

TABLE B4. Hill cattle and sheep farms

1. Under 70k SO	Farm Business Income (£ per farm)	
Number of farms in sample	24	24
Average business size (SO)	49,206	49,653
OUTPUTS	<u>2016/17</u>	<u>2015/16</u>
Other cattle	26,044	25,779
Sheep	19,019	16,126
Other livestock	-113	148
Main crops	537	581
By-products, forage and cultivations	794	1,481
Miscellaneous	5,183	5,156
Basic Payment Scheme	13,682	11,458
Income from energy generation	846	454
Environmental payments	3,420	3,605
TOTAL OUTPUTS	69,412	64,788
INPUTS		
Feeds - purchased concentrates	7,694	6,799
- homegrown concentrates	367	305
Coarse fodder, tack and stock keep	1,436	1,582
Veterinary and medicines	2,482	2,602
Other livestock costs	5,353	4,387
Fertilisers	3,333	3,343
Seeds - purchased and homegrown	306	468
Other crop costs	2,776	3,090
Labour - paid	433	411
- unpaid	3,501	3,495
- casual	694	1,042
Machinery - contract	759	763
- repairs	3,201	2,967
- fuels	2,547	2,943
- depreciation	7,120	7,368
General farming costs	10,077	8,077
Land expenses	2,421	2,968
Rent	1,407	1,430
Rental value	6,652	6,403
TOTAL INPUTS	62,559	60,443
NET FARM INCOME (excluding BLSA)	6,853	4,345
Plus :		
Unpaid labour (excludes farmer and spouse)	3,501	3,495
Imputed property costs	6,652	6,383
Less :		
Interest charges	726	1,088
Ownership charges	2,403	2,447
FARM BUSINESS INCOME	13,877	10,688

TABLE B4. Hill cattle and sheep farms**1. Under 70k SO (continued)**

INCOME MEASURES - £ per farm	<u>2016/17</u>	<u>2015/16</u>
NET FARM INCOME (excluding BLSA)	6,853	4,345
minus manual labour of farmer and spouse	18,199	18,024
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-11,346	-13,679
 NET FARM INCOME (excluding BLSA)	 6,853	 4,345
plus net rental value/imputed rent	6,652	6,403
minus occupier's expenses	224	252
minus interest payments	726	1,088
minus buildings and works depreciation	3,109	2,905
OCCUPIER'S NET INCOME	9,446	6,503
plus other imputed charges	3,501	3,495
plus fixed asset depreciation	10,229	10,274
minus valuation changes	1,259	1,867
CASH INCOME	21,917	18,405
 LAND UTILISATION - hectares per farm		
Cereals	0.53	0.62
Roots, fodder and other crops	0.82	1.30
Grassland - hay	2.57	2.77
- silage	15.06	14.80
- pasture	37.61	34.57
Fallow and land let	0.24	2.53
Rough grazing - sole	16.85	16.85
Bare land and forage hired	4.22	4.99
Woods, roads and buildings	4.20	4.20
TOTAL AREA (actual hectares)	82.10	82.63
TOTAL AREA (effective hectares)	64.88	63.11
Rough grazing - common (effective hectares)	2.04	2.04
 TENANT'S CAPITAL - £ per farm		
Machinery	52,000	50,747
Livestock	67,059	66,852
Crops	4,327	4,276
Stores	1,545	1,239
TOTAL	124,931	123,114
 PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.36	1.29
Finished lamb sales per ewe (numbers)	1.10	1.09
Stocking rate (grazing LU per eff.ha.)	1.03	1.07
Return on tenant's capital (%)	-9.08	-11.11

TABLE B4. Hill cattle and sheep farms**1. Under 70k SO (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	<u>2016/17</u>	<u>2015/16</u>	<u>2016/17</u>	<u>2015/16</u>
Beef cows	25.6	26.0	19.2	19.5
Other cattle	50.5	51.7	24.7	25.1
Breeding sheep	254.3	243.2	16.6	15.9
Other sheep	145.7	152.4	5.9	6.2
Other livestock	1.2	2.1		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2016/17</u>	<u>2015/16</u>	<u>2016/17</u>	<u>2015/16</u>	<u>2016/17</u>	<u>2015/16</u>
Number of farms	15	15	1	1	8	8
Average farm size - SO	46,404	46,419	N/A	N/A	51,898	53,224
- actual ha.	65.03	64.75			114.88	113.86
- eff. ha.	55.63	51.68			81.52	80.51

ASSETS

Agricultural land	557,549	545,206			287,713	284,865
Woodland	6,189	6,128			5,418	5,365
Buildings	16,769	16,897			31,835	33,594
Improvements	4,751	5,001			10,779	2,717
Machinery	54,304	50,025			39,399	43,094
Livestock	59,122	59,045			78,775	78,764
Crops, forage and cultivations	4,874	4,837			2,524	2,440
Basic Payment Scheme value	18,573	16,290			20,800	17,890
Stores	1,633	1,102			1,574	1,653
Credit balances	18,549	20,174			18,109	14,225
TOTAL	742,313	724,705			496,926	484,607

EXTERNAL LIABILITIES

Long and medium term loans	8,050	21,388			628	752
Other short term loans	4,021	2,015			3,017	4,075
Overdrafts	11,539	14,012			6,829	12,770
TOTAL	23,610	37,415			10,474	17,597

NET WORTH	718,703	687,290			486,452	467,010
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Owner equity (%)	97	95			98	96
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N/A - liabilities and assets results are not shown when the sub-samples by tenure have 5 or less farms.

TABLE B4. Hill cattle and sheep farms

2. 70 - 155k SO	Farm Business Income (£ per farm)	
Number of farms in sample	28	28
Average business size (SO)	92,546	91,950
OUTPUTS	<u>2016/17</u>	<u>2015/16</u>
Other cattle	36,134	39,126
Sheep	36,825	35,857
Other livestock	99	25
Main crops	549	438
By-products, forage and cultivations	795	2,106
Miscellaneous	4,422	4,809
Basic Payment Scheme	21,278	18,273
Income from energy generation	1,567	1,921
Environmental payments	3,638	3,074
TOTAL OUTPUTS	105,307	105,629
INPUTS		
Feeds - purchased concentrates	16,109	15,944
- homegrown concentrates	392	357
Coarse fodder, tack and stock keep	3,502	3,887
Veterinary and medicines	5,413	4,991
Other livestock costs	9,076	8,798
Fertilisers	4,821	6,102
Seeds - purchased and homegrown	604	603
Other crop costs	4,397	3,966
Labour - paid	1,961	2,177
- unpaid	4,381	4,615
- casual	920	540
Machinery - contract	764	681
- repairs	4,966	4,755
- fuels	4,971	4,824
- depreciation	10,568	10,018
General farming costs	9,899	10,479
Land expenses	4,268	4,312
Rent	1,115	1,255
Rental value	9,996	9,859
TOTAL INPUTS	98,123	98,163
NET FARM INCOME (excluding BLSA)	7,184	7,466
Plus :		
Unpaid labour (excludes farmer and spouse)	4,381	4,615
Imputed property costs	9,925	9,788
Less :		
Interest charges	3,993	3,934
Ownership charges	3,028	3,116
FARM BUSINESS INCOME	14,469	14,819

TABLE B4. Hill cattle and sheep farms**2. 70 - 155k SO (continued)**

INCOME MEASURES - £ per farm	<u>2016/17</u>	<u>2015/16</u>
NET FARM INCOME (excluding BLSA)	7,184	7,466
minus manual labour of farmer and spouse	19,822	19,809
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-12,638	-12,343
 NET FARM INCOME (excluding BLSA)	 7,184	 7,466
plus net rental value/imputed rent	9,996	9,859
minus occupier's expenses	289	241
minus interest payments	3,993	3,934
minus buildings and works depreciation	3,227	3,288
OCCUPIER'S NET INCOME	9,671	9,862
plus other imputed charges	4,453	4,687
plus fixed asset depreciation	13,795	13,306
minus valuation changes	-128	4,156
CASH INCOME	28,047	23,699
 LAND UTILISATION - hectares per farm		
Cereals	0.66	0.54
Roots, fodder and other crops	1.74	1.35
Grassland - hay	2.18	2.41
- silage	23.18	24.55
- pasture	68.41	65.83
Fallow and land let	0.00	0.00
Rough grazing - sole	13.69	13.69
Bare land and forage hired	10.35	9.80
Woods, roads and buildings	4.17	4.17
TOTAL AREA (actual hectares)	124.38	122.34
TOTAL AREA (effective hectares)	111.29	109.25
Rough grazing - common (effective hectares)	9.37	9.37
 TENANT'S CAPITAL - £ per farm		
Machinery	67,570	70,046
Livestock	115,409	116,170
Crops	4,477	4,424
Stores	2,527	1,951
TOTAL	189,983	192,591
 PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.34	1.35
Finished lamb sales per ewe (numbers)	1.07	1.02
Stocking rate (grazing LU per eff.ha.)	1.11	1.12
Return on tenant's capital (%)	-6.65	-6.41

TABLE B4. Hill cattle and sheep farms**2. 70 - 155k SO (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	<u>2016/17</u>	<u>2015/16</u>	<u>2016/17</u>	<u>2015/16</u>
Beef cows	39.5	38.9	29.6	29.2
Other cattle	86.1	86.5	44.7	45.6
Breeding sheep	517.3	499.9	34.2	33.1
Other sheep	356.5	346.9	14.3	13.9
Other livestock	2.0	2.1		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2016/17</u>	<u>2015/16</u>	<u>2016/17</u>	<u>2015/16</u>	<u>2016/17</u>	<u>2015/16</u>
Number of farms	15	15	1	1	12	12
Average farm size - SO	94,156	94,219	N/A	N/A	89,970	89,206
- actual ha.	133.87	131.16			108.41	107.70
- eff. ha.	119.00	116.30			102.59	101.87

ASSETS

Agricultural land	958,128	845,447			650,950	574,969
Woodland	12,210	12,089			5,321	5,268
Buildings	28,511	29,259			21,497	23,490
Improvements	6,021	5,406			7,230	6,238
Machinery	82,307	83,517			52,284	56,126
Livestock	116,183	115,976			113,605	116,010
Crops, forage and cultivations	3,514	3,723			5,972	5,611
Basic Payment Scheme value	30,440	29,837			28,907	25,320
Stores	3,797	2,811			1,088	978
Credit balances	16,499	19,070			12,364	9,889
TOTAL	1,257,610	1,147,135			899,218	823,899

EXTERNAL LIABILITIES

Long and medium term loans	91,993	85,784			77,803	75,138
Other short term loans	10,268	7,867			6,928	7,873
Overdrafts	15,573	15,045			39,220	33,884
TOTAL	117,834	108,696			123,951	116,895

NET WORTH	1,139,776	1,038,439			775,267	707,004
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Owner equity (%)	91	91			86	86
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N/A - liabilities and assets results are not shown when the sub-samples by tenure have 5 or less farms.

TABLE B4. Hill cattle and sheep farms

3. Over 115k SO	Farm Business Income (£ per farm)	
Number of farms in sample	27	27
Average business size (SO)	199,446	198,591
OUTPUTS	2016/17	2015/16
Dairy	11,299	13,147
Other cattle	69,723	72,326
Sheep	64,139	63,272
Other livestock	529	533
Main crops	938	2,201
By-products, forage and cultivations	834	275
Miscellaneous	6,379	6,771
Basic Payment Scheme	42,684	36,672
Income from energy generation	2,900	1,120
Environmental payments	9,621	9,409
TOTAL OUTPUTS	209,046	205,726
INPUTS		
Feeds - purchased concentrates	39,437	38,226
- homegrown concentrates	1,523	1,383
Coarse fodder, tack and stock keep	11,776	11,728
Veterinary and medicines	8,647	7,697
Other livestock costs	18,708	17,122
Fertilisers	11,419	12,294
Seeds - purchased and homegrown	1,031	970
Other crop costs	7,703	6,599
Labour - paid	1,867	1,678
- unpaid	17,401	17,835
- casual	4,797	4,575
Machinery - contract	1,708	1,822
- repairs	7,635	7,513
- fuels	8,693	8,765
- depreciation	21,968	20,242
General farming costs	15,273	15,059
Land expenses	7,713	6,726
Rent	5,792	5,571
Rental value	19,991	20,251
TOTAL INPUTS	213,082	206,056
NET FARM INCOME (excluding BLSA)	-4,036	-330
Plus :		
Unpaid labour (excludes farmer and spouse)	17,401	17,835
Imputed property costs	19,806	20,066
Less :		
Interest charges	5,860	5,616
Ownership charges	6,617	5,965
FARM BUSINESS INCOME	20,694	25,990

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

INCOME MEASURES - £ per farm	2016/17	2015/16
NET FARM INCOME (excluding BLSA)	-4,036	-330
minus manual labour of farmer and spouse	20,434	19,531
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-24,470	-19,861
 NET FARM INCOME (excluding BLSA)	 -4,036	 -330
plus net rental value/imputed rent	19,991	20,251
minus occupier's expenses	418	377
minus interest payments	5,860	5,616
minus buildings and works depreciation	6,854	6,256
OCCUPIER'S NET INCOME	2,823	7,672
plus other imputed charges	17,586	18,020
plus fixed asset depreciation	28,823	26,499
minus valuation changes	1,401	4,162
CASH INCOME	47,831	48,029
 LAND UTILISATION - hectares per farm		
Cereals	1.10	2.38
Roots, fodder and other crops	2.80	1.21
Grassland - hay	1.89	1.54
- silage	37.62	36.59
- pasture	146.04	145.97
Fallow and land let	0.00	0.00
Rough grazing - sole	47.77	47.77
Bare land and forage hired	20.23	17.08
Woods, roads and buildings	6.68	6.68
TOTAL AREA (actual hectares)	264.13	259.22
TOTAL AREA (effective hectares)	230.69	225.79
Rough grazing - common (effective hectares)	18.18	18.18
 TENANT'S CAPITAL - £ per farm		
Machinery	156,834	142,007
Livestock	247,445	246,415
Crops	6,628	7,215
Stores	3,727	3,138
TOTAL	414,634	398,775
 PERFORMANCE INDICATORS		
Milk yield per cow (litres)	5,241	5,480
Milk sales per cow (£)	996	1,127
Margin over concentrates per cow (£)	672	819
Milk price (pence per litre)	19.01	20.57
Lambs reared per ewe (numbers)	1.15	1.12
Finished lamb sales per ewe (numbers)	1.34	1.33
Stocking rate (grazing LU per eff.ha.)	1.04	1.08
Return on tenant's capital (%)	-5.90	-4.98

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

	Average number		Livestock Units	
	<u>2016/17</u>	<u>2015/16</u>	<u>2016/17</u>	<u>2015/16</u>
Dairy cattle	10.8	11.4	10.8	11.4
Beef cows	66.0	61.7	49.5	46.3
Other cattle	167.8	172.0	87.9	89.9
Breeding sheep	954.7	923.3	69.3	66.9
Other sheep	539.1	663.8	21.8	26.9
Other livestock	4.1	6.9		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2016/17</u>	<u>2015/16</u>	<u>2016/17</u>	<u>2015/16</u>	<u>2016/17</u>	<u>2015/16</u>
Number of farms	12	12	1	1	14	14
Average farm size - SO	220,113	218,904	N/A	N/A	185,589	185,055
- actual ha.	251.45	249.66			282.69	274.76
- eff. ha.	226.60	224.81			239.51	231.58

ASSETS

Agricultural land	1,732,404	1,472,858			1,214,825	1,186,142
Woodland	15,155	15,005			18,943	18,755
Buildings	54,009	54,492			38,021	30,220
Improvements	17,862	15,527			14,108	12,612
Machinery	191,598	163,559			133,212	128,930
Livestock	284,252	282,043			222,003	222,757
Crops, forage and cultivations	5,730	6,005			7,872	8,767
Basic Payment Scheme value	59,961	57,928			61,166	53,416
Stores	3,944	4,263			3,808	2,399
Credit balances	39,479	50,130			31,127	39,188
TOTAL	2,404,394	2,121,810			1,745,085	1,703,186

EXTERNAL LIABILITIES

Long and medium term loans	116,916	115,727			117,392	113,376
Other short term loans	40,447	31,725			13,842	12,873
Overdrafts	89,151	79,097			56,135	58,705
TOTAL	246,514	226,549			187,369	184,954

NET WORTH	2,157,880	1,895,261			1,557,716	1,518,232
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Owner equity (%)	90	89			89	89
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N/A - liabilities and assets results are not shown when the sub-samples by tenure have less than 5 farms.

TABLE B4. Hill cattle and sheep farms

4. All sizes	Farm Business Income (£ per farm)	
Number of farms in sample	79	79
Average business size (SO)	115,915	115,547
OUTPUTS	2016/17	2015/16
Dairy	3,861	4,493
Other cattle	44,549	46,418
Sheep	40,751	39,232
Other livestock	182	236
Main crops	678	1,084
By-products, forage and cultivations	808	1,290
Miscellaneous	5,322	5,585
Basic Payment Scheme	26,287	22,491
Income from energy generation	1,804	1,202
Environmental payments	5,616	5,400
TOTAL OUTPUTS	129,858	127,431
INPUTS		
Feeds - purchased concentrates	21,526	20,781
- homegrown concentrates	771	692
Coarse fodder, tack and stock keep	5,702	5,866
Veterinary and medicines	5,628	5,190
Other livestock costs	11,237	10,303
Fertilisers	6,624	7,380
Seeds - purchased and homegrown	660	687
Other crop costs	5,034	4,600
Labour - paid	1,465	1,470
- unpaid	8,563	8,793
- casual	2,177	2,072
Machinery - contract	1,085	1,096
- repairs	5,342	5,154
- fuels	5,507	5,599
- depreciation	13,416	12,707
General farming costs	11,790	11,315
Land expenses	4,884	4,729
Rent	2,802	2,783
Rental value	12,396	12,361
TOTAL INPUTS	126,609	123,578
NET FARM INCOME (excluding BLSA)	3,249	3,853
Plus :		
Unpaid labour (excludes farmer and spouse)	8,563	8,793
Imputed property costs	12,307	12,266
Less :		
Interest charges	3,639	3,644
Ownership charges	4,065	3,887
FARM BUSINESS INCOME	16,415	17,381

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

INCOME MEASURES - £ per farm	<u>2016/17</u>	<u>2015/16</u>
NET FARM INCOME (excluding BLSA)	3,249	3,853
minus manual labour of farmer and spouse	19,538	19,171
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-16,289	-15,318
 NET FARM INCOME (excluding BLSA)	 3,249	 3,853
plus net rental value/imputed rent	12,396	12,361
minus occupier's expenses	313	291
minus interest payments	3,639	3,644
minus buildings and works depreciation	4,431	4,186
OCCUPIER'S NET INCOME	7,262	8,093
plus other imputed charges	8,652	8,882
plus fixed asset depreciation	17,848	16,894
minus valuation changes	816	3,462
CASH INCOME	32,946	30,407
 LAND UTILISATION - hectares per farm		
Cereals	0.77	1.19
Roots, fodder and other crops	1.82	1.29
Grassland - hay	2.20	2.22
- silage	25.65	25.70
- pasture	85.58	83.72
Fallow and land let	0.07	0.77
Rough grazing - sole	26.30	26.30
Bare land and forage hired	11.87	10.82
Woods, roads and buildings	5.04	5.04
TOTAL AREA (actual hectares)	154.26	152.01
TOTAL AREA (effective hectares)	138.00	135.06
Rough grazing - common (effective hectares)	10.15	10.15
 TENANT'S CAPITAL - £ per farm		
Machinery	93,348	88,777
Livestock	145,846	145,702
Crops	5,167	5,333
Stores	2,639	2,141
TOTAL	247,000	241,953
 PERFORMANCE INDICATORS		
Milk yield per cow (litres)	5,241	5,480
Milk sales per cow (£)	996	1,127
Margin over concentrates per cow (£)	672	819
Milk price (pence per litre)	19.01	20.57
Lambs reared per ewe (numbers)	1.15	1.12
Finished lamb sales per ewe (numbers)	1.34	1.33
Stocking rate (grazing LU per eff.ha.)	1.04	1.08
Return on tenant's capital (%)	-6.59	-6.33

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

	Average number		Livestock Units	
	<u>2016/17</u>	<u>2015/16</u>	<u>2016/17</u>	<u>2015/16</u>
Dairy cattle	3.7	3.9	3.7	3.9
Beef cows	44.3	42.8	33.3	32.1
Other cattle	103.2	105.1	53.4	54.5
Breeding sheep	586.9	566.6	40.9	39.4
Other sheep	354.9	396.2	14.3	16.0
Other livestock	2.5	3.8		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2016/17</u>	<u>2015/16</u>	<u>2016/17</u>	<u>2015/16</u>	<u>2016/17</u>	<u>2015/16</u>
Number of farms	42	42	3	3	34	34
Average farm size - SO	113,089	112,772	N/A	N/A	120,384	120,207
- actual ha.	142.88	141.30			181.70	177.94
- eff. ha.	127.11	124.22			154.01	150.26

ASSETS

Agricultural land	1,036,286	917,478			797,667	758,368
Woodland	10,901	10,793			10,953	10,845
Buildings	31,603	32,054			30,733	28,638
Improvements	8,950	8,153			10,897	8,034
Machinery	103,532	94,425			82,575	83,038
Livestock	143,824	143,091			150,044	151,201
Crops, forage and cultivations	4,633	4,773			5,943	6,165
Basic Payment Scheme value	34,636	33,025			40,282	35,141
Stores	3,066	2,615			2,322	1,722
Credit balances	23,797	28,339			21,442	22,973
TOTAL	1,401,228	1,274,746			1,152,858	1,106,125

EXTERNAL LIABILITIES

Long and medium term loans	69,134	71,341			75,946	73,381
Other short term loans	16,659	12,594			8,855	9,038
Overdrafts	35,154	32,976			38,564	39,136
TOTAL	120,947	116,911			123,365	121,555

NET WORTH	1,280,281	1,157,835			1,029,493	984,570
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Owner equity (%)	91	91			89	89
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N/A - liabilities and assets results are not shown when the sub-samples by tenure have 5 or less farms.