

TABLE B2. Lowland dairy farms

3. All sizes	Farm Business Income (£ per farm)	
Number of farms in sample	54	54
Average business size (ESU)	183	180
OUTPUTS	<u>2013/14</u>	<u>2012/13</u>
Dairy	367,947	303,691
Other cattle	55,583	51,456
Sheep	4,941	4,579
Other livestock	19	26
Main crops	5,160	6,368
By-products, forage and cultivations	2,197	1,354
Miscellaneous	5,863	4,176
Single Payment Scheme	32,846	31,972
Environmental payments	2,039	2,075
TOTAL OUTPUTS	476,595	405,697
INPUTS		
Feeds - purchased concentrates	114,967	102,993
- homegrown concentrates	7,844	8,128
Coarse fodder, tack and stock keep	13,271	12,645
Veterinary and medicines	12,970	12,453
Other livestock costs	36,796	34,072
Seeds - purchased and homegrown	3,509	3,088
Fertilisers	21,357	21,004
Other crop costs	18,427	18,042
Labour - paid	23,521	19,435
- unpaid	10,736	10,994
- casual	2,539	3,131
Machinery - contract	1,828	2,022
- repairs	11,543	11,329
- fuels	13,647	13,486
- depreciation	24,972	22,905
General farming costs	25,323	24,269
Land expenses	8,484	7,770
Rent	7,439	7,075
Rental value	28,592	27,319
TOTAL INPUTS	387,765	362,160
NET FARM INCOME (excluding BLSA)	88,830	43,537
Plus :		
Unpaid labour (excludes farmer and spouse)	10,736	10,994
Imputed property costs	28,408	27,126
Less :		
Interest charges	7,575	7,019
Ownership charges	12,080	10,918
FARM BUSINESS INCOME	108,319	63,720

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

INCOME MEASURES - £ per farm	<u>2013/14</u>	<u>2012/13</u>
NET FARM INCOME (excl. BLSA)	88,830	43,537
minus manual labour of farmer & spouse	21,446	21,336
plus managerial input of paid managers	0	0
MANAGEMENT & INVESTMENT INCOME	67,384	22,201
NET FARM INCOME (excl. BLSA)	88,830	43,537
plus net rental value/imputed rent	28,592	27,319
minus occupier's expenses	303	313
minus interest payments	7,575	7,019
minus buildings & works depreciation	12,200	10,961
OCCUPIER'S NET INCOME	97,344	52,563
plus other imputed charges	10,903	11,160
plus fixed asset depreciation	37,172	33,866
minus valuation changes	14,115	7,192
CASH INCOME	131,304	90,397
LAND UTILISATION - hectares per farm		
Cereals	4.75	5.56
Roots, fodder and other crops	13.27	13.40
Grassland - hay	2.79	1.85
- silage	42.75	44.08
- pasture	49.21	47.78
Fallow and land let	0.83	0.00
Rough grazing - sole	1.77	1.62
Bare land and forage hired	15.29	12.91
Woods, roads and buildings	3.93	3.92
TOTAL AREA (actual hectares)	134.59	131.12
TOTAL AREA (effective hectares)	128.72	126.20
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	157,613	148,248
Livestock	223,635	210,746
Crops	9,044	8,709
Stores	10,741	9,627
TOTAL	401,033	377,330
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	7,050	6,758
Milk sales per cow (£)	2,223	1,905
Margin over concentrates per cow (£)	1,583	1,313
Milk price (pence per litre)	31.91	28.56
Lambs reared per ewe (numbers)	1.32	1.30
Finished lamb sales per ewe (numbers)	1.25	1.27
Stocking rate (grazing LU per eff.ha.)	2.03	2.05
Return on tenant's capital (%)	16.80	5.88

TABLE B2. Lowland dairy farms**3. All sizes (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	164.6	160.3	164.6	160.3
Beef cows	0.1	0.2	0.1	0.1
Other cattle	145.5	144.8	78.7	78.0
Breeding sheep	82.1	82.9	6.6	6.6
Other sheep	40.0	37.8	1.6	1.5
Other livestock	0.9	0.6		

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	25	23	6	6	23	25
Average farm size - ESU	170.4	168.2	84.4	89.6	222.9	211.6
- actual ha.	135.39	136.67	74.29	69.63	149.45	140.76
- eff. ha.	128.30	131.27	72.38	67.72	143.86	135.57

ASSETS

Agricultural land	1,109,735	940,935	0	0	732,689	714,053
Woodland	7,254	6,143	0	0	4,924	4,873
Buildings	98,359	94,457	4,637	5,010	145,284	117,897
Improvements	13,290	6,117	2,311	1,173	10,911	9,613
Machinery	149,066	137,897	106,777	110,889	180,165	166,740
Livestock	214,969	202,082	108,116	97,317	263,191	245,940
Crops, forage and cultivations	9,832	9,302	5,593	6,938	9,090	8,590
Milk quota	2,125	2,035	1,367	1,425	2,567	2,803
Single Payment Scheme value	45,527	59,758	21,671	28,961	50,315	67,491
Stores	9,770	9,813	4,320	4,297	13,473	10,736
Credit balances	72,468	49,864	37,738	19,005	61,350	32,593
TOTAL	1,732,395	1,518,403	292,530	275,015	1,473,959	1,381,329

EXTERNAL LIABILITIES

Long and medium term loans	160,319	144,075	8,245	10,465	208,451	161,900
Other short term loans	25,645	18,057	10,038	16,868	40,469	35,130
Overdrafts	20,038	20,637	10,631	9,620	72,687	98,588
TOTAL	206,002	182,769	28,914	36,953	321,607	295,618

NET WORTH

	1,526,393	1,335,634	263,616	238,062	1,152,352	1,085,711
Owner equity (%)	88	88	90	87	78	79