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Institute of Biological, Environmental and Rural Sciences

Aberystwyth University

FARM BUSINESS SURVEY IN WALES

STATISTICAL RESULTS FOR

2019/2020

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## CONTENTS

		Page
FOREWORD		1
METHODOLOGICAL NOTE		2
INTRODUCTION	Farm Incomes in Wales, 2019/2020	3
TABLE A	Summary of results, 2019/2020 – 2018/2019	5
TABLE B	Inter-year comparisons for an identical sample, 2019/2020 – 2018/2019	7
TABLE C	Gross margins by enterprise type	91
APPENDIX 1	The farm classification system employed	101
APPENDIX 2	Definition of terms	102
STAFF OF THE FARM BUSINESS SURVEY UNIT		104



## FOREWORD

This publication continues the University's annual series of statistical results from the Farm Business Survey. The results are presented as a series of tables with a brief introductory commentary, and are intended to serve two purposes. Firstly, they provide regional, national and EU policy-makers with information on the economic condition of different types and sizes of farms in Wales. Secondly, they provide farmers, farm advisers and others with comparative information essential for assessing the performance of individual farms. The results include detailed output and input breakdowns, a selection of income definitions, information on farms' liabilities and assets, and gross margins for the main enterprises found in Wales.

In October 2006, the Welsh Government (WG) undertook a formal consultation on the subject of farm income measures. Similar consultations were conducted in the rest of the UK and the agreed UK response was that Farm Business Income (FBI) should be adopted as the headline measure of farm income. FBI represents the return to all unpaid labour (farmers, spouses, family workers and others with an entrepreneurial interest in the farm business) and to all their capital invested in the farm business including land and farm buildings. It should be noted that FBI excludes the notional rental values for owner-occupied land and values for unpaid labour that are included in Net Farm Income (NFI), and includes interest and other capital charges as well as the profits (or losses) on semi-integrated non-agricultural activities. FBI is designed to better reflect overall business performance including the increasing levels of business diversification currently found on farms. Although FBI has been adopted as the new headline measure of farm income, the traditional measures of farm income (Net Farm Income, Management and Investment Income and Cash Income) will continue to be calculated and published for continuity purposes.

Users of this report of statistical results should exercise caution in interpretation of the Tables, particularly of Tables A and B which show changes in receipts and costs, and consequently farmers' incomes, for an identical sample of farms between 2019/2020 and 2018/2019. These changes should be good indicators of what has happened on other farms of similar type and size, but attention is drawn to the following points:

- the representativeness of a result for any farm type/size group is related to the number of farms of that type and size in the sample (in all cases this is shown in the Tables), but attention is drawn specifically to the relatively small size of sample in some groups.
- results presented for groups are averages for each type and size group.
- the procedures and terms used are defined in the Appendices.

The results presented here are based on financial and physical data from 421 farms in Wales. The Institute would like to acknowledge the collaborative effort of many people including the many farmers throughout Wales who have generously made detailed business information available to us, the farm investigational, computer and clerical staff of the Farm Business Survey Unit, and the Welsh Government which has financed the work.

December 2021

A. O'Regan  
Director of Farm Business Survey Unit

## METHODOLOGICAL NOTE

The data used in this report originate from the Farm Business Survey (FBS) conducted by the Institute of Biological, Environmental and Rural Sciences of Aberystwyth University (AU), and funded by the Welsh Government (WG). Statistics produced from the same data by WG, however, may appear to differ in some respects from those in this report, and this may be confusing to users of the survey results.

The difference arises largely from differing definitions of inter-year identical samples. Under the AU methodology, a farm is included in the identical sample for 2019/2020 and 2018/2019 if it appears in the FBS sample in both years **and** if it is classified into the same broad farm type and broad size group in each of those years. Under the WG methodology, a farm is included in the identical sample for 2019/2020 and 2020/2019 simply if it appears in the FBS sample in both years. Farms which change type or size between the two years are included in the sample according to their 2019/2020 farm type or size. The WG results are also weighted, according to numbers of farms in the relevant farm types in the agricultural census, whereas the AU results are un-weighted.

In 2016 the basis for classifying farms changed from using Standard Gross Margins to Standard Outputs (SOs). SOs are calculated per hectare of crops and per head of livestock, and are used to calculate the standard output associated with each part of the farm business. The relative contributions of different crop or livestock types to the farm's total SOs will define how a farm is classified. Farms are classified as Small, Medium and Large according to their total Standard Outputs. See below.

<b>Farm Type</b>	<b>Small</b>	<b>Medium</b>	<b>Large</b>
Hill & Upland Dairy	<400k		>400k
Lowland Dairy	<500k		>500k
Hill Sheep	<55k	55k - 95k	>95k
Hill Cattle and Sheep	<75k	75k - 115k	>115k
Upland Cattle & Sheep	<55k	55k - 95k	>95k
Lowland Cattle & Sheep	<85k		>85k

(Further details of the classification procedures employed are given in Appendices 1 and 2.)

## INTRODUCTION

This report presents the results of the Farm Business Survey in Wales for 2019/2020. The Survey covered a sample of 500 farms with account years ending between December 2019 and April 2020 and reflect farming conditions between January 2019 and April 2020. This introduction is intended to provide context and insight into the period the results represent. The period covered was largely unaffected by the March 2020 Covid-19 restrictions.

The 18/19 winter was relatively mild resulting in farms starting the year with good feed and bedding stocks. A fine spring meant crops were established into good seedbeds so initially thrived. As the year progressed, the weather was largely warm and wet aiding grass growth and allowing many farmers to increase forage stocks ahead of the winter. However, a wet autumn with localized flooding, meant harvest and fieldwork was hampered and an extremely wet 19/20 winter put pressure on late grazing systems and fodder stocks.

The spring weather provided good lambing conditions with lower costs and, after good early prices, the higher lamb numbers depressed the market, only for it to recover again for all types of stock in early 2020. Finished cattle prices remained low throughout the year. Store cattle prices were more variable and, depending on type, prices held up better and improved towards the end of the accounting periods.

Milk prices were more volatile and lower than the previous year and still showed significant variability between regions, contracts, buyers and systems. Early reductions in forage and straw prices were soon cancelled out by higher concentrate prices as the wet autumn set in. Significant issues still remain in the sector including TB and supply chain disruption including the collapse of intermediaries. Overall, dairy margins were relatively unchanged on the year.

Better early season conditions helped yields on cropping farms however, margins were reduced by lower subsequent prices. As the year progressed the wet autumn hindered harvesting and then delayed cultivations resulting in more spring cropping. Where they could be harvested, potato yields improved and reasonable prices were achieved for good quality crops. Maize yields were very good but harvesting proved extremely challenging for some farmers.

Other aspects of note during the period included:- Rising input costs and increased pressures on farm finances; Higher import prices for agrochemicals, fertilizers and machinery related costs due to a weakened pound; Continued Brexit and trade related uncertainty; Worry over the delayed Agricultural Bill and associated future environmental schemes, support policies and continued government support payments; Poor labour availability and resulting higher labour costs; Pressures on pig and poultry enterprises due to trade, disease and supply and demand imbalances; A less than smooth transition to Making Tax Digital; The future expansion of Nitrate Vulnerable Zones (NVZs) and accompanying slurry/FYM implications; A decline in red meat consumption and the negative public perception of farming and climate change etc. all leading to increased farmer anxiety, stress and a deterioration in farmer mental wellbeing.

### Results

**Tables A and B** present results for an identical sample of 421 farms in the dairy and livestock-rearing sectors – i.e. those dairy and livestock-rearing farms which were included in the Survey in both 2018/2019 and 2019/2020 and which remained unchanged in terms of type and size between the two years. **Table C** presents gross margins for 2019/2020 for the main enterprises found on Welsh farms.

*Farm Business Income* (FBI) is presented alongside *Cash Income* (CI) and *Net Farm Income* (NFI). In essence FBI is the same as Net Profit and encompasses all farm-based business activities - that is, all activities that use farmland, buildings and machinery, including non-agricultural diversification. FBI treats the tenure of farms as it is. More detailed commentary is given below for the “all sizes” of farm types. Full details are shown in Table B.



In the presentation of CI and NFI results, all farms are effectively treated as tenanted, and a rental value is imputed as an expense for owner-occupied land. The cost of permanent improvements to farms, together with any capital grants relating to such work, are therefore excluded from these income calculations, although such landlord-type improvements will be reflected in higher rent or rental value charges. Debt servicing charges incurred by farmers on farm-related borrowing or the leasing of equipment are ignored for the purposes of calculating NFI and *Management and Investment Income* (MII), but such charges are taken into account in calculating *Occupier's Net Income*, CI and FBI.

### **Dairy farms**

Results for all sizes hill & upland dairy farms in the identical sample show that the value of outputs fell by 2% but inputs also fell by 1%. FBI fell by 3%. Milk price fell by over 3% from 28.83 to 28.06 p per litre during this period

On the all sizes lowland dairy farms in the identical sample, the value of output fell by 1% but inputs fell by 3% between 2018/2019 and 2019/2020. FBI on these farms increased by 23%. Milk price fell by 3% from 28.56p per litre to 27.75p per litre during the period.

### **Hill farms**

The identical sample for hill farms of all sizes with sheep show outputs rose by 4% and inputs fell by 1.5%. FBI rose by 25%.

On hill farms of all sizes with cattle and sheep the identical sample for 2018/19 and 2019/20 show the total value of outputs fell by 2% and inputs fell by 1%. FBI fell by 5% between the two years.

### **Upland and lowland livestock farms**

The output in the all sizes upland cattle and sheep farms in the identical sample fell by 5% while the value of inputs fell by 1% between 2018/2019 and 2019/2020. There was a fall of 17% in FBI between these years.

The value of outputs on the all sizes lowland cattle and sheep farms in the identical sample fell by 4% while inputs fell by 1%. FBI fell by 17% between 2018/2019 and 2019/2020.

### **Assets and liabilities**

Where the number of sampled farms is sufficient, liabilities and assets data are given in each type and size category, broken down by tenure group. Of the 421 farms in the identical sample in 2019/2020, 49% were owner-occupied, 7% were wholly tenanted and 44% were of mixed tenure.

### **Gross margins**

The gross margins given in Table C are based on the results of all the relevant enterprises found on the 500 farms in the 2019/2020 sample. The number of enterprises surveyed (108 dairy herds, 139 beef cattle herds and 253 sheep flocks) suggests that they should be a reasonable guide to the average margins obtained from the main enterprises found in Welsh farming in 2019/2020.

**TABLE A**

**FARM BUSINESS SURVEY IN WALES**

**SUMMARY OF RESULTS**

**2019/2020 – 2018/2019**

**TABLE A. Average per farm indicators by farm type and size for the 2019/20 and 2018/19 FBS identical sample in Wales.**

	Number of farms	Net Farm Income		Cash Income		Farm Business Income	
		2019/20	2018/19	2019/20	2018/19	2019/20	2018/19
<b>Hill and upland dairy farms</b>							
Under 400k SO	24	5,414	3,138	40,771	38,448	22,916	20,304
Over 400k SO	31	66,844	72,698	125,925	122,880	80,872	86,245
All sizes	55	40,038	42,342	88,765	86,035	55,582	57,468
<b>Lowland dairy farms</b>							
Under 500k SO	21	20,277	29,473	63,252	68,802	39,716	49,054
Over 500k SO	26	69,203	40,066	150,601	127,712	88,657	58,686
All sizes	47	47,345	35,331	111,575	101,389	66,792	54,379
<b>Hill sheep farms</b>							
Under 55k SO	26	9,133	7,449	21,252	21,754	13,852	12,003
55 - 95k SO	23	16,352	13,629	38,869	31,901	24,083	21,167
Over 95k SO	31	39,269	25,169	82,039	60,282	58,179	44,539
All sizes	80	22,888	16,088	49,874	39,597	33,972	27,241
<b>Hill cattle and sheep farms</b>							
Under 75k SO	38	5,353	5,440	28,031	27,904	14,386	14,164
75 - 115k SO	36	9,923	6,256	39,023	37,584	25,399	21,332
Over 115k SO	44	18,016	24,726	62,922	70,290	36,164	42,961
All sizes	118	11,469	12,881	44,397	46,662	25,866	27,088
<b>Upland cattle and sheep farms</b>							
Under 55k SO	24	-5,806	-6,031	12,127	10,445	697	116
55 - 95k SO	23	-2,355	4,384	17,505	30,011	7,044	13,437
Over 95k SO	28	18,000	22,638	53,524	53,406	33,201	36,861
All sizes	75	4,139	7,865	29,229	32,482	14,777	17,918
<b>Lowland cattle and sheep farms</b>							
Under 85k SO	24	10,591	6,171	34,186	32,285	19,496	15,400
Over 85k SO	22	7,282	19,801	29,670	48,823	16,191	28,514
All sizes	46	9,008	12,691	32,025	40,197	17,915	21,674

TABLE B

FARM BUSINESS SURVEY IN WALES, 2019/2020

INTER-YEAR COMPARISONS FOR AN IDENTICAL SAMPLE

2019/2020 – 2018/2019

	Page
<b>B1. Hill and upland dairy farms</b>	
1. Under 400k SO.....	8
2. Over 400k SO.....	12
3. All sizes.....	16
<b>B2. Lowland dairy farms</b>	
1. Under 500k SO.....	20
2. Over 500k SO.....	24
3. All sizes.....	28
<b>B3. Hill sheep farms</b>	
1. Under 55k SO.....	32
2. 55k to 95k SO.....	36
3. Over 95k SO.....	40
4. All sizes.....	44
<b>B4. Hill cattle and sheep farms</b>	
1. Under 75k SO.....	48
2. 75k to 115k SO.....	52
3. Over 115k SO.....	56
4. All sizes.....	60
<b>B5. Upland cattle and sheep farms</b>	
1. Under 55k SO.....	64
2. 55k to 95k SO.....	68
3. Over 95k SO.....	72
4. All sizes.....	76
<b>B6. Lowland cattle and sheep farms</b>	
1. Under 85k SO.....	80
2. Over 85k SO.....	84
3. All sizes.....	88

**TABLE B1. Hill and upland dairy farms**

<b>1. Under 400k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	24	24
Average business size (SO)	257,482	259,995
<b>OUTPUTS</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
Dairy	119,454	120,582
Other cattle	23,663	23,518
Sheep	10,198	8,531
Other livestock	388	394
Main crops	317	388
By-products, forage and cultivations	1,336	262
Miscellaneous	3,552	4,205
Basic Payment Scheme	15,301	15,200
Income from energy generation	1,702	1,216
Environmental payments	428	1,453
<b>TOTAL OUTPUTS</b>	<b>176,339</b>	<b>175,749</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	38,360	40,132
- homegrown concentrates	2,940	2,823
Coarse fodder, tack and stock keep	3,665	3,126
Veterinary and medicines	4,928	4,538
Other livestock costs	16,291	16,837
Fertilisers	11,209	11,320
Seeds - purchased and homegrown	680	706
Other crop costs	7,157	8,354
- paid	2,009	2,392
- unpaid	13,292	13,001
- casual	2,459	2,066
Machinery - contract	2,452	1,791
- repairs	6,760	7,663
- fuels	6,195	6,631
- depreciation	13,139	13,145
General farming costs	15,253	14,802
Land expenses	4,532	3,973
Rent	3,950	3,924
Rental value	15,654	15,387
<b>TOTAL INPUTS</b>	<b>170,925</b>	<b>172,611</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>5,414</b>	<b>3,138</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	13,292	13,001
Imputed property costs	15,529	15,262
Less:		
Interest charges	5,257	5,131
Ownership charges	6,062	5,966
<b>FARM BUSINESS INCOME</b>	<b>22,916</b>	<b>20,304</b>

**TABLE B1. Hill and upland dairy farms****1. Under 400k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b>2019/20</b>	<b>2018/19</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>5,414</b>	<b>3,138</b>
minus manual labour of farmer and spouse	21,793	21,357
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-16,379</b>	<b>-18,219</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>5,414</b>	<b>3,138</b>
plus net rental value/imputed rent	15,654	15,387
minus occupier's expenses	230	223
minus interest payments	5,257	5,131
minus buildings and works depreciation	6,312	6,179
<b>OCCUPIER'S NET INCOME</b>	<b>9,269</b>	<b>6,992</b>
plus other imputed charges	13,417	13,126
plus fixed asset depreciation	19,452	19,324
minus valuation changes	1,367	994
<b>CASH INCOME</b>	<b>40,771</b>	<b>38,448</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.37	0.50
Roots, fodder and other crops	1.53	1.56
Grassland - hay	1.33	1.13
- silage	29.41	28.99
- pasture	38.37	38.65
Fallow and land let out	1.77	1.85
Rough grazing - sole	4.66	4.66
Bare land and forage hired	4.72	3.66
Woods, roads and buildings	2.10	2.10
<b>TOTAL AREA (actual hectares)</b>	<b>84.26</b>	<b>83.10</b>
<b>TOTAL AREA (effective hectares)</b>	<b>77.06</b>	<b>75.91</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	97,162	95,093
Livestock	121,767	120,631
Crops	5,480	4,964
Stores	2,282	2,566
<b>TOTAL</b>	<b>226,691</b>	<b>223,254</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	6,149	5,715
Milk sales per cow (£)	1,612	1,547
Margin over concentrates per cow (£)	1,207	1,116
Milk price (pence per litre)	26.21	27.07
Lambs reared per ewe (numbers)	1.26	1.16
Finished lamb sales per ewe (numbers)	1.05	0.95
Stocking rate (grazing LU per eff.ha.)	1.69	1.72
Return on tenant's capital (%)	-7.23	-8.16

**TABLE B1. Hill and upland dairy farms****1. Under 400k SO (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2019/20	2018/19	2019/20	2018/19
Dairy cattle	72.6	73.9	72.6	73.9
Beef cows	0.6	0.8	0.4	0.6
Other cattle	75.1	72.4	42.5	39.8
Breeding sheep	141.5	155.9	10.8	11.9
Other sheep	84.1	85.5	3.4	3.5
Other livestock	8.8	9.0		

**ASSETS AND LIABILITIES - £ per farm**

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2019/20	2018/19	2019/20	2018/19	2019/20	2018/19
Number of farms	11	11	0	0	13	13
Aver. farm size - SO	258,973	265,547	N/A	N/A	256,221	255,297
- actual ha.	79.10	78.59			88.61	86.91
- eff. ha.	70.30	69.79			82.79	81.08

**ASSETS**

Agricultural land	860,283	851,765			715,425	705,600
Woodland	3,495	3,427			2,809	2,754
Buildings	41,681	42,635			44,347	43,758
Improvements	15,388	13,269			11,109	10,318
Machinery	124,702	122,240			73,859	72,123
Livestock	112,596	113,287			129,528	126,845
Crops, forage & cultivations	4,033	3,557			6,705	6,156
BPS value	16,053	17,887			17,707	18,974
Stores	2,392	2,968			2,190	2,227
Credit balances	32,841	30,080			33,028	36,396
<b>TOTAL</b>	<b>1,213,464</b>	<b>1,201,115</b>			<b>1,036,707</b>	<b>1,025,151</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	76,025	67,261			153,529	150,746
Other short term loans	10,104	7,265			18,759	13,910
Overdrafts	24,883	20,648			47,254	32,943
<b>TOTAL</b>	<b>111,012</b>	<b>95,174</b>			<b>219,542</b>	<b>197,599</b>

**NET WORTH**

	<b>1,102,452</b>	<b>1,105,941</b>			<b>817,165</b>	<b>827,552</b>
Owner equity (%)	91	92			79	81

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





**TABLE B1. Hill and upland dairy farms**

<b>2. Over 400k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	31	31
Average business size (SO)	827,764	818,886
<b>OUTPUTS</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
Dairy	518,030	535,286
Other cattle	80,880	79,557
Sheep	17,840	17,836
Main crops	747	122
By-products, forage and cultivations	3,577	1,450
Miscellaneous	6,412	4,596
Basic Payment Scheme	22,198	23,400
Income from energy generation	4,781	5,318
Environmental payments	585	1,058
<b>TOTAL OUTPUTS</b>	<b>655,050</b>	<b>668,623</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	166,099	177,880
- homegrown concentrates	6,525	6,169
Coarse fodder, tack and stock keep	40,026	40,290
Veterinary and medicines	20,618	19,853
Other livestock costs	57,669	58,050
Fertilisers	27,964	26,196
Seeds - purchased and homegrown	2,609	2,692
Other crop costs	33,891	31,226
- paid	29,098	28,871
- unpaid	16,704	17,129
- casual	9,229	7,756
Machinery - contract	3,887	4,313
- repairs	15,802	20,508
- fuels	16,859	17,192
- depreciation	34,527	31,467
General farming costs	37,518	34,603
Land expenses	18,319	19,506
Rent	7,988	10,121
Rental value	42,874	42,103
<b>TOTAL INPUTS</b>	<b>588,206</b>	<b>595,925</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>66,844</b>	<b>72,698</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	16,704	17,129
Imputed property costs	42,809	42,039
Less:		
Interest charges	21,165	21,178
Ownership charges	24,320	24,443
<b>FARM BUSINESS INCOME</b>	<b>80,872</b>	<b>86,245</b>

**TABLE B1. Hill and upland dairy farms****2. Over 400k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>66,844</b>	<b>72,698</b>
minus manual labour of farmer and spouse	24,053	23,572
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>42,791</b>	<b>49,126</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>66,844</b>	<b>72,698</b>
plus net rental value/imputed rent	42,874	42,103
minus occupier's expenses	455	427
minus interest payments	21,165	21,178
minus buildings and works depreciation	25,233	25,375
<b>OCCUPIER'S NET INCOME</b>	<b>62,865</b>	<b>67,821</b>
plus other imputed charges	16,769	17,194
plus fixed asset depreciation	59,761	56,842
minus valuation changes	13,470	18,977
<b>CASH INCOME</b>	<b>125,925</b>	<b>122,880</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.52	0.14
Roots, fodder and other crops	6.50	8.54
Grassland - hay	1.15	1.67
- silage	66.80	62.43
- pasture	70.64	68.04
Fallow and land let out	0.03	0.29
Rough grazing - sole	6.70	6.18
Bare land and forage hired	29.64	25.74
Woods, roads and buildings	5.08	4.94
<b>TOTAL AREA (actual hectares)</b>	<b>187.06</b>	<b>177.97</b>
<b>TOTAL AREA (effective hectares)</b>	<b>178.54</b>	<b>169.75</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	246,374	239,126
Livestock	383,621	377,301
Crops	15,216	13,354
Stores	10,774	9,401
<b>TOTAL</b>	<b>655,985</b>	<b>639,182</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	7,329	7,272
Milk sales per cow (£)	2,082	2,120
Margin over concentrates per cow (£)	1,519	1,518
Milk price (pence per litre)	28.41	29.15
Lambs reared per ewe (numbers)	1.38	1.35
Finished lamb sales per ewe (numbers)	1.22	1.28
Stocking rate (grazing LU per eff.ha.)	2.15	2.25
Return on tenant's capital (%)	6.52	7.69

**TABLE B1. Hill and upland dairy farms**

**2. Over 400k SO (continued)**

**LIVESTOCK CARRIED - per farm**

	<b>Average number</b>		<b>Livestock Units</b>	
	<b>2019/20</b>	<b>2018/19</b>	<b>2019/20</b>	<b>2018/19</b>
Dairy cattle	251.3	250.0	251.3	250.0
Beef cows	0.6	0.6	0.4	0.5
Other cattle	194.8	201.0	110.9	110.5
Breeding sheep	201.4	198.7	16.0	15.7
Other sheep	117.3	118.2	4.7	4.7

**ASSETS AND LIABILITIES - £ per farm**

	<b>OWNER OCCUPIED</b>		<b>TENANTED</b>		<b>MIXED TENURE</b>	
	<b>2019/20</b>	<b>2018/19</b>	<b>2019/20</b>	<b>2018/19</b>	<b>2019/20</b>	<b>2018/19</b>
Number of farms	12	13	0	0	19	18
Aver. farm size - SO	771,976	781,031	N/A	N/A	862,998	846,225
- actual ha.	154.85	154.73			207.41	194.75
- eff. ha.	147.72	146.89			198.01	186.27

**ASSETS**

Agricultural land	1,388,841	1,468,109			1,655,034	1,488,744
Woodland	5,180	18,587			17,538	7,653
Buildings	219,178	223,227			192,608	198,309
Improvements	34,334	33,528			22,886	20,984
Machinery	209,596	205,829			269,604	263,175
Livestock	301,900	328,097			435,235	412,838
Crops, forage & cultivations	15,534	13,097			15,016	13,540
BPS value	23,388	27,728			25,437	30,707
Stores	10,074	11,914			11,217	7,587
Credit balances	118,965	123,504			67,142	72,607
<b>TOTAL</b>	<b>2,326,990</b>	<b>2,453,620</b>			<b>2,711,717</b>	<b>2,516,144</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	461,031	594,655			738,357	698,548
Other short term loans	55,543	56,056			81,790	67,029
Overdrafts	63,742	62,220			102,954	106,752
<b>TOTAL</b>	<b>580,316</b>	<b>712,931</b>			<b>923,101</b>	<b>872,329</b>

**NET WORTH**

<b>NET WORTH</b>	<b>1,746,674</b>	<b>1,740,689</b>			<b>1,788,616</b>	<b>1,643,815</b>
Owner equity (%)	75	71			66	65



**TABLE B1. Hill and upland dairy farms**

<b>3. All sizes</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	55	55
Average business size (SO)	578,914	575,006
<b>OUTPUTS</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
Dairy	344,105	354,324
Other cattle	55,913	55,103
Sheep	14,506	13,775
Other livestock	169	172
Main crops	559	238
By-products, forage and cultivations	2,599	931
Miscellaneous	5,164	4,425
Basic Payment Scheme	19,189	19,822
Income from energy generation	3,437	3,528
Environmental payments	516	1,231
<b>TOTAL OUTPUTS</b>	<b>446,157</b>	<b>453,549</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	110,358	117,772
- homegrown concentrates	4,961	4,709
Coarse fodder, tack and stock keep	24,159	24,073
Veterinary and medicines	13,772	13,170
Other livestock costs	39,613	40,066
Fertilisers	20,653	19,705
Seeds - purchased and homegrown	1,767	1,826
Other crop costs	22,225	21,245
- paid	17,277	17,317
- unpaid	15,215	15,328
- casual	6,275	5,273
Machinery - contract	3,261	3,213
- repairs	11,856	14,903
- fuels	12,205	12,584
- depreciation	25,194	23,472
General farming costs	27,803	25,962
Land expenses	12,303	12,727
Rent	6,226	7,417
Rental value	30,996	30,445
<b>TOTAL INPUTS</b>	<b>406,119</b>	<b>411,207</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>40,038</b>	<b>42,342</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	15,215	15,328
Imputed property costs	30,905	30,354
Less:		
Interest charges	14,223	14,175
Ownership charges	16,353	16,381
<b>FARM BUSINESS INCOME</b>	<b>55,582</b>	<b>57,468</b>

**TABLE B1. Hill and upland dairy farms****3. All sizes (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b>2019/20</b>	<b>2018/19</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>40,038</b>	<b>42,342</b>
minus manual labour of farmer and spouse	23,067	22,606
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>16,971</b>	<b>19,736</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>40,038</b>	<b>42,342</b>
plus net rental value/imputed rent	30,996	30,445
minus occupier's expenses	357	338
minus interest payments	14,223	14,175
minus buildings and works depreciation	16,977	16,999
<b>OCCUPIER'S NET INCOME</b>	<b>39,477</b>	<b>41,275</b>
plus other imputed charges	15,306	15,419
plus fixed asset depreciation	42,171	40,471
minus valuation changes	8,189	11,130
<b>CASH INCOME</b>	<b>88,765</b>	<b>86,035</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.46	0.30
Roots, fodder and other crops	4.34	5.50
Grassland - hay	1.23	1.43
- silage	50.48	47.84
- pasture	56.56	55.21
Fallow and land let out	0.79	0.97
Rough grazing - sole	5.81	5.51
Bare land and forage hired	18.76	16.11
Woods, roads and buildings	3.78	3.70
<b>TOTAL AREA (actual hectares)</b>	<b>142.21</b>	<b>136.57</b>
<b>TOTAL AREA (effective hectares)</b>	<b>134.26</b>	<b>128.80</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	181,263	176,275
Livestock	269,357	265,299
Crops	10,967	9,693
Stores	7,068	6,419
<b>TOTAL</b>	<b>468,655</b>	<b>457,686</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	7,113	6,982
Milk sales per cow (£)	1,996	2,013
Margin over concentrates per cow (£)	1,462	1,443
Milk price (pence per litre)	28.06	28.83
Lambs reared per ewe (numbers)	1.34	1.28
Finished lamb sales per ewe (numbers)	1.16	1.16
Stocking rate (grazing LU per eff.ha.)	2.04	2.12
Return on tenant's capital (%)	3.62	4.31

**TABLE B1. Hill and upland dairy farms****3. All sizes (continued)****LIVESTOCK CARRIED - per farm**

	<u>Average number</u>		<u>Livestock Units</u>	
	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>
Dairy cattle	173.3	173.2	173.3	173.2
Beef cows	0.6	0.7	0.4	0.5
Other cattle	142.6	144.9	81.1	79.6
Breeding sheep	175.3	180.0	13.7	14.0
Other sheep	102.8	103.9	4.1	4.2
Other livestock	3.8	3.9		

**ASSETS AND LIABILITIES - £ per farm**

	<u>OWNER OCCUPIED</u>		<u>TENANTED</u>		<u>MIXED TENURE</u>	
	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>
Number of farms	23	24	0	0	32	31
Aver. farm size - SO	526,627	544,768	N/A	N/A	616,495	598,416
- actual ha.	118.62	119.83			159.15	149.53
- eff. ha.	110.69	111.55			151.20	142.16

**ASSETS**

Agricultural land	1,136,052	1,185,618			1,273,318	1,160,329
Woodland	4,374	11,638			11,554	5,599
Buildings	134,288	140,455			132,377	133,498
Improvements	25,273	24,242			18,102	16,511
Machinery	168,994	167,518			190,082	183,056
Livestock	211,364	229,642			311,041	292,906
Crops, forage & cultivations	10,033	8,725			11,640	10,444
BPS value	19,880	23,218			22,297	25,787
Stores	6,400	7,814			7,550	5,339
Credit balances	77,775	80,685			53,283	57,422
<b>TOTAL</b>	<b>1,794,433</b>	<b>1,879,555</b>			<b>2,031,244</b>	<b>1,890,891</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	276,898	352,933			500,771	468,825
Other short term loans	33,812	33,693			56,184	44,753
Overdrafts	45,157	43,166			80,326	75,800
<b>TOTAL</b>	<b>355,867</b>	<b>429,792</b>			<b>637,281</b>	<b>589,378</b>

**NET WORTH**

	<b>1,438,566</b>	<b>1,449,763</b>			<b>1,393,963</b>	<b>1,301,513</b>
Owner equity (%)	80	77			69	69

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





**TABLE B2. Lowland dairy farms**

<b>1. Under 500k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	21	21
Average business size (SO)	317,776	317,144
<b>OUTPUTS</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
Dairy	179,150	182,743
Other cattle	32,533	38,369
Sheep	4,739	5,221
Main crops	2,768	3,426
By-products, forage and cultivations	2,307	-165
Miscellaneous	3,506	3,435
Basic Payment Scheme	14,324	14,918
Environmental payments	584	716
<b>TOTAL OUTPUTS</b>	<b>239,911</b>	<b>248,543</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	54,454	57,580
- homegrown concentrates	6,430	5,644
Coarse fodder, tack and stock keep	3,814	3,956
Veterinary and medicines	6,280	6,367
Other livestock costs	20,789	20,592
Fertilisers	11,143	10,568
Seeds - purchased and homegrown	1,696	2,293
Other crop costs	13,632	12,581
- paid	2,686	3,070
- unpaid	12,734	12,737
- casual	3,252	2,682
Machinery - contract	1,541	1,872
- repairs	7,975	7,687
- fuels	7,246	7,419
- depreciation	16,353	15,763
General farming costs	19,612	17,936
Land expenses	4,802	5,306
Rent	6,435	6,314
Rental value	18,760	18,703
<b>TOTAL INPUTS</b>	<b>219,634</b>	<b>219,070</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>20,277</b>	<b>29,473</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	12,734	12,737
Imputed property costs	18,591	18,526
Less:		
Interest charges	3,876	3,575
Ownership charges	8,010	8,107
<b>FARM BUSINESS INCOME</b>	<b>39,716</b>	<b>49,054</b>

**TABLE B2. Lowland dairy farms****1. Under 500k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>20,277</b>	<b>29,473</b>
minus manual labour of farmer and spouse	21,677	21,234
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-1,400</b>	<b>8,239</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>20,277</b>	<b>29,473</b>
plus net rental value/imputed rent	18,760	18,703
minus occupier's expenses	254	257
minus interest payments	3,876	3,575
minus buildings and works depreciation	8,015	8,072
<b>OCCUPIER'S NET INCOME</b>	<b>26,892</b>	<b>36,272</b>
plus other imputed charges	12,876	12,880
plus fixed asset depreciation	24,368	23,836
minus valuation changes	884	4,186
<b>CASH INCOME</b>	<b>63,252</b>	<b>68,802</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	2.64	2.89
Roots, fodder and other crops	6.36	6.49
Grassland - hay	0.75	1.25
- silage	31.76	30.53
- pasture	31.67	31.83
Fallow and land let out	0.08	0.27
Rough grazing - sole	1.13	1.13
Bare land and forage hired	8.07	7.51
Woods, roads and buildings	2.39	2.39
<b>TOTAL AREA (actual hectares)</b>	<b>84.85</b>	<b>84.29</b>
<b>TOTAL AREA (effective hectares)</b>	<b>81.80</b>	<b>81.05</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	113,422	110,966
Livestock	149,455	150,214
Crops	7,448	6,661
Stores	6,705	6,206
<b>TOTAL</b>	<b>277,030</b>	<b>274,047</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	7,388	7,113
Milk sales per cow (£)	1,972	1,979
Margin over concentrates per cow (£)	1,448	1,438
Milk price (pence per litre)	26.70	27.82
Lambs reared per ewe (numbers)	1.16	1.16
Finished lamb sales per ewe (numbers)	1.06	1.10
Stocking rate (grazing LU per eff.ha.)	1.96	2.00
Return on tenant's capital (%)	-0.51	3.01

**TABLE B2. Lowland dairy farms****1. Under 500k SO (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2019/20	2018/19	2019/20	2018/19
Dairy cattle	90.6	90.4	90.6	90.4
Beef cows	0.3	0.2	0.3	0.2
Other cattle	98.5	102.2	56.3	56.0
Breeding sheep	78.5	87.6	6.3	7.0
Other sheep	34.8	43.9	1.4	1.8

**ASSETS AND LIABILITIES - £ per farm**

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2019/20	2018/19	2019/20	2018/19	2019/20	2018/19
Number of farms	10	10	1	1	10	10
Aver. farm size - SO	304,767	303,163	N/A	N/A	319,695	320,164
- actual ha.	83.58	81.99			83.84	84.26
- eff. ha.	80.56	78.56			80.72	81.15
<b>ASSETS</b>						
Agricultural land	883,016	874,273			564,309	558,722
Woodland	6,295	6,171			5,617	5,507
Buildings	86,484	88,143			45,116	44,476
Improvements	16,257	15,984			10,702	11,199
Machinery	103,934	101,042			119,856	120,613
Livestock	147,151	147,322			144,576	146,568
Crops, forage & cultivations	6,509	6,260			7,325	5,994
BPS value	16,116	18,483			15,026	17,298
Stores	6,147	5,972			6,653	5,707
Credit balances	69,094	76,225			48,974	38,631
<b>TOTAL</b>	<b>1,341,003</b>	<b>1,339,875</b>			<b>968,154</b>	<b>954,715</b>
<b>EXTERNAL LIABILITIES</b>						
Long & medium term loans	17,542	39,260			100,425	102,429
Other short term loans	14,287	15,123			30,046	23,122
Overdrafts	17,975	15,100			15,838	17,581
<b>TOTAL</b>	<b>49,804</b>	<b>69,483</b>			<b>146,309</b>	<b>143,132</b>
<b>NET WORTH</b>	<b>1,291,199</b>	<b>1,270,392</b>			<b>821,845</b>	<b>811,583</b>
Owner equity (%)	96	95			85	85

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



**TABLE B2. Lowland dairy farms**

<b>2. Over 500k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	26	26
Average business size (SO)	982,267	953,919
<b>OUTPUTS</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
Dairy	622,564	624,741
Other cattle	96,605	91,860
Sheep	1,981	3,129
Main crops	7,136	4,811
By-products, forage and cultivations	1,161	57
Miscellaneous	8,394	8,218
Basic Payment Scheme	23,097	26,808
Income from energy generation	7,008	6,402
Environmental payments	1,132	2,663
<b>TOTAL OUTPUTS</b>	<b>769,078</b>	<b>768,689</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	199,600	211,932
- homegrown concentrates	10,282	9,387
Coarse fodder, tack and stock keep	30,476	39,464
Veterinary and medicines	24,243	23,482
Other livestock costs	63,789	70,545
Fertilisers	31,241	26,179
Seeds - purchased and homegrown	6,778	6,012
Other crop costs	39,115	35,421
- paid	64,607	61,118
- unpaid	13,590	12,999
- casual	1,662	2,553
Machinery - contract	6,182	8,504
- repairs	23,207	23,887
- fuels	19,731	21,351
- depreciation	39,840	42,192
General farming costs	42,164	42,263
Land expenses	13,884	23,425
Rent	15,904	15,195
Rental value	53,580	52,714
<b>TOTAL INPUTS</b>	<b>699,875</b>	<b>728,623</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>69,203</b>	<b>40,066</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	13,590	12,999
Imputed property costs	53,426	52,561
Less:		
Interest charges	20,298	20,081
Ownership charges	27,264	26,859
<b>FARM BUSINESS INCOME</b>	<b>88,657</b>	<b>58,686</b>

**TABLE B2. Lowland dairy farms****2. Over 500k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>69,203</b>	<b>40,066</b>
minus manual labour of farmer and spouse	23,644	22,662
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>45,559</b>	<b>17,404</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>69,203</b>	<b>40,066</b>
plus net rental value/imputed rent	53,580	52,714
minus occupier's expenses	336	331
minus interest payments	20,298	20,081
minus buildings and works depreciation	28,733	28,386
<b>OCCUPIER'S NET INCOME</b>	<b>73,416</b>	<b>43,982</b>
plus other imputed charges	13,744	13,153
plus fixed asset depreciation	68,573	70,578
minus valuation changes	5,132	1
<b>CASH INCOME</b>	<b>150,601</b>	<b>127,712</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	5.48	4.56
Roots, fodder and other crops	26.34	23.31
Grassland - hay	2.51	2.51
- silage	66.38	56.67
- pasture	67.45	79.49
Fallow and land let out	0.00	0.03
Rough grazing - sole	2.15	2.15
Bare land and forage hired	13.32	14.15
Woods, roads and buildings	9.37	9.37
<b>TOTAL AREA (actual hectares)</b>	<b>193.00</b>	<b>192.24</b>
<b>TOTAL AREA (effective hectares)</b>	<b>182.61</b>	<b>181.82</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	296,814	287,972
Livestock	404,210	405,043
Crops	17,065	15,404
Stores	18,190	13,861
<b>TOTAL</b>	<b>736,279</b>	<b>722,280</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	7,541	7,549
Milk sales per cow (£)	2,112	2,169
Margin over concentrates per cow (£)	1,511	1,521
Milk price (pence per litre)	28.01	28.74
Lambs reared per ewe (numbers)	1.51	1.76
Finished lamb sales per ewe (numbers)	1.52	1.77
Stocking rate (grazing LU per eff.ha.)	2.49	2.44
Return on tenant's capital (%)	6.19	2.41

**TABLE B2. Lowland dairy farms**

**2. Over 500k SO (continued)**

**LIVESTOCK CARRIED - per farm**

	<u>Average number</u>		<u>Livestock Units</u>	
	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>
Dairy cattle	297.4	289.0	297.4	289.0
Beef cows	0.0	0.1	0.0	0.1
Other cattle	252.9	250.5	141.1	138.7
Breeding sheep	28.1	32.8	2.3	2.6
Other sheep	10.9	16.5	0.4	0.7

**ASSETS AND LIABILITIES - £ per farm**

	<u>OWNER OCCUPIED</u>		<u>TENANTED</u>		<u>MIXED TENURE</u>	
	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>
Number of farms	11	11	1	1	14	14
Aver. farm size - SO	1,096,766	1,065,792	N/A	N/A	926,434	900,481
- actual ha.	221.77	222.78			176.78	174.57
- eff. ha.	204.43	205.44			171.17	168.90

**ASSETS**

Agricultural land	2,512,672	2,469,508			1,312,959	1,287,229
Woodland	27,015	26,485			13,771	13,501
Buildings	314,290	320,415			245,733	235,991
Improvements	66,351	45,618			19,042	16,200
Machinery	312,042	298,586			298,052	291,863
Livestock	459,581	453,744			378,335	383,950
Crops, forage & cultivations	18,997	15,367			14,167	14,267
BPS value	31,828	38,264			22,517	27,953
Stores	21,930	14,413			16,550	13,813
Credit balances	142,918	174,214			152,324	109,731
<b>TOTAL</b>	<b>3,907,624</b>	<b>3,856,614</b>			<b>2,473,450</b>	<b>2,394,498</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	556,289	550,070			499,081	495,454
Other short term loans	49,116	56,261			80,492	63,523
Overdrafts	81,094	64,421			96,358	89,953
<b>TOTAL</b>	<b>686,499</b>	<b>670,752</b>			<b>675,931</b>	<b>648,930</b>

**NET WORTH**

	<b>3,221,125</b>	<b>3,185,862</b>			<b>1,797,519</b>	<b>1,745,568</b>
Owner equity (%)	82	83			73	73

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





**TABLE B2. Lowland dairy farms**

<b>3. All sizes</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	47	47
Average business size (SO)	685,367	669,402
<b>OUTPUTS</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
Dairy	424,443	427,252
Other cattle	67,977	67,960
Sheep	3,213	4,064
Main crops	5,184	4,192
By-products, forage and cultivations	1,673	-42
Miscellaneous	6,210	6,081
Basic Payment Scheme	19,177	21,495
Income from energy generation	3,877	3,541
Environmental payments	888	1,793
<b>TOTAL OUTPUTS</b>	<b>532,642</b>	<b>536,282</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	134,747	142,966
- homegrown concentrates	8,561	7,714
Coarse fodder, tack and stock keep	18,563	23,599
Veterinary and medicines	16,217	15,835
Other livestock costs	44,576	48,226
Fertilisers	22,261	19,204
Seeds - purchased and homegrown	4,507	4,350
Other crop costs	27,729	25,216
- paid	36,940	35,182
- unpaid	13,207	12,882
- casual	2,372	2,610
Machinery - contract	4,108	5,541
- repairs	16,401	16,649
- fuels	14,153	15,126
- depreciation	29,346	30,383
General farming costs	32,088	31,394
Land expenses	9,826	15,329
Rent	11,673	11,227
Rental value	38,022	37,518
<b>TOTAL INPUTS</b>	<b>485,297</b>	<b>500,951</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>47,345</b>	<b>35,331</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	13,207	12,882
Imputed property costs	37,861	37,353
Less:		
Interest charges	12,960	12,706
Ownership charges	18,661	18,481
<b>FARM BUSINESS INCOME</b>	<b>66,792</b>	<b>54,379</b>

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

<b>INCOME MEASURES - £ per farm</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>47,345</b>	<b>35,331</b>
minus manual labour of farmer and spouse	22,766	22,024
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>24,579</b>	<b>13,307</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>47,345</b>	<b>35,331</b>
plus net rental value/imputed rent	38,022	37,518
minus occupier's expenses	300	298
minus interest payments	12,960	12,706
minus buildings and works depreciation	19,476	19,309
<b>OCCUPIER'S NET INCOME</b>	<b>52,631</b>	<b>40,536</b>
plus other imputed charges	13,356	13,031
plus fixed asset depreciation	48,822	49,693
minus valuation changes	3,234	1,871
<b>CASH INCOME</b>	<b>111,575</b>	<b>101,389</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	4.21	3.81
Roots, fodder and other crops	17.41	15.79
Grassland - hay	1.72	1.95
- silage	50.91	44.99
- pasture	51.47	58.20
Fallow and land let out	0.03	0.14
Rough grazing - sole	1.69	1.69
Bare land and forage hired	10.98	11.18
Woods, roads and buildings	6.25	6.25
<b>TOTAL AREA (actual hectares)</b>	<b>144.67</b>	<b>144.00</b>
<b>TOTAL AREA (effective hectares)</b>	<b>137.57</b>	<b>136.80</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	214,873	208,885
Livestock	290,384	291,183
Crops	12,768	11,498
Stores	13,058	10,441
<b>TOTAL</b>	<b>531,083</b>	<b>522,007</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	7,511	7,461
Milk sales per cow (£)	2,084	2,131
Margin over concentrates per cow (£)	1,498	1,504
Milk price (pence per litre)	27.75	28.56
Lambs reared per ewe (numbers)	1.25	1.33
Finished lamb sales per ewe (numbers)	1.18	1.29
Stocking rate (grazing LU per eff.ha.)	2.35	2.32
Return on tenant's capital (%)	4.63	2.55

**TABLE B2. Lowland dairy farms**

**3. All sizes (continued)**

**LIVESTOCK CARRIED - per farm**

	<b>Average number</b>		<b>Livestock Units</b>	
	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>
Dairy cattle	205.0	200.3	205.0	200.3
Beef cows	0.2	0.1	0.1	0.1
Other cattle	183.9	184.2	103.2	101.8
Breeding sheep	50.6	57.3	4.1	4.6
Other sheep	21.5	28.7	0.9	1.1

**ASSETS AND LIABILITIES - £ per farm**

	<b>OWNER OCCUPIED</b>		<b>TENANTED</b>		<b>MIXED TENURE</b>	
	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>
Number of farms	21	21	2	2	24	24
Aver. farm size - SO	719,623	702,635	N/A	N/A	673,626	658,682
- actual ha.	155.97	155.74			138.05	136.94
- eff. ha.	145.44	145.02			133.48	132.34

**ASSETS**

Agricultural land	1,736,645	1,709,872			1,001,022	983,685
Woodland	17,148	16,812			10,374	10,170
Buildings	205,811	209,809			162,143	156,193
Improvements	42,497	31,506			15,567	14,116
Machinery	212,943	204,517			223,804	220,509
Livestock	310,805	307,829			280,936	285,041
Crops, forage & cultivations	13,051	11,030			11,316	10,819
BPS value	24,346	28,844			19,396	23,513
Stores	14,414	10,393			12,427	10,436
Credit balances	107,763	127,552			109,261	80,106
<b>TOTAL</b>	<b>2,685,423</b>	<b>2,658,164</b>			<b>1,846,246</b>	<b>1,794,588</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	299,743	306,827			332,974	331,694
Other short term loans	32,531	36,672			59,472	46,689
Overdrafts	51,037	40,935			62,808	59,798
<b>TOTAL</b>	<b>383,311</b>	<b>384,434</b>			<b>455,254</b>	<b>438,181</b>

**NET WORTH**

	<b>2,302,112</b>	<b>2,273,730</b>			<b>1,390,992</b>	<b>1,356,407</b>
Owner equity (%)	86	86			75	76

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



**TABLE B3. Hill sheep farms**

<b>1. Under 55k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	26	26
Average business size (SO)	36,875	37,398
<b>OUTPUTS</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
Other cattle	1,766	2,452
Sheep	22,092	21,124
By-products, forage and cultivations	1,067	620
Miscellaneous	4,170	4,411
Basic Payment Scheme	19,680	19,237
Income from energy generation	404	386
Environmental payments	3,295	4,453
<b>TOTAL OUTPUTS</b>	<b>52,474</b>	<b>52,683</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	5,007	6,194
Coarse fodder, tack and stock keep	1,022	989
Veterinary and medicines	2,285	2,405
Other livestock costs	2,028	2,199
Fertilisers	2,115	2,398
Seeds - purchased and homegrown	171	102
Other crop costs	1,125	1,182
Labour - paid	714	434
- unpaid	1,239	1,214
- casual	673	820
Machinery - contract	881	530
- repairs	2,336	2,960
- fuels	2,700	2,916
- depreciation	6,072	6,021
General farming costs	6,301	6,376
Land expenses	1,649	1,606
Rent	1,679	1,640
Rental value	5,344	5,248
<b>TOTAL INPUTS</b>	<b>43,341</b>	<b>45,234</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>9,133</b>	<b>7,449</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	1,239	1,214
Imputed property costs	5,229	5,133
Less:		
Interest charges	489	532
Ownership charges	1,260	1,261
<b>FARM BUSINESS INCOME</b>	<b>13,852</b>	<b>12,003</b>

## TABLE B3. Hill sheep farms

### 1. Under 55k SO (continued)

<b>INCOME MEASURES - £ per farm</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>9,133</b>	<b>7,449</b>
minus manual labour of farmer and spouse	17,966	17,868
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-8,833</b>	<b>-10,419</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>9,133</b>	<b>7,449</b>
plus net rental value/imputed rent	5,344	5,248
minus occupier's expenses	258	263
minus interest payments	489	532
minus buildings and works depreciation	1,590	1,555
<b>OCCUPIER'S NET INCOME</b>	<b>12,140</b>	<b>10,347</b>
plus other imputed charges	1,354	1,329
plus fixed asset depreciation	7,663	7,577
minus valuation changes	-95	-2,501
<b>CASH INCOME</b>	<b>21,252</b>	<b>21,754</b>
<b>LAND UTILISATION - hectares per farm</b>		
Roots, fodder and other crops	0.35	0.42
Grassland - hay	3.44	3.13
- silage	6.46	6.12
- pasture	47.18	47.64
Fallow and land let out	2.29	2.25
Rough grazing - sole	27.12	27.12
Bare land and forage hired	2.07	2.63
Woods, roads and buildings	2.74	2.74
<b>TOTAL AREA (actual hectares)</b>	<b>91.65</b>	<b>92.05</b>
<b>TOTAL AREA (effective hectares)</b>	<b>69.68</b>	<b>70.12</b>
Rough grazing - common (effective hectares)	10.95	10.95
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	40,870	39,367
Livestock	25,849	26,227
Crops	937	702
Stores	891	842
<b>TOTAL</b>	<b>68,547</b>	<b>67,138</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.23	1.14
Finished lamb sales per ewe (numbers)	0.82	0.80
Stocking rate (grazing LU per eff.ha.)	0.52	0.53
Return on tenant's capital (%)	-12.89	-15.52

**TABLE B3. Hill sheep farms****1. Under 55k SO (continued)****LIVESTOCK CARRIED - per farm**

	<u>Average number</u>		<u>Livestock Units</u>	
	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>
Beef cows	2.8	3.6	2.0	2.6
Other cattle	3.7	5.5	1.7	2.7
Breeding sheep	370.5	378.1	23.4	23.8
Other sheep	226.3	200.2	9.1	8.0

**ASSETS AND LIABILITIES - £ per farm**

	<u>OWNER OCCUPIED</u>		<u>TENANTED</u>		<u>MIXED TENURE</u>	
	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>
Number of farms	16	16	5	5	5	5
Aver. farm size - SO	36,716	36,898	N/A	N/A	N/A	N/A
- actual ha.	86.98	88.45				
- eff. ha.	67.95	69.49				

**ASSETS**

Agricultural land	552,784	547,311
Woodland	4,892	4,796
Buildings	8,041	8,611
Improvements	4,571	4,251
Machinery	40,667	39,219
Livestock	25,004	25,523
Crops, forage & cultivations	1,137	792
BPS value	20,462	22,036
Stores	1,347	1,220
Credit balances	44,212	42,149
<b>TOTAL</b>	<b>703,117</b>	<b>695,908</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	6,130	7,337
Other short term loans	2,077	2,149
Overdrafts	0	0
<b>TOTAL</b>	<b>8,207</b>	<b>9,486</b>

**NET WORTH**

<b>NET WORTH</b>	<b>694,910</b>	<b>686,422</b>
Owner equity (%)	99	99





**TABLE B3. Hill sheep farms**

<b>2. 55 - 95k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	23	23
Average business size (SO)	69,447	69,666
<b>OUTPUTS</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
Other cattle	6,400	7,624
Sheep	39,108	36,335
Other livestock	20	36
Main crops	558	524
By-products, forage and cultivations	1,954	1,516
Miscellaneous	9,238	9,335
Basic Payment Scheme	29,581	28,446
Income from energy generation	692	219
Environmental payments	6,137	7,031
<b>TOTAL OUTPUTS</b>	<b>93,688</b>	<b>91,066</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	9,543	11,368
- homegrown concentrates	415	436
Coarse fodder, tack and stock keep	4,214	3,720
Veterinary and medicines	3,586	3,487
Other livestock costs	4,810	4,551
Fertilisers	3,190	3,663
Seeds - purchased and homegrown	346	306
Other crop costs	2,125	1,612
Labour - paid	1,643	1,656
- unpaid	2,487	2,573
- casual	1,883	1,716
Machinery - contract	448	595
- repairs	3,984	4,363
- fuels	4,454	4,744
- depreciation	10,677	9,601
General farming costs	10,213	9,817
Land expenses	2,894	3,042
Rent	1,864	1,899
Rental value	8,560	8,288
<b>TOTAL INPUTS</b>	<b>77,336</b>	<b>77,437</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>16,352</b>	<b>13,629</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	2,487	2,573
Imputed property costs	8,517	8,244
Less:		
Interest charges	818	979
Ownership charges	2,455	2,300
<b>FARM BUSINESS INCOME</b>	<b>24,083</b>	<b>21,167</b>

**TABLE B3. Hill sheep farms****2. 55 - 95k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>16,352</b>	<b>13,629</b>
minus manual labour of farmer and spouse	21,221	21,092
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-4,869</b>	<b>-7,463</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>16,352</b>	<b>13,629</b>
plus net rental value/imputed rent	8,560	8,288
minus occupier's expenses	215	218
minus interest payments	818	979
minus buildings and works depreciation	2,800	2,629
<b>OCCUPIER'S NET INCOME</b>	<b>21,079</b>	<b>18,091</b>
plus other imputed charges	2,530	2,617
plus fixed asset depreciation	13,478	12,230
minus valuation changes	-1,782	1,037
<b>CASH INCOME</b>	<b>38,869</b>	<b>31,901</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.79	0.62
Roots, fodder and other crops	0.70	0.79
Grassland - hay	3.19	3.09
- silage	12.04	12.30
- pasture	66.65	66.12
Fallow and land let out	2.85	3.31
Rough grazing - sole	55.17	55.17
Bare land and forage hired	5.53	4.66
Woods, roads and buildings	7.18	7.18
<b>TOTAL AREA (actual hectares)</b>	<b>154.10</b>	<b>153.24</b>
<b>TOTAL AREA (effective hectares)</b>	<b>109.27</b>	<b>107.94</b>
Rough grazing - common (effective hectares)	27.14	28.50
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	68,260	67,860
Livestock	61,872	63,832
Crops	3,234	2,661
Stores	1,122	1,431
<b>TOTAL</b>	<b>134,488</b>	<b>135,784</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.07	1.06
Finished lamb sales per ewe (numbers)	0.60	0.60
Stocking rate (grazing LU per eff.ha.)	0.72	0.74
Return on tenant's capital (%)	-3.62	-5.50

**TABLE B3. Hill sheep farms**

**2. 55 - 95k SO (continued)**

**LIVESTOCK CARRIED - per farm**

	<u>Average number</u>		<u>Livestock Units</u>	
	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>
Beef cows	9.3	9.6	6.6	6.9
Other cattle	16.3	17.4	8.0	8.2
Breeding sheep	729.5	742.8	47.1	47.8
Other sheep	409.5	402.6	16.4	16.1

**ASSETS AND LIABILITIES - £ per farm**

	<u>OWNER OCCUPIED</u>		<u>TENANTED</u>		<u>MIXED TENURE</u>	
	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>
Number of farms	13	13	3	3	7	7
Aver. farm size - SO	68,973	69,436	N/A	N/A	71,036	70,689
- actual ha.	143.48	141.94			191.78	191.78
- eff. ha.	100.07	98.53			134.83	133.33

**ASSETS**

Agricultural land	871,658	863,028			596,076	590,175
Woodland	26,976	26,448			6,096	5,976
Buildings	17,767	17,937			14,312	10,845
Improvements	13,587	12,275			11,888	12,077
Machinery	73,387	71,914			73,554	73,464
Livestock	67,714	70,064			55,111	57,518
Crops, forage & cultivations	4,317	3,489			1,443	1,352
BPS value	32,046	35,183			36,145	37,776
Stores	1,117	1,335			532	999
Credit balances	31,945	30,122			50,248	55,652
<b>TOTAL</b>	<b>1,140,514</b>	<b>1,131,795</b>			<b>845,405</b>	<b>845,834</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	4,504	5,246			503	1,571
Other short term loans	8,965	10,378			3,052	3,019
Overdrafts	4,106	5,843			6,754	4,920
<b>TOTAL</b>	<b>17,575</b>	<b>21,467</b>			<b>10,309</b>	<b>9,510</b>

**NET WORTH**

	<b>1,122,939</b>	<b>1,110,328</b>			<b>835,096</b>	<b>836,324</b>
Owner equity (%)	98	98			99	99

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



**TABLE B3. Hill sheep farms**

<b>3. Over 95k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	31	31
Average business size (SO)	168,646	161,481
<b>OUTPUTS</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
Other cattle	21,328	20,443
Sheep	121,130	108,139
Main crops	826	1,163
By-products, forage and cultivations	2,632	538
Miscellaneous	9,450	10,224
Basic Payment Scheme	51,263	53,230
Income from energy generation	1,792	1,698
Environmental payments	18,025	19,489
<b>TOTAL OUTPUTS</b>	<b>226,446</b>	<b>214,924</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	25,587	29,717
- homegrown concentrates	67	133
Coarse fodder, tack and stock keep	21,897	24,066
Veterinary and medicines	9,556	8,925
Other livestock costs	12,801	11,610
Fertilisers	9,896	9,618
Seeds - purchased and homegrown	1,188	1,239
Other crop costs	6,828	5,709
Labour - paid	5,095	4,280
- unpaid	9,268	9,841
- casual	3,481	4,295
Machinery - contract	777	810
- repairs	7,534	7,509
- fuels	9,221	9,195
- depreciation	16,971	16,717
General farming costs	15,166	14,601
Land expenses	5,863	6,106
Rent	3,955	4,149
Rental value	22,026	21,235
<b>TOTAL INPUTS</b>	<b>187,177</b>	<b>189,755</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>39,269</b>	<b>25,169</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	9,268	9,841
Imputed property costs	21,897	21,106
Less:		
Interest charges	5,799	5,392
Ownership charges	6,456	6,185
<b>FARM BUSINESS INCOME</b>	<b>58,179</b>	<b>44,539</b>

**TABLE B3. Hill sheep farms****3. Over 95k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>39,269</b>	<b>25,169</b>
minus manual labour of farmer and spouse	20,479	20,716
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>18,790</b>	<b>4,453</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>39,269</b>	<b>25,169</b>
plus net rental value/imputed rent	22,026	21,235
minus occupier's expenses	363	336
minus interest payments	5,799	5,392
minus buildings and works depreciation	7,623	7,182
<b>OCCUPIER'S NET INCOME</b>	<b>47,510</b>	<b>33,494</b>
plus other imputed charges	9,397	9,970
plus fixed asset depreciation	24,594	23,900
minus valuation changes	-538	7,082
<b>CASH INCOME</b>	<b>82,039</b>	<b>60,282</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	1.06	1.11
Roots, fodder and other crops	3.45	2.99
Grassland - hay	2.58	3.73
- silage	21.06	19.64
- pasture	162.29	162.28
Fallow and land let out	0.00	0.00
Rough grazing - sole	138.12	138.12
Bare land and forage hired	34.42	37.14
Woods, roads and buildings	7.80	7.80
<b>TOTAL AREA (actual hectares)</b>	<b>370.78</b>	<b>372.81</b>
<b>TOTAL AREA (effective hectares)</b>	<b>261.10</b>	<b>263.13</b>
Rough grazing - common (effective hectares)	34.99	34.99
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	117,155	115,284
Livestock	167,468	169,143
Crops	5,574	5,110
Stores	3,522	3,047
<b>TOTAL</b>	<b>293,719</b>	<b>292,584</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.14	1.11
Finished lamb sales per ewe (numbers)	0.87	0.82
Stocking rate (grazing LU per eff.ha.)	0.79	0.76
Return on tenant's capital (%)	6.40	1.52

**TABLE B3. Hill sheep farms**

**3. Over 95k SO (continued)**

**LIVESTOCK CARRIED - per farm**

	<u>Average number</u>		<u>Livestock Units</u>	
	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>
Beef cows	22.9	22.9	16.4	16.4
Other cattle	41.2	39.3	21.3	19.7
Breeding sheep	1748.1	1738.4	118.4	117.9
Other sheep	1213.7	1145.4	48.6	45.8

**ASSETS AND LIABILITIES - £ per farm**

	<u>OWNER OCCUPIED</u>		<u>TENANTED</u>		<u>MIXED TENURE</u>	
	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>
Number of farms	14	14	2	2	15	15
Aver. farm size - SO	185,149	177,124	N/A	N/A	147,028	139,947
- actual ha.	405.91	406.51			316.99	316.56
- eff. ha.	288.32	288.92			208.65	208.22
<b>ASSETS</b>						
Agricultural land	2,100,912	2,061,016			1,089,985	1,079,193
Woodland	17,965	17,612			6,425	6,299
Buildings	54,015	47,865			28,542	29,479
Improvements	44,136	44,610			36,026	31,223
Machinery	123,086	117,987			114,725	115,216
Livestock	195,998	193,418			138,861	141,779
Crops, forage & cultivations	5,361	5,629			4,768	4,808
BPS value	58,067	66,337			55,677	59,525
Stores	3,419	2,810			3,688	3,625
Credit balances	66,157	57,192			75,741	56,731
<b>TOTAL</b>	<b>2,669,116</b>	<b>2,614,476</b>			<b>1,554,438</b>	<b>1,527,878</b>
<b>EXTERNAL LIABILITIES</b>						
Long & medium term loans	136,006	129,694			136,752	130,808
Other short term loans	13,683	14,544			9,832	15,635
Overdrafts	50,247	51,239			25,228	35,749
<b>TOTAL</b>	<b>199,936</b>	<b>195,477</b>			<b>171,812</b>	<b>182,192</b>
<b>NET WORTH</b>	<b>2,469,180</b>	<b>2,418,999</b>			<b>1,382,626</b>	<b>1,345,686</b>
Owner equity (%)	93	93			89	88

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





**TABLE B3. Hill sheep farms**

<b>4. All sizes</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	80	80
Average business size (SO)	97,301	94,758
<b>OUTPUTS</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
Other cattle	10,679	10,910
Sheep	65,361	59,215
Other livestock	6	10
Main crops	480	601
By-products, forage and cultivations	1,928	846
Miscellaneous	7,673	8,079
Basic Payment Scheme	34,765	35,057
Income from energy generation	1,025	846
Environmental payments	9,820	11,021
<b>TOTAL OUTPUTS</b>	<b>131,737</b>	<b>126,585</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	14,286	16,797
- homegrown concentrates	145	177
Coarse fodder, tack and stock keep	10,028	10,716
Veterinary and medicines	5,476	5,243
Other livestock costs	7,002	6,522
Fertilisers	5,439	5,560
Seeds - purchased and homegrown	616	601
Other crop costs	3,622	3,060
Labour - paid	2,679	2,276
- unpaid	4,709	4,948
- casual	2,109	2,424
Machinery - contract	716	657
- repairs	4,824	5,126
- fuels	5,731	5,875
- depreciation	11,619	11,195
General farming costs	10,861	10,553
Land expenses	3,640	3,763
Rent	2,614	2,687
Rental value	12,733	12,317
<b>TOTAL INPUTS</b>	<b>108,849</b>	<b>110,497</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>22,888</b>	<b>16,088</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	4,709	4,948
Imputed property costs	12,633	12,217
Less:		
Interest charges	2,641	2,544
Ownership charges	3,617	3,468
<b>FARM BUSINESS INCOME</b>	<b>33,972</b>	<b>27,241</b>

## TABLE B3. Hill sheep farms

### 4. All sizes (continued)

<b>INCOME MEASURES - £ per farm</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>22,888</b>	<b>16,088</b>
minus manual labour of farmer and spouse	19,876	19,898
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>3,012</b>	<b>-3,810</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>22,888</b>	<b>16,088</b>
plus net rental value/imputed rent	12,733	12,317
minus occupier's expenses	286	278
minus interest payments	2,641	2,544
minus buildings and works depreciation	4,276	4,044
<b>OCCUPIER'S NET INCOME</b>	<b>28,418</b>	<b>21,539</b>
plus other imputed charges	4,809	5,048
plus fixed asset depreciation	15,895	15,240
minus valuation changes	-752	2,230
<b>CASH INCOME</b>	<b>49,874</b>	<b>39,597</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.64	0.61
Roots, fodder and other crops	1.65	1.52
Grassland - hay	3.04	3.35
- silage	13.72	13.14
- pasture	97.38	97.38
Fallow and land let out	1.56	1.68
Rough grazing - sole	78.20	78.20
Bare land and forage hired	15.60	16.58
Woods, roads and buildings	5.98	5.98
<b>TOTAL AREA (actual hectares)</b>	<b>211.79</b>	<b>212.46</b>
<b>TOTAL AREA (effective hectares)</b>	<b>155.24</b>	<b>155.79</b>
Rough grazing - common (effective hectares)	24.92	25.31
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	78,305	76,976
Livestock	91,083	92,418
Crops	3,394	2,973
Stores	1,977	1,866
<b>TOTAL</b>	<b>174,759</b>	<b>174,233</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.13	1.11
Finished lamb sales per ewe (numbers)	0.81	0.77
Stocking rate (grazing LU per eff.ha.)	0.74	0.72
Return on tenant's capital (%)	1.72	-2.19

**TABLE B3. Hill sheep farms****4. All sizes (continued)****LIVESTOCK CARRIED - per farm**

	<b>Average number</b>		<b>Livestock Units</b>	
	<b>2019/20</b>	<b>2018/19</b>	<b>2019/20</b>	<b>2018/19</b>
Beef cows	12.5	12.8	8.9	9.2
Other cattle	21.9	22.0	11.1	10.9
Breeding sheep	1007.5	1010.1	67.0	67.2
Other sheep	661.6	624.6	26.5	25.0
Other livestock	0.6	0.6		

**ASSETS AND LIABILITIES - £ per farm**

	<b>OWNER OCCUPIED</b>		<b>TENANTED</b>		<b>MIXED TENURE</b>	
	<b>2019/20</b>	<b>2018/19</b>	<b>2019/20</b>	<b>2018/19</b>	<b>2019/20</b>	<b>2018/19</b>
Number of farms	43	43	10	10	27	27
Aver. farm size - SO	94,795	92,390	79,389	79,965	107,925	104,007
- actual ha.	207.90	208.18	184.69	189.89	245.72	245.33
- eff. ha.	149.41	149.71	151.59	156.79	165.87	165.09
<b>ASSETS</b>						
Agricultural land	1,153,230	1,135,595	0	0	857,570	849,080
Woodland	15,825	15,515	0	0	5,797	5,684
Buildings	25,950	24,211	4,676	4,019	20,683	20,309
Improvements	20,178	19,817	11,269	10,436	26,389	23,311
Machinery	77,393	74,749	46,628	49,752	91,491	90,609
Livestock	93,588	93,652	65,545	69,511	96,553	98,938
Crops, forage & cultivations	3,474	3,182	3,732	1,666	3,144	3,126
BPS value	36,208	40,434	28,643	30,608	45,369	48,348
Stores	1,952	1,772	1,500	1,060	2,193	2,314
Credit balances	47,648	43,411	9,583	10,183	59,550	49,800
<b>TOTAL</b>	<b>1,475,446</b>	<b>1,452,338</b>	<b>171,576</b>	<b>177,235</b>	<b>1,208,739</b>	<b>1,191,519</b>
<b>EXTERNAL LIABILITIES</b>						
Long & medium term loans	47,924	46,542	17,214	15,789	81,337	78,545
Other short term loans	7,938	8,672	11,031	11,340	7,565	11,072
Overdrafts	17,601	18,449	17,303	18,179	16,634	22,077
<b>TOTAL</b>	<b>73,463</b>	<b>73,663</b>	<b>45,548</b>	<b>45,308</b>	<b>105,536</b>	<b>111,694</b>
<b>NET WORTH</b>	<b>1,401,983</b>	<b>1,378,675</b>	<b>126,028</b>	<b>131,927</b>	<b>1,103,203</b>	<b>1,079,825</b>
Owner equity (%)	95	95	73	74	91	91



**TABLE B4. Hill cattle and sheep farms**

<b>1. Under 75k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	38	38
Average business size (SO)	55,895	56,923
<b>OUTPUTS</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
Other cattle	21,459	22,306
Sheep	18,521	17,933
Other livestock	147	108
Main crops	376	400
By-products, forage and cultivations	2,350	1,052
Miscellaneous	8,205	5,765
Basic Payment Scheme	19,777	20,685
Income from energy generation	1,396	1,482
Environmental payments	5,996	7,194
<b>TOTAL OUTPUTS</b>	<b>78,227</b>	<b>76,925</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	8,562	8,698
- homegrown concentrates	231	252
Coarse fodder, tack and stock keep	2,697	2,911
Veterinary and medicines	2,902	3,101
Other livestock costs	4,262	4,871
Fertilisers	3,357	3,319
Seeds - purchased and homegrown	472	469
Other crop costs	3,366	3,020
Labour - paid	562	141
- unpaid	2,963	2,879
- casual	788	788
Machinery - contract	450	366
- repairs	3,730	3,726
- fuels	3,693	3,690
- depreciation	9,501	9,410
General farming costs	8,941	8,070
Land expenses	3,257	2,812
Rent	2,566	2,564
Rental value	10,574	10,398
<b>TOTAL INPUTS</b>	<b>72,874</b>	<b>71,485</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>5,353</b>	<b>5,440</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	2,963	2,879
Imputed property costs	10,442	10,237
Less:		
Interest charges	1,458	1,579
Ownership charges	2,914	2,813
<b>FARM BUSINESS INCOME</b>	<b>14,386</b>	<b>14,164</b>

**TABLE B4. Hill cattle and sheep farms****1. Under 75k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>5,353</b>	<b>5,440</b>
minus manual labour of farmer and spouse	18,509	18,997
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-13,156</b>	<b>-13,557</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>5,353</b>	<b>5,440</b>
plus net rental value/imputed rent	10,574	10,398
minus occupier's expenses	242	233
minus interest payments	1,458	1,579
minus buildings and works depreciation	3,696	3,642
<b>OCCUPIER'S NET INCOME</b>	<b>10,531</b>	<b>10,384</b>
plus other imputed charges	3,094	3,037
plus fixed asset depreciation	13,197	13,052
minus valuation changes	-1,209	-1,431
<b>CASH INCOME</b>	<b>28,031</b>	<b>27,904</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.49	0.59
Roots, fodder and other crops	1.16	1.19
Grassland - hay	3.10	3.84
- silage	14.70	14.35
- pasture	43.95	44.86
Fallow and land let out	5.73	4.24
Rough grazing - sole	43.34	50.59
Bare land and forage hired	2.18	3.58
Woods, roads and buildings	5.75	6.13
<b>TOTAL AREA (actual hectares)</b>	<b>120.40</b>	<b>129.37</b>
<b>TOTAL AREA (effective hectares)</b>	<b>78.76</b>	<b>83.04</b>
Rough grazing - common (effective hectares)	5.11	5.11
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	69,592	63,899
Livestock	68,953	70,469
Crops	2,866	2,530
Stores	1,696	1,743
<b>TOTAL</b>	<b>143,107</b>	<b>138,641</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.09	1.12
Finished lamb sales per ewe (numbers)	0.82	0.75
Stocking rate (grazing LU per eff.ha.)	0.85	0.83
Return on tenant's capital (%)	-9.19	-9.78

**TABLE B4. Hill cattle and sheep farms****1. Under 75k SO (continued)****LIVESTOCK CARRIED - per farm**

	<u>Average number</u>		<u>Livestock Units</u>	
	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>
Beef cows	24.0	25.0	17.1	17.9
Other cattle	44.1	43.3	22.4	22.0
Breeding sheep	304.0	326.0	19.2	20.8
Other sheep	199.0	200.9	8.0	8.0
Other livestock	1.4	1.4		

**ASSETS AND LIABILITIES - £ per farm**

	<u>OWNER OCCUPIED</u>		<u>TENANTED</u>		<u>MIXED TENURE</u>	
	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>
Number of farms	18	18	3	3	17	17
Aver. farm size - SO	53,479	53,833	N/A	N/A	57,910	60,168
- actual ha.	151.19	152.42			95.19	113.96
- eff. ha.	79.59	82.51			78.69	85.16

**ASSETS**

Agricultural land	1,211,331	1,199,338			561,025	556,344
Woodland	9,885	9,691			6,761	5,333
Buildings	11,139	11,224			35,751	35,302
Improvements	10,061	8,201			21,789	22,505
Machinery	68,815	60,531			71,397	66,581
Livestock	60,436	57,931			76,964	84,066
Crops, forage & cultivations	2,866	2,385			2,624	2,391
BPS value	26,120	27,098			24,428	23,104
Stores	1,765	1,582			1,673	2,031
Credit balances	28,711	25,232			15,601	17,392
<b>TOTAL</b>	<b>1,431,129</b>	<b>1,403,213</b>			<b>818,013</b>	<b>815,049</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	19,977	21,893			35,565	39,906
Other short term loans	7,043	7,868			7,243	6,583
Overdrafts	6,734	4,329			11,526	9,201
<b>TOTAL</b>	<b>33,754</b>	<b>34,090</b>			<b>54,334</b>	<b>55,690</b>

<b>NET WORTH</b>	<b>1,397,375</b>	<b>1,369,123</b>			<b>763,679</b>	<b>759,359</b>
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Owner equity (%)	98	98			93	93
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N/A - liabilities and assets results are not shown when the sub-samples by tenure have 5 or fewer farms.





**TABLE B4. Hill cattle and sheep farms**

<b>2. 75 - 115k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	36	36
Average business size (SO)	94,043	95,885
<b>OUTPUTS</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
Other cattle	34,952	37,982
Sheep	39,883	39,181
Main crops	400	176
By-products, forage and cultivations	361	170
Miscellaneous	4,748	4,714
Basic Payment Scheme	28,053	28,059
Income from energy generation	2,326	2,304
Environmental payments	8,456	9,111
<b>TOTAL OUTPUTS</b>	<b>119,179</b>	<b>121,697</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	16,923	20,706
- homegrown concentrates	242	127
Coarse fodder, tack and stock keep	3,146	4,047
Veterinary and medicines	5,121	5,699
Other livestock costs	7,012	8,458
Fertilisers	6,023	6,316
Seeds - purchased and homegrown	560	478
Other crop costs	3,816	2,991
Labour - paid	2,196	2,205
- unpaid	9,168	9,096
- casual	1,093	1,178
Machinery - contract	904	1,413
- repairs	5,270	5,487
- fuels	5,484	5,693
- depreciation	12,153	12,313
General farming costs	11,156	10,747
Land expenses	4,580	4,256
Rent	2,105	2,078
Rental value	12,304	12,153
<b>TOTAL INPUTS</b>	<b>109,256</b>	<b>115,441</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>9,923</b>	<b>6,256</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	9,168	9,096
Imputed property costs	12,274	12,095
Less:		
Interest charges	2,923	3,031
Ownership charges	3,043	3,084
<b>FARM BUSINESS INCOME</b>	<b>25,399</b>	<b>21,332</b>

**TABLE B4. Hill cattle and sheep farms****2.75 - 115k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>9,923</b>	<b>6,256</b>
minus manual labour of farmer and spouse	20,954	20,629
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-11,031</b>	<b>-14,373</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>9,923</b>	<b>6,256</b>
plus net rental value/imputed rent	12,304	12,153
minus occupier's expenses	256	300
minus interest payments	2,923	3,031
minus buildings and works depreciation	3,735	3,722
<b>OCCUPIER'S NET INCOME</b>	<b>15,313</b>	<b>11,356</b>
plus other imputed charges	9,195	9,151
plus fixed asset depreciation	15,888	16,035
minus valuation changes	1,373	-1,042
<b>CASH INCOME</b>	<b>39,023</b>	<b>37,584</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.45	0.26
Roots, fodder and other crops	0.95	1.24
Grassland - hay	2.99	2.89
- silage	23.30	22.56
- pasture	81.04	81.36
Fallow and land let out	0.00	0.00
Rough grazing - sole	61.67	61.67
Bare land and forage hired	7.12	5.34
Woods, roads and buildings	4.92	4.92
<b>TOTAL AREA (actual hectares)</b>	<b>182.44</b>	<b>180.24</b>
<b>TOTAL AREA (effective hectares)</b>	<b>132.99</b>	<b>130.79</b>
Rough grazing - common (effective hectares)	13.07	13.07
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	82,845	81,943
Livestock	110,447	108,886
Crops	4,021	3,670
Stores	2,121	2,372
<b>TOTAL</b>	<b>199,434</b>	<b>196,871</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.22	1.18
Finished lamb sales per ewe (numbers)	0.92	0.82
Stocking rate (grazing LU per eff.ha.)	0.87	0.92
Return on tenant's capital (%)	-5.53	-7.30

**TABLE B4. Hill cattle and sheep farms****2. 75 - 115k SO (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2019/20	2018/19	2019/20	2018/19
Beef cows	37.3	38.0	27.0	27.5
Other cattle	69.2	72.0	34.9	35.9
Breeding sheep	583.0	603.5	38.8	40.1
Other sheep	380.6	394.1	15.3	15.9

**ASSETS AND LIABILITIES - £ per farm**

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2019/20	2018/19	2019/20	2018/19	2019/20	2018/19
Number of farms	20	20	2	2	14	14
Aver. farm size - SO	92,926	96,077	N/A	N/A	94,935	94,506
- actual ha.	152.38	148.52			231.03	230.89
- eff. ha.	130.72	126.87			140.29	140.15
<b>ASSETS</b>						
Agricultural land	1,148,728	1,129,799			910,841	901,822
Woodland	20,687	20,281			6,053	5,934
Buildings	28,663	29,194			23,899	23,635
Improvements	11,874	11,297			37,485	37,069
Machinery	81,713	85,359			84,326	77,256
Livestock	110,105	109,647			111,099	106,352
Crops, forage & cultivations	3,884	3,588			4,523	4,181
BPS value	26,363	28,614			36,968	40,580
Stores	2,020	2,730			2,448	1,899
Credit balances	30,354	33,656			57,343	49,398
<b>TOTAL</b>	<b>1,464,391</b>	<b>1,454,165</b>			<b>1,274,985</b>	<b>1,248,126</b>
<b>EXTERNAL LIABILITIES</b>						
Long & medium term loans	72,736	67,092			72,754	76,940
Other short term loans	4,190	8,024			27,748	26,490
Overdrafts	14,367	19,466			41,701	38,291
<b>TOTAL</b>	<b>91,293</b>	<b>94,582</b>			<b>142,203</b>	<b>141,721</b>
<b>NET WORTH</b>	<b>1,373,098</b>	<b>1,359,583</b>			<b>1,132,782</b>	<b>1,106,405</b>
Owner equity (%)	94	93			89	89

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



**TABLE B4. Hill cattle and sheep farms**

<b>3. Over 115k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	44	44
Average business size (SO)	180,080	175,049
<b>OUTPUTS</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
Dairy	2,913	2,909
Other cattle	53,687	55,809
Sheep	69,056	65,842
Other livestock	332	334
Main crops	1,698	1,021
By-products, forage and cultivations	2,570	1,631
Miscellaneous	9,078	12,176
Basic Payment Scheme	35,880	37,366
Income from energy generation	20,626	25,387
Environmental payments	6,362	7,036
<b>TOTAL OUTPUTS</b>	<b>202,202</b>	<b>209,511</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	28,126	33,096
- homegrown concentrates	1,283	453
Coarse fodder, tack and stock keep	7,089	8,149
Veterinary and medicines	7,458	7,096
Other livestock costs	11,994	13,538
Fertilisers	11,542	10,278
Seeds - purchased and homegrown	1,356	1,004
Other crop costs	7,563	5,922
Labour - paid	3,555	3,393
- unpaid	11,431	11,623
- casual	4,722	4,068
Machinery - contract	1,472	1,710
- repairs	9,224	8,363
- fuels	8,844	8,329
- depreciation	21,579	21,784
General farming costs	15,107	14,959
Land expenses	5,728	6,054
Rent	5,883	5,590
Rental value	20,230	19,376
<b>TOTAL INPUTS</b>	<b>184,186</b>	<b>184,785</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>18,016</b>	<b>24,726</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	11,431	11,623
Imputed property costs	20,059	19,217
Less:		
Interest charges	7,257	7,076
Ownership charges	6,085	5,529
<b>FARM BUSINESS INCOME</b>	<b>36,164</b>	<b>42,961</b>

**TABLE B4. Hill cattle and sheep farms****3. Over 115k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b>2019/20</b>	<b>2018/19</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>18,016</b>	<b>24,726</b>
minus manual labour of farmer and spouse	21,434	21,631
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-3,418</b>	<b>3,095</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>18,016</b>	<b>24,726</b>
plus net rental value/imputed rent	20,230	19,376
minus occupier's expenses	435	419
minus interest payments	7,257	7,076
minus buildings and works depreciation	6,619	5,986
<b>OCCUPIER'S NET INCOME</b>	<b>23,935</b>	<b>30,621</b>
plus other imputed charges	11,590	11,782
plus fixed asset depreciation	28,198	27,771
minus valuation changes	801	-116
<b>CASH INCOME</b>	<b>62,922</b>	<b>70,290</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	1.49	0.87
Roots, fodder and other crops	2.70	2.79
Grassland - hay	2.67	3.02
- silage	34.99	35.98
- pasture	141.32	140.35
Fallow and land let out	0.30	0.00
Rough grazing - sole	43.54	43.54
Bare land and forage hired	14.74	14.67
Woods, roads and buildings	6.74	6.74
<b>TOTAL AREA (actual hectares)</b>	<b>248.49</b>	<b>247.96</b>
<b>TOTAL AREA (effective hectares)</b>	<b>210.62</b>	<b>210.38</b>
Rough grazing - common (effective hectares)	19.92	19.92
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	149,912	156,728
Livestock	205,410	205,781
Crops	7,054	6,731
Stores	3,380	3,271
<b>TOTAL</b>	<b>365,756</b>	<b>372,511</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	4,508	5,312
Milk sales per cow (£)	1,274	1,480
Margin over concentrates per cow (£)	1,000	1,166
Milk price (pence per litre)	28.26	27.87
Lambs reared per ewe (numbers)	1.18	1.17
Finished lamb sales per ewe (numbers)	0.97	0.89
Stocking rate (grazing LU per eff.ha.)	1.03	1.03
Return on tenant's capital (%)	-0.93	0.83

**TABLE B4. Hill cattle and sheep farms****3. Over 115k SO (continued)****LIVESTOCK CARRIED - per farm**

	<b>Average number</b>		<b>Livestock Units</b>	
	<b>2019/20</b>	<b>2018/19</b>	<b>2019/20</b>	<b>2018/19</b>
Dairy cattle	2.3	2.0	2.3	2.0
Beef cows	59.7	61.9	42.9	44.5
Other cattle	129.8	128.3	71.0	69.1
Breeding sheep	1010.0	1029.2	70.4	71.7
Other sheep	701.5	707.6	28.6	28.8
Other livestock	2.0	3.8		

**ASSETS AND LIABILITIES - £ per farm**

	<b>OWNER OCCUPIED</b>		<b>TENANTED</b>		<b>MIXED TENURE</b>	
	<b>2019/20</b>	<b>2018/19</b>	<b>2019/20</b>	<b>2018/19</b>	<b>2019/20</b>	<b>2018/19</b>
Number of farms	19	20	2	2	23	22
Aver. farm size - SO	203,642	195,420	N/A	N/A	164,828	160,681
- actual ha.	300.26	296.56			215.57	214.01
- eff. ha.	250.84	248.37			184.03	182.77

**ASSETS**

Agricultural land	1,956,854	1,882,663			1,216,905	1,200,420
Woodland	15,528	15,463			16,385	14,875
Buildings	57,662	48,758			31,516	30,587
Improvements	52,270	43,478			16,089	13,798
Machinery	169,067	169,956			140,753	151,209
Livestock	232,084	219,080			186,315	197,495
Crops, forage & cultivations	7,997	7,301			6,454	6,370
BPS value	43,636	49,631			36,544	39,658
Stores	4,162	5,447			3,028	1,591
Credit balances	48,700	86,649			24,181	20,482
<b>TOTAL</b>	<b>2,587,960</b>	<b>2,528,426</b>			<b>1,678,170</b>	<b>1,676,485</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	184,741	156,946			170,152	175,358
Other short term loans	29,125	27,919			11,294	14,217
Overdrafts	43,333	39,723			45,817	54,222
<b>TOTAL</b>	<b>257,199</b>	<b>224,588</b>			<b>227,263</b>	<b>243,797</b>

**NET WORTH**

	<b>2,330,761</b>	<b>2,303,838</b>			<b>1,450,907</b>	<b>1,432,688</b>
Owner equity (%)	90	91			86	85

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





**TABLE B4. Hill cattle and sheep farms**

<b>4. All sizes</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	118	118
Average business size (SO)	113,840	112,857
<b>OUTPUTS</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
Dairy	1,086	1,084
Other cattle	37,593	39,581
Sheep	43,882	42,280
Other livestock	171	159
Main crops	876	563
By-products, forage and cultivations	1,825	999
Miscellaneous	7,476	7,835
Basic Payment Scheme	28,307	29,155
Income from energy generation	8,850	10,646
Environmental payments	6,883	7,720
<b>TOTAL OUTPUTS</b>	<b>136,949</b>	<b>140,022</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	18,408	21,459
- homegrown concentrates	626	289
Coarse fodder, tack and stock keep	4,472	5,211
Veterinary and medicines	5,278	5,384
Other livestock costs	7,984	9,197
Fertilisers	7,223	6,828
Seeds - purchased and homegrown	828	671
Other crop costs	5,068	4,093
Labour - paid	2,177	1,983
- unpaid	8,013	8,036
- casual	2,348	2,130
Machinery - contract	970	1,186
- repairs	6,249	5,992
- fuels	6,160	6,031
- depreciation	14,814	14,910
General farming costs	11,916	11,455
Land expenses	4,582	4,461
Rent	3,662	3,544
Rental value	14,702	14,281
<b>TOTAL INPUTS</b>	<b>125,480</b>	<b>127,141</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>11,469</b>	<b>12,881</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	8,013	8,036
Imputed property costs	14,587	14,152
Less:		
Interest charges	4,067	4,072
Ownership charges	4,136	3,909
<b>FARM BUSINESS INCOME</b>	<b>25,866</b>	<b>27,088</b>

**TABLE B4. Hill cattle and sheep farms****4. All sizes (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>11,469</b>	<b>12,881</b>
minus manual labour of farmer and spouse	20,346	20,477
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-8,877</b>	<b>-7,596</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>11,469</b>	<b>12,881</b>
plus net rental value/imputed rent	14,702	14,281
minus occupier's expenses	318	323
minus interest payments	4,067	4,072
minus buildings and works depreciation	4,797	4,540
<b>OCCUPIER'S NET INCOME</b>	<b>16,989</b>	<b>18,227</b>
plus other imputed charges	8,124	8,163
plus fixed asset depreciation	19,612	19,450
minus valuation changes	328	-822
<b>CASH INCOME</b>	<b>44,397</b>	<b>46,662</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.85	0.59
Roots, fodder and other crops	1.67	1.80
Grassland - hay	2.90	3.24
- silage	24.89	24.92
- pasture	91.57	91.60
Fallow and land let out	1.96	1.36
Rough grazing - sole	49.01	51.34
Bare land and forage hired	8.37	8.25
Woods, roads and buildings	5.86	5.99
<b>TOTAL AREA (actual hectares)</b>	<b>181.22</b>	<b>183.10</b>
<b>TOTAL AREA (effective hectares)</b>	<b>144.47</b>	<b>145.09</b>
Rough grazing - common (effective hectares)	13.06	13.06
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	103,585	104,018
Livestock	132,494	132,645
Crops	4,780	4,444
Stores	2,453	2,504
<b>TOTAL</b>	<b>243,312</b>	<b>243,611</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	4,507	4,651
Milk sales per cow (£)	1,274	1,296
Margin over concentrates per cow (£)	999	1,021
Milk price (pence per litre)	28.26	27.87
Lambs reared per ewe (numbers)	1.18	1.16
Finished lamb sales per ewe (numbers)	0.93	0.85
Stocking rate (grazing LU per eff.ha.)	0.95	0.96
Return on tenant's capital (%)	-3.65	-3.12

**TABLE B4. Hill cattle and sheep farms****4. All sizes (continued)****LIVESTOCK CARRIED - per farm**

	<b>Average number</b>		<b>Livestock Units</b>	
	<b>2019/20</b>	<b>2018/19</b>	<b>2019/20</b>	<b>2018/19</b>
Dairy cattle	0.9	0.9	0.9	0.9
Beef cows	41.3	42.7	29.8	30.8
Other cattle	83.7	83.8	44.3	43.8
Breeding sheep	652.4	672.9	44.3	45.7
Other sheep	441.8	448.8	17.9	18.2
Other livestock	1.2	1.9		

**ASSETS AND LIABILITIES - £ per farm**

	<b>OWNER OCCUPIED</b>		<b>TENANTED</b>		<b>MIXED TENURE</b>	
	<b>2019/20</b>	<b>2018/19</b>	<b>2019/20</b>	<b>2018/19</b>	<b>2019/20</b>	<b>2018/19</b>
Number of farms	57	58	7	7	54	53
Aver. farm size - SO	117,374	117,223	91,166	91,037	113,048	110,961
- actual ha.	201.30	200.78	113.11	113.11	181.68	186.37
- eff. ha.	154.61	155.00	99.98	99.98	139.53	140.20
<b>ASSETS</b>						
Agricultural land	1,437,873	1,410,988	0	0	931,074	914,955
Woodland	15,556	15,333	0	0	10,677	9,453
Buildings	32,795	30,363	17,676	18,293	30,874	30,263
Improvements	24,767	21,433	5,211	3,732	23,430	22,738
Machinery	106,758	106,825	72,322	76,895	104,289	104,529
Livestock	135,080	131,333	112,260	110,264	132,389	137,037
Crops, forage & cultivations	4,934	4,495	3,785	3,492	4,747	4,516
BPS value	32,044	35,391	27,848	31,836	32,839	34,592
Stores	2,654	3,311	849	1,065	2,451	1,814
Credit balances	35,951	49,315	7,886	5,203	30,078	27,129
<b>TOTAL</b>	<b>1,828,412</b>	<b>1,808,787</b>	<b>247,837</b>	<b>250,780</b>	<b>1,302,848</b>	<b>1,287,026</b>
<b>EXTERNAL LIABILITIES</b>						
Long & medium term loans	93,410	84,049	22,727	23,760	102,530	105,914
Other short term loans	13,402	14,836	16,733	18,452	14,285	15,010
Overdrafts	21,612	21,754	30,822	32,748	33,954	35,573
<b>TOTAL</b>	<b>128,424</b>	<b>120,639</b>	<b>70,282</b>	<b>74,960</b>	<b>150,769</b>	<b>156,497</b>
<b>NET WORTH</b>	<b>1,699,988</b>	<b>1,688,148</b>	<b>177,555</b>	<b>175,820</b>	<b>1,152,079</b>	<b>1,130,529</b>
Owner equity (%)	93	93	72	70	88	88



**TABLE B5. Upland cattle and sheep farms**

<b>1. Under 55k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	24	24
Average business size (SO)	40,208	40,201
<b>OUTPUTS</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
Other cattle	13,201	13,634
Sheep	13,407	15,407
Other livestock	227	155
By-products, forage and cultivations	2,050	1,793
Miscellaneous	4,554	4,508
Basic Payment Scheme	11,876	12,260
Income from energy generation	121	218
Environmental payments	1,206	1,452
<b>TOTAL OUTPUTS</b>	<b>46,642</b>	<b>49,405</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	5,997	7,587
Coarse fodder, tack and stock keep	845	1,525
Veterinary and medicines	1,806	2,219
Other livestock costs	3,312	3,700
Fertilisers	2,867	3,079
Seeds - purchased and homegrown	348	205
Other crop costs	2,023	2,049
Labour - paid	792	856
- unpaid	2,484	2,199
- casual	2,059	1,389
Machinery - contract	611	956
- repairs	2,543	2,670
- fuels	3,342	3,262
- depreciation	6,256	6,670
General farming costs	7,056	6,677
Land expenses	1,517	1,665
Rent	1,636	1,781
Rental value	6,954	6,947
<b>TOTAL INPUTS</b>	<b>52,448</b>	<b>55,436</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>-5,806</b>	<b>-6,031</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	2,484	2,199
Imputed property costs	6,890	6,937
Less:		
Interest charges	1,044	1,009
Ownership charges	1,827	1,980
<b>FARM BUSINESS INCOME</b>	<b>697</b>	<b>116</b>

**TABLE B5. Upland cattle and sheep farms****1. Under 55k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>-5,806</b>	<b>-6,031</b>
minus manual labour of farmer and spouse	16,096	16,482
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-21,902</b>	<b>-22,513</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>-5,806</b>	<b>-6,031</b>
plus net rental value/imputed rent	6,954	6,947
minus occupier's expenses	211	277
minus interest payments	1,044	1,009
minus buildings and works depreciation	1,767	1,858
<b>OCCUPIER'S NET INCOME</b>	<b>-1,874</b>	<b>-2,228</b>
plus other imputed charges	2,525	2,199
plus fixed asset depreciation	8,023	8,529
minus valuation changes	-3,453	-1,945
<b>CASH INCOME</b>	<b>12,127</b>	<b>10,445</b>
<b>LAND UTILISATION - hectares per farm</b>		
Roots, fodder and other crops	1.08	0.74
Grassland - hay	1.28	2.46
- silage	13.05	11.99
- pasture	36.90	36.91
Fallow and land let out	3.10	3.32
Rough grazing - sole	4.17	4.17
Bare land and forage hired	3.41	4.31
Woods, roads and buildings	4.16	4.16
<b>TOTAL AREA (actual hectares)</b>	<b>67.15</b>	<b>68.06</b>
<b>TOTAL AREA (effective hectares)</b>	<b>56.96</b>	<b>57.67</b>
Rough grazing - common (effective hectares)	1.29	1.29
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	42,310	41,450
Livestock	42,144	43,399
Crops	2,243	2,197
Stores	303	740
<b>TOTAL</b>	<b>87,000</b>	<b>87,786</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.25	1.26
Finished lamb sales per ewe (numbers)	0.92	1.11
Stocking rate (grazing LU per eff.ha.)	0.84	0.85
Return on tenant's capital (%)	-25.17	-25.65

**TABLE B5. Upland cattle and sheep farms****1. Under 55k SO (continued)****LIVESTOCK CARRIED - per farm**

	<u>Average number</u>		<u>Livestock Units</u>	
	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>
Beef cows	16.6	17.6	11.8	12.5
Other cattle	30.6	30.8	15.6	15.2
Breeding sheep	195.3	202.6	15.6	16.2
Other sheep	117.4	123.0	4.7	4.9
Other livestock	2.8	3.2		

**ASSETS AND LIABILITIES - £ per farm**

	<u>OWNER OCCUPIED</u>		<u>TENANTED</u>		<u>MIXED TENURE</u>	
	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>
Number of farms	16	16	3	3	5	5
Aver. farm size - SO	38,049	37,179	N/A	N/A	N/A	N/A
- actual ha.	65.47	65.11				
- eff. ha.	54.64	53.96				

**ASSETS**

Agricultural land	670,365	663,728
Woodland	14,739	14,450
Buildings	13,098	14,024
Improvements	3,343	3,110
Machinery	47,621	46,899
Livestock	38,431	40,122
Crops, forage & cultivations	2,243	2,068
BPS value	12,986	13,677
Stores	378	567
Credit balances	19,330	20,224
<b>TOTAL</b>	<b>822,534</b>	<b>818,869</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	6,742	7,332
Other short term loans	2,166	908
Overdrafts	13,606	12,288
<b>TOTAL</b>	<b>22,514</b>	<b>20,528</b>

**NET WORTH**                      **800,020**                      **798,341**

Owner equity (%)                      97                      97

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





**TABLE B5. Upland cattle and sheep farms**

<b>2. 55 - 95k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	23	23
Average business size (SO)	70,418	70,968
<b>OUTPUTS</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
Other cattle	26,987	33,508
Sheep	19,069	17,632
Main crops	1,132	2,239
By-products, forage and cultivations	3,798	4,224
Miscellaneous	5,819	7,779
Basic Payment Scheme	15,707	16,053
Environmental payments	264	773
<b>TOTAL OUTPUTS</b>	<b>72,945</b>	<b>82,834</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	7,428	9,651
- homegrown concentrates	815	1,186
Coarse fodder, tack and stock keep	1,817	2,447
Veterinary and medicines	3,187	3,113
Other livestock costs	5,275	6,199
Fertilisers	4,960	5,375
Seeds - purchased and homegrown	509	468
Other crop costs	4,865	4,081
Labour - paid	680	1,566
- unpaid	2,048	2,020
- casual	1,164	442
Machinery - contract	742	1,022
- repairs	3,313	3,599
- fuels	3,829	4,025
- depreciation	8,432	7,903
General farming costs	8,583	8,941
Land expenses	4,822	3,492
Rent	2,087	2,245
Rental value	10,744	10,675
<b>TOTAL INPUTS</b>	<b>75,300</b>	<b>78,450</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>-2,355</b>	<b>4,384</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	2,048	2,020
Imputed property costs	10,697	10,675
Less:		
Interest charges	1,016	1,198
Ownership charges	2,330	2,444
<b>FARM BUSINESS INCOME</b>	<b>7,044</b>	<b>13,437</b>

**TABLE B5. Upland cattle and sheep farms****2. 55 - 95k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>-2,355</b>	<b>4,384</b>
minus manual labour of farmer and spouse	17,242	16,912
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-19,597</b>	<b>-12,528</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>-2,355</b>	<b>4,384</b>
plus net rental value/imputed rent	10,744	10,675
minus occupier's expenses	295	307
minus interest payments	1,016	1,198
minus buildings and works depreciation	2,352	2,449
<b>OCCUPIER'S NET INCOME</b>	<b>4,726</b>	<b>11,105</b>
plus other imputed charges	2,091	2,020
plus fixed asset depreciation	10,785	10,353
minus valuation changes	97	-6,533
<b>CASH INCOME</b>	<b>17,505</b>	<b>30,011</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	1.29	2.11
Roots, fodder and other crops	0.54	1.23
Grassland - hay	3.25	3.38
- silage	18.90	19.32
- pasture	58.93	56.87
Fallow and land let out	1.70	1.70
Rough grazing - sole	3.89	3.89
Bare land and forage hired	5.02	5.26
Woods, roads and buildings	4.10	4.10
<b>TOTAL AREA (actual hectares)</b>	<b>97.62</b>	<b>97.86</b>
<b>TOTAL AREA (effective hectares)</b>	<b>89.07</b>	<b>89.31</b>
Rough grazing - common (effective hectares)	1.16	1.16
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	54,194	54,131
Livestock	76,816	74,709
Crops	4,964	4,797
Stores	1,643	1,800
<b>TOTAL</b>	<b>137,617</b>	<b>135,437</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.19	1.25
Finished lamb sales per ewe (numbers)	0.82	0.88
Stocking rate (grazing LU per eff.ha.)	0.95	0.96
Return on tenant's capital (%)	-14.24	-9.25

**TABLE B5. Upland cattle and sheep farms****2. 55 - 95k SO (continued)****LIVESTOCK CARRIED - per farm**

	<u>Average number</u>		<u>Livestock Units</u>	
	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>
Beef cows	19.4	20.1	13.9	14.3
Other cattle	68.3	68.5	38.2	38.6
Breeding sheep	299.8	291.4	24.0	23.3
Other sheep	160.0	159.4	6.4	6.4

**ASSETS AND LIABILITIES - £ per farm**

	<u>OWNER OCCUPIED</u>		<u>TENANTED</u>		<u>MIXED TENURE</u>	
	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>
Number of farms	15	15	0	0	8	8
Aver. farm size - SO	69,970	69,911	N/A	N/A	71,257	72,951
- actual ha.	101.41	101.40			90.53	91.25
- eff. ha.	92.67	92.67			82.30	83.02

**ASSETS**

Agricultural land	890,621	881,803			523,492	518,309
Woodland	10,360	10,157			2,417	2,369
Buildings	13,384	14,332			10,716	11,473
Improvements	8,132	8,068			9,801	9,899
Machinery	49,336	49,991			63,305	61,896
Livestock	75,515	72,729			79,255	78,424
Crops, forage & cultivations	5,070	4,540			4,768	5,281
BPS value	18,580	20,383			14,578	17,080
Stores	1,100	1,218			2,662	2,892
Credit balances	11,958	16,561			26,076	34,519
<b>TOTAL</b>	<b>1,084,056</b>	<b>1,079,782</b>			<b>737,070</b>	<b>742,142</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	22,871	33,444			6,304	7,958
Other short term loans	3,299	5,083			3,434	4,825
Overdrafts	9,317	7,747			4,230	2,188
<b>TOTAL</b>	<b>35,487</b>	<b>46,274</b>			<b>13,968</b>	<b>14,971</b>

<b>NET WORTH</b>	<b>1,048,569</b>	<b>1,033,508</b>			<b>723,102</b>	<b>727,171</b>
Owner equity (%)	97	96			98	98

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



**TABLE B5. Upland cattle and sheep farms****3. Over 95k SO** **Farm Business Income (£ per farm)**

Number of farms in sample	28	28
Average business size (SO)	148,374	148,262
<b>OUTPUTS</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
Dairy	1,923	1,288
Other cattle	59,120	62,797
Sheep	53,834	55,700
Main crops	7,403	7,283
By-products, forage and cultivations	4,094	3,749
Miscellaneous	20,084	17,012
Basic Payment Scheme	22,760	24,473
Income from energy generation	3,055	2,487
Environmental payments	3,369	3,685
<b>TOTAL OUTPUTS</b>	<b>175,642</b>	<b>178,474</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	18,173	18,975
- homegrown concentrates	4,545	3,912
Coarse fodder, tack and stock keep	5,567	6,760
Veterinary and medicines	6,011	6,383
Other livestock costs	10,414	10,779
Fertilisers	12,207	11,921
Seeds - purchased and homegrown	1,614	1,301
Other crop costs	9,044	7,415
Labour - paid	3,700	3,036
- unpaid	7,190	7,041
- casual	3,153	3,840
Machinery - contract	1,286	1,293
- repairs	7,215	7,031
- fuels	8,208	8,182
- depreciation	17,726	17,645
General farming costs	12,610	12,261
Land expenses	6,177	6,284
Rent	6,120	5,921
Rental value	16,682	15,856
<b>TOTAL INPUTS</b>	<b>157,642</b>	<b>155,836</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>18,000</b>	<b>22,638</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	7,190	7,041
Imputed property costs	16,580	15,755
Less:		
Interest charges	3,721	4,111
Ownership charges	4,848	4,462
<b>FARM BUSINESS INCOME</b>	<b>33,201</b>	<b>36,861</b>

**TABLE B5. Upland cattle and sheep farms****3. Over 95k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b>2019/20</b>	<b>2018/19</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>18,000</b>	<b>22,638</b>
minus manual labour of farmer and spouse	19,999	19,987
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-1,999</b>	<b>2,651</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>18,000</b>	<b>22,638</b>
plus net rental value/imputed rent	16,682	15,856
minus occupier's expenses	399	386
minus interest payments	3,721	4,111
minus buildings and works depreciation	5,403	4,831
<b>OCCUPIER'S NET INCOME</b>	<b>25,159</b>	<b>29,166</b>
plus other imputed charges	7,262	7,112
plus fixed asset depreciation	23,130	22,476
minus valuation changes	2,027	5,348
<b>CASH INCOME</b>	<b>53,524</b>	<b>53,406</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	6.83	6.21
Roots, fodder and other crops	1.30	2.03
Grassland - hay	2.57	2.67
- silage	30.80	31.12
- pasture	95.39	95.07
Fallow and land let out	3.61	3.40
Rough grazing - sole	7.10	7.10
Bare land and forage hired	19.03	19.79
Woods, roads and buildings	3.77	3.77
<b>TOTAL AREA (actual hectares)</b>	<b>170.40</b>	<b>171.16</b>
<b>TOTAL AREA (effective hectares)</b>	<b>158.39</b>	<b>159.37</b>
Rough grazing - common (effective hectares)	2.13	2.13
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	123,491	119,198
Livestock	176,983	173,253
Crops	7,809	8,668
Stores	4,813	5,639
<b>TOTAL</b>	<b>313,096</b>	<b>306,758</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	4,833	4,873
Milk sales per cow (£)	1,304	1,243
Margin over concentrates per cow (£)	1,006	1,011
Milk price (pence per litre)	26.97	25.51
Lambs reared per ewe (numbers)	1.37	1.34
Finished lamb sales per ewe (numbers)	1.30	1.28
Stocking rate (grazing LU per eff.ha.)	1.18	1.19
Return on tenant's capital (%)	-0.64	0.86

**TABLE B5. Upland cattle and sheep farms**

**3. Over 95k SO (continued)**

**LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2019/20	2018/19	2019/20	2018/19
Dairy cattle	1.3	1.0	1.3	1.0
Beef cows	42.5	43.4	30.6	31.2
Other cattle	140.1	136.9	81.5	79.6
Breeding sheep	598.7	623.6	47.9	49.9
Other sheep	419.2	472.2	16.8	19.0

**ASSETS AND LIABILITIES - £ per farm**

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2019/20	2018/19	2019/20	2018/19	2019/20	2018/19
Number of farms	12	12	2	2	14	14
Aver. farm size - SO	158,029	156,112	N/A	N/A	146,379	145,464
- actual ha.	163.24	163.97			188.93	189.84
- eff. ha.	141.73	142.95			183.52	184.42
<b>ASSETS</b>						
Agricultural land	1,482,475	1,467,797			865,172	856,606
Woodland	6,178	6,057			10,733	7,094
Buildings	39,913	34,231			38,368	37,749
Improvements	17,771	15,458			21,150	18,005
Machinery	136,990	132,643			117,922	112,648
Livestock	204,055	201,888			165,578	161,133
Crops, forage & cultivations	7,990	8,327			7,516	9,397
BPS value	25,047	28,583			26,791	31,907
Stores	4,720	3,947			5,066	7,193
Credit balances	38,135	55,299			38,864	33,446
<b>TOTAL</b>	<b>1,963,274</b>	<b>1,954,230</b>			<b>1,297,160</b>	<b>1,275,178</b>
<b>EXTERNAL LIABILITIES</b>						
Long & medium term loans	17,858	21,436			172,399	179,261
Other short term loans	13,416	17,688			23,253	18,714
Overdrafts	13,061	10,979			15,836	15,071
<b>TOTAL</b>	<b>44,335</b>	<b>50,103</b>			<b>211,488</b>	<b>213,046</b>
<b>NET WORTH</b>	<b>1,918,939</b>	<b>1,904,127</b>			<b>1,085,672</b>	<b>1,062,132</b>
Owner equity (%)	98	97			84	83

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





**TABLE B5. Upland cattle and sheep farms**

<b>4. All sizes</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	75	75
Average business size (SO)	89,854	89,979
<b>OUTPUTS</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
Dairy	769	673
Other cattle	34,572	38,083
Sheep	30,236	31,132
Other livestock	72	49
Main crops	3,111	3,398
By-products, forage and cultivations	3,349	3,269
Miscellaneous	10,740	10,179
Basic Payment Scheme	17,114	17,983
Income from energy generation	1,179	998
Environmental payments	1,725	2,078
<b>TOTAL OUTPUTS</b>	<b>102,867</b>	<b>107,842</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	10,982	12,471
- homegrown concentrates	1,946	1,824
Coarse fodder, tack and stock keep	2,906	3,762
Veterinary and medicines	3,799	4,048
Other livestock costs	6,565	7,109
Fertilisers	6,996	7,084
Seeds - purchased and homegrown	870	695
Other crop costs	5,516	4,675
Labour - paid	1,843	1,888
- unpaid	4,107	3,952
- casual	2,193	2,014
Machinery - contract	903	1,102
- repairs	4,524	4,583
- fuels	5,308	5,333
- depreciation	11,206	11,146
General farming costs	9,598	9,456
Land expenses	4,270	3,950
Rent	3,448	3,469
Rental value	11,748	11,416
<b>TOTAL INPUTS</b>	<b>98,728</b>	<b>99,977</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>4,139</b>	<b>7,865</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	4,107	3,952
Imputed property costs	11,675	11,375
Less:		
Interest charges	2,035	2,225
Ownership charges	3,109	3,049
<b>FARM BUSINESS INCOME</b>	<b>14,777</b>	<b>17,918</b>

**TABLE B5. Upland cattle and sheep farms****4. All sizes (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>4,139</b>	<b>7,865</b>
minus manual labour of farmer and spouse	17,905	17,923
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-13,766</b>	<b>-10,058</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>4,139</b>	<b>7,865</b>
plus net rental value/imputed rent	11,748	11,416
minus occupier's expenses	307	327
minus interest payments	2,035	2,225
minus buildings and works depreciation	3,304	3,149
<b>OCCUPIER'S NET INCOME</b>	<b>10,241</b>	<b>13,580</b>
plus other imputed charges	4,160	3,978
plus fixed asset depreciation	14,510	14,295
minus valuation changes	-318	-629
<b>CASH INCOME</b>	<b>29,229</b>	<b>32,482</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	2.94	2.97
Roots, fodder and other crops	1.00	1.37
Grassland - hay	2.37	2.82
- silage	21.47	21.38
- pasture	65.49	64.75
Fallow and land let out	2.86	2.85
Rough grazing - sole	5.18	5.18
Bare land and forage hired	9.73	10.38
Woods, roads and buildings	4.00	4.00
<b>TOTAL AREA (actual hectares)</b>	<b>111.04</b>	<b>111.70</b>
<b>TOTAL AREA (effective hectares)</b>	<b>104.67</b>	<b>105.34</b>
Rough grazing - common (effective hectares)	1.56	1.56
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	76,262	74,365
Livestock	103,116	101,480
Crops	5,156	5,410
Stores	2,398	2,894
<b>TOTAL</b>	<b>186,932</b>	<b>184,149</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	4,801	4,264
Milk sales per cow (£)	1,295	1,088
Margin over concentrates per cow (£)	995	881
Milk price (pence per litre)	26.97	25.51
Lambs reared per ewe (numbers)	1.31	1.31
Finished lamb sales per ewe (numbers)	1.13	1.17
Stocking rate (grazing LU per eff.ha.)	1.06	1.07
Return on tenant's capital (%)	-7.36	-5.46

**TABLE B5. Upland cattle and sheep farms****4. All sizes (continued)****LIVESTOCK CARRIED - per farm**

	<b>Average number</b>		<b>Livestock Units</b>	
	<b>2019/20</b>	<b>2018/19</b>	<b>2019/20</b>	<b>2018/19</b>
Dairy cattle	0.5	0.4	0.5	0.4
Beef cows	27.1	28.0	19.5	20.1
Other cattle	83.0	81.9	47.1	46.4
Breeding sheep	377.9	387.0	30.2	31.0
Other sheep	243.1	264.5	9.7	10.6
Other livestock	0.9	1.0		

**ASSETS AND LIABILITIES - £ per farm**

	<b>OWNER OCCUPIED</b>		<b>TENANTED</b>		<b>MIXED TENURE</b>	
	<b>2019/20</b>	<b>2018/19</b>	<b>2019/20</b>	<b>2018/19</b>	<b>2019/20</b>	<b>2018/19</b>
Number of farms	43	43	5	5	27	27
Aver. farm size - SO	82,667	81,788	N/A	N/A	106,081	106,346
- actual ha.	105.29	105.36			137.05	138.32
- eff. ha.	92.21	92.30			130.58	131.84
<b>ASSETS</b>						
Agricultural land	973,834	964,192			689,785	682,882
Woodland	10,822	10,610			6,301	4,400
Buildings	20,681	19,770			26,054	26,169
Improvements	9,040	8,285			14,969	13,445
Machinery	73,159	71,906			87,629	84,230
Livestock	97,588	96,640			121,324	118,690
Crops, forage & cultivations	4,833	4,677			5,848	7,063
BPS value	18,303	20,176			20,770	24,514
Stores	1,841	1,738			3,462	4,709
Credit balances	22,006	28,734			28,094	29,459
<b>TOTAL</b>	<b>1,232,107</b>	<b>1,226,728</b>			<b>1,004,236</b>	<b>995,561</b>
<b>EXTERNAL LIABILITIES</b>						
Long & medium term loans	15,470	20,377			102,122	105,851
Other short term loans	5,701	7,047			14,429	12,277
Overdrafts	11,958	10,339			12,036	11,549
<b>TOTAL</b>	<b>33,129</b>	<b>37,763</b>			<b>128,587</b>	<b>129,677</b>
<b>NET WORTH</b>	<b>1,198,978</b>	<b>1,188,965</b>			<b>875,649</b>	<b>865,884</b>
Owner equity (%)	97	97			87	87



**TABLE B6. Lowland cattle and sheep farms**

<b>1. Under 85k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	24	24
Average business size (SO)	56,534	60,362
<b>OUTPUTS</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
Other cattle	21,982	22,214
Sheep	18,347	17,980
Main crops	880	1,078
By-products, forage and cultivations	8,291	8,762
Miscellaneous	7,725	5,256
Basic Payment Scheme	15,926	15,906
Income from energy generation	441	546
Environmental payments	2,608	2,663
<b>TOTAL OUTPUTS</b>	<b>76,200</b>	<b>74,405</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	4,676	5,391
- homegrown concentrates	740	880
Coarse fodder, tack and stock keep	1,368	1,369
Veterinary and medicines	1,926	1,866
Other livestock costs	3,499	4,939
Fertilisers	3,799	3,596
Seeds - purchased and homegrown	931	879
Other crop costs	4,251	4,162
- paid	631	669
- unpaid	3,698	4,079
- casual	97	119
Machinery - contract	957	852
- repairs	3,024	2,940
- fuels	4,133	3,984
- depreciation	8,561	8,730
General farming costs	8,758	9,252
Land expenses	2,759	2,961
Rent	2,490	2,467
Rental value	9,311	9,099
<b>TOTAL INPUTS</b>	<b>65,609</b>	<b>68,234</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>10,591</b>	<b>6,171</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	3,698	4,079
Imputed property costs	9,186	8,974
Less:		
Interest charges	1,556	1,408
Ownership charges	2,423	2,416
<b>FARM BUSINESS INCOME</b>	<b>19,496</b>	<b>15,400</b>

**TABLE B6. Lowland cattle and sheep farms****1. Under 85k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>10,591</b>	<b>6,171</b>
minus manual labour of farmer and spouse	19,349	18,517
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-8,758</b>	<b>-12,346</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>10,591</b>	<b>6,171</b>
plus net rental value/imputed rent	9,311	9,099
minus occupier's expenses	236	251
minus interest payments	1,556	1,408
minus buildings and works depreciation	2,325	2,285
<b>OCCUPIER'S NET INCOME</b>	<b>15,785</b>	<b>11,326</b>
plus other imputed charges	3,823	4,204
plus fixed asset depreciation	10,886	11,016
minus valuation changes	-3,692	-5,739
<b>CASH INCOME</b>	<b>34,186</b>	<b>32,285</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	1.32	1.70
Roots, fodder and other crops	2.95	3.54
Grassland - hay	4.74	4.60
- silage	13.34	15.08
- pasture	44.70	41.05
Fallow and land let out	6.59	7.38
Rough grazing - sole	3.63	3.63
Bare land and forage hired	2.80	1.21
Woods, roads and buildings	2.76	3.21
<b>TOTAL AREA (actual hectares)</b>	<b>82.83</b>	<b>81.40</b>
<b>TOTAL AREA (effective hectares)</b>	<b>71.64</b>	<b>68.98</b>
Rough grazing - common (effective hectares)	18.28	18.28
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	57,608	55,918
Livestock	55,378	59,031
Crops	2,848	2,530
Stores	1,265	1,609
<b>TOTAL</b>	<b>117,099</b>	<b>119,088</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.24	1.18
Finished lamb sales per ewe (numbers)	1.18	1.14
Stocking rate (grazing LU per eff.ha.)	1.01	1.16
Return on tenant's capital (%)	-7.48	-10.37

**TABLE B6. Lowland cattle and sheep farms****1. Under 85k SO (continued)****LIVESTOCK CARRIED - per farm**

	<b>Average number</b>		<b>Livestock Units</b>	
	<b>2019/20</b>	<b>2018/19</b>	<b>2019/20</b>	<b>2018/19</b>
Beef cows	18.2	19.6	13.2	14.2
Other cattle	51.6	55.2	28.0	30.5
Breeding sheep	241.1	256.1	19.3	20.5
Other sheep	181.5	192.0	7.3	7.7

**ASSETS AND LIABILITIES - £ per farm**

	<b>OWNER OCCUPIED</b>		<b>TENANTED</b>		<b>MIXED TENURE</b>	
	<b>2019/20</b>	<b>2018/19</b>	<b>2019/20</b>	<b>2018/19</b>	<b>2019/20</b>	<b>2018/19</b>
Number of farms	12	12	4	4	8	8
Aver. farm size - SO	59,885	62,593	N/A	N/A	45,388	50,839
- actual ha.	93.30	91.34			73.81	72.72
- eff. ha.	78.34	75.01			63.36	60.63

**ASSETS**

Agricultural land	1,095,623	1,085,353			672,960	666,297
Woodland	7,327	7,184			3,039	2,979
Buildings	18,168	17,016			41,589	42,126
Improvements	19,498	19,087			3,494	3,742
Machinery	69,426	66,282			47,294	44,874
Livestock	57,776	59,260			39,463	45,935
Crops, forage & cultivations	3,823	3,002			2,206	2,209
BPS value	20,148	22,183			15,405	16,375
Stores	2,066	2,685			231	481
Credit balances	36,822	26,397			10,605	6,211
<b>TOTAL</b>	<b>1,330,677</b>	<b>1,308,449</b>			<b>836,286</b>	<b>831,229</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	23,504	26,736			25,768	28,593
Other short term loans	3,513	5,171			5,250	1,511
Overdrafts	22,053	15,600			17,412	16,701
<b>TOTAL</b>	<b>49,070</b>	<b>47,507</b>			<b>48,430</b>	<b>46,805</b>

**NET WORTH**

	<b>1,281,607</b>	<b>1,260,942</b>			<b>787,856</b>	<b>784,424</b>
Owner equity (%)	96	96			94	94

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





**TABLE B6. Lowland cattle and sheep farms**

<b>2. Over 85k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	22	22
Average business size (SO)	129,915	129,700
<b>OUTPUTS</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
Dairy	0	2,346
Other cattle	66,968	69,239
Sheep	35,257	37,557
Main crops	6,137	7,016
By-products, forage and cultivations	13,292	13,251
Miscellaneous	4,603	4,605
Basic Payment Scheme	20,875	20,914
Income from energy generation	6,681	9,518
Environmental payments	1,603	2,797
<b>TOTAL OUTPUTS</b>	<b>155,416</b>	<b>167,243</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	13,009	14,746
- homegrown concentrates	4,152	3,805
Coarse fodder, tack and stock keep	5,332	4,067
Veterinary and medicines	4,579	4,019
Other livestock costs	10,589	10,434
Fertilisers	10,366	10,608
Seeds - purchased and homegrown	1,633	1,881
Other crop costs	8,996	7,916
- paid	6,501	5,892
- unpaid	6,957	6,820
- casual	1,779	647
Machinery - contract	1,371	1,197
- repairs	5,711	7,126
- fuels	6,904	7,808
- depreciation	16,800	16,469
General farming costs	13,411	12,966
Land expenses	4,868	5,343
Rent	8,895	9,275
Rental value	16,281	16,423
<b>TOTAL INPUTS</b>	<b>148,134</b>	<b>147,442</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>7,282</b>	<b>19,801</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	6,957	6,820
Imputed property costs	16,140	16,237
Less:		
Interest charges	6,459	6,231
Ownership charges	7,729	8,113
<b>FARM BUSINESS INCOME</b>	<b>16,191</b>	<b>28,514</b>

**TABLE B6. Lowland cattle and sheep farms****2. Over 85k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>7,282</b>	<b>19,801</b>
minus manual labour of farmer and spouse	19,173	18,789
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-11,891</b>	<b>1,012</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>7,282</b>	<b>19,801</b>
plus net rental value/imputed rent	16,281	16,423
minus occupier's expenses	352	341
minus interest payments	6,459	6,231
minus buildings and works depreciation	7,941	8,313
<b>OCCUPIER'S NET INCOME</b>	<b>8,811</b>	<b>21,339</b>
plus other imputed charges	7,093	7,002
plus fixed asset depreciation	24,742	24,782
minus valuation changes	10,976	4,300
<b>CASH INCOME</b>	<b>29,670</b>	<b>48,823</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	6.76	8.09
Roots, fodder and other crops	3.56	3.36
Grassland - hay	5.02	4.73
- silage	28.51	29.43
- pasture	59.75	58.75
Fallow and land let out	11.55	11.21
Rough grazing - sole	2.09	2.09
Bare land and forage hired	9.22	7.77
Woods, roads and buildings	4.03	4.02
<b>TOTAL AREA (actual hectares)</b>	<b>130.49</b>	<b>129.45</b>
<b>TOTAL AREA (effective hectares)</b>	<b>113.76</b>	<b>113.08</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	119,965	123,650
Livestock	141,785	131,622
Crops	8,841	9,940
Stores	8,073	6,236
<b>TOTAL</b>	<b>278,664</b>	<b>271,448</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	0	5,150
Milk sales per cow (£)	0	927
Margin over concentrates per cow (£)	0	749
Milk price (pence per litre)	0.00	18.01
Lambs reared per ewe (numbers)	1.38	1.40
Finished lamb sales per ewe (numbers)	1.25	1.26
Stocking rate (grazing LU per eff.ha.)	1.39	1.38
Return on tenant's capital (%)	-4.27	0.37

**TABLE B6. Lowland cattle and sheep farms****2. Over 85k SO (continued)****LIVESTOCK CARRIED - per farm**

	<b>Average number</b>		<b>Livestock Units</b>	
	<b>2019/20</b>	<b>2018/19</b>	<b>2019/20</b>	<b>2018/19</b>
Dairy cattle	0.0	0.7	0.0	0.7
Beef cows	23.3	21.0	16.8	15.1
Other cattle	157.0	148.8	89.1	84.0
Breeding sheep	328.7	338.9	26.3	27.1
Other sheep	256.3	260.0	10.3	10.4

**ASSETS AND LIABILITIES - £ per farm**

	<b>OWNER OCCUPIED</b>		<b>TENANTED</b>		<b>MIXED TENURE</b>	
	<b>2019/20</b>	<b>2018/19</b>	<b>2019/20</b>	<b>2018/19</b>	<b>2019/20</b>	<b>2018/19</b>
Number of farms	8	8	3	3	11	11
Aver. farm size - SO	104,617	102,818	N/A	N/A	144,095	143,445
- actual ha.	106.58	100.89			148.77	146.72
- eff. ha.	101.52	95.86			121.69	119.84

**ASSETS**

Agricultural land	1,091,494	1,027,046			1,115,071	1,100,430
Woodland	8,124	7,965			10,142	9,943
Buildings	43,282	38,669			103,989	108,227
Improvements	13,336	10,130			10,556	10,527
Machinery	85,186	85,787			156,799	165,842
Livestock	115,898	108,161			175,970	160,312
Crops, forage & cultivations	6,845	6,270			9,659	11,181
BPS value	20,822	20,839			25,713	29,287
Stores	4,320	5,482			12,540	8,052
Credit balances	36,425	63,847			44,643	41,995
<b>TOTAL</b>	<b>1,425,732</b>	<b>1,374,196</b>			<b>1,665,082</b>	<b>1,645,796</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	79,329	48,053			263,509	225,389
Other short term loans	10,946	13,389			21,337	24,529
Overdrafts	43,920	46,884			24,534	14,956
<b>TOTAL</b>	<b>134,195</b>	<b>108,326</b>			<b>309,380</b>	<b>264,874</b>

**NET WORTH**

	<b>1,291,537</b>	<b>1,265,870</b>			<b>1,355,702</b>	<b>1,380,922</b>
Owner equity (%)	91	92			81	84

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



**TABLE B6. Lowland cattle and sheep farms**

<b>3. All sizes</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	46	46
Average business size (SO)	91,630	93,524
<b>OUTPUTS</b>	<b><u>2019/20</u></b>	<b><u>2018/19</u></b>
Dairy	0	1,122
Other cattle	43,497	44,705
Sheep	26,434	27,343
Main crops	3,394	3,918
By-products, forage and cultivations	10,683	10,909
Miscellaneous	6,232	4,944
Basic Payment Scheme	18,293	18,301
Income from energy generation	3,425	4,837
Environmental payments	2,127	2,727
<b>TOTAL OUTPUTS</b>	<b>114,085</b>	<b>118,806</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	8,661	9,865
- homegrown concentrates	2,372	2,279
Coarse fodder, tack and stock keep	3,264	2,659
Veterinary and medicines	3,195	2,896
Other livestock costs	6,890	7,567
Fertilisers	6,940	6,950
Seeds - purchased and homegrown	1,267	1,358
Other crop costs	6,520	5,957
- paid	3,438	3,167
- unpaid	5,257	5,390
- casual	902	371
Machinery - contract	1,155	1,017
- repairs	4,309	4,942
- fuels	5,458	5,813
- depreciation	12,501	12,431
General farming costs	10,983	11,028
Land expenses	3,768	4,100
Rent	5,553	5,723
Rental value	12,644	12,602
<b>TOTAL INPUTS</b>	<b>105,077</b>	<b>106,115</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>9,008</b>	<b>12,691</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	5,257	5,390
Imputed property costs	12,511	12,448
Less:		
Interest charges	3,901	3,714
Ownership charges	4,960	5,141
<b>FARM BUSINESS INCOME</b>	<b>17,915</b>	<b>21,674</b>

**TABLE B6. Lowland cattle and sheep farms****3. All sizes (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b>2019/20</b>	<b>2018/19</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>9,008</b>	<b>12,691</b>
minus manual labour of farmer and spouse	19,265	18,647
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-10,257</b>	<b>-5,956</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>9,008</b>	<b>12,691</b>
plus net rental value/imputed rent	12,644	12,602
minus occupier's expenses	292	294
minus interest payments	3,901	3,714
minus buildings and works depreciation	5,011	5,168
<b>OCCUPIER'S NET INCOME</b>	<b>12,448</b>	<b>16,117</b>
plus other imputed charges	5,387	5,542
plus fixed asset depreciation	17,513	17,600
minus valuation changes	3,323	-938
<b>CASH INCOME</b>	<b>32,025</b>	<b>40,197</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	3.92	4.75
Roots, fodder and other crops	3.24	3.46
Grassland - hay	4.87	4.66
- silage	20.59	21.94
- pasture	51.90	49.52
Fallow and land let out	8.96	9.21
Rough grazing - sole	2.90	2.90
Bare land and forage hired	5.87	4.35
Woods, roads and buildings	3.37	3.60
<b>TOTAL AREA (actual hectares)</b>	<b>105.62</b>	<b>104.39</b>
<b>TOTAL AREA (effective hectares)</b>	<b>91.78</b>	<b>90.07</b>
Rough grazing - common (effective hectares)	9.54	9.54
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	87,431	88,312
Livestock	96,703	93,748
Crops	5,714	6,074
Stores	4,521	3,822
<b>TOTAL</b>	<b>194,369</b>	<b>191,956</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	0	5,150
Milk sales per cow (£)	0	927
Margin over concentrates per cow (£)	0	749
Milk price (pence per litre)	0.00	18.01
Lambs reared per ewe (numbers)	1.32	1.31
Finished lamb sales per ewe (numbers)	1.22	1.21
Stocking rate (grazing LU per eff.ha.)	1.23	1.29
Return on tenant's capital (%)	-5.28	-3.10

**TABLE B6. Lowland cattle and sheep farms****3. All sizes (continued)****LIVESTOCK CARRIED - per farm**

	<u>Average number</u>		<u>Livestock Units</u>	
	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>
Dairy cattle	0.0	0.3	0.0	0.3
Beef cows	20.7	20.3	14.9	14.6
Other cattle	102.0	99.9	57.2	56.1
Breeding sheep	283.0	295.7	22.6	23.7
Other sheep	217.3	224.5	8.7	9.0

**ASSETS AND LIABILITIES - £ per farm**

	<u>OWNER OCCUPIED</u>		<u>TENANTED</u>		<u>MIXED TENURE</u>	
	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>	<u>2019/20</u>	<u>2018/19</u>
Number of farms	20	20	7	7	19	19
Aver. farm size - SO	77,778	78,683	101,608	106,259	102,534	104,453
- actual ha.	98.61	95.16	94.21	100.41	117.21	115.56
- eff. ha.	87.62	83.35	89.15	96.16	97.13	94.91

**ASSETS**

Agricultural land	1,093,972	1,062,030	0	0	928,919	917,637
Woodland	7,646	7,496	0	0	7,151	7,011
Buildings	28,214	25,677	4,972	5,166	77,716	80,395
Improvements	17,033	15,504	2,761	1,735	7,583	7,670
Machinery	75,730	74,084	57,728	56,775	110,692	114,908
Livestock	81,025	78,821	82,357	86,443	118,493	112,154
Crops, forage & cultivations	5,032	4,309	5,478	7,509	6,521	7,403
BPS value	20,417	21,645	19,536	20,908	21,373	23,851
Stores	2,967	3,804	1,264	1,048	7,357	4,864
Credit balances	36,663	41,377	5,518	11,367	30,311	26,928
<b>TOTAL</b>	<b>1,368,699</b>	<b>1,334,747</b>	<b>179,614</b>	<b>190,951</b>	<b>1,316,116</b>	<b>1,302,821</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	45,834	35,263	11,096	21,253	163,408	142,527
Other short term loans	6,486	8,458	10,842	7,981	14,563	14,837
Overdrafts	30,800	28,114	6,357	7,542	21,535	15,691
<b>TOTAL</b>	<b>83,120</b>	<b>71,835</b>	<b>28,295</b>	<b>36,776</b>	<b>199,506</b>	<b>173,055</b>

**NET WORTH**

	<b>1,285,579</b>	<b>1,262,912</b>	<b>151,319</b>	<b>154,175</b>	<b>1,116,610</b>	<b>1,129,766</b>
Owner equity (%)	94	95	84	81	85	87

## TABLE C

### FARM BUSINESS SURVEY IN WALES, 2019/2020

#### GROSS MARGINS BY ENTERPRISE TYPE

	<b>Page</b>
C1. <a href="#">Hill and upland dairy gross margins in Wales</a> .....	92
Gross margins per cow in herds inside the Less Favoured Areas.	
C2. <a href="#">Lowland dairy gross margins in Wales</a> .....	93
Gross margins per cow in herds outside the Less Favoured Areas.	
C3. <a href="#">Hill cattle gross margins in Wales</a> .....	94
Gross margins per cow in herds in the Severely Disadvantaged Areas.	
C4. <a href="#">Upland cattle gross margins in Wales</a> .....	95
Gross margins per cow in herds in the Disadvantaged Areas.	
C5. <a href="#">Lowland cattle gross margins in Wales</a> .....	96
Gross margins per cow in herds outside the Less Favoured Areas.	
C6. <a href="#">Hill sheep gross margins in Wales</a> .....	97
Gross margins per ewe in flocks in the Severely Disadvantaged Areas.	
C7. <a href="#">Upland sheep gross margins in Wales</a> .....	98
Gross margins per ewe in flocks in the Disadvantaged Areas.	
C8. <a href="#">Lowland sheep gross margins in Wales</a> .....	99
Gross margins per ewe in flocks outside the Less Favoured Areas.	



**TABLE C1. Hill and upland dairy gross margins in Wales, 2019/20.**

<b>Herd Size</b>	<b>&lt;90</b>	<b>90 - 150</b>	<b>&gt; 150</b>	<b>All herds</b>
Number of herds	18	16	23	57
Average farm area - actual hectares	86	140	202	148
- effective hectares	77	133	192	139
Average size of farm business (SO)	231,050	436,123	961,190	583,232
Average size of herd (numbers)	63	120	292	171
Average milk yield (litres per cow)	5,885	7,663	7,725	7,127
Milk price (pence per litre)	26.99	27.42	28.85	27.86
<b>OUTPUT (£ per cow)</b>				
Milk sales	1,562.83	2,072.46	2,109.81	2,039.35
Milk consumed	55.68	22.87	24.33	27.66
Cow and bull sales	154.09	161.70	142.76	147.80
Calf sales	25.67	39.34	61.49	52.99
Transfers out	81.16	90.63	51.28	62.49
Miscellaneous output	0.00	0.00	0.00	0.00
Change in valuation	55.14	67.40	31.63	41.40
Less cow and bull purchases	111.78	58.16	31.38	45.94
Less transfers in	220.11	308.54	312.34	300.95
<b>Gross output</b>	<b>1,602.68</b>	<b>2,087.70</b>	<b>2,077.58</b>	<b>2,024.80</b>
<b>VARIABLE COSTS (£ per cow)</b>				
Purchased concentrates	385.86	575.41	569.41	549.41
Home grown concentrates	0.00	0.00	2.90	2.00
Coarse fodder and tack	17.25	31.00	85.14	66.64
Veterinary and medicines	49.50	66.41	69.92	66.88
Other livestock costs	160.83	167.64	172.05	169.89
Allocatable contracting and hire	27.19	36.11	48.50	43.60
<b>Total variable costs</b>	<b>640.63</b>	<b>876.57</b>	<b>947.92</b>	<b>898.42</b>
<b>Gross margin before forage costs</b>	<b>962.05</b>	<b>1,211.13</b>	<b>1,129.66</b>	<b>1,126.38</b>
Forage variable costs per cow	153.91	181.15	212.51	199.57
<b>Gross margin after forage costs</b>	<b>808.14</b>	<b>1,029.98</b>	<b>917.15</b>	<b>926.81</b>
<b>DAIRY FORAGE VARIABLE COSTS (£ per cow)</b>				
Fertilisers, lime and manures	86.96	85.69	73.39	77.38
Seeds	5.22	5.13	7.61	6.84
Sprays	2.57	3.22	4.00	3.68
Forage contracting	35.76	59.87	79.20	70.38
Grass keep	13.99	16.76	37.28	30.55
Other forage costs	9.41	10.48	11.03	10.74
<b>Total forage variable costs to dairy</b>	<b>153.91</b>	<b>181.15</b>	<b>212.51</b>	<b>199.57</b>
% of forage variable costs to dairy	54.58	55.95	67.70	60.26

**TABLE C2. Lowland dairy gross margins in Wales, 2019/20.**

<b>Herd Size</b>	<b>&lt;110</b>	<b>110 - 220</b>	<b>&gt; 220</b>	<b>All herds</b>
Number of herds	16	20	15	51
Average farm area - actual hectares	73	134	226	142
- effective hectares	70	130	211	135
Average size of farm business (SO)	264,571	544,582	1,274,381	671,382
Average size of herd (numbers)	74	156	390	199
Average milk yield (litres per cow)	6,964	7,785	7,557	7,460
Milk price (pence per litre)	27.55	26.81	29.74	27.90
<b>OUTPUT (£ per cow)</b>				
Milk sales	1,867.63	2,081.55	2,122.92	2,080.45
Milk consumed	38.36	28.52	17.72	23.45
Cow and bull sales	141.58	203.31	125.97	151.57
Calf sales	28.33	30.53	50.31	41.66
Transfers out	104.28	86.15	60.15	73.29
Miscellaneous output	0.70	1.79	0.00	0.63
Change in valuation	81.34	-3.55	11.55	15.04
Less cow and bull purchases	26.77	54.47	22.50	32.83
Less transfers in	329.54	293.44	278.23	288.89
<b>Gross output</b>	<b>1,905.91</b>	<b>2,080.39</b>	<b>2,087.89</b>	<b>2,064.37</b>
<b>VARIABLE COSTS (£ per cow)</b>				
Purchased concentrates	465.46	614.37	559.45	565.39
Home grown concentrates	33.72	4.74	12.96	12.85
Coarse fodder and tack	14.70	28.07	52.51	40.59
Veterinary and medicines	59.17	73.50	68.00	68.66
Other livestock costs	161.16	185.61	146.48	160.22
Allocatable contracting and hire	34.76	35.36	36.55	35.98
<b>Total variable costs</b>	<b>768.97</b>	<b>941.65</b>	<b>875.95</b>	<b>883.69</b>
<b>Gross margin before forage costs</b>	<b>1,136.94</b>	<b>1,138.74</b>	<b>1,211.94</b>	<b>1,180.68</b>
Forage variable costs per cow	166.80	186.48	189.59	185.99
<b>Gross margin after forage costs</b>	<b>970.14</b>	<b>952.26</b>	<b>1,022.35</b>	<b>994.69</b>
<b>DAIRY FORAGE VARIABLE COSTS (£ per cow)</b>				
Fertilisers, lime and manures	63.98	66.11	74.57	70.74
Seeds	8.42	18.49	10.83	12.91
Sprays	4.85	12.60	6.73	8.31
Forage contracting	61.68	75.67	71.36	71.56
Grass keep	13.20	3.17	19.67	13.85
Other forage costs	14.67	10.44	6.43	8.62
<b>Total forage variable costs to dairy</b>	<b>166.80</b>	<b>186.48</b>	<b>189.59</b>	<b>185.99</b>
% of forage variable costs to dairy	57.88	62.99	69.88	63.41

**TABLE C3. Hill cattle gross margins in Wales, 2019/20.**

<b>Herd Size</b>	<b>&lt;25</b>	<b>25 - 40</b>	<b>&gt;40</b>	<b>All herds</b>
Number of herds	30	35	32	97
Average farm area - actual hectares	165	161	314	213
- effective hectares	119	136	237	164
Average size of farm business (SO)	79,645	91,968	175,688	115,776
Average size of herd (numbers)	19	33	75	42
Calves reared per cow	0.88	0.91	0.89	0.89
Finished cattle sale price - £/head	1,017	1,149	1,154	1,128
Store cattle sale price - £/head	834	866	864	861
<b>OUTPUT (£ per cow)</b>				
Calf sales	74.03	163.86	81.82	103.53
Store cattle sales and transfers out	546.60	539.21	686.05	625.81
Finished cattle sales	183.06	165.06	151.22	159.50
Cow and bull sales and transfers out	106.78	112.28	108.84	109.51
Miscellaneous output	0.00	0.11	0.04	0.06
Change in valuation	56.50	57.29	3.14	25.62
Less purchases	67.17	93.58	85.38	85.12
Less transfers in	126.40	104.61	169.40	145.40
<b>Gross output</b>	<b>773.40</b>	<b>839.62</b>	<b>776.33</b>	<b>793.51</b>
<b>VARIABLE COSTS (£ per cow)</b>				
Purchased concentrates	217.15	153.02	163.33	167.96
Home grown concentrates	0.00	13.08	15.64	12.75
Coarse fodder and tack	14.04	23.70	19.36	19.83
Veterinary and medicines	51.61	52.84	47.06	49.30
Other livestock costs	98.14	86.93	70.74	79.06
Allocatable contracting and hire	3.37	6.90	8.46	7.32
<b>Total variable costs</b>	<b>384.31</b>	<b>336.47</b>	<b>324.59</b>	<b>336.22</b>
<b>Gross margin before forage costs</b>	<b>389.09</b>	<b>503.15</b>	<b>451.74</b>	<b>457.29</b>
Forage variable costs per cow	142.23	175.27	201.47	185.94
<b>Gross margin including forage costs</b>	<b>246.86</b>	<b>327.88</b>	<b>250.27</b>	<b>271.35</b>
<b>BEEF FORAGE VARIABLE COSTS (£ per cow)</b>				
Fertilisers, lime and manures	70.74	88.13	80.78	81.42
Seeds	7.35	6.25	9.36	8.22
Sprays	2.76	3.08	3.34	3.19
Forage contracting	37.58	39.20	41.65	40.40
Grass keep	13.35	24.75	56.07	41.42
Other forage costs	10.45	13.86	10.27	11.29
<b>Total forage variable costs to beef</b>	<b>142.23</b>	<b>175.27</b>	<b>201.47</b>	<b>185.94</b>
% of forage variable costs to beef	38.24	50.05	54.70	47.93

**TABLE C4. Upland cattle gross margins in Wales, 2019/20.**

<b>Herd Size</b>	<b>&lt;40</b>	<b>&gt;40</b>	<b>All herds</b>
Number of herds	11	12	23
Average farm area - actual hectares	72	128	101
- effective hectares	65	113	90
Average size of farm business (SO)	57,300	107,888	83,694
Average size of herd (numbers)	28	63	47
Calves reared per cow	0.89	0.95	0.94
Finished cattle sale price - £/head	1,177	1,071	1,107
Store cattle sale price - £/head	675	862	806
<b>OUTPUT (£ per cow)</b>			
Calf sales	147.12	84.45	102.75
Store cattle sales and transfers out	355.27	579.52	514.06
Finished cattle sales	316.14	229.86	255.04
Cow and bull sales and transfers out	80.51	116.58	106.05
Miscellaneous output	0.00	0.00	0.00
Change in valuation	-22.30	56.33	33.38
Less purchases	49.56	37.22	40.82
Less transfers in	94.63	162.43	142.64
<b>Gross output</b>	<b>732.55</b>	<b>867.09</b>	<b>827.82</b>
<b>VARIABLE COSTS (£ per cow)</b>			
Purchased concentrates	75.91	123.10	109.33
Home grown concentrates	12.79	26.59	22.56
Coarse fodder and tack	14.19	7.30	9.31
Veterinary and medicines	45.81	46.63	46.39
Other livestock costs	85.22	82.14	83.04
Allocatable contracting and hire	4.02	10.63	8.70
<b>Total variable costs</b>	<b>237.94</b>	<b>296.39</b>	<b>279.33</b>
<b>Gross margin before forage costs</b>	<b>494.61</b>	<b>570.70</b>	<b>548.49</b>
Forage variable costs per cow	191.62	157.18	167.24
<b>Gross margin including forage costs</b>	<b>302.99</b>	<b>413.52</b>	<b>381.25</b>
<b>BEEF FORAGE VARIABLE COSTS (£ per cow)</b>			
Fertilisers, lime and manures	96.40	71.23	78.58
Seeds	5.61	5.96	5.86
Sprays	2.16	2.84	2.64
Forage contracting	30.99	52.49	46.22
Grass keep	38.85	9.80	18.28
Other forage costs	17.61	14.86	15.66
<b>Total forage variable costs to beef</b>	<b>191.62</b>	<b>157.18</b>	<b>167.24</b>
% of forage variable costs to beef	71.40	77.43	74.55

**TABLE C5. Lowland cattle gross margins in Wales, 2019/20.**

<b>Herd Size</b>	<b>&lt;35</b>	<b>&gt;35</b>	<b>All herds</b>
Number of herds	8	11	19
Average farm area - actual hectares	134	126	129
- effective hectares	109	117	114
Average size of farm business (SO)	116,727	106,462	110,784
Average size of herd (numbers)	26	65	49
Calves reared per cow	0.94	0.90	0.91
Finished cattle sale price - £/head	1,188	1,168	1,175
Store cattle sale price - £/head	775	823	813
<b>OUTPUT (£ per cow)</b>			
Calf sales	4.12	55.17	43.76
Store cattle sales and transfers out	392.08	582.86	540.24
Finished cattle sales	621.12	313.76	382.42
Cow and bull sales and transfers out	133.35	177.46	167.61
Miscellaneous output	0.00	0.00	0.00
Change in valuation	-79.54	46.25	18.15
Less purchases	64.81	16.88	27.58
Less transfers in	103.63	280.40	240.91
<b>Gross output</b>	<b>902.69</b>	<b>878.22</b>	<b>883.69</b>
<b>VARIABLE COSTS (£ per cow)</b>			
Purchased concentrates	138.70	55.79	74.32
Home grown concentrates	74.99	52.47	57.50
Coarse fodder and tack	20.44	2.44	6.46
Veterinary and medicines	38.21	34.11	35.03
Other livestock costs	117.88	91.31	97.25
Allocatable contracting and hire	1.45	14.19	11.34
<b>Total variable costs</b>	<b>391.67</b>	<b>250.31</b>	<b>281.90</b>
<b>Gross margin before forage costs</b>	<b>511.02</b>	<b>627.91</b>	<b>601.79</b>
Forage variable costs per cow	260.88	181.84	199.49
<b>Gross margin including forage costs</b>	<b>250.14</b>	<b>446.07</b>	<b>402.30</b>
<b>BEEF FORAGE VARIABLE COSTS (£ per cow)</b>			
Fertilisers, lime and manures	98.08	87.55	89.90
Seeds	24.00	8.46	11.93
Sprays	6.54	4.30	4.80
Forage contracting	41.48	50.61	48.57
Grass keep	62.69	21.15	30.43
Other forage costs	28.09	9.77	13.86
<b>Total forage variable costs to beef</b>	<b>260.88</b>	<b>181.84</b>	<b>199.49</b>
% of forage variable costs to beef	59.26	84.02	73.60

**TABLE C6. Hill sheep gross margins in Wales, 2019/20.**

<b>Flock Size</b>	<b>&lt;400</b>	<b>400 - 800</b>	<b>&gt;800</b>	<b>All flocks</b>
Number of flocks	52	81	44	177
Average farm area - actual hectares	114	170	347	197
- effective hectares	88	136	244	148
Average size of farm business (SO)	72,233	100,138	179,809	111,745
Average flock size (numbers)	282	582	1,333	680
Lambs reared per ewe	1.24	1.17	1.15	1.17
Finished lambs sold per ewe	0.91	0.84	0.83	0.85
<b>OUTPUT (£ per ewe)</b>				
Lamb sales - store	4.10	4.52	4.44	4.43
- finished	65.20	59.28	59.60	60.16
Breeding ewe and ram sales	6.89	5.60	5.15	5.54
Other sheep sales	9.34	10.49	9.29	9.77
Wool sales	1.36	1.28	1.25	1.27
Miscellaneous output	0.01	0.04	0.04	0.03
Change in valuation	0.34	-1.22	-2.47	-1.64
Less purchases	6.92	6.66	4.40	5.59
<b>Gross output</b>	<b>80.32</b>	<b>73.33</b>	<b>72.90</b>	<b>73.97</b>
<b>VARIABLE COSTS (£ per ewe)</b>				
Purchased concentrates	17.09	14.63	12.93	14.10
Home grown concentrates	0.02	0.43	0.28	0.31
Coarse fodder and tack	1.36	2.51	3.80	3.00
Veterinary and medicines	6.80	5.04	5.36	5.41
Other livestock costs	6.40	6.52	5.99	6.25
Allocatable contracting and hire	1.50	1.46	1.84	1.65
<b>Total variable costs</b>	<b>33.17</b>	<b>30.59</b>	<b>30.20</b>	<b>30.72</b>
<b>Gross margin before forage costs</b>	<b>47.15</b>	<b>42.74</b>	<b>42.70</b>	<b>43.25</b>
Forage variable costs per ewe	11.46	10.38	14.40	12.48
<b>Gross margin including forage costs</b>	<b>35.69</b>	<b>32.36</b>	<b>28.30</b>	<b>30.77</b>
<b>SHEEP FORAGE VARIABLE COSTS (£ per ewe)</b>				
Fertilisers, lime and manures	5.90	5.44	5.94	5.74
Seeds	0.57	0.42	0.62	0.54
Sprays	0.17	0.14	0.29	0.22
Forage contracting	3.19	2.09	2.90	2.62
Grass keep	0.71	1.61	4.11	2.72
Other forage costs	0.92	0.68	0.54	0.64
<b>Total forage variable costs to sheep</b>	<b>11.46</b>	<b>10.38</b>	<b>14.40</b>	<b>12.48</b>
% of forage variable costs to sheep	59.60	60.26	68.66	62.15

**TABLE C7. Upland sheep gross margins in Wales, 2019/20.**

<b>Flock Size</b>	<b>&lt;400</b>	<b>&gt;400</b>	<b>All flocks</b>
Number of flocks	26	20	46
Average farm area - actual hectares	97	171	129
- effective hectares	86	162	119
Average size of farm business (SO)	133,207	205,519	164,647
Average flock size (numbers)	240	874	516
Lambs reared per ewe	1.32	1.32	1.32
Finished lambs sold per ewe	1.10	1.13	1.12
<b>OUTPUT (£ per ewe)</b>			
Lamb sales - store	3.58	3.48	3.50
- finished	85.32	92.58	90.67
Breeding ewe and ram sales	0.86	2.67	2.19
Other sheep sales	12.56	11.73	11.95
Wool sales	1.35	1.36	1.36
Miscellaneous output	0.00	0.00	0.00
Change in valuation	-0.27	-2.72	-2.07
Less purchases	12.87	12.00	12.23
<b>Gross output</b>	<b>90.53</b>	<b>97.10</b>	<b>95.37</b>
<b>VARIABLE COSTS (£ per ewe)</b>			
Purchased concentrates	18.68	15.47	16.31
Home grown concentrates	1.30	1.16	1.20
Coarse fodder and tack	1.06	0.97	0.99
Veterinary and medicines	5.75	6.88	6.58
Other livestock costs	9.22	8.61	8.77
Allocatable contracting and hire	1.20	2.31	2.02
<b>Total variable costs</b>	<b>37.21</b>	<b>35.40</b>	<b>35.87</b>
<b>Gross margin before forage costs</b>	<b>53.32</b>	<b>61.70</b>	<b>59.50</b>
Forage variable costs per ewe	16.30	18.62	18.02
<b>Gross margin including forage costs</b>	<b>37.02</b>	<b>43.08</b>	<b>41.48</b>
<b>SHEEP FORAGE VARIABLE COSTS (£ per ewe)</b>			
Fertilisers, lime and manures	8.17	8.07	8.09
Seeds	1.11	0.89	0.95
Sprays	0.43	0.45	0.45
Forage contracting	4.04	4.33	4.26
Grass keep	1.39	4.16	3.43
Other forage costs	1.16	0.72	0.84
<b>Total forage variable costs to sheep</b>	<b>16.30</b>	<b>18.62</b>	<b>18.02</b>
% of forage variable costs to sheep	41.64	66.51	52.45

**TABLE C8. Lowland sheep gross margins in Wales, 2019/20.**

<b>Flock Size</b>	<b>&lt;300</b>	<b>&gt;300</b>	<b>All flocks</b>
Number of flocks	11	19	30
Average farm area - actual hectares	107	138	127
- effective hectares	99	129	118
Average size of farm business (SO)	122,561	162,850	148,077
Average flock size (numbers)	177	524	397
Lambs reared per ewe	1.37	1.31	1.32
Finished lambs sold per ewe	1.21	1.18	1.19
<b>OUTPUT (£ per ewe)</b>			
Lamb sales - store	1.05	0.91	0.93
- finished	103.95	102.48	102.72
Breeding ewe and ram sales	1.94	0.27	0.54
Other sheep sales	17.76	14.36	14.92
Wool sales	1.55	1.58	1.58
Miscellaneous output	0.00	0.01	0.01
Change in valuation	-3.40	0.75	0.07
Less purchases	11.54	17.11	16.20
<b>Gross output</b>	<b>111.31</b>	<b>103.25</b>	<b>104.57</b>
<b>VARIABLE COSTS (£ per ewe)</b>			
Purchased concentrates	8.79	17.32	15.92
Home grown concentrates	4.07	3.40	3.51
Coarse fodder and tack	0.21	2.38	2.02
Veterinary and medicines	5.71	6.37	6.26
Other livestock costs	10.21	10.12	10.13
Allocatable contracting and hire	0.99	1.43	1.36
<b>Total variable costs</b>	<b>29.98</b>	<b>41.02</b>	<b>39.20</b>
<b>Gross margin before forage costs</b>	<b>81.33</b>	<b>62.23</b>	<b>65.37</b>
Forage variable costs per ewe	14.90	16.74	16.43
<b>Gross margin including forage costs</b>	<b>66.43</b>	<b>45.49</b>	<b>48.94</b>
<b>SHEEP FORAGE VARIABLE COSTS (£ per ewe)</b>			
Fertilisers, lime and manures	5.29	6.96	6.69
Seeds	1.53	0.95	1.04
Sprays	0.48	0.59	0.57
Forage contracting	4.87	3.56	3.77
Grass keep	1.85	3.49	3.22
Other forage costs	0.88	1.19	1.14
<b>Total forage variable costs to sheep</b>	<b>14.90</b>	<b>16.74</b>	<b>16.43</b>
% of forage variable costs to sheep	34.72	53.71	46.74





## APPENDIX 1

### THE FARM CLASSIFICATION SYSTEM EMPLOYED

For each farm in the survey, each hectare of crop area and each head of livestock is weighted in terms of a Standard Output (SO).

Farm size is measured for a particular farm by the number of SOs registered in total, and this is therefore a measure of the size of the farm business. For simplicity the results are given for small, medium and large farm categories only – their SO measurement is given at the head of each section of Table B.

Farm type is determined for a particular farm by the proportion of the SO total accounted for by each enterprise. Precise details of the typology are complex, but may be summarised as follows:

<i>Farm type</i>	<i>Characteristics</i>
Hill and upland dairy	Farms in the Less Favoured Areas on which dairy cows contribute more than two-thirds of total SO.
Lowland dairy	Farms outside the Less Favoured Areas on which dairy cows contribute more than two-thirds of total SO.
Hill sheep	Farms in the Severely Disadvantaged Areas on which sheep contribute more than two-thirds of total SO.
Hill cattle & sheep	Farms in the Severely Disadvantaged Areas on which non-dairy cattle and/or sheep together contribute the bulk of total SO.
Upland cattle & sheep	Farms in the Disadvantaged Areas on which non-dairy cattle and/or sheep contribute the bulk of total SO.
Lowland cattle & sheep	Farms outside the Less Favoured Areas on which non-dairy cattle and/or sheep contribute the bulk of total SO.

## APPENDIX 2

### DEFINITION OF TERMS

#### **Breeding Livestock Appreciation (BLSA)**

BLSA is that element of Net Farm Income resulting from changes in breeding livestock prices between the opening and closing valuations.

#### **Cash Income (CI)**

Cash income is based on actual receipts and actual expenditure. It represents the difference between receipts and expenditure on current account, before gross depreciation charges and investment spending.

#### **Effective Hectares (eff.ha.)**

The effective hectareage constitutes the total farm area minus the area occupied by roads, woodland, wasteland and buildings, and with rough grazings expressed in terms of their pasture equivalent. For example on a particular farm, 20 hectares of rough grazing in terms of its capacity to carry stock may be worth 4 hectares of permanent pasture - it is therefore regarded as being 4 effective hectares. A notional area is also estimated for the use made of any common grazings.

#### **Enterprise Output**

Enterprise output is all returns from an enterprise, plus the market value of any of its products transferred out to another enterprise, plus the market value of any production from the enterprise given to workers or consumed on the farm. In the case of livestock enterprises, the value of purchased livestock and the market value of livestock transferred in from another enterprise are deducted. All totals are adjusted for changes in valuation. Milk output includes quota transactions, and any superlevies paid have been deducted. Sheep output includes compensation payments for the Chernobyl compensation scheme.

#### **Farm Business Income (FBI)**

FBI represents the return to all unpaid labour (farmers, spouses and others with an entrepreneurial interest in the farm business) and to all their capital invested in the farm business including land and farm buildings. In essence FBI encompasses all farm based business activities, that is, all activities that use farmland, buildings and machinery, including non-agricultural diversification. FBI treats the tenure of farms as it is: tenants as tenants, owner occupiers as owner occupiers and those with both types of tenure as mixed.

#### **General Farming Costs**

General farming costs include electricity, water, telephone charges, licences, insurances, subscriptions, etc.

#### **Imputed Property Costs**

These are the charges for rental value less the cost of imputed rent on farmhouses and cottages.

**Income from Energy Generation** includes income from farmer and non-farmer owned energy generating projects, including wind, solar, biomass, hydro, AD etc

#### **Livestock Units (LU) and Grazing Livestock Units (GLU)**

Livestock numbers are converted to livestock units, which are based on estimated energy requirements, in order to calculate the total stocking of grazing livestock on the farm. The following conversion factors are used:

Dairy cow	1.00	Hill ewe	0.06
Beef/Hill cow	0.75	Upland ewe	0.08
Beef/Dairy bull	0.65	Lowland ewe	0.11
Beef/Dairy heifer	0.80	Ram	0.08
Other cattle - 2 years old and over	0.80	Ewe lamb	0.08
- 1 to 2 years old	0.65	Other sheep 1 year old and over	0.08
- under 1 year old	0.34	Store lamb under 1 year	0.04

**Management and Investment Income (MII)**

MII is total farm enterprise output less total inputs (including the value of the labour input of the farmer and spouse). It represents the reward for the farmer's (and spouse's) management and interest on the tenant's capital employed on the farm.

**Margin Over Concentrates**

Margin over concentrates is the difference between revenue from milk sales and the cost of purchased and homegrown concentrates used for the dairy herd.

**Miscellaneous Output**

Miscellaneous output includes contract work, farm cottage rents, benefit value of farmhouses, and profit on resale of purchased agricultural produce.

**Net Farm Income (NFI)**

NFI is total farm enterprise output less total inputs (excluding the value of the labour of the farmer and spouse). It is calculated as if all farms were tenanted, and represents the return to the farmer and spouse for their labour and management, and on the tenant-type capital of the business.

**Non-agricultural Output**

Non-agricultural activities are those that are semi-independent of the farm business. Such activities make use of farm resources but have separate management and financial accounts. Any profit or loss on sale of machinery is also included.

**Net Worth**

Net worth is the difference between total assets and total liabilities and represents the value of assets available to the business, all other claims against these assets having been met.

**Occupier's Net Income**

Occupier's net income is based on actual tenure and indebtedness. It represents the return to the farmer and spouse for their labour, management and investment in the farm business.

**Other Crop Costs**

Other crop costs include crop protection chemicals and other costs incurred specifically for crop enterprises and forage.

**Other Livestock Costs**

Other livestock costs include purchased bedding materials and other costs incurred specifically for livestock enterprises.

**Owner Equity**

Owner equity is net worth expressed as a percentage of total assets.

**Ownership Charges**

These are the costs of building depreciation, insurance and landlord repairs.

**Rental Value**

For owner-occupied farms, a rental value is imputed to make it possible to compare rSOlts with farms on which rents have to be paid.

**Return on Tenant's Capital**

Return on tenant's capital is management and investment income expressed as a percentage of total tenant's capital.

**Tenant's Capital**

Tenant's capital is the value of livestock, machinery, crops (including cultivations) and stores. In the tables, it is expressed as the average of the opening and closing valuations for these items.

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