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Institute of Biological, Environmental and Rural Sciences

Aberystwyth University

FARM BUSINESS SURVEY IN WALES

STATISTICAL RESULTS FOR

2021/2022

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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 2020/2021 and 2021/2022. 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 516 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 2022

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 2021/2022 and 2020/2021 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 2021/2022 and 2020/2021 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 2021/2022 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.

Farm Type	Small	Medium	Large
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 2021/2022. The Survey covered a sample of 51 farms with accounting years ending between 31st December 2021 and 31st March 2022 and therefore reflect farming conditions between January 2021 and March 2022. This overview is intended to provide context and insight into the period that the results presented in this Booklet represent.

The poor 2020 harvest and long, wet and cold 20/21 winter put a lot of pressure on winter stocks, delayed turnout and increased costs. A dry, cold spring limited grass growth and a dry warm summer gave a drawn out harvest with average quality / quantity yields. A warm late autumn / winter eased pressures on winter forage and bedding stocks, but a wet start to the 21/22 winter made crop establishment difficult.

The spring weather provided good lambing conditions and near record sheep prices for most of the season and for all types of stock. Wool prices were at rock bottom and payments delayed for a year. Finished cattle prices rose steadily throughout the season due to tight supplies. Cull and store cattle prices were also very good, but increased culling put pressure on heifer prices and high input costs impacted margins.

Milk prices saw a gradual increase throughout the period finishing some 15% up on the start. However, much of this increase was offset by higher input costs. Dairy stock prices remained strong for the whole period, although the variability between regions, contracts, buyers and systems remained as did the ever present issue, pressures and stresses of bTB.

With low stocks and high demand for crops at the start of the period, prices were strong and remained so the whole season. The dry season and agrochemical supply/cost issues offset much of the increased prices. Continued uncertainty reduced the planting areas of some oilseeds and input intensive crops. Potato growers again struggled due to the dry weather and difficult marketing conditions.

Farm profitability concern as a result of increasing inputs' inflation and related pressures plus continued negative public perception of farming and climate change etc. are all leading to increased anxiety, stress and a deterioration in farmer mental wellbeing.

Other aspects of note during the period included:- Commencement of repayments of Covid related loans and support; Trade/Covid/Conflict related rises in input costs and in particular fuel, electricity and energy; Increased pressures on farm finances and increasing interest rates; Higher import prices for agrochemicals, fertilizers (peaking at over £1k per tonne) and building materials costs; Availability and costs of machinery, equipment and parts; Continued concern over replacing lost BPS income, future environmental schemes and future UK agricultural policies; Poor labour availability and higher labour costs; Reduced availability of and increased cost of land and rented grazing; Significantly increased and continuous pressures on pig and poultry enterprises; Making Tax Digital compliance and cost concerns; Expansion of NVZs and slurry/FYM storage/use implications; Water use and extraction issues.

Results

Tables A and B present results for an identical sample of 453 farms in the dairy and livestock-rearing sectors – i.e. those dairy and livestock-rearing farms which were included in the Survey in both 2020/2021 and 2021/2022 and which remained unchanged in terms of type and size between the two years. **Table C** presents gross margins for 2021/2022 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 rose by 13% but inputs also rose by 8%. FBI rose by 38%. The milk price rose from 27.86p per litre to 31.05p per litre during the period, a rise of 11.5%..

On the all sizes lowland dairy farms in the identical sample, the value of output rose by 12% but inputs rose by 5% between 2020/2021 and 2021/2022. FBI on these farms increased by 52%. The milk price rose from 28.87p per litre to 32.06p per litre during the period, a rise of 11%.

Hill farms

The identical sample for hill farms of all sizes with sheep show outputs rose by 11% but inputs also rose by 4%. FBI rose by 23%.

On hill farms of all sizes with cattle and sheep the identical sample for 2020/2021 and 2021/2022 show the total value of outputs rose by 8.4% and inputs rose by 6%. FBI rose by 14% between the two years.

Upland and lowland livestock farms

The output in the all sizes upland cattle and sheep farms in the identical sample rose by 12% while the value of inputs rose by 5% between 2020/2021 and 2021/2022. There was a rise of 39% in FBI between these years.

The value of outputs on the all sizes lowland cattle and sheep farms in the identical sample rose by 13% while inputs rose by 5%. FBI rose by 44% between 2020/2021 and 2021/2022.

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 453 farms in the identical sample in 2021/2022, 50% were owner-occupied, 6% 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 517 farms in the 2021/2022 sample. The number of enterprises surveyed (104 dairy herds, 140 beef cattle herds and 262 sheep flocks) suggests that they should be a reasonable guide to the average margins obtained from the main enterprises found in Welsh farming in 2021/2022.

TABLE A

FARM BUSINESS SURVEY IN WALES

SUMMARY OF RESULTS

2021/2022 – 2020/2021

TABLE A. Average per farm indicators by farm type and size for the 2021/22 and 2020/21 FBS identical sample in Wales.

	Number of farms	Net Farm Income		Cash Income		Farm Business Income	
		2021/22	2020/21	2021/22	2020/21	2021/22	2020/21
Hill and upland dairy farms							
Under 400k SO	21	17,156	5,397	51,089	40,011	35,654	24,010
Over 400k SO	33	116,802	81,064	160,057	142,947	129,401	94,613
All sizes	54	78,047	51,642	117,677	102,921	92,941	67,160
Lowland dairy farms							
Under 500k SO	20	45,534	22,398	71,662	66,264	62,510	39,805
Over 500k SO	26	132,448	76,851	213,031	165,231	162,414	107,604
All sizes	46	94,658	53,179	151,564	122,206	118,976	78,130
Hill sheep farms							
Under 55k SO	31	15,731	13,093	27,313	27,436	21,337	18,635
55 - 95k SO	29	31,649	23,457	50,197	41,627	38,339	30,155
Over 95k SO	19	73,992	51,366	140,797	114,600	105,593	84,840
All sizes	79	35,589	26,102	63,010	53,607	47,845	38,786
Hill cattle and sheep farms							
Under 75k SO	51	5,567	7,721	28,522	32,649	15,783	17,843
75 - 115k SO	44	27,931	18,090	52,657	45,604	40,248	30,516
Over 115k SO	46	47,614	39,759	92,714	82,953	70,671	62,563
All sizes	141	26,263	21,409	56,995	53,102	41,323	36,388
Upland cattle and sheep farms							
Under 55k SO	28	7,149	4,942	23,381	27,278	16,167	14,236
55 - 95k SO	31	18,781	8,950	36,043	27,006	25,546	15,698
Over 95k SO	26	36,221	22,685	72,650	63,664	55,209	40,008
All sizes	85	20,285	11,830	43,070	38,308	31,531	22,652
Lowland cattle and sheep farms							
Under 85k SO	21	12,686	6,400	26,055	23,749	20,971	15,255
Over 85k SO	27	39,567	23,370	66,834	56,379	52,515	36,046
All sizes	48	27,805	15,947	48,992	42,106	38,714	26,952

TABLE B

FARM BUSINESS SURVEY IN WALES, 2021/2022

INTER-YEAR COMPARISONS FOR AN IDENTICAL SAMPLE

2021/2022 – 2020/2021

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TABLE B1. Hill and upland dairy farms

1. Under 400k SO	Farm Business Income (£ per farm)	
Number of farms in sample	21	21
Average business size (SO)	259,171	264,884
OUTPUTS	<u>2021/2022</u>	<u>2020/2021</u>
Dairy	151,211	131,640
Other cattle	32,564	30,648
Sheep	11,007	7,565
Other livestock	716	690
Main crops	456	163
By-products, forage and cultivations	2,161	653
Miscellaneous	8,113	4,751
Basic Payment Scheme	14,434	14,881
Income from energy generation	1,666	1,680
Environmental payments	540	197
TOTAL OUTPUTS	222,868	192,868
INPUTS		
Feeds - purchased concentrates	55,437	49,104
- homegrown concentrates	3,026	2,382
Coarse fodder, tack and stock keep	8,021	4,901
Veterinary and medicines	5,300	5,469
Other livestock costs	19,392	20,290
Fertilisers	9,964	9,977
Seeds - purchased and homegrown	656	645
Other crop costs	9,007	8,831
Labour - paid	3,676	1,860
- unpaid	13,444	13,186
- casual	917	1,538
Machinery - contract	1,431	1,465
- repairs	7,360	7,081
- fuels	6,349	4,870
- depreciation	15,016	14,694
General farming costs	16,810	15,371
Land expenses	8,546	5,602
Rent	2,882	3,008
Rental value	18,478	17,197
TOTAL INPUTS	205,712	187,471
NET FARM INCOME (excluding BLSA)	17,156	5,397
Plus:		
Unpaid labour (excludes farmer and spouse)	13,444	13,186
Imputed property costs	18,185	17,083
Less:		
Interest charges	4,927	4,756
Ownership charges	8,204	6,900
FARM BUSINESS INCOME	35,654	24,010

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

INCOME MEASURES - £ per farm	<u>2021/2022</u>	<u>2020/2021</u>
NET FARM INCOME (excluding BLSA)	17,156	5,397
minus manual labour of farmer and spouse	23,465	23,014
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-6,309	-17,617
NET FARM INCOME (excluding BLSA)	17,156	5,397
plus net rental value/imputed rent	18,478	17,197
minus occupier's expenses	279	233
minus interest payments	4,927	4,756
minus buildings and works depreciation	8,482	7,270
OCCUPIER'S NET INCOME	21,946	10,335
plus other imputed charges	13,540	13,234
plus fixed asset depreciation	23,498	21,964
minus valuation changes	7,895	5,522
CASH INCOME	51,089	40,011
LAND UTILISATION - hectares per farm		
Cereals	0.33	0.19
Roots, fodder and other crops	0.80	0.86
Grassland - hay	0.40	0.42
- silage	32.64	29.81
- pasture	33.12	36.13
Fallow and land let out	1.85	2.02
Rough grazing - sole	5.03	5.03
Bare land and forage hired	8.24	5.80
Woods, roads and buildings	2.08	2.08
TOTAL AREA (actual hectares)	84.49	82.34
TOTAL AREA (effective hectares)	76.96	74.63
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	108,618	110,020
Livestock	132,528	129,988
Crops	6,342	5,267
Stores	7,194	2,924
TOTAL	254,682	248,199
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,943	6,829
Milk sales per cow (£)	2,031	1,781
Margin over concentrates per cow (£)	1,378	1,237
Milk price (pence per litre)	29.26	26.08
Lambs reared per ewe (numbers)	1.34	1.18
Finished lamb sales per ewe (numbers)	1.05	1.02
Stocking rate (grazing LU per eff.ha.)	1.72	1.80
Return on tenant's capital (%)	-2.48	-7.10

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

	Average number		Livestock Units	
	2021/2022	2020/2021	2021/2022	2020/2021
Dairy cattle	72.6	74.5	72.6	74.5
Beef cows	0.1	0.2	0.1	0.2
Other cattle	80.7	83.5	47.6	48.2
Breeding sheep	124.0	123.1	9.0	8.9
Other sheep	65.8	56.4	2.6	2.3
Other livestock	7.5	7.8		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2021/2022	2020/2021	2021/2022	2020/2021	2021/2022	2020/2021
Number of farms	9	9	0	0	12	12
Aver. farm size - SO	248,317	255,008	N/A	N/A	267,312	272,290
- actual ha.	80.87	82.21			87.24	82.46
- eff. ha.	71.13	72.47			81.34	76.26

ASSETS

Agricultural land	891,525	882,698			816,154	811,930
Woodland	3,451	3,383			2,033	1,993
Buildings	67,663	54,231			63,113	54,155
Improvements	17,556	18,453			8,732	7,732
Machinery	125,707	130,819			95,801	94,422
Livestock	115,769	115,987			145,098	140,490
Crops, forage & cultivations	4,062	3,253			8,053	6,778
BPS value	16,242	16,645			16,232	16,694
Stores	7,058	4,079			7,297	2,059
Credit balances	52,721	49,549			36,234	26,156
TOTAL	1,301,754	1,279,097			1,198,747	1,162,409

EXTERNAL LIABILITIES

Long & medium term loans	71,265	77,081			211,535	198,968
Other short term loans	15,573	18,774			36,055	25,087
Overdrafts	13,144	7,970			36,573	39,112
TOTAL	99,982	103,825			284,163	263,167

NET WORTH

	1,201,772	1,175,272			914,584	899,242
Owner equity (%)	92	92			76	77

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

2. Over 400k SO	Farm Business Income (£ per farm)	
Number of farms in sample	33	33
Average business size (SO)	833,389	823,382
OUTPUTS	<u>2021/2022</u>	<u>2020/2021</u>
Dairy	589,919	515,954
Other cattle	93,944	91,130
Sheep	20,898	16,433
Main crops	2,597	2,483
By-products, forage and cultivations	2,664	1,873
Miscellaneous	5,940	7,725
Basic Payment Scheme	22,365	22,936
Income from energy generation	4,601	4,856
Environmental payments	525	328
TOTAL OUTPUTS	743,453	663,718
INPUTS		
Feeds - purchased concentrates	198,342	164,350
- homegrown concentrates	9,870	8,514
Coarse fodder, tack and stock keep	36,715	36,763
Veterinary and medicines	19,643	20,227
Other livestock costs	58,260	57,225
Fertilisers	26,723	24,041
Seeds - purchased and homegrown	2,990	2,955
Other crop costs	36,055	35,386
Labour - paid	27,696	27,139
- unpaid	17,732	16,333
- casual	10,224	11,293
Machinery - contract	3,201	6,646
- repairs	19,277	19,771
- fuels	17,554	13,706
- depreciation	36,409	35,571
General farming costs	37,949	36,918
Land expenses	15,427	13,843
Rent	8,306	9,364
Rental value	44,278	42,609
TOTAL INPUTS	626,651	582,654
NET FARM INCOME (excluding BLSA)	116,802	81,064
Plus:		
Unpaid labour (excludes farmer and spouse)	17,732	16,333
Imputed property costs	44,218	42,549
Less:		
Interest charges	24,428	21,783
Ownership charges	24,923	23,550
FARM BUSINESS INCOME	129,401	94,613

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

INCOME MEASURES - £ per farm	<u>2021/2022</u>	<u>2020/2021</u>
NET FARM INCOME (excluding BLSA)	116,802	81,064
minus manual labour of farmer and spouse	24,799	24,848
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	92,003	56,216
NET FARM INCOME (excluding BLSA)	116,802	81,064
plus net rental value/imputed rent	44,278	42,609
minus occupier's expenses	476	453
minus interest payments	24,428	21,783
minus buildings and works depreciation	25,964	24,570
OCCUPIER'S NET INCOME	110,212	76,867
plus other imputed charges	17,793	16,393
plus fixed asset depreciation	62,373	60,141
minus valuation changes	30,321	10,454
CASH INCOME	160,057	142,947
LAND UTILISATION - hectares per farm		
Cereals	1.70	1.96
Roots, fodder and other crops	7.93	6.82
Grassland - hay	1.84	0.90
- silage	64.44	65.44
- pasture	73.66	70.95
Fallow and land let out	0.96	3.93
Rough grazing - sole	7.30	7.30
Bare land and forage hired	24.89	26.00
Woods, roads and buildings	4.75	4.75
TOTAL AREA (actual hectares)	187.47	188.05
TOTAL AREA (effective hectares)	178.73	175.37
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	270,898	266,598
Livestock	408,688	389,555
Crops	16,797	15,083
Stores	19,644	10,170
TOTAL	716,027	681,406
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	7,192	7,290
Milk sales per cow (£)	2,256	2,054
Margin over concentrates per cow (£)	1,585	1,488
Milk price (pence per litre)	31.37	28.18
Lambs reared per ewe (numbers)	1.48	1.31
Finished lamb sales per ewe (numbers)	1.28	1.21
Stocking rate (grazing LU per eff.ha.)	2.21	2.20
Return on tenant's capital (%)	12.85	8.25

TABLE B1. Hill and upland dairy farms**2. Over 400k SO (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2021/2022	2020/2021	2021/2022	2020/2021
Dairy cattle	252.7	249.1	252.7	249.1
Beef cows	0.6	0.8	0.4	0.6
Other cattle	217.8	201.9	120.8	114.2
Breeding sheep	163.5	186.6	13.0	14.8
Other sheep	103.6	107.2	4.1	4.3

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2021/2022	2020/2021	2021/2022	2020/2021	2021/2022	2020/2021
Number of farms	12	12	0	0	21	21
Aver. farm size - SO	782,776	757,539	N/A	N/A	862,310	861,006
- actual ha.	160.05	158.30			203.15	205.04
- eff. ha.	153.26	151.51			193.29	189.00

ASSETS

Agricultural land	1,611,075	1,533,097			1,825,718	1,777,677
Woodland	5,389	5,283			16,657	16,330
Buildings	237,432	189,034			207,761	200,535
Improvements	29,270	29,696			30,156	26,655
Machinery	235,496	213,086			291,129	297,176
Livestock	341,798	333,990			446,912	421,307
Crops, forage & cultivations	17,626	15,442			16,324	14,879
BPS value	24,296	24,625			26,511	25,911
Stores	15,332	11,818			22,109	9,229
Credit balances	154,720	142,100			87,659	88,815
TOTAL	2,672,434	2,498,171			2,970,936	2,878,514

EXTERNAL LIABILITIES

Long & medium term loans	437,559	396,032			868,752	870,414
Other short term loans	63,999	53,442			97,283	102,106
Overdrafts	45,444	55,062			97,422	93,734
TOTAL	547,002	504,536			1,063,457	1,066,254

NET WORTH

	2,125,432	1,993,635			1,907,479	1,812,260
Owner equity (%)	80	80			64	63

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

3. All sizes	Farm Business Income (£ per farm)	
Number of farms in sample	54	54
Average business size (SO)	610,082	606,188
OUTPUTS	<u>2021/2022</u>	<u>2020/2021</u>
Dairy	419,310	366,499
Other cattle	70,074	67,609
Sheep	17,052	12,984
Other livestock	278	268
Main crops	1,764	1,581
By-products, forage and cultivations	2,468	1,399
Miscellaneous	6,785	6,569
Basic Payment Scheme	19,281	19,804
Income from energy generation	3,459	3,621
Environmental payments	531	277
TOTAL OUTPUTS	541,002	480,611
INPUTS		
Feeds - purchased concentrates	142,768	119,532
- homegrown concentrates	7,208	6,129
Coarse fodder, tack and stock keep	25,556	24,372
Veterinary and medicines	14,066	14,488
Other livestock costs	43,145	42,861
Fertilisers	20,206	18,571
Seeds - purchased and homegrown	2,083	2,057
Other crop costs	25,537	25,059
Labour - paid	18,355	17,308
- unpaid	16,065	15,109
- casual	6,604	7,499
Machinery - contract	2,513	4,631
- repairs	14,643	14,836
- fuels	13,197	10,269
- depreciation	28,089	27,452
General farming costs	29,728	28,539
Land expenses	12,751	10,638
Rent	6,196	6,892
Rental value	34,245	32,727
TOTAL INPUTS	462,955	428,969
NET FARM INCOME (excluding BLSA)	78,047	51,642
Plus:		
Unpaid labour (excludes farmer and spouse)	16,065	15,109
Imputed property costs	34,094	32,645
Less:		
Interest charges	16,844	15,161
Ownership charges	18,421	17,075
FARM BUSINESS INCOME	92,941	67,160

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

INCOME MEASURES - £ per farm	<u>2021/2022</u>	<u>2020/2021</u>
NET FARM INCOME (excluding BLSA)	78,047	51,642
minus manual labour of farmer and spouse	24,280	24,135
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	53,767	27,507
NET FARM INCOME (excluding BLSA)	78,047	51,642
plus net rental value/imputed rent	34,245	32,727
minus occupier's expenses	400	367
minus interest payments	16,844	15,161
minus buildings and works depreciation	19,165	17,842
OCCUPIER'S NET INCOME	75,883	50,999
plus other imputed charges	16,139	15,164
plus fixed asset depreciation	47,255	45,294
minus valuation changes	21,600	8,536
CASH INCOME	117,677	102,921
LAND UTILISATION - hectares per farm		
Cereals	1.17	1.27
Roots, fodder and other crops	5.16	4.50
Grassland - hay	1.28	0.71
- silage	52.08	51.58
- pasture	57.89	57.41
Fallow and land let out	1.30	3.19
Rough grazing - sole	6.42	6.42
Bare land and forage hired	18.42	18.15
Woods, roads and buildings	3.71	3.71
TOTAL AREA (actual hectares)	147.43	146.94
TOTAL AREA (effective hectares)	139.15	136.19
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	207,789	205,706
Livestock	301,292	288,612
Crops	12,731	11,266
Stores	14,803	7,352
TOTAL	536,615	512,936
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	7,154	7,216
Milk sales per cow (£)	2,221	2,010
Margin over concentrates per cow (£)	1,553	1,448
Milk price (pence per litre)	31.05	27.86
Lambs reared per ewe (numbers)	1.44	1.27
Finished lamb sales per ewe (numbers)	1.21	1.16
Stocking rate (grazing LU per eff.ha.)	2.11	2.12
Return on tenant's capital (%)	10.02	5.36

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

	Average number		Livestock Units	
	2021/2022	2020/2021	2021/2022	2020/2021
Dairy cattle	182.7	181.2	182.7	181.2
Beef cows	0.4	0.6	0.3	0.4
Other cattle	164.5	155.9	92.3	88.6
Breeding sheep	148.1	161.9	11.4	12.5
Other sheep	88.9	87.5	3.6	3.5
Other livestock	2.9	3.0		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2021/2022	2020/2021	2021/2022	2020/2021	2021/2022	2020/2021
Number of farms	21	21	0	0	33	33
Aver. farm size - SO	553,722	542,169	N/A	N/A	645,947	646,928
- actual ha.	126.11	125.69			161.00	160.46
- eff. ha.	118.06	117.64			152.58	148.00

ASSETS

Agricultural land	1,302,696	1,254,354			1,458,604	1,426,496
Woodland	4,558	4,469			11,339	11,117
Buildings	164,674	131,261			155,162	147,306
Improvements	24,250	24,878			22,366	19,774
Machinery	188,443	177,829			220,101	223,447
Livestock	244,928	240,560			337,161	319,192
Crops, forage & cultivations	11,813	10,218			13,316	11,933
BPS value	20,844	21,205			22,773	22,559
Stores	11,786	8,501			16,723	6,621
Credit balances	111,006	102,435			68,959	66,030
TOTAL	2,084,998	1,975,710			2,326,504	2,254,475

EXTERNAL LIABILITIES

Long & medium term loans	280,576	259,339			629,764	626,252
Other short term loans	43,245	38,585			75,018	74,099
Overdrafts	31,601	34,879			75,295	73,872
TOTAL	355,422	332,803			780,077	774,223

NET WORTH

	1,729,576	1,642,907			1,546,427	1,480,252
Owner equity (%)	83	83			66	66

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

1. Under 500k SO	Farm Business Income (£ per farm)	
Number of farms in sample	20	20
Average business size (SO)	338,509	338,473
OUTPUTS	<u>2021/2022</u>	<u>2020/2021</u>
Dairy	216,051	192,511
Other cattle	46,250	40,778
Sheep	5,363	4,545
Main crops	5,147	3,115
By-products, forage and cultivations	6,158	4,279
Miscellaneous	4,058	2,009
Basic Payment Scheme	15,262	15,862
Income from energy generation	2,168	390
Environmental payments	219	494
TOTAL OUTPUTS	300,676	263,983
INPUTS		
Feeds - purchased concentrates	66,365	58,917
- homegrown concentrates	5,039	4,102
Coarse fodder, tack and stock keep	5,131	5,729
Veterinary and medicines	7,629	7,526
Other livestock costs	24,952	24,960
Fertilisers	12,194	11,208
Seeds - purchased and homegrown	2,587	2,884
Other crop costs	16,750	16,462
Labour - paid	5,565	5,261
- unpaid	10,258	10,664
- casual	3,094	2,753
Machinery - contract	1,626	1,569
- repairs	8,695	8,808
- fuels	8,080	6,501
- depreciation	15,194	14,885
General farming costs	23,820	23,051
Land expenses	6,713	6,218
Rent	10,157	9,897
Rental value	21,293	20,190
TOTAL INPUTS	255,142	241,585
NET FARM INCOME (excluding BLSA)	45,534	22,398
Plus:		
Unpaid labour (excludes farmer and spouse)	10,258	10,664
Imputed property costs	21,090	19,962
Less:		
Interest charges	2,704	2,664
Ownership charges	11,668	10,555
FARM BUSINESS INCOME	62,510	39,805

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

INCOME MEASURES - £ per farm	<u>2021/2022</u>	<u>2020/2021</u>
NET FARM INCOME (excluding BLSA)	45,534	22,398
minus manual labour of farmer and spouse	23,993	23,768
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	21,541	-1,370
NET FARM INCOME (excluding BLSA)	45,534	22,398
plus net rental value/imputed rent	21,293	20,190
minus occupier's expenses	300	304
minus interest payments	2,704	2,664
minus buildings and works depreciation	11,579	10,481
OCCUPIER'S NET INCOME	52,244	29,139
plus other imputed charges	10,433	10,864
plus fixed asset depreciation	26,774	25,367
minus valuation changes	17,789	-894
CASH INCOME	71,662	66,264
LAND UTILISATION - hectares per farm		
Cereals	3.70	2.59
Roots, fodder and other crops	5.22	7.41
Grassland - hay	0.93	0.67
- silage	32.84	33.83
- pasture	39.20	38.21
Fallow and land let out	1.08	0.27
Rough grazing - sole	2.08	2.08
Bare land and forage hired	7.67	8.85
Woods, roads and buildings	3.12	3.12
TOTAL AREA (actual hectares)	95.84	97.03
TOTAL AREA (effective hectares)	90.54	92.53
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	117,259	109,976
Livestock	161,350	153,297
Crops	10,961	7,905
Stores	11,908	5,228
TOTAL	301,478	276,406
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	7,057	7,076
Milk sales per cow (£)	2,199	1,951
Margin over concentrates per cow (£)	1,617	1,438
Milk price (pence per litre)	31.16	27.58
Lambs reared per ewe (numbers)	1.12	1.18
Finished lamb sales per ewe (numbers)	0.89	0.94
Stocking rate (grazing LU per eff.ha.)	1.92	1.89
Return on tenant's capital (%)	7.15	-0.50

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

	Average number		Livestock Units	
	2021/2022	2020/2021	2021/2022	2020/2021
Dairy cattle	95.6	96.1	95.6	96.1
Beef cows	1.2	0.6	0.9	0.4
Other cattle	112.0	112.4	62.6	62.1
Breeding sheep	78.3	79.8	6.3	6.4
Other sheep	31.4	34.5	1.3	1.4
Other livestock	1.1	1.1		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2021/2022	2020/2021	2021/2022	2020/2021	2021/2022	2020/2021
Number of farms	8	8	2	2	10	10
Aver. farm size - SO	320,159	332,516	N/A	N/A	331,284	326,591
- actual ha.	82.34	85.12			104.78	104.83
- eff. ha.	79.03	81.81			97.14	98.81

ASSETS

Agricultural land	912,168	903,137			653,075	646,608
Woodland	5,074	4,975			8,709	8,539
Buildings	96,730	77,946			115,124	109,589
Improvements	11,277	11,553			17,872	9,607
Machinery	119,362	107,131			115,914	109,811
Livestock	148,234	153,488			168,429	148,486
Crops, forage & cultivations	10,136	7,578			6,597	5,543
BPS value	15,913	16,500			18,313	18,559
Stores	10,302	5,463			12,455	4,753
Credit balances	97,109	88,172			53,854	49,721
TOTAL	1,426,305	1,375,943			1,170,342	1,111,216

EXTERNAL LIABILITIES

Long & medium term loans	23,177	31,106			133,261	135,502
Other short term loans	19,367	14,295			30,546	13,312
Overdrafts	19,339	11,851			13,749	9,250
TOTAL	61,883	57,252			177,556	158,064

NET WORTH

	1,364,422	1,318,691			992,786	953,152
Owner equity (%)	96	96			85	86

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

2. Over 500k SO	Farm Business Income (£ per farm)	
Number of farms in sample	26	26
Average business size (SO)	942,622	949,701
OUTPUTS	<u>2021/2022</u>	<u>2020/2021</u>
Dairy	735,074	660,957
Other cattle	97,530	87,924
Sheep	2,851	2,309
Main crops	14,010	7,194
By-products, forage and cultivations	4,715	4,058
Miscellaneous	6,784	7,448
Basic Payment Scheme	25,179	26,062
Income from energy generation	3,893	3,302
Environmental payments	713	665
TOTAL OUTPUTS	890,749	799,919
INPUTS		
Feeds - purchased concentrates	223,569	202,975
- homegrown concentrates	9,705	7,484
Coarse fodder, tack and stock keep	32,314	36,096
Veterinary and medicines	23,195	22,955
Other livestock costs	76,381	65,689
Fertilisers	31,578	31,654
Seeds - purchased and homegrown	7,116	6,182
Other crop costs	42,058	40,591
Labour - paid	71,739	65,932
- unpaid	16,954	16,628
- casual	3,536	7,019
Machinery - contract	2,192	3,965
- repairs	20,904	24,392
- fuels	22,663	16,958
- depreciation	38,552	37,338
General farming costs	46,753	47,375
Land expenses	16,809	19,020
Rent	12,060	10,902
Rental value	60,223	59,913
TOTAL INPUTS	758,301	723,068
NET FARM INCOME (excluding BLSA)	132,448	76,851
Plus:		
Unpaid labour (excludes farmer and spouse)	16,954	16,628
Imputed property costs	60,069	59,759
Less:		
Interest charges	15,141	14,138
Ownership charges	31,916	31,496
FARM BUSINESS INCOME	162,414	107,604

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

INCOME MEASURES - £ per farm	<u>2021/2022</u>	<u>2020/2021</u>
NET FARM INCOME (excluding BLSA)	132,448	76,851
minus manual labour of farmer and spouse	23,154	22,981
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	109,294	53,870
NET FARM INCOME (excluding BLSA)	132,448	76,851
plus net rental value/imputed rent	60,223	59,913
minus occupier's expenses	361	340
minus interest payments	15,141	14,138
minus buildings and works depreciation	33,149	32,885
OCCUPIER'S NET INCOME	144,020	89,401
plus other imputed charges	17,108	16,782
plus fixed asset depreciation	71,701	70,224
minus valuation changes	19,798	11,176
CASH INCOME	213,031	165,231
LAND UTILISATION - hectares per farm		
Cereals	9.31	6.89
Roots, fodder and other crops	22.00	22.55
Grassland - hay	1.51	1.57
- silage	70.04	70.85
- pasture	68.77	67.87
Fallow and land let out	0.00	0.05
Rough grazing - sole	1.98	1.98
Bare land and forage hired	13.39	14.58
Woods, roads and buildings	5.64	5.64
TOTAL AREA (actual hectares)	192.64	191.98
TOTAL AREA (effective hectares)	186.10	185.44
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	317,206	302,537
Livestock	423,324	416,235
Crops	26,243	20,000
Stores	22,756	16,118
TOTAL	789,529	754,890
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	7,984	7,759
Milk sales per cow (£)	2,577	2,264
Margin over concentrates per cow (£)	1,871	1,647
Milk price (pence per litre)	32.27	29.18
Lambs reared per ewe (numbers)	1.53	1.70
Finished lamb sales per ewe (numbers)	1.53	1.70
Stocking rate (grazing LU per eff.ha.)	2.34	2.30
Return on tenant's capital (%)	13.84	7.14

TABLE B2. Lowland dairy farms**2. Over 500k SO (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2021/2022	2020/2021	2021/2022	2020/2021
Dairy cattle	284.0	290.2	284.0	290.2
Beef cows	0.1	0.1	0.1	0.1
Other cattle	226.1	214.7	127.6	117.7
Breeding sheep	31.9	31.0	2.6	2.5
Other sheep	8.1	9.4	0.3	0.4

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2021/2022	2020/2021	2021/2022	2020/2021	2021/2022	2020/2021
Number of farms	11	11	0	0	15	15
Aver. farm size - SO	909,517	924,419	N/A	N/A	966,898	968,241
- actual ha.	189.61	193.44			194.89	190.93
- eff. ha.	180.85	184.69			189.95	185.99

ASSETS

Agricultural land	2,311,024	2,286,091			1,965,094	1,930,621
Woodland	20,011	19,619			8,422	8,257
Buildings	240,164	240,860			293,823	293,917
Improvements	67,408	66,609			41,418	34,816
Machinery	322,941	287,489			313,002	313,572
Livestock	423,927	409,148			422,883	421,433
Crops, forage & cultivations	20,853	17,919			30,196	21,527
BPS value	28,037	29,858			28,432	28,948
Stores	30,329	18,892			17,204	14,085
Credit balances	195,686	176,459			142,497	184,666
TOTAL	3,660,380	3,552,944			3,262,971	3,251,842

EXTERNAL LIABILITIES

Long & medium term loans	334,170	321,676			449,247	460,494
Other short term loans	48,637	64,538			83,716	87,464
Overdrafts	62,909	83,337			48,785	78,190
TOTAL	445,716	469,551			581,748	626,148

NET WORTH

	3,214,664	3,083,393			2,681,223	2,625,694
Owner equity (%)	88	87			82	81

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

3. All sizes	Farm Business Income (£ per farm)	
Number of farms in sample	46	46
Average business size (SO)	679,964	683,950
OUTPUTS	<u>2021/2022</u>	<u>2020/2021</u>
Dairy	509,412	457,285
Other cattle	75,235	67,426
Sheep	3,943	3,281
Main crops	10,156	5,420
By-products, forage and cultivations	5,343	4,154
Miscellaneous	5,599	5,083
Basic Payment Scheme	20,867	21,627
Income from energy generation	3,143	2,036
Environmental payments	498	591
TOTAL OUTPUTS	634,196	566,903
INPUTS		
Feeds - purchased concentrates	155,219	140,341
- homegrown concentrates	7,676	6,013
Coarse fodder, tack and stock keep	20,496	22,893
Veterinary and medicines	16,427	16,247
Other livestock costs	54,021	47,980
Fertilisers	23,150	22,764
Seeds - purchased and homegrown	5,147	4,748
Other crop costs	31,055	30,100
Labour - paid	42,968	39,553
- unpaid	14,043	14,035
- casual	3,344	5,164
Machinery - contract	1,946	2,923
- repairs	15,595	17,616
- fuels	16,323	12,411
- depreciation	28,396	27,576
General farming costs	36,782	36,799
Land expenses	12,420	13,454
Rent	11,233	10,465
Rental value	43,297	42,642
TOTAL INPUTS	539,538	513,724
NET FARM INCOME (excluding BLSA)	94,658	53,179
Plus:		
Unpaid labour (excludes farmer and spouse)	14,043	14,035
Imputed property costs	43,122	42,456
Less:		
Interest charges	9,734	9,149
Ownership charges	23,113	22,391
FARM BUSINESS INCOME	118,976	78,130

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

INCOME MEASURES - £ per farm	<u>2021/2022</u>	<u>2020/2021</u>
NET FARM INCOME (excluding BLSA)	94,658	53,179
minus manual labour of farmer and spouse	23,519	23,323
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	71,139	29,856
NET FARM INCOME (excluding BLSA)	94,658	53,179
plus net rental value/imputed rent	43,297	42,642
minus occupier's expenses	335	324
minus interest payments	9,734	9,149
minus buildings and works depreciation	23,771	23,144
OCCUPIER'S NET INCOME	104,115	63,204
plus other imputed charges	14,206	14,209
plus fixed asset depreciation	52,167	50,721
minus valuation changes	18,924	5,928
CASH INCOME	151,564	122,206
LAND UTILISATION - hectares per farm		
Cereals	6.87	5.02
Roots, fodder and other crops	14.71	15.97
Grassland - hay	1.26	1.18
- silage	53.87	54.75
- pasture	55.91	54.97
Fallow and land let out	0.47	0.14
Rough grazing - sole	2.03	2.03
Bare land and forage hired	10.91	12.09
Woods, roads and buildings	4.54	4.54
TOTAL AREA (actual hectares)	150.57	150.69
TOTAL AREA (effective hectares)	144.55	145.04
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	230,273	218,815
Livestock	309,422	301,914
Crops	19,599	14,741
Stores	18,040	11,384
TOTAL	577,334	546,854
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	7,793	7,620
Milk sales per cow (£)	2,499	2,200
Margin over concentrates per cow (£)	1,819	1,605
Milk price (pence per litre)	32.06	28.87
Lambs reared per ewe (numbers)	1.23	1.33
Finished lamb sales per ewe (numbers)	1.07	1.16
Stocking rate (grazing LU per eff.ha.)	2.23	2.19
Return on tenant's capital (%)	12.32	5.46

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

	Average number		Livestock Units	
	2021/2022	2020/2021	2021/2022	2020/2021
Dairy cattle	202.1	205.8	202.1	205.8
Beef cows	0.6	0.3	0.4	0.2
Other cattle	176.5	170.2	99.3	93.5
Breeding sheep	52.1	52.3	4.2	4.2
Other sheep	18.2	20.3	0.7	0.8
Other livestock	0.5	0.5		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2021/2022	2020/2021	2021/2022	2020/2021	2021/2022	2020/2021
Number of farms	19	19	2	2	25	25
Aver. farm size - SO	661,366	675,197	N/A	N/A	712,653	711,581
- actual ha.	144.44	147.83			158.85	156.49
- eff. ha.	137.98	141.37			152.83	151.12

ASSETS

Agricultural land	1,722,032	1,703,795			1,440,286	1,417,016
Woodland	13,722	13,453			8,537	8,370
Buildings	179,771	172,264			222,343	220,186
Improvements	43,774	43,428			32,000	24,732
Machinery	237,223	211,549			234,166	232,068
Livestock	307,846	301,502			321,101	312,254
Crops, forage & cultivations	16,340	13,565			20,757	15,133
BPS value	22,933	24,233			24,384	24,792
Stores	21,897	13,238			15,304	10,352
Credit balances	154,180	139,285			107,040	130,688
TOTAL	2,719,718	2,636,312			2,425,918	2,395,591

EXTERNAL LIABILITIES

Long & medium term loans	203,226	199,331			322,852	330,497
Other short term loans	36,313	43,383			62,448	57,803
Overdrafts	44,564	53,238			34,771	50,614
TOTAL	284,103	295,952			420,071	438,914

NET WORTH

	2,435,615	2,340,360			2,005,847	1,956,677
Owner equity (%)	90	89			83	82

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

1. Under 55k SO	Farm Business Income (£ per farm)	
Number of farms in sample	31	31
Average business size (SO)	37,805	39,534
OUTPUTS	<u>2021/22</u>	<u>2020/21</u>
Other cattle	2,122	2,597
Sheep	33,902	28,247
By-products, forage and cultivations	1,664	985
Miscellaneous	3,393	4,863
Basic Payment Scheme	19,319	20,083
Income from energy generation	187	227
Environmental payments	2,723	2,613
TOTAL OUTPUTS	63,310	59,615
INPUTS		
Feeds - purchased concentrates	6,678	6,141
Coarse fodder, tack and stock keep	833	1,219
Veterinary and medicines	2,535	2,288
Other livestock costs	2,477	2,498
Fertilisers	2,350	2,640
Seeds - purchased and homegrown	153	152
Other crop costs	1,380	1,315
Labour - paid	884	927
- unpaid	1,510	1,481
- casual	609	774
Machinery - contract	471	320
- repairs	2,460	2,870
- fuels	2,663	2,187
- depreciation	6,220	5,951
General farming costs	6,594	6,357
Land expenses	2,346	2,023
Rent	1,484	1,496
Rental value	5,932	5,883
TOTAL INPUTS	47,579	46,522
NET FARM INCOME (excluding BLSA)	15,731	13,093
Plus:		
Unpaid labour (excludes farmer and spouse)	1,510	1,481
Imputed property costs	5,868	5,818
Less:		
Interest charges	289	358
Ownership charges	1,483	1,399
FARM BUSINESS INCOME	21,337	18,635

TABLE B3. Hill sheep farms**1. Under 55k SO (continued)**

INCOME MEASURES - £ per farm	2021/22	2020/21
NET FARM INCOME (excluding BLSA)	15,731	13,093
minus manual labour of farmer and spouse	17,796	17,523
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-2,065	-4,430
NET FARM INCOME (excluding BLSA)	15,731	13,093
plus net rental value/imputed rent	5,932	5,883
minus occupier's expenses	268	253
minus interest payments	289	358
minus buildings and works depreciation	1,831	1,779
OCCUPIER'S NET INCOME	19,275	16,586
plus other imputed charges	1,574	1,545
plus fixed asset depreciation	8,051	7,731
minus valuation changes	1,587	-1,574
CASH INCOME	27,313	27,436
LAND UTILISATION - hectares per farm		
Roots, fodder and other crops	0.40	0.29
Grassland - hay	1.91	1.70
- silage	7.00	7.27
- pasture	51.29	54.24
Fallow and land let out	5.41	3.65
Rough grazing - sole	24.03	24.03
Bare land and forage hired	1.76	2.06
Woods, roads and buildings	3.10	3.10
TOTAL AREA (actual hectares)	94.90	96.34
TOTAL AREA (effective hectares)	69.67	72.87
Rough grazing - common (effective hectares)	8.73	8.73
TENANT'S CAPITAL - £ per farm		
Machinery	46,836	42,504
Livestock	28,860	28,193
Crops	880	817
Stores	1,996	1,138
TOTAL	78,572	72,652
PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.24	1.23
Finished lamb sales per ewe (numbers)	0.73	0.83
Stocking rate (grazing LU per eff.ha.)	0.56	0.55
Return on tenant's capital (%)	-2.63	-6.10

TABLE B3. Hill sheep farms

1. Under 55k SO (continued)

LIVESTOCK CARRIED - per farm

	Average number		Livestock Units	
	<u>2021/22</u>	<u>2020/21</u>	<u>2021/22</u>	<u>2020/21</u>
Beef cows	1.7	2.3	1.2	1.6
Other cattle	3.4	5.0	1.9	2.5
Breeding sheep	399.7	399.6	25.7	25.7
Other sheep	256.0	246.3	10.3	9.9

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2021/22</u>	<u>2020/21</u>	<u>2021/22</u>	<u>2020/21</u>	<u>2021/22</u>	<u>2020/21</u>
Number of farms	18	17	5	5	8	9
Aver. farm size - SO	36,720	37,201	N/A	N/A	44,753	48,742
- actual ha.	90.86	86.16			107.50	118.15
- eff. ha.	68.12	67.26			77.68	87.90

ASSETS

Agricultural land	617,666	616,868			800,868	762,741
Woodland	8,481	8,328			4,857	5,133
Buildings	5,669	6,054			9,556	9,061
Improvements	5,481	4,247			22,637	20,493
Machinery	43,654	38,119			65,762	57,205
Livestock	28,159	25,929			35,416	34,675
Crops, forage & cultivations	849	936			1,243	897
BPS value	20,983	20,931			24,252	24,987
Stores	1,128	1,374			5,148	1,183
Credit balances	52,827	49,476			50,299	31,787
TOTAL	784,897	772,262			1,020,038	948,162

EXTERNAL LIABILITIES

Long & medium term loans	4,918	6,012			11,835	12,144
Other short term loans	3,719	1,912			5,154	7,651
Overdrafts	3,739	2,036			0	3,451
TOTAL	12,376	9,960			16,989	23,246

NET WORTH

	772,521	762,302			1,003,049	924,916
Owner equity (%)	98	99			98	98

TABLE B3. Hill sheep farms

2. 55 - 95k SO	Farm Business Income (£ per farm)	
Number of farms in sample	29	29
Average business size (SO)	74,553	75,796
OUTPUTS	<u>2021/22</u>	<u>2020/21</u>
Other cattle	7,667	7,412
Sheep	66,772	57,248
Main crops	946	953
By-products, forage and cultivations	1,058	775
Miscellaneous	8,879	5,516
Basic Payment Scheme	28,835	29,455
Income from energy generation	287	163
Environmental payments	4,543	4,361
TOTAL OUTPUTS	118,987	105,883
INPUTS		
Feeds - purchased concentrates	13,385	12,700
- homegrown concentrates	756	143
Coarse fodder, tack and stock keep	6,119	5,452
Veterinary and medicines	4,856	4,377
Other livestock costs	6,130	5,545
Fertilisers	4,083	3,801
Seeds - purchased and homegrown	447	369
Other crop costs	1,913	2,034
Labour - paid	2,489	1,510
- unpaid	2,281	2,237
- casual	1,323	986
Machinery - contract	451	523
- repairs	4,719	4,662
- fuels	4,395	3,752
- depreciation	10,272	10,699
General farming costs	10,113	9,855
Land expenses	3,834	3,980
Rent	2,118	2,083
Rental value	7,654	7,718
TOTAL INPUTS	87,338	82,426
NET FARM INCOME (excluding BLSA)	31,649	23,457
Plus:		
Unpaid labour (excludes farmer and spouse)	2,281	2,237
Imputed property costs	7,585	7,649
Less:		
Interest charges	518	465
Ownership charges	2,658	2,723
FARM BUSINESS INCOME	38,339	30,155

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

INCOME MEASURES - £ per farm	2021/22	2020/21
NET FARM INCOME (excluding BLSA)	31,649	23,457
minus manual labour of farmer and spouse	21,982	23,230
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	9,667	227
NET FARM INCOME (excluding BLSA)	31,649	23,457
plus net rental value/imputed rent	7,654	7,718
minus occupier's expenses	244	229
minus interest payments	518	465
minus buildings and works depreciation	2,655	2,725
OCCUPIER'S NET INCOME	35,886	27,756
plus other imputed charges	2,350	2,306
plus fixed asset depreciation	12,928	13,424
minus valuation changes	967	1,859
CASH INCOME	50,197	41,627
LAND UTILISATION - hectares per farm		
Cereals	0.77	0.80
Roots, fodder and other crops	0.95	0.67
Grassland - hay	3.15	2.58
- silage	12.71	14.04
- pasture	73.68	73.20
Fallow and land let out	0.42	0.40
Rough grazing - sole	33.03	33.03
Bare land and forage hired	10.56	10.44
Woods, roads and buildings	6.89	6.89
TOTAL AREA (actual hectares)	142.16	142.05
TOTAL AREA (effective hectares)	114.97	114.88
Rough grazing - common (effective hectares)	33.69	33.69
TENANT'S CAPITAL - £ per farm		
Machinery	79,576	72,985
Livestock	75,519	75,392
Crops	2,679	2,719
Stores	1,919	1,039
TOTAL	159,693	152,135
PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.11	1.14
Finished lamb sales per ewe (numbers)	0.60	0.62
Stocking rate (grazing LU per eff.ha.)	0.73	0.76
Return on tenant's capital (%)	6.05	0.15

TABLE B3. Hill sheep farms

2. 55 - 95k SO (continued)

LIVESTOCK CARRIED - per farm

	Average number		Livestock Units	
	2021/22	2020/21	2021/22	2020/21
Beef cows	9.8	10.0	6.9	7.1
Other cattle	13.3	15.2	6.7	7.7
Breeding sheep	811.7	822.5	51.3	52.0
Other sheep	470.7	486.9	18.8	19.5
Other livestock	0.3	0.3		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2021/22	2020/21	2021/22	2020/21	2021/22	2020/21
Number of farms	17	17	2	2	10	10
Aver. farm size - SO	72,708	75,162	N/A	N/A	79,457	78,716
- actual ha.	129.24	128.32			170.34	171.57
- eff. ha.	105.71	104.79			137.72	138.95

ASSETS

Agricultural land	957,188	947,711			532,288	527,018
Woodland	26,135	25,622			3,281	3,217
Buildings	17,625	18,996			15,217	15,445
Improvements	12,171	11,089			9,291	7,729
Machinery	82,524	72,672			82,208	81,498
Livestock	77,236	78,962			75,136	73,005
Crops, forage & cultivations	3,238	3,282			1,699	1,754
BPS value	32,205	32,695			33,407	34,112
Stores	1,297	697			3,059	1,829
Credit balances	55,593	37,033			68,994	58,682
TOTAL	1,265,212	1,228,759			824,580	804,289

EXTERNAL LIABILITIES

Long & medium term loans	11,578	10,688			2,651	3,800
Other short term loans	5,648	3,104			10,758	4,909
Overdrafts	2,745	1,118			1,821	1,987
TOTAL	19,971	14,910			15,230	10,696

NET WORTH

	1,245,241	1,213,849			809,350	793,593
Owner equity (%)	98	99			98	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

3. Over 95k SO	Farm Business Income (£ per farm)	
Number of farms in sample	19	19
Average business size (SO)	190,482	195,834
OUTPUTS	<u>2021/22</u>	<u>2020/21</u>
Other cattle	28,895	25,507
Sheep	179,303	154,836
Main crops	413	343
By-products, forage and cultivations	364	1,335
Miscellaneous	11,779	7,962
Basic Payment Scheme	62,203	61,854
Income from energy generation	2,539	1,654
Environmental payments	24,014	23,712
TOTAL OUTPUTS	309,510	277,160
INPUTS		
Feeds - purchased concentrates	31,442	27,176
- homegrown concentrates	227	217
Coarse fodder, tack and stock keep	30,822	31,166
Veterinary and medicines	11,884	11,160
Other livestock costs	16,922	13,430
Fertilisers	11,255	10,124
Seeds - purchased and homegrown	1,562	1,699
Other crop costs	4,490	7,282
Labour - paid	5,875	5,436
- unpaid	14,762	17,201
- casual	3,101	3,377
Machinery - contract	850	731
- repairs	9,855	8,287
- fuels	11,283	8,404
- depreciation	17,280	19,457
General farming costs	21,461	18,950
Land expenses	7,846	8,092
Rent	3,265	3,253
Rental value	31,336	30,352
TOTAL INPUTS	235,518	225,794
NET FARM INCOME (excluding BLSA)	73,992	51,366
Plus:		
Unpaid labour (excludes farmer and spouse)	14,762	17,201
Imputed property costs	30,856	30,299
Less:		
Interest charges	5,740	6,266
Ownership charges	8,277	7,760
FARM BUSINESS INCOME	105,593	84,840

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

INCOME MEASURES - £ per farm	2021/22	2020/21
NET FARM INCOME (excluding BLSA)	73,992	51,366
minus manual labour of farmer and spouse	22,049	19,827
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	51,943	31,539
NET FARM INCOME (excluding BLSA)	73,992	51,366
plus net rental value/imputed rent	31,336	30,352
minus occupier's expenses	432	403
minus interest payments	5,740	6,266
minus buildings and works depreciation	9,549	9,057
OCCUPIER'S NET INCOME	89,607	65,992
plus other imputed charges	14,814	17,253
plus fixed asset depreciation	26,830	28,515
minus valuation changes	-9,546	-2,840
CASH INCOME	140,797	114,600
LAND UTILISATION - hectares per farm		
Cereals	0.26	0.30
Roots, fodder and other crops	3.22	3.88
Grassland - hay	2.08	1.96
- silage	26.65	27.69
- pasture	205.61	204.19
Fallow and land let out	0.34	0.00
Rough grazing - sole	188.06	188.06
Bare land and forage hired	45.29	51.26
Woods, roads and buildings	10.89	10.89
TOTAL AREA (actual hectares)	482.40	488.23
TOTAL AREA (effective hectares)	349.22	355.39
Rough grazing - common (effective hectares)	30.55	30.55
TENANT'S CAPITAL - £ per farm		
Machinery	144,553	137,425
Livestock	190,197	200,114
Crops	4,365	4,797
Stores	5,641	4,837
TOTAL	344,756	347,173
PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.15	1.14
Finished lamb sales per ewe (numbers)	0.85	0.92
Stocking rate (grazing LU per eff.ha.)	0.67	0.68
Return on tenant's capital (%)	15.07	9.08

TABLE B3. Hill sheep farms

3. Over 95k SO (continued)

LIVESTOCK CARRIED - per farm

	Average number		Livestock Units	
	2021/22	2020/21	2021/22	2020/21
Beef cows	27.9	29.6	19.9	21.1
Other cattle	52.6	53.0	26.1	25.9
Breeding sheep	1,933.5	2,018.5	131.9	138.3
Other sheep	1,368.7	1,377.5	54.8	55.1
Other livestock	0.7	0.8		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2021/22	2020/21	2021/22	2020/21	2021/22	2020/21
Number of farms	9	10	1	1	9	8
Aver. farm size - SO	208,202	210,892	N/A	N/A	161,144	161,693
- actual ha.	557.37	522.45			364.76	388.98
- eff. ha.	377.74	360.46			271.55	285.33

ASSETS

Agricultural land	2,798,691	2,601,818			1,274,177	1,253,522
Woodland	24,486	21,605			10,748	11,854
Buildings	73,971	69,964			31,477	22,582
Improvements	64,745	58,522			32,087	28,305
Machinery	145,294	144,725			149,803	135,874
Livestock	200,936	221,863			170,836	149,964
Crops, forage & cultivations	3,380	6,461			4,786	2,069
BPS value	72,129	71,619			65,445	68,346
Stores	5,526	4,014			6,384	6,473
Credit balances	119,999	96,956			106,059	98,254
TOTAL	3,509,157	3,297,547			1,851,802	1,777,243

EXTERNAL LIABILITIES

Long & medium term loans	96,970	167,856			200,260	136,773
Other short term loans	53,965	8,872			35,903	24,463
Overdrafts	24,170	69,903			14,791	22,954
TOTAL	175,105	246,631			250,954	184,190

NET WORTH

NET WORTH	3,334,052	3,050,916			1,600,848	1,593,053
Owner equity (%)	95	93			86	90

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

4. All sizes	Farm Business Income (£ per farm)	
Number of farms in sample	79	79
Average business size (SO)	88,014	90,436
OUTPUTS	2021/22	2020/21
Other cattle	10,597	9,875
Sheep	80,938	69,338
Main crops	446	432
By-products, forage and cultivations	1,129	992
Miscellaneous	7,424	5,848
Basic Payment Scheme	33,126	33,569
Income from energy generation	789	547
Environmental payments	8,512	8,329
TOTAL OUTPUTS	142,961	128,919
INPUTS		
Feeds - purchased concentrates	15,096	13,608
- homegrown concentrates	332	104
Coarse fodder, tack and stock keep	9,986	9,976
Veterinary and medicines	5,635	5,189
Other livestock costs	7,292	6,246
Fertilisers	5,127	4,866
Seeds - purchased and homegrown	600	604
Other crop costs	2,324	3,014
Labour - paid	2,673	2,225
- unpaid	4,980	5,539
- casual	1,470	1,478
Machinery - contract	555	493
- repairs	5,068	4,831
- fuels	5,372	4,256
- depreciation	10,367	10,942
General farming costs	11,461	10,670
Land expenses	4,215	4,201
Rent	2,145	2,134
Rental value	12,674	12,441
TOTAL INPUTS	107,372	102,817
NET FARM INCOME (excluding BLSA)	35,589	26,102
Plus:		
Unpaid labour (excludes farmer and spouse)	4,980	5,539
Imputed property costs	12,508	12,378
Less:		
Interest charges	1,684	1,818
Ownership charges	3,548	3,415
FARM BUSINESS INCOME	47,845	38,786

TABLE B3. Hill sheep farms**4. All sizes (continued)**

INCOME MEASURES - £ per farm	2021/22	2020/21
NET FARM INCOME (excluding BLSA)	35,589	26,102
minus manual labour of farmer and spouse	20,356	20,172
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	15,233	5,930
NET FARM INCOME (excluding BLSA)	35,589	26,102
plus net rental value/imputed rent	12,674	12,441
minus occupier's expenses	298	280
minus interest payments	1,684	1,818
minus buildings and works depreciation	3,990	3,877
OCCUPIER'S NET INCOME	42,291	32,568
plus other imputed charges	5,043	5,602
plus fixed asset depreciation	14,358	14,819
minus valuation changes	-1,318	-618
CASH INCOME	63,010	53,607
LAND UTILISATION - hectares per farm		
Cereals	0.35	0.36
Roots, fodder and other crops	1.28	1.29
Grassland - hay	2.40	2.08
- silage	13.82	14.67
- pasture	96.62	97.27
Fallow and land let out	2.36	1.58
Rough grazing - sole	66.79	66.79
Bare land and forage hired	15.46	16.97
Woods, roads and buildings	6.36	6.37
TOTAL AREA (actual hectares)	199.08	201.01
TOTAL AREA (effective hectares)	153.53	156.24
Rough grazing - common (effective hectares)	23.14	23.14
TENANT'S CAPITAL - £ per farm		
Machinery	82,356	76,523
Livestock	84,790	86,867
Crops	2,378	2,472
Stores	2,845	1,991
TOTAL	172,369	167,853
PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.15	1.15
Finished lamb sales per ewe (numbers)	0.75	0.81
Stocking rate (grazing LU per eff.ha.)	0.67	0.68
Return on tenant's capital (%)	8.84	3.53

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

	Average number		Livestock Units	
	2021/22	2020/21	2021/22	2020/21
Beef cows	11.0	11.7	7.8	8.3
Other cattle	18.9	20.3	9.5	10.1
Breeding sheep	919.8	944.2	60.7	62.5
Other sheep	602.4	606.6	24.1	24.3
Other livestock	0.3	0.3		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2021/22	2020/21	2021/22	2020/21	2021/22	2020/21
Number of farms	44	44	8	8	27	27
Aver. farm size - SO	85,700	91,343	72,427	75,754	96,403	93,310
- actual ha.	201.11	201.61	191.89	202.61	216.53	218.18
- eff. ha.	145.97	148.40	157.97	168.77	164.54	165.31

ASSETS

Agricultural land	1,194,964	1,195,819	0	0	859,164	820,853
Woodland	18,576	18,027	0	0	6,237	6,415
Buildings	24,259	25,579	1,599	1,734	18,959	15,432
Improvements	20,188	19,226	7,337	6,897	20,844	18,080
Machinery	79,462	75,698	39,178	37,227	99,866	89,512
Livestock	82,461	90,949	62,246	77,370	95,267	83,031
Crops, forage & cultivations	2,290	3,098	2,147	2,109	2,593	1,561
BPS value	35,781	36,996	25,257	28,793	41,374	41,214
Stores	2,093	1,713	430	160	4,786	2,989
Credit balances	67,636	55,459	35,973	17,417	75,809	61,442
TOTAL	1,527,710	1,522,564	174,167	171,707	1,224,899	1,140,529

EXTERNAL LIABILITIES

Long & medium term loans	26,320	44,601	29,174	26,414	71,242	45,981
Other short term loans	14,742	3,954	6,539	7,469	17,479	11,617
Overdrafts	7,534	17,106	3,837	11,713	5,605	8,688
TOTAL	48,596	65,661	39,550	45,596	94,326	66,286

NET WORTH

NET WORTH	1,479,114	1,456,903	134,617	126,111	1,130,573	1,074,243
Owner equity (%)	97	96	77	73	92	94

TABLE B4. Hill cattle and sheep farms

1. Under 75k SO	Farm Business Income (£ per farm)	
Number of farms in sample	51	51
Average business size (SO)	54,578	56,360
OUTPUTS	<u>2021/22</u>	<u>2020/21</u>
Other cattle	20,826	21,864
Sheep	24,492	21,960
Other livestock	37	84
Main crops	607	355
By-products, forage and cultivations	2,782	1,772
Miscellaneous	6,751	6,221
Basic Payment Scheme	20,706	21,372
Income from energy generation	967	1,040
Environmental payments	6,859	6,995
TOTAL OUTPUTS	84,027	81,663
INPUTS		
Feeds - purchased concentrates	8,607	8,650
- homegrown concentrates	146	143
Coarse fodder, tack and stock keep	2,571	2,024
Veterinary and medicines	3,199	2,927
Other livestock costs	4,904	4,731
Fertilisers	3,600	3,285
Seeds - purchased and homegrown	385	347
Other crop costs	2,648	2,557
Labour - paid	513	381
- unpaid	3,177	3,192
- casual	732	833
Machinery - contract	457	418
- repairs	4,650	4,476
- fuels	3,809	2,940
- depreciation	9,785	9,639
General farming costs	11,344	9,461
Land expenses	4,108	4,404
Rent	1,760	1,852
Rental value	12,065	11,682
TOTAL INPUTS	78,460	73,942
NET FARM INCOME (excluding BLSA)	5,567	7,721
Plus:		
Unpaid labour (excludes farmer and spouse)	3,177	3,192
Imputed property costs	12,026	11,643
Less:		
Interest charges	1,502	1,576
Ownership charges	3,485	3,137
FARM BUSINESS INCOME	15,783	17,843

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

INCOME MEASURES - £ per farm	2021/22	2020/21
NET FARM INCOME (excluding BLSA)	5,567	7,721
minus manual labour of farmer and spouse	18,623	19,153
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-13,056	-11,432
NET FARM INCOME (excluding BLSA)	5,567	7,721
plus net rental value/imputed rent	12,065	11,682
minus occupier's expenses	264	263
minus interest payments	1,502	1,576
minus buildings and works depreciation	4,067	3,784
OCCUPIER'S NET INCOME	11,799	13,780
plus other imputed charges	3,216	3,232
plus fixed asset depreciation	13,853	13,423
minus valuation changes	346	-2,214
CASH INCOME	28,522	32,649
LAND UTILISATION - hectares per farm		
Cereals	0.54	0.40
Roots, fodder and other crops	0.63	0.39
Grassland - hay	2.93	2.64
- silage	13.36	14.07
- pasture	51.71	52.29
Fallow and land let out	4.81	4.38
Rough grazing - sole	47.22	47.22
Bare land and forage hired	1.86	2.36
Woods, roads and buildings	5.85	5.85
TOTAL AREA (actual hectares)	128.91	129.60
TOTAL AREA (effective hectares)	84.82	85.94
Rough grazing - common (effective hectares)	6.42	6.42
TENANT'S CAPITAL - £ per farm		
Machinery	77,327	71,974
Livestock	67,581	67,653
Crops	2,359	2,211
Stores	2,014	1,693
TOTAL	149,281	143,531
PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.22	1.18
Finished lamb sales per ewe (numbers)	0.76	0.81
Stocking rate (grazing LU per eff.ha.)	0.75	0.77
Return on tenant's capital (%)	-8.75	-7.96

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

	Average number		Livestock Units	
	2021/22	2020/21	2021/22	2020/21
Beef cows	21.0	21.3	14.9	15.2
Other cattle	40.2	42.2	21.3	22.4
Breeding sheep	304.7	317.2	19.9	20.6
Other sheep	186.6	186.9	7.5	7.5
Other livestock	1.0	1.1		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2021/22	2020/21	2021/22	2020/21	2021/22	2020/21
Number of farms	27	26	1	1	23	24
Aver. farm size - SO	53,526	55,447	N/A	N/A	55,322	57,054
- actual ha.	141.24	143.47			115.16	115.30
- eff. ha.	85.66	86.92			82.96	84.08

ASSETS

Agricultural land	1,150,740	1,150,166			658,174	640,868
Woodland	14,964	15,234			11,183	10,507
Buildings	21,842	16,941			44,531	34,977
Improvements	12,943	10,175			17,112	17,583
Machinery	91,803	81,335			61,282	62,255
Livestock	62,385	61,174			73,899	75,117
Crops, forage & cultivations	2,380	2,245			2,385	2,222
BPS value	26,115	26,528			19,560	20,764
Stores	1,751	1,449			2,413	2,007
Credit balances	31,002	37,765			27,993	32,312
TOTAL	1,415,925	1,403,012			918,532	898,612

EXTERNAL LIABILITIES

Long & medium term loans	39,516	28,978			63,632	61,342
Other short term loans	9,009	6,322			4,709	6,067
Overdrafts	4,191	5,759			13,301	13,052
TOTAL	52,716	41,059			81,642	80,461

NET WORTH

	1,363,209	1,361,953			836,890	818,151
Owner equity (%)	96	97			91	91

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

2. 75 - 115k SO	Farm Business Income (£ per farm)	
Number of farms in sample	44	44
Average business size (SO)	95,960	94,750
OUTPUTS	<u>2021/22</u>	<u>2020/21</u>
Other cattle	41,708	39,131
Sheep	57,707	47,337
Main crops	1,198	1,012
By-products, forage and cultivations	1,134	1,230
Miscellaneous	7,523	4,680
Basic Payment Scheme	26,891	27,476
Income from energy generation	2,263	2,289
Environmental payments	6,836	6,327
TOTAL OUTPUTS	145,260	129,482
INPUTS		
Feeds - purchased concentrates	18,626	16,712
- homegrown concentrates	575	539
Coarse fodder, tack and stock keep	3,577	2,795
Veterinary and medicines	5,298	5,012
Other livestock costs	8,674	9,140
Fertilisers	6,218	5,661
Seeds - purchased and homegrown	605	731
Other crop costs	4,628	4,084
Labour - paid	2,671	2,510
- unpaid	6,185	6,422
- casual	834	1,379
Machinery - contract	1,053	1,310
- repairs	6,161	5,680
- fuels	5,791	4,725
- depreciation	13,187	12,870
General farming costs	12,243	11,646
Land expenses	4,991	4,592
Rent	2,895	2,962
Rental value	13,117	12,622
TOTAL INPUTS	117,329	111,392
NET FARM INCOME (excluding BLSA)	27,931	18,090
Plus:		
Unpaid labour (excludes farmer and spouse)	6,185	6,422
Imputed property costs	13,047	12,552
Less:		
Interest charges	2,817	2,812
Ownership charges	4,098	3,736
FARM BUSINESS INCOME	40,248	30,516

TABLE B4. Hill cattle and sheep farms

2. 75 - 115k SO (continued)

INCOME MEASURES - £ per farm	2021/22	2020/21
NET FARM INCOME (excluding BLSA)	27,931	18,090
minus manual labour of farmer and spouse	22,440	22,354
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	5,491	-4,264
NET FARM INCOME (excluding BLSA)	27,931	18,090
plus net rental value/imputed rent	13,117	12,622
minus occupier's expenses	261	246
minus interest payments	2,817	2,812
minus buildings and works depreciation	4,519	4,184
OCCUPIER'S NET INCOME	33,451	23,470
plus other imputed charges	6,253	6,490
plus fixed asset depreciation	17,707	17,055
minus valuation changes	4,754	1,411
CASH INCOME	52,657	45,604
LAND UTILISATION - hectares per farm		
Cereals	0.82	0.80
Roots, fodder and other crops	0.34	1.04
Grassland - hay	3.28	2.96
- silage	21.07	21.20
- pasture	87.55	86.99
Fallow and land let out	0.00	0.00
Rough grazing - sole	52.73	52.73
Bare land and forage hired	4.91	3.97
Woods, roads and buildings	4.82	4.82
TOTAL AREA (actual hectares)	175.52	174.51
TOTAL AREA (effective hectares)	134.04	133.02
Rough grazing - common (effective hectares)	14.95	14.95
TENANT'S CAPITAL - £ per farm		
Machinery	97,626	94,946
Livestock	115,958	111,946
Crops	4,845	4,834
Stores	3,352	2,571
TOTAL	221,781	214,297
PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.26	1.24
Finished lamb sales per ewe (numbers)	0.86	0.95
Stocking rate (grazing LU per eff.ha.)	0.86	0.88
Return on tenant's capital (%)	2.48	-1.99

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

	Average number		Livestock Units	
	2021/22	2020/21	2021/22	2020/21
Beef cows	34.0	35.8	24.5	25.8
Other cattle	69.0	69.2	35.5	35.5
Breeding sheep	595.0	578.6	39.4	38.5
Other sheep	379.5	401.8	15.2	16.1

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2021/22	2020/21	2021/22	2020/21	2021/22	2020/21
Number of farms	22	21	2	3	20	20
Aver. farm size - SO	96,931	94,411	N/A	N/A	94,098	95,467
- actual ha.	145.62	147.39			214.66	214.05
- eff. ha.	126.20	127.29			145.02	144.42

ASSETS

Agricultural land	1,394,809	1,340,558			1,047,670	1,037,297
Woodland	18,621	18,191			8,860	8,687
Buildings	33,663	35,248			27,322	23,792
Improvements	32,854	22,686			13,719	12,805
Machinery	97,381	95,186			97,520	94,764
Livestock	117,678	110,534			111,476	111,389
Crops, forage & cultivations	5,326	4,931			4,261	4,409
BPS value	25,185	26,080			33,765	34,453
Stores	3,204	2,952			3,802	2,442
Credit balances	44,116	41,585			57,841	48,976
TOTAL	1,772,837	1,697,951			1,406,236	1,379,014

EXTERNAL LIABILITIES

Long & medium term loans	123,892	82,036			48,267	64,590
Other short term loans	7,168	10,855			13,807	18,367
Overdrafts	9,982	7,757			27,072	21,414
TOTAL	141,042	100,648			89,146	104,371

NET WORTH

NET WORTH	1,631,795	1,597,303			1,317,090	1,274,643
Owner equity (%)	92	94			94	92

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

3. Over 115k SO	Farm Business Income (£ per farm)	
Number of farms in sample	46	46
Average business size (SO)	180,650	176,705
OUTPUTS	<u>2021/22</u>	<u>2020/21</u>
Dairy	3,248	2,866
Other cattle	71,689	66,186
Sheep	101,482	83,285
Other livestock	321	240
Main crops	2,489	2,652
By-products, forage and cultivations	1,076	775
Miscellaneous	11,749	12,519
Basic Payment Scheme	35,008	35,934
Income from energy generation	24,387	26,031
Environmental payments	6,511	7,122
TOTAL OUTPUTS	257,960	237,610
INPUTS		
Feeds - purchased concentrates	37,012	33,162
- homegrown concentrates	1,206	1,227
Coarse fodder, tack and stock keep	8,601	8,664
Veterinary and medicines	9,084	8,618
Other livestock costs	14,761	13,780
Fertilisers	11,117	10,941
Seeds - purchased and homegrown	1,397	1,528
Other crop costs	7,203	6,681
Labour - paid	2,564	3,252
- unpaid	15,655	14,848
- casual	3,059	3,410
Machinery - contract	963	1,240
- repairs	10,679	9,321
- fuels	10,561	8,237
- depreciation	21,433	22,188
General farming costs	16,388	15,168
Land expenses	8,622	7,726
Rent	6,375	6,397
Rental value	23,666	21,463
TOTAL INPUTS	210,346	197,851
NET FARM INCOME (excluding BLSA)	47,614	39,759
Plus:		
Unpaid labour (excludes farmer and spouse)	15,655	14,848
Imputed property costs	23,421	21,219
Less:		
Interest charges	6,708	6,056
Ownership charges	9,311	7,207
FARM BUSINESS INCOME	70,671	62,563

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

INCOME MEASURES - £ per farm	2021/22	2020/21
NET FARM INCOME (excluding BLSA)	47,614	39,759
minus manual labour of farmer and spouse	21,691	22,158
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	25,923	17,601
NET FARM INCOME (excluding BLSA)	47,614	39,759
plus net rental value/imputed rent	23,666	21,463
minus occupier's expenses	485	429
minus interest payments	6,708	6,056
minus buildings and works depreciation	10,227	8,032
OCCUPIER'S NET INCOME	53,860	46,705
plus other imputed charges	15,894	15,087
plus fixed asset depreciation	31,661	30,221
minus valuation changes	8,701	9,060
CASH INCOME	92,714	82,953
LAND UTILISATION - hectares per farm		
Cereals	2.21	2.38
Roots, fodder and other crops	3.51	2.90
Grassland - hay	3.07	2.65
- silage	35.96	36.65
- pasture	140.80	140.60
Fallow and land let out	0.00	0.25
Rough grazing - sole	38.81	38.81
Bare land and forage hired	15.40	15.30
Woods, roads and buildings	7.41	7.30
TOTAL AREA (actual hectares)	247.17	246.84
TOTAL AREA (effective hectares)	211.79	211.32
Rough grazing - common (effective hectares)	18.47	18.47
TENANT'S CAPITAL - £ per farm		
Machinery	175,011	162,605
Livestock	225,072	221,511
Crops	6,642	5,597
Stores	8,220	4,096
TOTAL	414,945	393,809
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	4,596	5,691
Milk sales per cow (£)	1,327	1,494
Margin over concentrates per cow (£)	1,080	1,090
Milk price (pence per litre)	28.87	26.26
Lambs reared per ewe (numbers)	1.23	1.26
Finished lamb sales per ewe (numbers)	0.92	0.98
Stocking rate (grazing LU per eff.ha.)	1.04	1.03
Return on tenant's capital (%)	6.25	4.47

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

	Average number		Livestock Units	
	2021/22	2020/21	2021/22	2020/21
Dairy cattle	2.4	2.0	2.4	2.0
Beef cows	59.6	60.9	42.9	44.0
Other cattle	137.8	135.3	73.5	70.4
Breeding sheep	1,037.8	1,016.7	70.6	69.2
Other sheep	713.5	724.3	28.8	29.5
Other livestock	3.7	2.6		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2021/22	2020/21	2021/22	2020/21	2021/22	2020/21
Number of farms	20	19	3	3	23	24
Aver. farm size - SO	202,455	202,236	N/A	N/A	167,201	163,751
- actual ha.	309.24	314.52			208.75	208.13
- eff. ha.	259.74	264.09			184.46	183.25

ASSETS

Agricultural land	2,061,142	2,088,893			1,513,948	1,457,334
Woodland	19,817	19,768			15,718	14,907
Buildings	81,288	56,955			65,781	44,527
Improvements	56,160	44,695			20,254	19,460
Machinery	177,406	166,104			176,516	163,745
Livestock	249,408	243,997			217,331	215,669
Crops, forage & cultivations	6,868	7,076			7,113	4,936
BPS value	43,863	45,582			36,700	36,915
Stores	8,557	4,503			7,572	3,747
Credit balances	61,334	72,885			45,856	47,343
TOTAL	2,765,843	2,750,458			2,106,789	2,008,583

EXTERNAL LIABILITIES

Long & medium term loans	187,937	192,622			200,435	191,739
Other short term loans	34,670	27,268			20,800	15,266
Overdrafts	23,964	30,156			24,271	22,109
TOTAL	246,571	250,046			245,506	229,114

NET WORTH

	2,519,272	2,500,412			1,861,283	1,779,469
Owner equity (%)	91	91			88	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

4. All sizes	Farm Business Income (£ per farm)	
Number of farms in sample	141	141
Average business size (SO)	108,621	107,601
OUTPUTS	<u>2021/22</u>	<u>2020/21</u>
Dairy	1,059	935
Other cattle	43,936	41,712
Sheep	59,974	49,886
Other livestock	118	109
Main crops	1,405	1,309
By-products, forage and cultivations	1,711	1,277
Miscellaneous	8,622	7,795
Basic Payment Scheme	27,302	28,027
Income from energy generation	9,012	9,583
Environmental payments	6,739	6,828
TOTAL OUTPUTS	159,878	147,461
INPUTS		
Feeds - purchased concentrates	21,000	19,163
- homegrown concentrates	626	620
Coarse fodder, tack and stock keep	4,852	4,431
Veterinary and medicines	5,774	5,434
Other livestock costs	9,296	9,059
Fertilisers	6,869	6,524
Seeds - purchased and homegrown	784	852
Other crop costs	4,752	4,379
Labour - paid	1,856	1,982
- unpaid	8,186	8,003
- casual	1,523	1,844
Machinery - contract	808	964
- repairs	7,088	6,432
- fuels	6,630	5,225
- depreciation	14,647	14,741
General farming costs	13,270	12,005
Land expenses	5,856	5,547
Rent	3,620	3,681
Rental value	16,178	15,166
TOTAL INPUTS	133,615	126,052
NET FARM INCOME (excluding BLSA)	26,263	21,409
Plus:		
Unpaid labour (excludes farmer and spouse)	8,186	8,003
Imputed property costs	16,062	15,050
Less:		
Interest charges	3,611	3,423
Ownership charges	5,577	4,651
FARM BUSINESS INCOME	41,323	36,388

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

INCOME MEASURES - £ per farm	2021/22	2020/21
NET FARM INCOME (excluding BLSA)	26,263	21,409
minus manual labour of farmer and spouse	20,815	21,132
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	5,448	277
NET FARM INCOME (excluding BLSA)	26,263	21,409
plus net rental value/imputed rent	16,178	15,166
minus occupier's expenses	335	312
minus interest payments	3,611	3,423
minus buildings and works depreciation	6,218	5,295
OCCUPIER'S NET INCOME	32,277	27,545
plus other imputed charges	8,300	8,116
plus fixed asset depreciation	20,865	20,036
minus valuation changes	4,447	2,595
CASH INCOME	56,995	53,102
LAND UTILISATION - hectares per farm		
Cereals	1.17	1.17
Roots, fodder and other crops	1.48	1.41
Grassland - hay	3.08	2.74
- silage	23.14	23.66
- pasture	91.96	91.93
Fallow and land let out	1.74	1.67
Rough grazing - sole	46.20	46.20
Bare land and forage hired	7.23	7.08
Woods, roads and buildings	6.04	6.00
TOTAL AREA (actual hectares)	176.00	175.86
TOTAL AREA (effective hectares)	141.60	141.54
Rough grazing - common (effective hectares)	13.01	13.01
TENANT'S CAPITAL - £ per farm		
Machinery	115,530	108,710
Livestock	134,058	131,670
Crops	4,532	4,134
Stores	4,456	2,751
TOTAL	258,576	247,265
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	4,594	5,168
Milk sales per cow (£)	1,326	1,357
Margin over concentrates per cow (£)	1,080	990
Milk price (pence per litre)	28.87	26.26
Lambs reared per ewe (numbers)	1.24	1.24
Finished lamb sales per ewe (numbers)	0.88	0.94
Stocking rate (grazing LU per eff.ha.)	0.93	0.93
Return on tenant's capital (%)	2.11	0.11

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

	Average number		Livestock Units	
	2021/22	2020/21	2021/22	2020/21
Dairy cattle	0.8	0.7	0.8	0.7
Beef cows	37.6	38.7	27.1	27.9
Other cattle	81.0	81.0	42.7	42.2
Breeding sheep	634.5	627.0	42.5	42.1
Other sheep	418.7	429.3	16.8	17.4
Other livestock	1.6	1.3		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2021/22	2020/21	2021/22	2020/21	2021/22	2020/21
Number of farms	69	66	6	7	66	68
Aver. farm size - SO	110,533	110,102	114,803	99,479	106,061	106,010
- actual ha.	191.33	193.96	120.30	113.93	177.93	177.11
- eff. ha.	149.04	150.77	105.17	100.20	137.14	136.83

ASSETS

Agricultural land	1,492,444	1,480,985	0	0	1,074,427	1,045,629
Woodland	17,536	17,480	0	0	12,059	11,524
Buildings	42,842	34,285	22,662	12,147	46,721	35,058
Improvements	31,818	24,093	8,682	5,933	17,179	16,840
Machinery	118,394	110,145	116,815	105,620	112,421	107,636
Livestock	134,224	129,510	118,817	115,884	135,270	135,392
Crops, forage & cultivations	4,620	4,490	2,768	3,813	4,601	3,823
BPS value	30,963	31,870	32,336	30,624	29,837	30,491
Stores	4,187	2,807	5,640	2,253	4,632	2,749
Credit balances	43,975	49,091	18,736	12,785	43,263	42,518
TOTAL	1,921,003	1,884,756	326,456	289,059	1,480,410	1,431,660

EXTERNAL LIABILITIES

Long & medium term loans	109,439	92,970	22,423	20,286	106,650	108,320
Other short term loans	15,860	13,795	33,333	31,196	13,073	12,931
Overdrafts	11,769	13,418	27,017	24,722	21,297	18,708
TOTAL	137,068	120,183	82,773	76,204	141,020	139,959

NET WORTH

NET WORTH	1,783,935	1,764,573	243,683	212,855	1,339,390	1,291,701
Owner equity (%)	93	94	75	74	90	90

TABLE B5. Upland cattle and sheep farms

1. Under 55k SO	Farm Business Income (£ per farm)	
Number of farms in sample	28	28
Average business size (SO)	40,013	42,590
OUTPUTS	<u>2021/22</u>	<u>2020/21</u>
Other cattle	20,208	17,111
Sheep	15,388	13,108
Main crops	414	429
By-products, forage and cultivations	3,856	2,145
Miscellaneous	12,988	15,214
Basic Payment Scheme	12,525	12,999
Income from energy generation	85	103
Environmental payments	1,450	1,158
TOTAL OUTPUTS	66,829	62,285
INPUTS		
Feeds - purchased concentrates	6,040	5,485
Coarse fodder, tack and stock keep	371	512
Veterinary and medicines	2,087	1,977
Other livestock costs	3,876	3,441
Fertilisers	3,201	2,487
Seeds - purchased and homegrown	212	231
Other crop costs	2,601	2,420
Labour - paid	1,802	1,904
- unpaid	3,978	4,169
- casual	99	151
Machinery - contract	714	665
- repairs	2,863	2,931
- fuels	2,885	2,487
- depreciation	8,239	7,830
General farming costs	8,956	8,492
Land expenses	2,752	3,093
Rent	1,321	1,351
Rental value	7,683	7,713
TOTAL INPUTS	59,680	57,343
NET FARM INCOME (excluding BLSA)	7,149	4,942
Plus:		
Unpaid labour (excludes farmer and spouse)	3,978	4,169
Imputed property costs	7,587	7,618
Less:		
Interest charges	727	696
Ownership charges	1,820	1,797
FARM BUSINESS INCOME	16,167	14,236

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

INCOME MEASURES - £ per farm	2021/22	2020/21
NET FARM INCOME (excluding BLSA)	7,149	4,942
minus manual labour of farmer and spouse	16,009	15,626
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-8,860	-10,684
NET FARM INCOME (excluding BLSA)	7,149	4,942
plus net rental value/imputed rent	7,683	7,713
minus occupier's expenses	260	244
minus interest payments	727	696
minus buildings and works depreciation	1,634	1,633
OCCUPIER'S NET INCOME	12,211	10,082
plus other imputed charges	4,049	4,241
plus fixed asset depreciation	9,874	9,464
minus valuation changes	2,753	-3,491
CASH INCOME	23,381	27,278
LAND UTILISATION - hectares per farm		
Cereals	0.29	0.38
Roots, fodder and other crops	0.15	0.16
Grassland - hay	2.18	2.08
- silage	14.22	14.49
- pasture	40.28	41.79
Fallow and land let out	1.42	1.13
Rough grazing - sole	5.11	5.11
Bare land and forage hired	0.22	0.22
Woods, roads and buildings	4.90	4.90
TOTAL AREA (actual hectares)	68.77	70.26
TOTAL AREA (effective hectares)	58.59	60.36
Rough grazing - common (effective hectares)	1.10	1.10
TENANT'S CAPITAL - £ per farm		
Machinery	61,591	58,069
Livestock	45,685	43,889
Crops	3,495	2,993
Stores	1,553	1,098
TOTAL	112,324	106,049
PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.28	1.35
Finished lamb sales per ewe (numbers)	0.89	0.98
Stocking rate (grazing LU per eff.ha.)	0.81	0.80
Return on tenant's capital (%)	-7.89	-10.07

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

	Average number		Livestock Units	
	2021/22	2020/21	2021/22	2020/21
Beef cows	14.8	15.2	10.6	10.8
Other cattle	33.8	35.8	17.6	19.3
Breeding sheep	158.9	159.1	12.7	12.7
Other sheep	100.0	109.7	4.0	4.4

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2021/22	2020/21	2021/22	2020/21	2021/22	2020/21
Number of farms	22	21	1	1	5	6
Aver. farm size - SO	39,255	41,914	N/A	N/A	N/A	46,547
- actual ha.	63.70	62.49				95.38
- eff. ha.	53.21	54.07				81.96

ASSETS

Agricultural land	691,253	666,144				561,792
Woodland	14,001	14,380				10,460
Buildings	12,169	12,975				4,930
Improvements	4,764	4,953				137
Machinery	58,319	56,310				70,643
Livestock	45,216	44,467				43,975
Crops, forage & cultivations	4,108	3,596				1,011
BPS value	13,473	13,282				18,494
Stores	1,810	1,339				438
Credit balances	22,294	24,359				31,375
TOTAL	867,407	841,805				743,255

EXTERNAL LIABILITIES

Long & medium term loans	17,242	19,890				16,483
Other short term loans	8,078	5,337				3,215
Overdrafts	7,678	6,609				969
TOTAL	32,998	31,836				20,667

NET WORTH

NET WORTH	834,409	809,969				722,588
Owner equity (%)	96	96				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

2. 55 - 95k SO	Farm Business Income (£ per farm)	
Number of farms in sample	31	31
Average business size (SO)	72,367	68,856
OUTPUTS	<u>2021/22</u>	<u>2020/21</u>
Other cattle	39,186	31,766
Sheep	29,515	24,831
Other livestock	117	150
Main crops	2,404	2,026
By-products, forage and cultivations	5,564	3,261
Miscellaneous	18,420	18,883
Basic Payment Scheme	15,191	15,110
Environmental payments	750	747
TOTAL OUTPUTS	111,147	96,799
INPUTS		
Feeds - purchased concentrates	11,786	11,379
- homegrown concentrates	1,430	702
Coarse fodder, tack and stock keep	2,363	1,999
Veterinary and medicines	3,458	3,287
Other livestock costs	6,026	6,299
Fertilisers	5,063	5,033
Seeds - purchased and homegrown	602	497
Other crop costs	4,569	3,942
Labour - paid	884	946
- unpaid	1,537	1,716
- casual	3,660	3,081
Machinery - contract	1,315	908
- repairs	4,651	4,380
- fuels	4,832	3,988
- depreciation	10,643	10,598
General farming costs	10,624	10,329
Land expenses	4,380	4,531
Rent	3,301	3,168
Rental value	11,242	11,066
TOTAL INPUTS	92,366	87,849
NET FARM INCOME (excluding BLSA)	18,781	8,950
Plus:		
Unpaid labour (excludes farmer and spouse)	1,537	1,716
Imputed property costs	11,175	10,999
Less:		
Interest charges	1,932	1,982
Ownership charges	4,015	3,985
FARM BUSINESS INCOME	25,546	15,698

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

INCOME MEASURES - £ per farm	2021/22	2020/21
NET FARM INCOME (excluding BLSA)	18,781	8,950
minus manual labour of farmer and spouse	19,331	19,723
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-550	-10,773
NET FARM INCOME (excluding BLSA)	18,781	8,950
plus net rental value/imputed rent	11,242	11,066
minus occupier's expenses	321	292
minus interest payments	1,932	1,982
minus buildings and works depreciation	4,292	4,169
OCCUPIER'S NET INCOME	23,478	13,573
plus other imputed charges	1,601	1,780
plus fixed asset depreciation	14,936	14,767
minus valuation changes	3,972	3,114
CASH INCOME	36,043	27,006
LAND UTILISATION - hectares per farm		
Cereals	2.18	1.98
Roots, fodder and other crops	0.87	0.78
Grassland - hay	3.50	2.25
- silage	18.88	19.84
- pasture	52.17	52.51
Fallow and land let out	4.20	4.20
Rough grazing - sole	1.69	1.69
Bare land and forage hired	5.41	5.50
Woods, roads and buildings	3.20	3.20
TOTAL AREA (actual hectares)	92.10	91.95
TOTAL AREA (effective hectares)	83.67	83.52
Rough grazing - common (effective hectares)	0.86	0.86
TENANT'S CAPITAL - £ per farm		
Machinery	88,720	79,345
Livestock	93,288	89,415
Crops	4,430	3,585
Stores	2,963	2,278
TOTAL	189,401	174,623
PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.44	1.27
Finished lamb sales per ewe (numbers)	1.03	0.99
Stocking rate (grazing LU per eff.ha.)	1.04	1.02
Return on tenant's capital (%)	-0.29	-6.17

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

	Average number		Livestock Units	
	2021/22	2020/21	2021/22	2020/21
Beef cows	23.2	22.7	16.7	16.4
Other cattle	69.4	66.3	37.9	35.3
Breeding sheep	284.1	292.1	22.7	23.4
Other sheep	192.5	189.4	7.7	7.6
Other livestock	2.2	2.2		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2021/22	2020/21	2021/22	2020/21	2021/22	2020/21
Number of farms	15	15	3	3	13	13
Aver. farm size - SO	75,130	70,808	N/A	N/A	71,060	67,860
- actual ha.	100.21	100.06			83.15	82.98
- eff. ha.	88.13	87.98			77.84	77.67

ASSETS

Agricultural land	971,068	957,601			518,804	513,668
Woodland	11,672	11,443			2,930	2,488
Buildings	22,472	20,329			37,355	36,985
Improvements	10,776	11,686			15,840	12,123
Machinery	91,354	81,529			91,917	80,554
Livestock	80,421	79,148			112,971	104,655
Crops, forage & cultivations	4,234	3,929			5,313	3,741
BPS value	18,183	18,582			16,345	16,815
Stores	2,468	1,801			4,052	3,098
Credit balances	30,175	20,545			43,864	40,237
TOTAL	1,242,823	1,206,593			849,391	814,364

EXTERNAL LIABILITIES

Long & medium term loans	39,580	37,296			70,705	69,222
Other short term loans	20,835	9,768			12,757	11,979
Overdrafts	7,993	8,376			9,248	4,968
TOTAL	68,408	55,440			92,710	86,169

NET WORTH

	1,174,415	1,151,153			756,681	728,195
Owner equity (%)	94	95			89	89

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	26	26
Average business size (SO)	154,981	157,186
OUTPUTS	<u>2021/22</u>	<u>2020/21</u>
Dairy	10,350	6,534
Other cattle	66,374	62,454
Sheep	73,151	62,992
Main crops	11,872	9,380
By-products, forage and cultivations	5,967	3,921
Miscellaneous	10,910	9,762
Basic Payment Scheme	23,382	23,955
Income from energy generation	2,949	3,373
Environmental payments	3,345	3,220
TOTAL OUTPUTS	208,300	185,591
INPUTS		
Feeds - purchased concentrates	21,709	19,400
- homegrown concentrates	5,807	5,349
Coarse fodder, tack and stock keep	6,858	6,475
Veterinary and medicines	7,824	7,003
Other livestock costs	12,168	12,359
Fertilisers	12,257	13,197
Seeds - purchased and homegrown	1,705	1,382
Other crop costs	8,871	9,864
Labour - paid	4,965	4,249
- unpaid	9,167	8,991
- casual	2,464	1,871
Machinery - contract	1,367	974
- repairs	7,669	7,416
- fuels	7,786	6,632
- depreciation	16,275	16,304
General farming costs	13,772	12,200
Land expenses	6,719	5,391
Rent	6,004	6,410
Rental value	18,692	17,439
TOTAL INPUTS	172,079	162,906
NET FARM INCOME (excluding BLSA)	36,221	22,685
Plus:		
Unpaid labour (excludes farmer and spouse)	9,167	8,991
Imputed property costs	18,579	17,326
Less:		
Interest charges	2,817	3,776
Ownership charges	5,941	5,218
FARM BUSINESS INCOME	55,209	40,008

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

INCOME MEASURES - £ per farm	2021/22	2020/21
NET FARM INCOME (excluding BLSA)	36,221	22,685
minus manual labour of farmer and spouse	19,529	19,657
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	16,692	3,028
NET FARM INCOME (excluding BLSA)	36,221	22,685
plus net rental value/imputed rent	18,692	17,439
minus occupier's expenses	505	415
minus interest payments	2,817	3,776
minus buildings and works depreciation	6,532	5,750
OCCUPIER'S NET INCOME	45,059	30,183
plus other imputed charges	9,244	9,067
plus fixed asset depreciation	22,807	22,054
minus valuation changes	4,460	-2,360
CASH INCOME	72,650	63,664
LAND UTILISATION - hectares per farm		
Cereals	7.16	7.51
Roots, fodder and other crops	2.07	1.99
Grassland - hay	5.04	2.99
- silage	30.16	30.97
- pasture	98.66	102.02
Fallow and land let out	4.96	2.26
Rough grazing - sole	7.31	7.31
Bare land and forage hired	20.43	17.83
Woods, roads and buildings	4.11	4.11
TOTAL AREA (actual hectares)	179.90	176.99
TOTAL AREA (effective hectares)	166.07	165.86
Rough grazing - common (effective hectares)	2.29	2.29
TENANT'S CAPITAL - £ per farm		
Machinery	126,942	122,008
Livestock	183,062	182,377
Crops	9,831	8,800
Stores	7,830	5,543
TOTAL	327,665	318,728
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,848	5,802
Milk sales per cow (£)	2,139	1,656
Margin over concentrates per cow (£)	1,586	1,232
Milk price (pence per litre)	31.23	28.54
Lambs reared per ewe (numbers)	1.39	1.45
Finished lamb sales per ewe (numbers)	1.30	1.22
Stocking rate (grazing LU per eff.ha.)	1.10	1.16
Return on tenant's capital (%)	5.09	0.95

TABLE B5. Upland cattle and sheep farms**3. Over 95k SO (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2021/22	2020/21	2021/22	2020/21
Dairy cattle	4.8	4.0	4.8	4.0
Beef cows	40.7	42.9	29.4	31.0
Other cattle	133.1	139.2	75.9	80.0
Breeding sheep	601.5	629.5	48.1	50.4
Other sheep	401.5	424.7	16.1	17.0

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2021/22	2020/21	2021/22	2020/21	2021/22	2020/21
Number of farms	12	11	0	1	14	14
Aver. farm size - SO	165,202	173,437	N/A	N/A	146,221	147,461
- actual ha.	159.45	160.54			197.44	194.57
- eff. ha.	136.18	142.60			191.69	188.11

ASSETS

Agricultural land	1,605,841	1,554,742			1,059,306	1,048,818
Woodland	4,249	4,010			12,721	12,471
Buildings	53,834	52,427			42,309	34,516
Improvements	17,007	13,191			23,691	22,841
Machinery	109,466	104,394			141,922	138,705
Livestock	196,519	213,613			171,529	163,632
Crops, forage & cultivations	8,132	5,963			11,289	9,098
BPS value	24,685	25,529			27,087	27,587
Stores	5,290	6,050			10,007	5,523
Credit balances	62,360	59,308			49,848	49,261
TOTAL	2,087,383	2,039,227			1,549,709	1,512,452

EXTERNAL LIABILITIES

Long & medium term loans	18,505	23,170			165,403	168,387
Other short term loans	5,691	5,505			20,394	26,114
Overdrafts	8,743	8,231			33,878	32,553
TOTAL	32,939	36,906			219,675	227,054

NET WORTH

NET WORTH	2,054,444	2,002,321			1,330,034	1,285,398
Owner equity (%)	98	98			86	85

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

4. All sizes	Farm Business Income (£ per farm)	
Number of farms in sample	85	85
Average business size (SO)	86,980	87,222
OUTPUTS	<u>2021/22</u>	<u>2020/21</u>
Dairy	3,166	2,007
Other cattle	41,251	36,326
Sheep	38,209	32,642
Other livestock	15	60
Main crops	4,645	3,749
By-products, forage and cultivations	5,124	3,095
Miscellaneous	14,333	14,884
Basic Payment Scheme	16,818	17,120
Income from energy generation	930	1,065
Environmental payments	1,774	1,639
TOTAL OUTPUTS	126,265	112,587
INPUTS		
Feeds - purchased concentrates	12,928	11,891
- homegrown concentrates	2,298	1,893
Coarse fodder, tack and stock keep	3,082	2,878
Veterinary and medicines	4,342	3,992
Other livestock costs	7,196	7,211
Fertilisers	6,650	6,692
Seeds - purchased and homegrown	811	680
Other crop costs	5,237	5,252
Labour - paid	2,435	2,272
- unpaid	4,675	4,749
- casual	2,121	1,746
Machinery - contract	1,133	848
- repairs	4,985	4,831
- fuels	5,094	4,302
- depreciation	11,574	11,432
General farming costs	11,037	10,296
Land expenses	4,559	4,320
Rent	3,475	3,561
Rental value	12,348	11,911
TOTAL INPUTS	105,980	100,757
NET FARM INCOME (excluding BLSA)	20,285	11,830
Plus:		
Unpaid labour (excludes farmer and spouse)	4,675	4,749
Imputed property costs	12,258	11,821
Less:		
Interest charges	1,806	2,107
Ownership charges	3,881	3,641
FARM BUSINESS INCOME	31,531	22,652

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

INCOME MEASURES - £ per farm	2021/22	2020/21
NET FARM INCOME (excluding BLSA)	20,285	11,830
minus manual labour of farmer and spouse	18,297	18,353
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	1,988	-6,523
NET FARM INCOME (excluding BLSA)	20,285	11,830
plus net rental value/imputed rent	12,348	11,911
minus occupier's expenses	357	314
minus interest payments	1,806	2,107
minus buildings and works depreciation	4,102	3,817
OCCUPIER'S NET INCOME	26,368	17,503
plus other imputed charges	4,745	4,820
plus fixed asset depreciation	15,676	15,249
minus valuation changes	3,719	-736
CASH INCOME	43,070	38,308
LAND UTILISATION - hectares per farm		
Cereals	3.08	3.14
Roots, fodder and other crops	1.00	0.95
Grassland - hay	3.54	2.42
- silage	20.79	21.49
- pasture	62.47	64.12
Fallow and land let out	3.51	2.59
Rough grazing - sole	4.54	4.54
Bare land and forage hired	8.29	7.53
Woods, roads and buildings	4.04	4.04
TOTAL AREA (actual hectares)	107.22	106.78
TOTAL AREA (effective hectares)	100.61	101.08
Rough grazing - common (effective hectares)	1.38	1.38
TENANT'S CAPITAL - £ per farm		
Machinery	91,475	85,387
Livestock	105,067	102,854
Crops	5,774	4,985
Stores	3,987	2,888
TOTAL	206,303	196,114
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,844	6,221
Milk sales per cow (£)	2,137	1,775
Margin over concentrates per cow (£)	1,585	1,321
Milk price (pence per litre)	31.23	28.54
Lambs reared per ewe (numbers)	1.39	1.38
Finished lamb sales per ewe (numbers)	1.16	1.12
Stocking rate (grazing LU per eff.ha.)	1.03	1.04
Return on tenant's capital (%)	0.96	-3.33

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

	Average number		Livestock Units	
	2021/22	2020/21	2021/22	2020/21
Dairy cattle	1.5	1.1	1.5	1.1
Beef cows	25.8	26.4	18.6	19.0
Other cattle	77.1	78.6	42.8	43.7
Breeding sheep	339.9	351.5	27.2	28.1
Other sheep	225.9	235.1	9.0	9.4
Other livestock	0.8	0.8		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2021/22	2020/21	2021/22	2020/21	2021/22	2020/21
Number of farms	49	47	4	5	32	33
Aver. farm size - SO	81,081	81,917	N/A	N/A	99,814	97,755
- actual ha.	98.33	97.43			133.96	132.58
- eff. ha.	84.22	85.61			128.21	125.30

ASSETS

Agricultural land	1,000,891	967,132			744,202	749,451
Woodland	10,900	11,016			8,756	8,173
Buildings	25,527	24,555			34,603	30,109
Improvements	9,602	9,030			16,975	14,491
Machinery	80,958	75,612			112,543	103,422
Livestock	93,047	95,123			128,761	118,643
Crops, forage & cultivations	5,132	4,256			7,251	5,517
BPS value	17,661	17,840			21,123	21,690
Stores	2,864	2,589			6,139	3,643
Credit balances	34,519	31,321			48,063	42,454
TOTAL	1,281,101	1,238,474			1,128,416	1,097,593

EXTERNAL LIABILITIES

Long & medium term loans	24,389	26,213			103,863	101,703
Other short term loans	11,399	6,791			14,801	16,382
Overdrafts	8,035	7,552			18,626	15,944
TOTAL	43,823	40,556			137,290	134,029

NET WORTH

NET WORTH	1,237,278	1,197,918			991,126	963,564
Owner equity (%)	97	97			88	88

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

1. Under 85k SO	Farm Business Income (£ per farm)	
Number of farms in sample	21	21
Average business size (SO)	55,991	56,480
OUTPUTS	<u>2021/2022</u>	<u>2020/2021</u>
Other cattle	31,160	28,769
Sheep	25,941	20,529
Main crops	1,675	1,010
By-products, forage and cultivations	6,461	5,884
Miscellaneous	3,255	2,893
Basic Payment Scheme	13,881	14,122
Income from energy generation	1,476	1,489
Environmental payments	241	235
TOTAL OUTPUTS	84,090	74,931
INPUTS		
Feeds - purchased concentrates	7,599	6,551
- homegrown concentrates	1,040	849
Coarse fodder, tack and stock keep	2,003	1,602
Veterinary and medicines	2,433	2,580
Other livestock costs	5,628	5,025
Fertilisers	4,177	4,172
Seeds - purchased and homegrown	367	320
Other crop costs	4,171	4,018
Labour - paid	1,070	1,125
- unpaid	3,858	4,586
- casual	525	433
Machinery - contract	633	630
- repairs	3,167	2,951
- fuels	3,602	2,924
- depreciation	7,525	8,211
General farming costs	8,343	7,472
Land expenses	2,822	3,029
Rent	3,092	3,054
Rental value	9,349	8,999
TOTAL INPUTS	71,404	68,531
NET FARM INCOME (excluding BLSA)	12,686	6,400
Plus:		
Unpaid labour (excludes farmer and spouse)	3,858	4,586
Imputed property costs	9,253	8,904
Less:		
Interest charges	1,330	1,439
Ownership charges	3,496	3,196
FARM BUSINESS INCOME	20,971	15,255

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

INCOME MEASURES - £ per farm	<u>2021/2022</u>	<u>2020/2021</u>
NET FARM INCOME (excluding BLSA)	12,686	6,400
minus manual labour of farmer and spouse	17,037	16,245
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-4,351	-9,845
NET FARM INCOME (excluding BLSA)	12,686	6,400
plus net rental value/imputed rent	9,349	8,999
minus occupier's expenses	284	273
minus interest payments	1,330	1,439
minus buildings and works depreciation	3,428	3,124
OCCUPIER'S NET INCOME	16,993	10,563
plus other imputed charges	3,953	4,681
plus fixed asset depreciation	10,954	11,335
minus valuation changes	5,845	2,830
CASH INCOME	26,055	23,749
LAND UTILISATION - hectares per farm		
Cereals	1.39	1.07
Roots, fodder and other crops	0.66	0.39
Grassland - hay	5.90	4.53
- silage	15.30	15.74
- pasture	36.85	39.34
Fallow and land let out	3.55	2.00
Rough grazing - sole	3.69	3.69
Bare land and forage hired	4.61	4.70
Woods, roads and buildings	2.59	2.59
TOTAL AREA (actual hectares)	74.54	74.05
TOTAL AREA (effective hectares)	66.38	67.45
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	54,626	53,650
Livestock	60,614	55,920
Crops	3,540	3,153
Stores	3,169	2,403
TOTAL	121,949	115,126
PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.49	1.31
Finished lamb sales per ewe (numbers)	1.16	1.02
Stocking rate (grazing LU per eff.ha.)	1.04	1.02
Return on tenant's capital (%)	-3.57	-8.55

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

	Average number		Livestock Units	
	2021/2022	2020/2021	2021/2022	2020/2021
Beef cows	16.3	15.5	11.8	11.1
Other cattle	55.5	56.6	28.3	29.6
Breeding sheep	226.3	225.7	18.1	18.1
Other sheep	149.8	147.4	6.0	5.9
Other livestock	0.4	0.3		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2021/2022	2020/2021	2021/2022	2020/2021	2021/2022	2020/2021
Number of farms	11	11	3	3	7	7
Aver. farm size - SO	54,681	54,512	N/A	N/A	52,199	53,870
- actual ha.	86.35	85.16			55.89	56.95
- eff. ha.	75.33	77.09			49.20	50.25

ASSETS

Agricultural land	1,006,173	964,099			459,676	455,125
Woodland	9,029	8,852			3,859	3,783
Buildings	28,853	26,792			55,497	51,236
Improvements	26,308	22,038			4,274	3,822
Machinery	65,242	62,218			40,279	42,232
Livestock	69,556	63,751			36,348	35,270
Crops, forage & cultivations	3,442	3,401			4,499	3,744
BPS value	17,335	17,835			12,842	12,980
Stores	4,595	3,857			1,015	443
Credit balances	13,546	14,897			23,113	28,875
TOTAL	1,244,079	1,187,740			641,402	637,510

EXTERNAL LIABILITIES

Long & medium term loans	8,027	9,198			21,649	22,647
Other short term loans	6,841	7,497			996	1,832
Overdrafts	44,140	49,128			5,603	6,053
TOTAL	59,008	65,823			28,248	30,532

NET WORTH

	1,185,071	1,121,917			613,154	606,978
Owner equity (%)	95	94			96	95

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

2. Over 85k SO	Farm Business Income (£ per farm)	
Number of farms in sample	27	27
Average business size (SO)	138,415	139,171
OUTPUTS	<u>2021/2022</u>	<u>2020/2021</u>
Dairy	2,540	3,061
Other cattle	86,795	75,638
Sheep	44,876	34,300
Main crops	13,830	10,523
By-products, forage and cultivations	8,410	9,780
Miscellaneous	11,653	10,661
Basic Payment Scheme	20,362	20,816
Income from energy generation	5,665	5,530
Environmental payments	3,058	2,970
TOTAL OUTPUTS	197,189	173,279
INPUTS		
Feeds - purchased concentrates	13,154	12,276
- homegrown concentrates	6,595	6,038
Coarse fodder, tack and stock keep	5,917	4,673
Veterinary and medicines	4,807	4,468
Other livestock costs	11,853	11,201
Fertilisers	9,413	9,896
Seeds - purchased and homegrown	2,025	2,054
Other crop costs	9,674	7,695
Labour - paid	4,238	3,798
- unpaid	6,396	7,071
- casual	808	927
Machinery - contract	747	1,418
- repairs	7,837	6,900
- fuels	7,345	5,573
- depreciation	17,500	17,705
General farming costs	14,728	13,870
Land expenses	7,421	7,763
Rent	7,770	7,538
Rental value	19,394	19,045
TOTAL INPUTS	157,622	149,909
NET FARM INCOME (excluding BLSA)	39,567	23,370
Plus:		
Unpaid labour (excludes farmer and spouse)	6,396	7,071
Imputed property costs	19,242	18,893
Less:		
Interest charges	3,951	4,748
Ownership charges	8,739	8,540
FARM BUSINESS INCOME	52,515	36,046

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

INCOME MEASURES - £ per farm	<u>2021/2022</u>	<u>2020/2021</u>
NET FARM INCOME (excluding BLSA)	39,567	23,370
minus manual labour of farmer and spouse	20,862	20,042
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	18,705	3,328
NET FARM INCOME (excluding BLSA)	39,567	23,370
plus net rental value/imputed rent	19,394	19,045
minus occupier's expenses	274	312
minus interest payments	3,951	4,748
minus buildings and works depreciation	9,035	8,744
OCCUPIER'S NET INCOME	45,701	28,611
plus other imputed charges	6,545	7,219
plus fixed asset depreciation	26,536	26,449
minus valuation changes	11,948	5,900
CASH INCOME	66,834	56,379
LAND UTILISATION - hectares per farm		
Cereals	9.50	9.59
Roots, fodder and other crops	5.09	4.25
Grassland - hay	3.84	3.85
- silage	26.74	27.12
- pasture	71.46	67.61
Fallow and land let out	4.93	8.75
Rough grazing - sole	5.36	5.36
Bare land and forage hired	7.03	7.78
Woods, roads and buildings	4.43	4.43
TOTAL AREA (actual hectares)	138.38	138.74
TOTAL AREA (effective hectares)	126.64	123.22
Rough grazing - common (effective hectares)	15.68	15.68
TENANT'S CAPITAL - £ per farm		
Machinery	135,149	131,561
Livestock	152,076	147,678
Crops	9,049	6,900
Stores	12,756	7,356
TOTAL	309,030	293,495
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	7,669	7,799
Milk sales per cow (£)	2,114	1,784
Margin over concentrates per cow (£)	1,905	1,368
Milk price (pence per litre)	27.56	22.87
Lambs reared per ewe (numbers)	1.46	1.36
Finished lamb sales per ewe (numbers)	1.38	1.36
Stocking rate (grazing LU per eff.ha.)	1.27	1.33
Return on tenant's capital (%)	6.05	1.13

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

	Average number		Livestock Units	
	2021/2022	2020/2021	2021/2022	2020/2021
Dairy cattle	1.1	1.7	1.1	1.7
Beef cows	30.5	29.7	22.0	21.5
Other cattle	154.1	156.5	87.8	90.9
Breeding sheep	325.7	330.6	26.1	26.4
Other sheep	269.7	235.4	10.9	9.5

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2021/2022	2020/2021	2021/2022	2020/2021	2021/2022	2020/2021
Number of farms	13	13	3	3	11	11
Aver. farm size - SO	127,019	126,651	N/A	N/A	151,462	154,191
- actual ha.	124.54	126.10			156.64	157.18
- eff. ha.	114.12	116.90			142.13	132.54

ASSETS

Agricultural land	1,516,192	1,485,878			1,163,354	1,151,835
Woodland	11,126	10,908			15,609	15,302
Buildings	67,221	53,431			127,086	129,790
Improvements	16,487	16,488			17,321	10,948
Machinery	127,825	117,970			161,137	161,811
Livestock	126,056	120,971			200,179	197,206
Crops, forage & cultivations	9,886	6,726			7,418	6,030
BPS value	24,751	25,473			26,104	26,590
Stores	9,600	5,505			18,425	11,311
Credit balances	62,352	60,225			46,030	48,159
TOTAL	1,971,496	1,903,575			1,782,663	1,758,982

EXTERNAL LIABILITIES

Long & medium term loans	72,591	86,546			228,479	248,255
Other short term loans	16,573	13,050			37,789	35,087
Overdrafts	6,037	5,091			27,811	24,335
TOTAL	95,201	104,687			294,079	307,677

NET WORTH

	1,876,295	1,798,888			1,488,584	1,451,305
Owner equity (%)	95	95			84	83

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

3. All sizes	Farm Business Income (£ per farm)	
Number of farms in sample	48	48
Average business size (SO)	102,354	102,994
OUTPUTS	<u>2021/2022</u>	<u>2020/2021</u>
Dairy	1,429	1,722
Other cattle	62,455	55,133
Sheep	36,592	28,275
Main crops	8,512	6,361
By-products, forage and cultivations	7,557	8,076
Miscellaneous	7,979	7,262
Basic Payment Scheme	17,526	17,887
Income from energy generation	3,832	3,762
Environmental payments	1,825	1,774
TOTAL OUTPUTS	147,707	130,252
INPUTS		
Feeds - purchased concentrates	10,724	9,771
- homegrown concentrates	4,164	3,768
Coarse fodder, tack and stock keep	4,205	3,330
Veterinary and medicines	3,768	3,642
Other livestock costs	9,130	8,499
Fertilisers	7,122	7,392
Seeds - purchased and homegrown	1,300	1,295
Other crop costs	7,266	6,086
Labour - paid	2,852	2,628
- unpaid	5,286	5,984
- casual	684	711
Machinery - contract	697	1,073
- repairs	5,794	5,172
- fuels	5,707	4,414
- depreciation	13,136	13,551
General farming costs	11,935	11,071
Land expenses	5,409	5,692
Rent	5,724	5,576
Rental value	14,999	14,650
TOTAL INPUTS	119,902	114,305
NET FARM INCOME (excluding BLSA)	27,805	15,947
Plus:		
Unpaid labour (excludes farmer and spouse)	5,286	5,984
Imputed property costs	14,872	14,523
Less:		
Interest charges	2,804	3,300
Ownership charges	6,445	6,202
FARM BUSINESS INCOME	38,714	26,952

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

INCOME MEASURES - £ per farm	<u>2021/2022</u>	<u>2020/2021</u>
NET FARM INCOME (excluding BLSA)	27,805	15,947
minus manual labour of farmer and spouse	19,188	18,381
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	8,617	-2,434
NET FARM INCOME (excluding BLSA)	27,805	15,947
plus net rental value/imputed rent	14,999	14,650
minus occupier's expenses	278	295
minus interest payments	2,804	3,300
minus buildings and works depreciation	6,582	6,285
OCCUPIER'S NET INCOME	33,140	20,717
plus other imputed charges	5,411	6,109
plus fixed asset depreciation	19,719	19,837
minus valuation changes	9,278	4,557
CASH INCOME	48,992	42,106
LAND UTILISATION - hectares per farm		
Cereals	5.95	5.86
Roots, fodder and other crops	3.15	2.56
Grassland - hay	4.74	4.15
- silage	21.73	22.14
- pasture	56.31	55.24
Fallow and land let out	4.33	5.80
Rough grazing - sole	4.63	4.63
Bare land and forage hired	5.97	6.44
Woods, roads and buildings	3.63	3.63
TOTAL AREA (actual hectares)	110.44	110.45
TOTAL AREA (effective hectares)	100.28	98.82
Rough grazing - common (effective hectares)	8.82	8.82
TENANT'S CAPITAL - £ per farm		
Machinery	99,920	97,475
Livestock	112,062	107,534
Crops	6,639	5,261
Stores	8,562	5,189
TOTAL	227,183	215,459
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	7,669	7,799
Milk sales per cow (£)	2,114	1,784
Margin over concentrates per cow (£)	1,905	1,368
Milk price (pence per litre)	27.56	22.87
Lambs reared per ewe (numbers)	1.47	1.34
Finished lamb sales per ewe (numbers)	1.32	1.24
Stocking rate (grazing LU per eff.ha.)	1.20	1.24
Return on tenant's capital (%)	3.79	-1.13

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

	Average number		Livestock Units	
	2021/2022	2020/2021	2021/2022	2020/2021
Dairy cattle	0.6	0.9	0.6	0.9
Beef cows	24.3	23.5	17.5	17.0
Other cattle	111.0	112.8	61.8	64.0
Breeding sheep	282.2	284.7	22.6	22.8
Other sheep	217.2	196.9	8.8	7.9
Other livestock	0.3	0.2		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2021/2022	2020/2021	2021/2022	2020/2021	2021/2022	2020/2021
Number of farms	24	24	6	6	18	18
Aver. farm size - SO	93,864	93,587	104,799	104,070	112,859	115,177
- actual ha.	107.04	107.34	103.02	99.56	117.46	118.20
- eff. ha.	96.34	98.66	98.87	94.34	105.99	100.54
ASSETS						
Agricultural land	1,282,433	1,246,730	0	0	889,701	880,892
Woodland	10,165	9,966	0	0	11,039	10,823
Buildings	49,636	41,222	1,055	1,144	99,246	99,241
Improvements	20,988	19,032	6,996	5,804	12,247	8,177
Machinery	99,141	92,417	60,391	64,209	114,137	115,308
Livestock	100,161	94,745	86,453	78,603	136,467	134,231
Crops, forage & cultivations	6,933	5,202	6,534	5,858	6,283	5,141
BPS value	21,352	21,972	20,990	20,228	20,946	21,297
Stores	7,306	4,750	4,310	1,262	11,655	7,085
Credit balances	39,982	39,450	11,577	13,515	37,118	40,660
TOTAL	1,638,097	1,575,486	198,306	190,623	1,338,839	1,322,855
EXTERNAL LIABILITIES						
Long & medium term loans	42,999	51,095	11,360	13,915	148,045	160,519
Other short term loans	12,113	10,505	14,722	17,167	23,481	22,155
Overdrafts	23,501	25,275	5,721	4,846	19,174	17,225
TOTAL	78,613	86,875	31,803	35,928	190,700	199,899
NET WORTH	1,559,484	1,488,611	166,503	154,695	1,148,139	1,122,956
Owner equity (%)	95	94	84	81	86	85

TABLE C

FARM BUSINESS SURVEY IN WALES, 2021/2022

GROSS MARGINS BY ENTERPRISE TYPE

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TABLE C1. Hill and upland dairy gross margins in Wales, 2021/22.

Herd Size	<90	90 - 150	> 150	All herds
Number of herds	16	15	25	56
Average farm area - actual hectares	81	148	203	154
- effective hectares	72	141	194	145
Average size of farm business (SO)	223,725	441,006	962,551	611,758
Average size of herd (numbers)	61	118	292	180
Average milk yield (litres per cow)	6,066	7,636	7,594	7,169
Milk price (pence per litre)	29.35	30.52	31.77	30.74
OUTPUT (£ per cow)				
Milk sales	1,760.91	2,288.76	2,275.62	2,227.62
Milk consumed	54.01	30.62	30.47	32.80
Cow and bull sales	166.12	290.91	156.76	181.20
Calf sales	33.00	71.14	71.43	67.63
Transfers out	102.87	104.55	90.98	94.52
Miscellaneous output	0.00	0.00	0.04	0.03
Change in valuation	16.16	50.57	51.28	47.72
Less cow and bull purchases	58.84	62.75	48.21	51.80
Less transfers in	258.91	307.93	302.22	298.98
Gross output	1,815.32	2,465.87	2,326.15	2,300.74
VARIABLE COSTS (£ per cow)				
Purchased concentrates	533.73	702.58	657.42	653.25
Home grown concentrates	3.44	0.00	4.42	3.55
Coarse fodder and tack	12.75	66.33	68.43	62.62
Veterinary and medicines	43.79	69.85	61.81	61.47
Other livestock costs	178.50	187.00	168.95	173.05
Allocatable contracting and hire	28.66	47.68	48.85	46.68
Total variable costs	800.87	1,073.44	1,009.88	1,000.62
Gross margin before forage costs	1,014.45	1,392.43	1,316.27	1,300.12
Forage variable costs per cow	158.61	185.67	201.71	194.69
Gross margin after forage costs	855.84	1,206.76	1,114.56	1,105.43
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	81.92	77.77	67.19	70.49
Seeds	4.46	3.11	9.01	7.53
Sprays	3.14	2.95	4.14	3.83
Forage contracting	38.34	65.12	82.83	75.38
Grass keep	17.33	25.48	28.28	26.72
Other forage costs	13.42	11.24	10.26	10.74
Total forage variable costs to dairy	158.61	185.67	201.71	194.69
% of forage variable costs to dairy	55.55	52.50	66.84	59.77

TABLE C2. Lowland dairy gross margins in Wales, 2021/22.

Herd Size	<110	110 - 220	> 220	All herds
Number of herds	15	19	14	48
Average farm area - actual hectares	95	138	258	160
- effective hectares	89	132	238	150
Average size of farm business (SO)	299,481	558,622	1,351,887	709,009
Average size of herd (numbers)	83	157	414	209
Average milk yield (litres per cow)	6,369	7,623	8,135	7,381
Milk price (pence per litre)	31.87	31.81	33.09	32.20
OUTPUT (£ per cow)				
Milk sales	2,024.72	2,421.37	2,601.43	2,476.28
Milk consumed	38.65	23.72	12.72	19.21
Cow and bull sales	191.31	208.62	173.77	186.33
Calf sales	45.49	44.85	39.68	41.94
Transfers out	125.92	109.58	79.40	94.16
Miscellaneous output	0.00	0.00	0.00	0.00
Change in valuation	-8.26	-10.08	36.88	17.29
Less cow and bull purchases	59.05	42.42	60.48	54.92
Less transfers in	260.37	273.70	268.60	269.10
Gross output	2,098.41	2,481.94	2,614.80	2,511.19
VARIABLE COSTS (£ per cow)				
Purchased concentrates	479.40	640.43	705.53	658.10
Home grown concentrates	18.05	42.75	0.00	14.98
Coarse fodder and tack	17.94	29.73	50.02	40.00
Veterinary and medicines	50.12	73.96	70.15	68.80
Other livestock costs	168.73	194.49	202.18	195.74
Allocatable contracting and hire	53.25	49.29	55.88	53.59
Total variable costs	787.49	1,030.65	1,083.76	1,031.21
Gross margin before forage costs	1,310.92	1,451.29	1,531.04	1,479.98
Forage variable costs per cow	185.37	188.70	193.93	191.33
Gross margin after forage costs	1,125.55	1,262.59	1,337.11	1,288.65
DAIRY FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	57.73	73.99	72.02	70.84
Seeds	13.94	13.14	11.78	12.46
Sprays	5.51	7.66	7.46	7.28
Forage contracting	70.80	68.28	76.56	73.38
Grass keep	26.32	11.91	13.07	14.37
Other forage costs	11.07	13.72	13.04	13.00
Total forage variable costs to dairy	185.37	188.70	193.93	191.33
% of forage variable costs to dairy	55.61	61.86	72.81	63.10

TABLE C3. Hill cattle gross margins in Wales, 2021/22.

Herd Size	<25	25 - 40	>40	All herds
Number of herds	28	37	36	101
Average farm area - actual hectares	156	196	293	219
- effective hectares	125	141	219	164
Average size of farm business (SO)	76,587	88,808	157,540	109,918
Average size of herd (numbers)	19	32	65	40
Calves reared per cow	0.90	0.90	0.84	0.87
Finished cattle sale price - £/head	1,298	1,437	1,305	1,327
Store cattle sale price - £/head	928	1046	1016	1014
OUTPUT (£ per cow)				
Calf sales	84.03	89.16	97.07	93.05
Store cattle sales and transfers out	718.33	813.32	766.24	773.97
Finished cattle sales	300.96	141.82	243.78	221.05
Cow and bull sales and transfers out	207.93	134.41	159.10	158.10
Miscellaneous output	0.70	0.06	0.00	0.11
Change in valuation	-62.18	52.35	24.08	21.31
Less purchases	90.94	87.18	120.79	107.02
Less transfers in	162.45	138.59	181.47	166.36
Gross output	996.38	1,005.35	988.01	994.21
VARIABLE COSTS (£ per cow)				
Purchased concentrates	209.23	170.44	201.42	193.28
Home grown concentrates	28.71	14.41	10.00	13.71
Coarse fodder and tack	21.27	30.68	16.70	21.42
Veterinary and medicines	52.30	55.57	50.06	51.98
Other livestock costs	120.77	100.66	99.63	102.65
Allocatable contracting and hire	4.53	7.99	10.61	9.05
Total variable costs	436.81	379.75	388.42	392.09
Gross margin before forage costs	559.57	625.60	599.59	602.12
Forage variable costs per cow	155.81	180.63	169.50	171.03
Gross margin including forage costs	403.76	444.97	430.09	431.09
BEEF FORAGE VARIABLE COSTS (£ per cow)				
Fertilisers, lime and manures	80.33	93.28	89.97	89.71
Seeds	7.79	8.35	10.15	9.31
Sprays	4.08	4.09	3.67	3.85
Forage contracting	40.93	43.47	39.59	40.91
Grass keep	11.55	19.41	14.93	15.82
Other forage costs	11.13	12.03	11.19	11.43
Total forage variable costs to beef	155.81	180.63	169.50	171.03
% of forage variable costs to beef	42.50	51.55	53.96	49.90

TABLE C4. Upland cattle gross margins in Wales, 2021/22.

Herd Size	<40	=>40	All herds
Number of herds	10	14	24
Average farm area - actual hectares	94	146	124
- effective hectares	84	134	113
Average size of farm business (SO)	52,666	115,829	89,511
Average size of herd (numbers)	26	61	46
Calves reared per cow	0.87	0.93	0.91
Finished cattle sale price - £/head	1,388	1,427	1,419
Store cattle sale price - £/head	957	1034	1013
OUTPUT (£ per cow)			
Calf sales	62.76	125.38	110.55
Store cattle sales and transfers out	687.61	746.65	732.67
Finished cattle sales	226.30	281.87	268.71
Cow and bull sales and transfers out	121.71	171.60	159.79
Miscellaneous output	0.00	5.38	4.11
Change in valuation	-3.50	93.69	70.69
Less purchases	21.99	76.18	63.36
Less transfers in	97.27	255.64	218.16
Gross output	975.62	1,092.75	1,065.00
VARIABLE COSTS (£ per cow)			
Purchased concentrates	149.25	108.60	118.22
Home grown concentrates	13.65	51.39	42.46
Coarse fodder and tack	0.00	10.16	7.75
Veterinary and medicines	47.17	72.33	66.38
Other livestock costs	96.59	99.76	99.01
Allocatable contracting and hire	9.10	20.54	17.83
Total variable costs	315.76	362.78	351.65
Gross margin before forage costs	659.86	729.97	713.35
Forage variable costs per cow	192.79	233.58	223.92
Gross margin including forage costs	467.07	496.39	489.43
BEEF FORAGE VARIABLE COSTS (£ per cow)			
Fertilisers, lime and manures	95.58	103.38	101.53
Seeds	2.23	12.35	9.95
Sprays	1.55	6.13	5.05
Forage contracting	57.96	61.49	60.65
Grass keep	14.86	33.19	28.85
Other forage costs	20.61	17.04	17.89
Total forage variable costs to beef	192.79	233.58	223.92
% of forage variable costs to beef	73.99	73.07	73.46

TABLE C5. Lowland cattle gross margins in Wales, 2021/22.

Herd Size	<38	=>38	All herds
Number of herds	6	9	15
Average farm area - actual hectares	109	161	140
- effective hectares	102	148	130
Average size of farm business (SO)	84,242	124,013	108,104
Average size of herd (numbers)	32	72	56
Calves reared per cow	0.94	0.87	0.89
Finished cattle sale price - £/head	1,426	1,388	1,401
Store cattle sale price - £/head	762	934	911
OUTPUT (£ per cow)			
Calf sales	80.04	53.85	59.84
Store cattle sales and transfers out	213.89	604.16	514.85
Finished cattle sales	861.66	476.08	564.32
Cow and bull sales and transfers out	106.60	212.50	188.27
Miscellaneous output	0.00	0.00	0.00
Change in valuation	112.47	-12.03	16.46
Less purchases	93.57	22.52	38.78
Less transfers in	90.91	224.02	193.56
Gross output	1,190.18	1,088.02	1,111.40
VARIABLE COSTS (£ per cow)			
Purchased concentrates	195.79	60.67	91.59
Home grown concentrates	42.67	86.75	76.66
Coarse fodder and tack	35.81	1.67	9.48
Veterinary and medicines	31.62	41.28	39.07
Other livestock costs	105.09	142.24	133.74
Allocatable contracting and hire	10.38	14.05	13.21
Total variable costs	421.36	346.66	363.75
Gross margin before forage costs	768.82	741.36	747.65
Forage variable costs per cow	249.71	166.94	185.89
Gross margin including forage costs	519.11	574.42	561.76
BEEF FORAGE VARIABLE COSTS (£ per cow)			
Fertilisers, lime and manures	95.35	75.06	79.70
Seeds	4.77	8.26	7.46
Sprays	5.47	5.74	5.68
Forage contracting	64.09	45.66	49.88
Grass keep	47.46	18.33	25.00
Other forage costs	32.57	13.89	18.17
Total forage variable costs to beef	249.71	166.94	185.89
% of forage variable costs to beef	63.17	77.73	71.91

TABLE C6. Hill sheep gross margins in Wales, 2021/22.

Flock Size	<400	400 - 800	>800	All flocks
Number of flocks	49	89	44	182
Average farm area - actual hectares	111	173	304	188
- effective hectares	87	131	237	145
Average size of farm business (SO)	66,033	91,728	180,692	106,318
Average flock size (numbers)	281	564	1,124	623
Lambs reared per ewe	1.26	1.22	1.19	1.21
Finished lambs sold per ewe	0.85	0.79	0.75	0.78
OUTPUT (£ per ewe)				
Lamb sales - store	9.60	10.55	9.23	9.86
- finished	81.61	75.46	74.03	75.58
Breeding ewe and ram sales	9.38	8.82	12.09	10.31
Other sheep sales	14.93	12.27	13.08	12.95
Wool sales	0.66	0.64	0.78	0.71
Miscellaneous output	0.01	0.02	0.00	0.01
Change in valuation	5.73	5.42	5.09	5.32
Less purchases	7.24	9.10	9.08	8.87
Gross output	114.68	104.08	105.22	105.87
VARIABLE COSTS (£ per ewe)				
Purchased concentrates	20.37	18.06	18.81	18.67
Home grown concentrates	0.01	0.53	0.36	0.39
Coarse fodder and tack	2.36	2.80	4.32	3.41
Veterinary and medicines	8.03	6.56	6.82	6.85
Other livestock costs	8.25	7.50	7.75	7.70
Allocatable contracting and hire	1.65	1.64	2.12	1.85
Total variable costs	40.67	37.09	40.18	38.87
Gross margin before forage costs	74.01	66.99	65.04	67.00
Forage variable costs per ewe	11.47	10.96	11.41	11.22
Gross margin including forage costs	62.54	56.03	53.63	55.78
SHEEP FORAGE VARIABLE COSTS (£ per ewe)				
Fertilisers, lime and manures	6.37	5.80	6.05	5.98
Seeds	0.37	0.54	0.76	0.61
Sprays	0.27	0.23	0.24	0.24
Forage contracting	2.94	2.44	2.54	2.55
Grass keep	0.76	1.15	1.21	1.13
Other forage costs	0.76	0.80	0.61	0.71
Total forage variable costs to sheep	11.47	10.96	11.41	11.22
% of forage variable costs to sheep	61.25	61.55	65.41	62.40

TABLE C7. Upland sheep gross margins in Wales, 2021/22.

Flock Size	<400	>400	All flocks
Number of flocks	28	22	50
Average farm area - actual hectares	97	168	128
- effective hectares	84	161	118
Average size of farm business (SO)	119,649	210,416	159,586
Average flock size (numbers)	203	773	454
Lambs reared per ewe	1.37	1.48	1.45
Finished lambs sold per ewe	1.06	1.16	1.14
OUTPUT (£ per ewe)			
Lamb sales - store	1.75	11.89	9.35
- finished	110.52	129.90	125.04
Breeding ewe and ram sales	12.63	4.36	6.43
Other sheep sales	14.22	15.28	15.01
Wool sales	0.71	0.87	0.83
Miscellaneous output	0.01	0.00	0.00
Change in valuation	11.23	8.63	9.28
Less purchases	23.65	23.25	23.35
Gross output	127.42	147.68	142.59
VARIABLE COSTS (£ per ewe)			
Purchased concentrates	18.17	22.80	21.64
Home grown concentrates	0.47	2.73	2.16
Coarse fodder and tack	1.53	1.88	1.79
Veterinary and medicines	8.47	8.48	8.48
Other livestock costs	9.96	10.74	10.55
Allocatable contracting and hire	1.13	2.65	2.27
Total variable costs	39.73	49.28	46.89
Gross margin before forage costs	87.69	98.40	95.70
Forage variable costs per ewe	16.36	20.91	19.79
Gross margin including forage costs	71.33	77.49	75.91
SHEEP FORAGE VARIABLE COSTS (£ per ewe)			
Fertilisers, lime and manures	8.57	8.50	8.52
Seeds	0.81	0.97	0.93
Sprays	0.32	0.51	0.47
Forage contracting	4.05	4.99	4.76
Grass keep	0.94	5.06	4.03
Other forage costs	1.67	0.88	1.08
Total forage variable costs to sheep	16.36	20.91	19.79
% of forage variable costs to sheep	35.50	64.56	48.28

TABLE C8. Lowland sheep gross margins in Wales, 2021/22.

Flock Size	≤300	>300	All flocks
Number of flocks	13	17	30
Average farm area - actual hectares	111	138	126
- effective hectares	106	130	120
Average size of farm business (SO)	138,966	168,469	155,684
Average flock size (numbers)	174	577	403
Lambs reared per ewe	1.35	1.51	1.48
Finished lambs sold per ewe	1.11	1.36	1.32
OUTPUT (£ per ewe)			
Lamb sales - store	0.00	0.53	0.43
- finished	124.37	157.34	151.15
Breeding ewe and ram sales	1.35	0.33	0.52
Other sheep sales	24.29	20.57	21.26
Wool sales	0.67	0.79	0.77
Miscellaneous output	0.00	0.00	0.00
Change in valuation	10.77	3.87	5.17
Less purchases	31.03	21.66	23.42
Gross output	130.42	161.77	155.88
VARIABLE COSTS (£ per ewe)			
Purchased concentrates	18.27	23.44	22.47
Home grown concentrates	3.33	1.97	2.22
Coarse fodder and tack	0.00	2.80	2.28
Veterinary and medicines	6.02	8.68	8.18
Other livestock costs	10.18	12.70	12.23
Allocatable contracting and hire	1.63	1.89	1.84
Total variable costs	39.43	51.48	49.22
Gross margin before forage costs	90.99	110.29	106.66
Forage variable costs per ewe	13.13	17.23	16.46
Gross margin including forage costs	77.86	93.06	90.20
SHEEP FORAGE VARIABLE COSTS (£ per ewe)			
Fertilisers, lime and manures	5.36	7.96	7.47
Seeds	0.87	0.86	0.87
Sprays	0.47	0.52	0.51
Forage contracting	2.97	3.88	3.71
Grass keep	2.65	2.72	2.70
Other forage costs	0.81	1.29	1.20
Total forage variable costs to sheep	13.13	17.23	16.46
% of forage variable costs to sheep	27.17	54.81	42.83

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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