

TABLE B2. Lowland dairy farms**2. Over 100 ESU****Farm Business Income (£ per farm)**

Number of farms in sample	36	36
Average business size (ESU)	238	228
OUTPUTS	<u>2014/15</u>	<u>2013/14</u>
Dairy	478,590	480,553
Other cattle	68,916	65,762
Sheep	4,225	4,326
Other livestock	0	0
Main crops	5,348	6,131
By-products, forage and cultivations	2,805	4,002
Miscellaneous	4,976	6,065
Single Payment Scheme	34,589	41,218
Environmental payments	2,206	2,327
TOTAL OUTPUTS	601,655	610,384
INPUTS		
Feeds - purchased concentrates	144,176	151,307
- homegrown concentrates	8,423	10,170
Coarse fodder, tack and stock keep	14,075	16,562
Veterinary and medicines	19,126	17,028
Other livestock costs	52,312	48,047
Fertilisers	26,334	24,631
Seeds - purchased and homegrown	4,733	4,814
Other crop costs	26,050	23,659
Labour - paid	34,614	32,123
- unpaid	14,096	13,074
- casual	2,735	3,366
Machinery - contract	3,274	2,429
- repairs	15,210	14,329
- fuels	16,114	16,923
- depreciation	29,600	29,247
General farming costs	31,987	31,107
Land expenses	16,971	10,210
Rent	10,333	10,741
Rental value	38,865	36,850
TOTAL INPUTS	509,028	496,617
NET FARM INCOME (excluding BLSA)	92,627	113,767
Plus :		
Unpaid labour (excludes farmer and spouse)	14,096	13,074
Imputed property costs	38,750	36,717
Less :		
Interest charges	10,423	9,820
Ownership charges	18,918	16,725
FARM BUSINESS INCOME	116,132	137,013

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

INCOME MEASURES - £ per farm	<u>2014/15</u>	<u>2013/14</u>
NET FARM INCOME (excluding BLSA)	92,627	113,767
minus manual labour of farmer and spouse	21,842	21,461
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	70,785	92,306
NET FARM INCOME (excluding BLSA)	92,627	113,767
plus net rental value/imputed rent	38,865	36,850
minus occupier's expenses	315	322
minus interest payments	10,423	9,820
minus buildings and works depreciation	19,145	16,975
OCCUPIER'S NET INCOME	101,609	123,500
plus other imputed charges	14,207	13,185
plus fixed asset depreciation	48,746	46,222
minus valuation changes	11,554	18,965
CASH INCOME	153,008	163,942
LAND UTILISATION - hectares per farm		
Cereals	5.95	5.88
Roots, fodder and other crops	17.79	20.63
Grassland - hay	2.84	2.96
- silage	56.96	50.79
- pasture	53.46	55.18
Fallow and land let	0.31	1.25
Rough grazing - sole	1.61	1.50
Bare land and forage hired	18.39	18.52
Woods, roads and buildings	5.18	4.99
TOTAL AREA (actual hectares)	162.49	161.70
TOTAL AREA (effective hectares)	155.92	154.49
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	198,160	186,793
Livestock	285,671	273,209
Crops	14,362	13,431
Stores	10,986	13,793
TOTAL	509,179	487,226
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	7,498	7,277
Milk sales per cow (£)	2,239	2,302
Margin over concentrates per cow (£)	1,627	1,626
Milk price (pence per litre)	29.87	31.63
Lambs reared per ewe (numbers)	1.34	1.31
Finished lamb sales per ewe (numbers)	1.21	1.27
Stocking rate (grazing LU per eff.ha.)	2.14	2.07
Return on tenant's capital (%)	13.90	18.95

TABLE B2. Lowland dairy farms**2. Over 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	215.9	207.1	215.9	207.1
Beef cows	0.2	0.2	0.1	0.2
Other cattle	182.2	170.7	97.2	92.5
Breeding sheep	76.9	81.2	6.2	6.5
Other sheep	34.2	38.6	1.4	1.6
Other livestock	0.3	0.4		

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	18	18	1	1	17	17
Average farm size - ESU	190.4	183.7	N/A	N/A	293.6	280.8
- actual ha.	148.96	146.90			180.29	180.79
- eff. ha.	142.17	138.90			173.59	174.03

ASSETS

Agricultural land	1,229,415	1,145,760			922,304	878,385
Woodland	9,602	8,751			9,183	8,495
Buildings	134,000	123,068			221,128	195,436
Improvements	19,893	15,457			11,057	10,555
Machinery	180,343	166,014			223,354	214,852
Livestock	237,692	222,788			344,392	334,121
Crops, forage and cultivations	12,574	12,679			15,627	13,755
Milk quota	0	2,511			0	3,334
Single Payment Scheme value	37,978	53,592			45,384	63,761
Stores	8,901	9,085			13,458	19,167
Credit balances	134,222	88,651			74,447	68,274
TOTAL	2,004,620	1,848,356			1,880,334	1,810,135

EXTERNAL LIABILITIES

Long and medium term loans	202,571	155,611			282,504	277,078
Other short term loans	36,583	29,877			60,442	52,192
Overdrafts	16,143	12,262			89,087	96,197
TOTAL	255,297	197,750			432,033	425,467

NET WORTH

	1,749,323	1,650,606			1,448,301	1,384,668
Owner equity (%)	87	89			77	76

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