

TABLE B2. Lowland dairy farms

3. All sizes	Farm Business Income (£ per farm)	
Number of farms in sample	51	51
Average business size (ESU)	191	184
OUTPUTS	<u>2014/15</u>	<u>2013/14</u>
Dairy	378,835	380,253
Other cattle	56,436	55,045
Sheep	4,796	4,482
Other livestock	0	20
Main crops	4,985	5,463
By-products, forage and cultivations	2,821	3,089
Miscellaneous	5,859	6,548
Single Payment Scheme	28,672	34,144
Environmental payments	1,845	2,097
TOTAL OUTPUTS	484,249	491,141
INPUTS		
Feeds - purchased concentrates	112,284	117,993
- homegrown concentrates	7,368	8,578
Coarse fodder, tack and stock keep	11,340	12,536
Veterinary and medicines	14,940	13,518
Other livestock costs	39,952	37,211
Fertilisers	21,576	20,600
Seeds - purchased and homegrown	3,824	3,963
Other crop costs	21,106	19,046
Labour - paid	25,135	24,237
- unpaid	11,722	10,916
- casual	2,189	2,464
Machinery - contract	2,533	1,834
- repairs	12,672	12,104
- fuels	13,224	14,081
- depreciation	25,338	25,469
General farming costs	27,219	26,137
Land expenses	13,120	8,323
Rent	8,510	8,759
Rental value	30,400	28,904
TOTAL INPUTS	404,452	396,673
NET FARM INCOME (excluding BLSA)	79,797	94,468
Plus :		
Unpaid labour (excludes farmer and spouse)	11,722	10,916
Imputed property costs	30,207	28,699
Less :		
Interest charges	7,684	7,298
Ownership charges	14,112	12,468
FARM BUSINESS INCOME	99,930	114,317

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

INCOME MEASURES - £ per farm	<u>2014/15</u>	<u>2013/14</u>
NET FARM INCOME (excluding BLSA)	79,797	94,468
minus manual labour of farmer and spouse	22,086	21,724
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	57,711	72,744
NET FARM INCOME (excluding BLSA)	79,797	94,468
plus net rental value/imputed rent	30,400	28,904
minus occupier's expenses	289	289
minus interest payments	7,684	7,298
minus buildings and works depreciation	14,225	12,594
OCCUPIER'S NET INCOME	87,999	103,191
plus other imputed charges	11,879	11,073
plus fixed asset depreciation	39,564	38,064
minus valuation changes	10,094	15,460
CASH INCOME	129,348	136,868
LAND UTILISATION - hectares per farm		
Cereals	5.22	5.03
Roots, fodder and other crops	13.95	15.97
Grassland - hay	2.56	2.60
- silage	47.57	42.32
- pasture	46.10	48.37
Fallow and land let	0.22	0.88
Rough grazing - sole	1.59	1.51
Bare land and forage hired	15.41	14.79
Woods, roads and buildings	4.21	4.08
TOTAL AREA (actual hectares)	136.83	135.55
TOTAL AREA (effective hectares)	131.42	129.70
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	170,323	162,033
Livestock	233,922	224,009
Crops	12,067	10,740
Stores	8,965	10,711
TOTAL	425,277	407,493
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	7,440	7,237
Milk sales per cow (£)	2,220	2,281
Margin over concentrates per cow (£)	1,622	1,623
Milk price (pence per litre)	29.84	31.52
Lambs reared per ewe (numbers)	1.38	1.33
Finished lamb sales per ewe (numbers)	1.34	1.26
Stocking rate (grazing LU per eff.ha.)	2.07	2.02
Return on tenant's capital (%)	13.57	17.85

TABLE B2. Lowland dairy farms**3. All sizes (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	172.0	165.3	172.0	165.3
Beef cows	0.5	0.1	0.4	0.1
Other cattle	151.3	144.6	81.0	78.5
Breeding sheep	78.0	80.5	6.2	6.4
Other sheep	34.8	36.4	1.4	1.5
Other livestock	0.8	1.0		

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	23	23	5	5	23	23
Average farm size - ESU	166.4	159.9	N/A	N/A	239.0	229.1
- actual ha.	132.24	130.41			154.58	153.95
- eff. ha.	126.54	123.76			148.74	148.06

ASSETS

Agricultural land	1,106,459	1,034,118			798,419	760,399
Woodland	8,031	7,320			7,897	7,330
Buildings	110,614	101,957			166,727	147,426
Improvements	17,731	13,430			9,952	8,927
Machinery	160,277	149,746			193,629	185,955
Livestock	214,703	201,054			279,028	270,930
Crops, forage and cultivations	10,996	10,741			13,373	11,726
Milk quota	0	2,178			0	2,714
Single Payment Scheme value	32,831	46,294			38,043	53,143
Stores	7,968	8,055			10,793	14,786
Credit balances	112,191	76,202			62,714	61,510
TOTAL	1,781,801	1,651,095			1,580,575	1,524,846

EXTERNAL LIABILITIES

Long and medium term loans	161,424	125,122			208,807	204,797
Other short term loans	31,320	25,821			47,083	40,091
Overdrafts	16,386	11,804			68,862	74,281
TOTAL	209,130	162,747			324,752	319,169

NET WORTH

	1,572,671	1,488,348			1,255,823	1,205,677
Owner equity (%)	88	90			79	79

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