

TABLE B2. Lowland dairy farms

1. Under 100 ESU	Farm Business Income (£ per farm)	
Number of farms in sample	15	15
Average business size (ESU)	79	78
OUTPUTS	<u>2014/15</u>	<u>2013/14</u>
Dairy	139,423	139,533
Other cattle	26,482	29,323
Sheep	6,167	4,858
Other livestock	0	68
Main crops	4,112	3,861
By-products, forage and cultivations	2,858	898
Miscellaneous	7,978	7,709
Single Payment Scheme	14,473	17,166
Environmental payments	977	1,543
TOTAL OUTPUTS	202,470	204,959
INPUTS		
Feeds - purchased concentrates	35,745	38,039
- homegrown concentrates	4,837	4,756
Coarse fodder, tack and stock keep	4,776	2,875
Veterinary and medicines	4,893	5,095
Other livestock costs	10,288	11,205
Fertilisers	10,158	10,925
Seeds - purchased and homegrown	1,644	1,920
Other crop costs	9,240	7,976
Labour - paid	2,386	5,311
- unpaid	6,024	5,736
- casual	879	300
Machinery - contract	753	406
- repairs	6,580	6,763
- fuels	6,289	7,262
- depreciation	15,109	16,404
General farming costs	15,777	14,208
Land expenses	3,877	3,792
Rent	4,135	4,002
Rental value	10,083	9,833
TOTAL INPUTS	153,473	156,808
NET FARM INCOME (excluding BLSA)	48,997	48,151
Plus :		
Unpaid labour (excludes farmer and spouse)	6,024	5,736
Imputed property costs	9,703	9,457
Less :		
Interest charges	1,111	1,243
Ownership charges	2,578	2,250
FARM BUSINESS INCOME	61,035	59,851

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

INCOME MEASURES - £ per farm	<u>2014/15</u>	<u>2013/14</u>
NET FARM INCOME (excluding BLSA)	48,997	48,151
minus manual labour of farmer and spouse	22,672	22,356
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	26,325	25,795
NET FARM INCOME (excluding BLSA)	48,997	48,151
plus net rental value/imputed rent	10,083	9,833
minus occupier's expenses	226	212
minus interest payments	1,111	1,243
minus buildings and works depreciation	2,418	2,080
OCCUPIER'S NET INCOME	55,325	54,449
plus other imputed charges	6,291	6,003
plus fixed asset depreciation	17,527	18,484
minus valuation changes	6,590	7,048
CASH INCOME	72,553	71,888
LAND UTILISATION - hectares per farm		
Cereals	3.48	3.00
Roots, fodder and other crops	4.73	4.77
Grassland - hay	1.91	1.75
- silage	25.01	22.01
- pasture	28.43	32.04
Fallow and land let	0.00	0.00
Rough grazing - sole	1.54	1.54
Bare land and forage hired	8.25	5.85
Woods, roads and buildings	1.90	1.90
TOTAL AREA (actual hectares)	75.25	72.86
TOTAL AREA (effective hectares)	72.61	70.20
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	103,515	102,610
Livestock	109,726	105,929
Crops	6,558	4,283
Stores	4,113	3,313
TOTAL	223,912	216,135
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,986	6,928
Milk sales per cow (£)	2,070	2,119
Margin over concentrates per cow (£)	1,587	1,602
Milk price (pence per litre)	29.62	30.59
Lambs reared per ewe (numbers)	1.49	1.40
Finished lamb sales per ewe (numbers)	1.69	1.23
Stocking rate (grazing LU per eff.ha.)	1.70	1.75
Return on tenant's capital (%)	11.76	11.93

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

	Average number		Livestock Units	
	<u>2014/15</u>	<u>2013/14</u>	<u>2014/15</u>	<u>2013/14</u>
Dairy cattle	66.6	64.9	66.6	64.9
Beef cows	1.2	0.0	0.9	0.0
Other cattle	77.4	81.7	42.1	44.9
Breeding sheep	80.4	78.8	6.4	6.3
Other sheep	36.4	31.2	1.5	1.2
Other livestock	2.0	2.3		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2014/15</u>	<u>2013/14</u>	<u>2014/15</u>	<u>2013/14</u>	<u>2014/15</u>	<u>2013/14</u>
Number of farms	5	5	4	4	6	6
Average farm size - ESU	N/A	N/A	N/A	N/A	84.2	82.7
- actual ha.					81.72	77.88
- eff. ha.					78.33	74.49

ASSETS

Agricultural land					447,412	426,107
Woodland					4,253	4,028
Buildings					12,589	11,397
Improvements					6,822	4,313
Machinery					109,408	104,082
Livestock					93,831	91,887
Crops, forage and cultivations					6,986	5,978
Milk quota					0	955
Single Payment Scheme value					17,243	23,057
Stores					3,245	2,373
Credit balances					29,472	42,347
TOTAL					731,261	716,524

EXTERNAL LIABILITIES

Long and medium term loans					0	0
Other short term loans					9,231	5,805
Overdrafts					11,560	12,187
TOTAL					20,791	17,992

NET WORTH

					710,470	698,532
Owner equity (%)					97	97

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