,398</b>	<b>99,411</b>
plus other imputed charges	13,669	12,727
plus fixed asset depreciation	41,757	40,085
minus valuation changes	10,095	11,325
<b>CASH INCOME</b>	<b>108,729</b>	<b>140,898</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	5.34	4.26
Roots, fodder and other crops	17.80	18.60
Grassland - hay	1.71	1.48
- silage	56.12	59.78
- pasture	57.43	51.66
Fallow and land let	0.00	0.61
Rough grazing - sole	1.64	1.17
Bare land and forage hired	15.18	14.55
Woods, roads and buildings	6.59	6.59
TOTAL AREA (actual hectares)	<b>161.81</b>	<b>158.70</b>
TOTAL AREA (effective hectares)	<b>154.14</b>	<b>150.64</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	171,382	164,522
Livestock	270,708	263,096
Crops	11,311	10,850
Stores	13,148	10,863
<b>TOTAL</b>	<b>466,549</b>	<b>449,331</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	6,551	6,857
Milk sales per cow (£)	1,861	1,903
Margin over concentrates per cow (£)	1,296	1,413
Milk price (pence per litre)	28.74	28.07
Lambs reared per ewe (numbers)	0.97	1.24
Finished lamb sales per ewe (numbers)	0.81	1.23
Stocking rate (grazing LU per eff.ha.)	2.21	2.19
Return on tenant's capital (%)	7.31	16.14

**TABLE B2. Lowland dairy farms****2. Over 100 ESU (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2012/13	2011/12	2012/13	2011/12
Dairy cattle	223.8	214.6	223.8	214.6
Beef cows	0.2	0.3	0.2	0.2
Other cattle	188.1	188.2	100.8	101.7
Breeding sheep	41.5	42.6	3.3	3.4
Other sheep	14.6	19.6	0.6	0.8
Other livestock	0.3	1.0		

**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	17	16	1	1	17	18
Average farm size - ESU	230.6	225.2	N/A	N/A	264.0	249.8
- actual ha.	157.61	151.09			171.96	170.86
- eff. ha.	147.87	141.63			165.91	164.47

**ASSETS**

Agricultural land	1,192,830	1,100,818			842,120	750,136
Woodland	7,212	6,833			5,677	5,520
Buildings	118,080	126,234			164,156	126,751
Improvements	5,530	6,216			9,775	8,843
Machinery	149,382	146,020			199,339	186,921
Livestock	249,640	252,129			298,977	279,580
Crops, forage and cultivations	10,512	9,707			11,381	10,425
Milk quota	2,631	3,207			3,414	3,867
Single Payment Scheme value	74,349	67,590			85,113	76,139
Stores	12,499	10,924			13,996	11,174
Credit balances	60,187	93,117			38,477	42,766
<b>TOTAL</b>	<b>1,882,852</b>	<b>1,822,795</b>			<b>1,672,425</b>	<b>1,502,122</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	331,098	356,386			224,724	204,876
Other short term loans	21,587	15,463			49,017	37,271
Overdrafts	39,960	38,098			132,871	120,866
<b>TOTAL</b>	<b>392,645</b>	<b>409,947</b>			<b>406,612</b>	<b>363,013</b>

**NET WORTH**

	<b>1,490,207</b>	<b>1,412,848</b>			<b>1,265,813</b>	<b>1,139,109</b>
Owner equity (%)	79	78			76	76

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