

TABLE B2. Lowland dairy farms

1. Under 100 ESU	Farm Business Income (£ per farm)	
Number of farms in sample	19	19
Average business size (ESU)	78	80
OUTPUTS	<u>2013/14</u>	<u>2012/13</u>
Dairy	139,234	116,416
Other cattle	30,875	29,687
Sheep	5,847	5,489
Other livestock	54	75
Main crops	3,048	5,282
By-products, forage and cultivations	735	784
Miscellaneous	5,329	4,633
Single Payment Scheme	17,213	16,863
Environmental payments	1,339	1,434
TOTAL OUTPUTS	203,674	180,663
INPUTS		
Feeds - purchased concentrates	39,648	37,763
- homegrown concentrates	4,410	5,195
Coarse fodder, tack and stock keep	3,161	4,539
Veterinary and medicines	4,919	4,964
Other livestock costs	13,230	13,590
Seeds - purchased and homegrown	1,549	1,433
Fertilisers	11,983	10,623
Other crop costs	7,343	7,662
Labour - paid	5,812	5,383
- unpaid	6,714	6,728
- casual	625	410
Machinery - contract	662	524
- repairs	6,033	5,798
- fuels	6,715	6,147
- depreciation	16,479	16,546
General farming costs	14,075	14,158
Land expenses	4,095	3,757
Rent	3,574	3,614
Rental value	10,407	10,282
TOTAL INPUTS	161,434	159,116
NET FARM INCOME (excluding BLSA)	42,240	21,547
Plus :		
Unpaid labour (excludes farmer and spouse)	6,714	6,728
Imputed property costs	10,135	10,018
Less :		
Interest charges	1,124	995
Ownership charges	2,560	2,587
FARM BUSINESS INCOME	55,405	34,711

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

INCOME MEASURES - £ per farm	<u>2013/14</u>	<u>2012/13</u>
NET FARM INCOME (excl. BLSA)	42,240	21,547
minus manual labour of farmer & spouse	21,261	21,064
plus managerial input of paid managers	0	0
MANAGEMENT & INVESTMENT INCOME	20,979	483
NET FARM INCOME (excl. BLSA)	42,240	21,547
plus net rental value/imputed rent	10,407	10,282
minus occupier's expenses	256	310
minus interest payments	1,124	995
minus buildings & works depreciation	2,448	2,432
OCCUPIER'S NET INCOME	48,819	28,092
plus other imputed charges	6,977	6,991
plus fixed asset depreciation	18,927	18,979
minus valuation changes	5,361	897
CASH INCOME	69,362	53,165
LAND UTILISATION - hectares per farm		
Cereals	2.37	3.78
Roots, fodder and other crops	3.64	3.18
Grassland - hay	2.32	2.10
- silage	23.31	23.93
- pasture	33.78	32.26
Fallow and land let	0.00	0.00
Rough grazing - sole	1.32	1.32
Bare land and forage hired	6.13	7.03
Woods, roads and buildings	1.99	1.99
TOTAL AREA (actual hectares)	74.86	75.59
TOTAL AREA (effective hectares)	72.18	72.92
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	98,878	100,006
Livestock	107,016	101,484
Crops	2,908	3,175
Stores	4,836	4,644
TOTAL	213,638	209,309
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,887	6,482
Milk sales per cow (£)	2,085	1,732
Margin over concentrates per cow (£)	1,552	1,234
Milk price (pence per litre)	30.91	27.30
Lambs reared per ewe (numbers)	1.33	1.33
Finished lamb sales per ewe (numbers)	1.21	1.36
Stocking rate (grazing LU per eff.ha.)	1.71	1.74
Return on tenant's capital (%)	9.82	0.23

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

	Average number		Livestock Units	
	<u>2013/14</u>	<u>2012/13</u>	<u>2013/14</u>	<u>2012/13</u>
Dairy cattle	65.3	66.5	65.3	66.5
Beef cows	0.0	0.0	0.0	0.0
Other cattle	83.6	78.6	45.8	42.9
Breeding sheep	84.9	95.1	6.8	7.6
Other sheep	40.7	50.5	1.6	2.0
Other livestock	1.8	1.1		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2013/14</u>	<u>2012/13</u>	<u>2013/14</u>	<u>2012/13</u>	<u>2013/14</u>	<u>2012/13</u>
Number of farms	7	6	5	5	7	8
Average farm size - ESU	81.1	84.6	N/A	N/A	77.5	77.7
- actual ha.	79.04	87.43			75.20	69.38
- eff. ha.	76.42	84.87			72.17	66.34

ASSETS

Agricultural land	759,110	536,043			431,688	375,828
Woodland	3,406	3,151			3,422	3,188
Buildings	28,713	28,252			9,114	12,558
Improvements	5,939	5,969			10,215	9,269
Machinery	100,747	110,807			88,092	80,012
Livestock	124,735	125,823			93,826	92,210
Crops, forage and cultivations	3,045	3,320			3,124	2,811
Milk quota	975	1,051			835	984
Single Payment Scheme value	22,523	30,535			21,663	27,525
Stores	7,000	7,525			3,452	3,388
Credit balances	30,127	13,213			35,770	20,714
TOTAL	1,086,320	865,689			701,201	628,487

EXTERNAL LIABILITIES

Long and medium term loans	11,239	11,093			12,006	2,653
Other short term loans	8,120	6,345			6,390	5,470
Overdrafts	10,084	10,579			10,446	10,958
TOTAL	29,443	28,017			28,842	19,081

NET WORTH

	1,056,877	837,672			672,359	609,406
Owner equity (%)	97	97			96	97

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