

**TABLE B2. Lowland dairy farms****3. All sizes****Farm Business Income (£ per farm)**

Number of farms in sample	53	53
Average business size (ESU)	189	183
<b>OUTPUTS</b>	<u>2012/13</u>	<u>2011/12</u>
Dairy	313,765	313,448
Other cattle	50,404	46,196
Sheep	2,594	3,320
Other livestock	26	39
Main crops	5,454	4,726
By-products, forage and cultivations	1,294	1,514
Miscellaneous	5,099	5,266
Single Payment Scheme	32,574	34,476
Environmental payments	2,510	2,325
<b>TOTAL OUTPUTS</b>	<b>413,720</b>	<b>411,310</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	102,613	87,234
- homegrown concentrates	7,954	6,979
Coarse fodder, tack and stock keep	12,654	10,367
Veterinary and medicines	12,595	12,230
Other livestock costs	32,908	29,944
Seeds - purchased and homegrown	3,129	3,840
Fertilisers	22,635	20,498
Other crop costs	19,383	17,093
Labour - paid	21,180	20,533
- unpaid	10,570	10,214
- casual	3,129	2,531
Machinery - contract	3,212	1,891
- repairs	12,255	12,118
- fuels	13,663	12,506
- depreciation	22,611	20,844
General farming costs	26,039	24,327
Land expenses	7,854	9,061
Rent	7,150	7,383
Rental value	27,330	26,294
<b>TOTAL INPUTS</b>	<b>368,864</b>	<b>335,887</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>44,856</b>	<b>75,423</b>
Plus :		
Unpaid labour (excludes farmer and spouse)	10,570	10,214
Imputed property costs	27,106	26,106
Non-agricultural output	0	0
Less :		
Interest charges	9,279	9,996
Ownership charges	10,941	10,222
<b>FARM BUSINESS INCOME</b>	<b>62,312</b>	<b>91,525</b>

**TABLE B2. Lowland dairy farms****3. All sizes (continued)**

<b>INCOME MEASURES - £ per farm</b>	<u>2012/13</u>	<u>2011/12</u>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>44,856</b>	<b>75,423</b>
minus manual labour of farmer & spouse	21,670	20,974
plus managerial input of paid managers	0	0
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>23,186</b>	<b>54,449</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>44,856</b>	<b>75,423</b>
plus net rental value/imputed rent	27,330	26,294
minus occupier's expenses	302	254
minus interest payments	9,279	9,996
minus buildings & works depreciation	10,935	10,645
<b>OCCUPIER'S NET INCOME</b>	<b>51,670</b>	<b>80,822</b>
plus other imputed charges	10,739	10,384
plus fixed asset depreciation	33,547	31,490
minus valuation changes	6,554	8,649
<b>CASH INCOME</b>	<b>89,402</b>	<b>114,047</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	4.88	3.84
Roots, fodder and other crops	13.06	14.46
Grassland - hay	1.89	1.47
- silage	44.93	47.21
- pasture	48.58	44.62
Fallow and land let	0.00	0.40
Rough grazing - sole	1.52	1.21
Bare land and forage hired	12.68	11.56
Woods, roads and buildings	4.97	5.00
TOTAL AREA (actual hectares)	<b>132.51</b>	<b>129.77</b>
TOTAL AREA (effective hectares)	<b>126.61</b>	<b>123.60</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	144,614	139,819
Livestock	211,536	206,669
Crops	8,678	8,356
Stores	10,131	8,653
<b>TOTAL</b>	<b>374,959</b>	<b>363,497</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	6,518	6,839
Milk sales per cow (£)	1,834	1,881
Margin over concentrates per cow (£)	1,283	1,399
Milk price (pence per litre)	28.52	27.87
Lambs reared per ewe (numbers)	1.17	1.34
Finished lamb sales per ewe (numbers)	1.12	1.25
Stocking rate (grazing LU per eff.ha.)	2.12	2.11
Return on tenant's capital (%)	6.18	14.98

**TABLE B2. Lowland dairy farms****3. All sizes (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2012/13	2011/12	2012/13	2011/12
Dairy cattle	170.6	165.8	170.6	165.8
Beef cows	0.2	0.2	0.1	0.1
Other cattle	149.9	150.1	80.7	81.1
Breeding sheep	60.0	59.5	4.8	4.8
Other sheep	25.0	29.9	1.0	1.2
Other livestock	0.6	1.2		

**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	21	21	6	6	25	25
Average farm size - ESU	200.9	192.2	89.6	92.9	204.4	199.2
- actual ha.	138.58	135.98	69.63	64.76	139.13	137.81
- eff. ha.	130.56	128.28	67.72	60.36	134.05	132.34

**ASSETS**

Agricultural land	1,029,320	949,856	0	0	692,906	632,260
Woodland	5,998	5,848	0	0	4,881	4,946
Buildings	100,810	103,043	5,010	5,658	115,645	93,493
Improvements	5,616	6,174	1,173	1,324	9,613	8,564
Machinery	135,184	130,268	110,889	108,373	161,154	158,208
Livestock	221,830	217,989	97,317	106,337	232,811	222,622
Crops, forage and cultivations	8,904	8,425	6,938	9,423	8,639	8,237
Milk quota	2,196	2,718	1,425	1,763	2,636	3,111
Single Payment Scheme value	62,440	57,736	28,961	26,909	66,685	59,993
Stores	11,002	9,933	4,297	3,738	10,601	8,756
Credit balances	49,829	73,856	19,005	27,804	32,793	36,878
<b>TOTAL</b>	<b>1,633,129</b>	<b>1,565,846</b>	<b>275,015</b>	<b>291,329</b>	<b>1,338,364</b>	<b>1,237,068</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	265,182	274,816	10,465	11,963	153,661	141,564
Other short term loans	16,769	12,905	16,868	22,302	35,082	28,890
Overdrafts	33,541	31,536	9,620	13,621	93,858	89,357
<b>TOTAL</b>	<b>315,492</b>	<b>319,257</b>	<b>36,953</b>	<b>47,886</b>	<b>282,601</b>	<b>259,811</b>

**NET WORTH**

	<b>1,317,637</b>	<b>1,246,589</b>	<b>238,062</b>	<b>243,443</b>	<b>1,055,763</b>	<b>977,257</b>
Owner equity (%)	81	80	87	84	79	79