

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)	240	234
OUTPUTS	<u>2013/14</u>	<u>2012/13</u>
Dairy	492,106	405,354
Other cattle	68,996	63,273
Sheep	4,449	4,085
Other livestock	0	0
Main crops	6,306	6,957
By-products, forage and cultivations	2,991	1,663
Miscellaneous	6,152	3,928
Single Payment Scheme	41,333	40,175
Environmental payments	2,419	2,422
TOTAL OUTPUTS	624,752	527,857
INPUTS		
Feeds - purchased concentrates	155,855	138,403
- homegrown concentrates	9,707	9,720
Coarse fodder, tack and stock keep	18,759	17,045
Veterinary and medicines	17,341	16,519
Other livestock costs	49,588	45,191
Seeds - purchased and homegrown	4,573	3,986
Fertilisers	26,445	26,639
Other crop costs	24,444	23,677
Labour - paid	33,134	27,063
- unpaid	12,920	13,309
- casual	3,578	4,609
Machinery - contract	2,461	2,835
- repairs	14,534	14,332
- fuels	17,410	17,469
- depreciation	29,582	26,356
General farming costs	31,429	29,758
Land expenses	10,867	9,948
Rent	9,536	8,954
Rental value	38,464	36,568
TOTAL INPUTS	510,627	472,381
NET FARM INCOME (excluding BLSA)	114,125	55,476
Plus :		
Unpaid labour (excludes farmer and spouse)	12,920	13,309
Imputed property costs	38,327	36,412
Less :		
Interest charges	11,077	10,290
Ownership charges	17,249	15,441
FARM BUSINESS INCOME	137,046	79,466

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

INCOME MEASURES - £ per farm	<u>2013/14</u>	<u>2012/13</u>
NET FARM INCOME (excl. BLSA)	114,125	55,476
minus manual labour of farmer & spouse	21,546	21,484
plus managerial input of paid managers	0	0
MANAGEMENT & INVESTMENT INCOME	92,579	33,992
NET FARM INCOME (excl. BLSA)	114,125	55,476
plus net rental value/imputed rent	38,464	36,568
minus occupier's expenses	328	315
minus interest payments	11,077	10,290
minus buildings & works depreciation	17,494	15,590
OCCUPIER'S NET INCOME	123,690	65,849
plus other imputed charges	13,034	13,424
plus fixed asset depreciation	47,076	41,947
minus valuation changes	18,867	10,608
CASH INCOME	164,933	110,612
LAND UTILISATION - hectares per farm		
Cereals	6.05	6.52
Roots, fodder and other crops	18.51	18.94
Grassland - hay	3.04	1.71
- silage	53.30	55.03
- pasture	57.59	56.21
Fallow and land let	1.28	0.00
Rough grazing - sole	2.01	1.77
Bare land and forage hired	20.26	16.11
Woods, roads and buildings	4.98	4.97
TOTAL AREA (actual hectares)	167.02	161.26
TOTAL AREA (effective hectares)	159.40	155.12
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	189,497	174,437
Livestock	286,942	270,059
Crops	12,376	11,713
Stores	13,947	12,332
TOTAL	502,762	468,541
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	7,076	6,806
Milk sales per cow (£)	2,245	1,935
Margin over concentrates per cow (£)	1,588	1,327
Milk price (pence per litre)	32.07	28.77
Lambs reared per ewe (numbers)	1.31	1.28
Finished lamb sales per ewe (numbers)	1.27	1.22
Stocking rate (grazing LU per eff.ha.)	2.11	2.13
Return on tenant's capital (%)	18.41	7.25

TABLE B2. Lowland dairy farms**2. Over 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	218.4	211.3	218.4	211.3
Beef cows	0.2	0.3	0.2	0.2
Other cattle	179.0	180.7	96.6	97.0
Breeding sheep	80.7	76.3	6.5	6.1
Other sheep	39.7	30.9	1.6	1.3
Other livestock	0.4	0.3		

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	18	17	1	1	16	17
Average farm size - ESU	205.2	197.7	N/A	N/A	286.5	274.6
- actual ha.	157.30	154.05			181.93	174.36
- eff. ha.	148.48	147.65			175.22	168.14

ASSETS

Agricultural land	1,246,089	1,083,838			864,378	873,218
Woodland	8,751	7,199			5,581	5,666
Buildings	125,444	117,824			204,859	167,469
Improvements	16,149	6,169			11,215	9,775
Machinery	167,857	147,458			220,447	207,553
Livestock	250,060	228,997			337,288	318,284
Crops, forage and cultivations	12,471	11,413			11,700	11,310
Milk quota	2,572	2,383			3,325	3,659
Single Payment Scheme value	54,473	70,072			62,851	86,299
Stores	10,847	10,621			17,858	14,193
Credit balances	88,935	62,799			72,541	38,183
TOTAL	1,983,648	1,748,773			1,812,043	1,735,609

EXTERNAL LIABILITIES

Long and medium term loans	218,294	191,010			294,396	236,839
Other short term loans	32,461	22,190			55,379	49,088
Overdrafts	23,909	24,187			99,918	139,826
TOTAL	274,664	237,387			449,693	425,753

NET WORTH

	1,708,984	1,511,386			1,362,350	1,309,856
Owner equity (%)	86	86			75	75

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