

TABLE B2. Lowland dairy farms

1. Under 100 ESU	Farm Business Income (£ per farm)	
Number of farms in sample	13	13
Average business size (ESU)	82	81
OUTPUTS	<u>2015/16</u>	<u>2014/15</u>
Dairy	113,106	141,827
Other cattle	27,440	28,222
Sheep	3,131	3,792
Main crops	2,703	3,746
By-products, forage and cultivations	1,289	2,496
Miscellaneous	5,039	7,966
Basic Payment Scheme	12,901	14,906
Income from energy generation	2,469	1,074
Environmental payments	821	1,015
TOTAL OUTPUTS	168,899	205,044
INPUTS		
Feeds - purchased concentrates	36,493	35,595
- homegrown concentrates	3,759	5,324
Coarse fodder, tack and stock keep	2,078	3,486
Veterinary and medicines	4,187	4,698
Other livestock costs	10,567	10,216
Fertilisers	9,231	9,932
Seeds - purchased and homegrown	1,700	1,381
Other crop costs	7,889	8,285
Labour - paid	1,012	1,862
- unpaid	7,913	5,971
- casual	581	896
Machinery - contract	428	674
- repairs	6,304	6,621
- fuels	5,146	6,174
- depreciation	16,400	16,135
General farming costs	14,900	15,919
Land expenses	1,951	4,006
Rent	4,967	4,383
Rental value	10,323	10,434
TOTAL INPUTS	145,829	151,992
NET FARM INCOME (excluding BLSA)	23,070	53,052
Plus :		
Unpaid labour (excludes farmer and spouse)	7,913	5,971
Imputed property costs	10,092	10,085
Less :		
Interest charges	1,908	1,027
Ownership charges	2,611	2,598
FARM BUSINESS INCOME	36,556	65,483

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

INCOME MEASURES - £ per farm	<u>2015/16</u>	<u>2014/15</u>
NET FARM INCOME (excluding BLSA)	23,070	53,052
minus manual labour of farmer and spouse	23,748	23,746
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-678	29,306
NET FARM INCOME (excluding BLSA)	23,070	53,052
plus net rental value/imputed rent	10,323	10,434
minus occupier's expenses	219	218
minus interest payments	1,908	1,027
minus buildings and works depreciation	2,462	2,455
OCCUPIER'S NET INCOME	28,804	59,786
plus other imputed charges	8,144	6,202
plus fixed asset depreciation	18,862	18,591
minus valuation changes	-1,165	5,253
CASH INCOME	56,975	79,326
LAND UTILISATION - hectares per farm		
Cereals	3.33	3.80
Roots, fodder and other crops	4.19	4.28
Grassland - hay	1.55	2.11
- silage	25.45	25.84
- pasture	31.09	29.18
Fallow and land let	0.00	0.00
Rough grazing - sole	1.68	1.68
Bare land and forage hired	3.52	5.08
Woods, roads and buildings	1.97	1.97
TOTAL AREA (actual hectares)	72.78	73.94
TOTAL AREA (effective hectares)	69.99	71.14
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	127,135	108,118
Livestock	110,684	110,109
Crops	5,382	5,810
Stores	3,323	4,601
TOTAL	246,524	228,638
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	7,216	6,870
Milk sales per cow (£)	1,600	2,028
Margin over concentrates per cow (£)	1,143	1,557
Milk price (pence per litre)	22.17	29.52
Lambs reared per ewe (numbers)	1.44	1.46
Finished lamb sales per ewe (numbers)	1.37	1.52
Stocking rate (grazing LU per eff.ha.)	1.81	1.77
Return on tenant's capital (%)	-0.28	12.82

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

	Average number		Livestock Units	
	<u>2015/16</u>	<u>2014/15</u>	<u>2015/16</u>	<u>2014/15</u>
Dairy cattle	70.3	69.3	70.3	69.3
Beef cows	0.0	0.0	0.0	0.0
Other cattle	80.9	80.7	44.1	44.1
Breeding sheep	69.2	60.9	5.5	4.9
Other sheep	16.3	19.2	0.7	0.8

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2015/16</u>	<u>2014/15</u>	<u>2015/16</u>	<u>2014/15</u>	<u>2015/16</u>	<u>2014/15</u>
Number of farms	4	4	3	3	6	6
Average farm size - ESU	N/A	N/A	N/A	N/A	77.6	84.2
- actual ha.					74.97	81.72
- eff. ha.					71.57	78.33

ASSETS

Agricultural land					377,043	447,412
Woodland					1,084	4,253
Buildings					11,937	12,589
Improvements					7,878	6,822
Machinery					103,489	109,408
Livestock					87,625	93,831
Crops, forage and cultivations					6,828	6,986
Basic Payment Scheme value					19,532	17,243
Stores					2,169	3,245
Credit balances					39,449	29,472
TOTAL					657,034	731,261

EXTERNAL LIABILITIES

Long and medium term loans					2,293	0
Other short term loans					13,761	9,231
Overdrafts					15,192	11,560
TOTAL					31,246	20,791

NET WORTH

					625,788	710,470
Owner equity (%)					95	97

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

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

Number of farms in sample	39	39
Average business size (ESU)	255	249
OUTPUTS	<u>2015/16</u>	<u>2014/15</u>
Dairy	412,237	495,677
Other cattle	65,854	71,848
Sheep	3,773	4,254
Main crops	4,685	4,046
By-products, forage and cultivations	4,083	2,961
Miscellaneous	3,647	3,338
Basic Payment Scheme	28,698	36,268
Income from energy generation	3,218	1,908
Environmental payments	2,775	3,193
TOTAL OUTPUTS	528,970	623,493
INPUTS		
Feeds - purchased concentrates	129,822	143,516
- homegrown concentrates	6,765	7,350
Coarse fodder, tuck and stock keep	12,805	14,114
Veterinary and medicines	17,748	19,215
Other livestock costs	49,625	50,111
Fertilisers	25,467	30,399
Seeds - purchased and homegrown	3,741	4,448
Other crop costs	26,698	27,376
Labour - paid	37,026	38,261
- unpaid	12,484	13,338
- casual	3,108	2,918
Machinery - contract	5,353	4,581
- repairs	15,317	14,844
- fuels	12,399	15,807
- depreciation	31,339	29,803
General farming costs	32,097	33,507
Land expenses	12,822	18,675
Rent	9,839	10,103
Rental value	40,451	39,053
TOTAL INPUTS	484,906	517,419
NET FARM INCOME (excluding BLSA)	44,064	106,074
Plus :		
Unpaid labour (excludes farmer and spouse)	12,484	13,338
Imputed property costs	40,319	38,921
Less :		
Interest charges	10,675	11,941
Ownership charges	20,069	18,833
FARM BUSINESS INCOME	66,123	127,559

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

INCOME MEASURES - £ per farm	<u>2015/16</u>	<u>2014/15</u>
NET FARM INCOME (excluding BLSA)	44,064	106,074
minus manual labour of farmer and spouse	21,961	22,527
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	22,103	83,547
NET FARM INCOME (excluding BLSA)	44,064	106,074
plus net rental value/imputed rent	40,451	39,053
minus occupier's expenses	292	300
minus interest payments	10,675	11,941
minus buildings and works depreciation	20,300	19,085
OCCUPIER'S NET INCOME	53,248	113,801
plus other imputed charges	12,612	13,466
plus fixed asset depreciation	51,639	48,889
minus valuation changes	10,256	16,787
CASH INCOME	107,243	159,369
LAND UTILISATION - hectares per farm		
Cereals	4.87	4.30
Roots, fodder and other crops	16.97	16.72
Grassland - hay	1.91	2.62
- silage	54.37	58.70
- pasture	59.71	54.86
Fallow and land let	0.29	0.29
Rough grazing - sole	1.55	1.55
Bare land and forage hired	16.61	20.76
Woods, roads and buildings	7.38	7.36
TOTAL AREA (actual hectares)	163.66	167.16
TOTAL AREA (effective hectares)	154.96	158.49
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	215,963	200,700
Livestock	310,487	303,829
Crops	17,391	14,067
Stores	8,503	10,179
TOTAL	552,344	528,775
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	7,310	7,310
Milk sales per cow (£)	1,728	2,190
Margin over concentrates per cow (£)	1,231	1,616
Milk price (pence per litre)	23.64	29.96
Lambs reared per ewe (numbers)	1.37	1.32
Finished lamb sales per ewe (numbers)	1.29	1.18
Stocking rate (grazing LU per eff.ha.)	2.26	2.17
Return on tenant's capital (%)	4.00	15.80

TABLE B2. Lowland dairy farms**2. Over 100 ESU (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	<u>2015/16</u>	<u>2014/15</u>	<u>2015/16</u>	<u>2014/15</u>
Dairy cattle	234.3	228.3	234.3	228.3
Beef cows	0.4	0.2	0.3	0.1
Other cattle	185.0	185.2	98.1	98.6
Breeding sheep	73.2	69.6	5.9	5.6
Other sheep	34.9	35.0	1.4	1.4
Other livestock	0.4	0.3		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2015/16</u>	<u>2014/15</u>	<u>2015/16</u>	<u>2014/15</u>	<u>2015/16</u>	<u>2014/15</u>
Number of farms	19	20	1	1	19	18
Average farm size - ESU	232.9	221.7	N/A	N/A	283.5	285.4
- actual ha.	159.71	163.05			170.79	175.30
- eff. ha.	149.51	151.99			163.16	168.80

ASSETS

Agricultural land	1,357,921	1,322,883			1,005,192	968,846
Woodland	13,099	13,107			9,986	9,563
Buildings	174,020	144,192			214,034	206,221
Improvements	16,724	18,645			16,679	13,578
Machinery	198,645	187,910			239,899	221,030
Livestock	285,662	274,894			343,334	344,467
Crops, forage and cultivations	14,056	13,030			20,393	14,610
Basic Payment Scheme value	44,314	42,945			43,727	44,399
Stores	6,645	8,595			10,564	12,144
Credit balances	139,326	150,569			85,358	74,025
TOTAL	2,250,412	2,176,770			1,989,166	1,908,883

EXTERNAL LIABILITIES

Long and medium term loans	267,140	278,726			319,898	267,864
Other short term loans	31,518	31,746			67,478	57,584
Overdrafts	31,833	16,018			95,123	84,204
TOTAL	330,491	326,490			482,499	409,652

NET WORTH

	1,919,921	1,850,280			1,506,667	1,499,231
Owner equity (%)	85	85			76	79

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

TABLE B2. Lowland dairy farms

3. All sizes	Farm Business Income (£ per farm)	
Number of farms in sample	52	52
Average business size (ESU)	212	207
OUTPUTS	<u>2015/16</u>	<u>2014/15</u>
Dairy	337,454	407,215
Other cattle	56,251	60,941
Sheep	3,613	4,138
Main crops	4,190	3,971
By-products, forage and cultivations	3,384	2,845
Miscellaneous	3,995	4,495
Basic Payment Scheme	24,749	30,928
Income from energy generation	3,031	1,700
Environmental payments	2,286	2,649
TOTAL OUTPUTS	438,953	518,882
INPUTS		
Feeds - purchased concentrates	106,490	116,535
- homegrown concentrates	6,013	6,843
Coarse fodder, tack and stock keep	10,124	11,457
Veterinary and medicines	14,358	15,586
Other livestock costs	39,860	40,138
Fertilisers	21,408	25,282
Seeds - purchased and homegrown	3,231	3,681
Other crop costs	21,996	22,603
Labour - paid	28,023	29,161
- unpaid	11,341	11,496
- casual	2,476	2,412
Machinery - contract	4,122	3,604
- repairs	13,063	12,789
- fuels	10,586	13,399
- depreciation	27,604	26,386
General farming costs	27,798	29,110
Land expenses	10,104	15,008
Rent	8,621	8,673
Rental value	32,919	31,898
TOTAL INPUTS	400,137	426,061
NET FARM INCOME (excluding BLSA)	38,816	92,821
Plus :		
Unpaid labour (excludes farmer and spouse)	11,341	11,496
Imputed property costs	32,762	31,712
Less :		
Interest charges	8,483	9,212
Ownership charges	15,704	14,775
FARM BUSINESS INCOME	58,732	112,042

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

INCOME MEASURES - £ per farm	<u>2015/16</u>	<u>2014/15</u>
NET FARM INCOME (excluding BLSA)	38,816	92,821
minus manual labour of farmer and spouse	22,408	22,832
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	16,408	69,989
NET FARM INCOME (excluding BLSA)	38,816	92,821
plus net rental value/imputed rent	32,919	31,898
minus occupier's expenses	274	279
minus interest payments	8,483	9,212
minus buildings and works depreciation	15,840	14,928
OCCUPIER'S NET INCOME	47,138	100,300
plus other imputed charges	11,495	11,650
plus fixed asset depreciation	43,445	41,314
minus valuation changes	7,401	13,904
CASH INCOME	94,677	139,360
LAND UTILISATION - hectares per farm		
Cereals	4.48	4.17
Roots, fodder and other crops	13.78	13.61
Grassland - hay	1.82	2.49
- silage	47.14	50.49
- pasture	52.56	48.44
Fallow and land let	0.22	0.22
Rough grazing - sole	1.58	1.58
Bare land and forage hired	13.34	16.84
Woods, roads and buildings	6.03	6.01
TOTAL AREA (actual hectares)	140.95	143.85
TOTAL AREA (effective hectares)	133.72	136.65
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	193,756	177,555
Livestock	260,536	255,399
Crops	14,389	12,003
Stores	7,208	8,784
TOTAL	475,889	453,741
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	7,302	7,269
Milk sales per cow (£)	1,717	2,175
Margin over concentrates per cow (£)	1,223	1,611
Milk price (pence per litre)	23.51	29.93
Lambs reared per ewe (numbers)	1.38	1.35
Finished lamb sales per ewe (numbers)	1.31	1.24
Stocking rate (grazing LU per eff.ha.)	2.21	2.12
Return on tenant's capital (%)	3.45	15.42

TABLE B2. Lowland dairy farms**3. All sizes (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	<u>2015/16</u>	<u>2014/15</u>	<u>2015/16</u>	<u>2014/15</u>
Dairy cattle	193.3	188.6	193.3	188.6
Beef cows	0.3	0.1	0.2	0.1
Other cattle	158.9	159.1	84.6	85.0
Breeding sheep	72.2	67.5	5.8	5.4
Other sheep	30.3	31.1	1.2	1.2
Other livestock	0.3	0.2		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2015/16</u>	<u>2014/15</u>	<u>2015/16</u>	<u>2014/15</u>	<u>2015/16</u>	<u>2014/15</u>
Number of farms	23	24	4	4	25	24
Average farm size - ESU	207.3	197.4	N/A	N/A	234.1	235.1
- actual ha.	144.76	146.77			147.79	151.90
- eff. ha.	135.99	137.23			141.17	146.18

ASSETS

Agricultural land	1,268,203	1,221,796			854,437	838,488
Woodland	12,180	11,417			7,849	8,235
Buildings	148,295	124,951			165,531	157,813
Improvements	15,779	16,980			14,567	11,889
Machinery	191,849	171,410			207,161	193,125
Livestock	260,350	250,991			281,964	281,808
Crops, forage and cultivations	11,986	11,575			17,137	12,704
Basic Payment Scheme value	39,984	38,222			37,920	37,610
Stores	6,290	8,059			8,549	9,919
Credit balances	121,878	131,880			74,339	62,887
TOTAL	2,076,794	1,987,281			1,669,454	1,614,478

EXTERNAL LIABILITIES

Long and medium term loans	233,248	234,365			243,673	200,898
Other short term loans	28,600	28,814			54,586	45,496
Overdrafts	26,297	13,349			75,940	66,043
TOTAL	288,145	276,528			374,199	312,437

NET WORTH

	1,788,649	1,710,753			1,295,255	1,302,041
Owner equity (%)	86	86			78	81

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