

TABLE B3. Hill sheep farms

1. Under 70k SO	Farm Business Income (£ per farm)	
Number of farms in sample	42	42
Average business size (SO)	48,427	49,076
OUTPUTS	<u>2016/17</u>	<u>2015/16</u>
Other cattle	5,359	5,771
Sheep	23,097	22,690
Other livestock	0	-10
Main crops	0	0
By-products, forage and cultivations	725	526
Miscellaneous	3,339	4,137
Basic Payment Scheme	17,892	14,186
Income from energy generation	809	764
Environmental payments	6,387	6,525
TOTAL OUTPUTS	57,608	54,589
INPUTS		
Feeds - purchased concentrates	6,155	5,403
- homegrown concentrates	0	0
Coarse fodder, tack and stock keep	1,638	1,328
Veterinary and medicines	2,191	2,150
Other livestock costs	3,174	3,097
Fertilisers	2,299	2,382
Seeds - purchased and homegrown	226	189
Other crop costs	1,454	1,466
Labour - paid	660	323
- unpaid	1,455	1,418
- casual	606	626
Machinery - contract	390	373
- repairs	2,680	2,432
- fuels	2,555	2,670
- depreciation	6,864	6,859
General farming costs	6,461	6,503
Land expenses	2,152	2,637
Rent	1,967	1,882
Rental value	5,994	5,965
TOTAL INPUTS	48,921	47,703
NET FARM INCOME (excluding BLSA)	8,687	6,886
Plus :		
Unpaid labour (excludes farmer and spouse)	1,455	1,418
Imputed property costs	5,895	5,835
Less :		
Interest charges	962	1,051
Ownership charges	1,434	1,361
FARM BUSINESS INCOME	13,641	11,727

TABLE B3. Hill sheep farms**1. Under 70k SO (continued)**

INCOME MEASURES - £ per farm	<u>2016/17</u>	<u>2015/16</u>
NET FARM INCOME (excluding BLSA)	8,687	6,886
minus manual labour of farmer and spouse	17,945	18,020
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-9,258	-11,134
 NET FARM INCOME (excluding BLSA)	 8,687	 6,886
plus net rental value/imputed rent	5,994	5,965
minus occupier's expenses	253	230
minus interest payments	962	1,051
minus buildings and works depreciation	1,699	1,642
OCCUPIER'S NET INCOME	11,767	9,928
plus other imputed charges	1,550	1,513
plus fixed asset depreciation	8,564	8,501
minus valuation changes	-568	-443
CASH INCOME	22,449	20,385
 LAND UTILISATION - hectares per farm		
Cereals	0.00	0.00
Roots, fodder and other crops	0.41	0.28
Grassland - hay	1.33	1.12
- silage	10.54	11.24
- pasture	50.65	49.55
Fallow and land let	2.50	2.33
Rough grazing - sole	43.44	43.44
Bare land and forage hired	3.06	2.81
Woods, roads and buildings	3.80	3.80
TOTAL AREA (actual hectares)	115.73	114.57
TOTAL AREA (effective hectares)	81.61	80.28
Rough grazing - common (effective hectares)	10.62	10.62
 TENANT'S CAPITAL - £ per farm		
Machinery	41,362	44,192
Livestock	35,656	36,199
Crops	913	913
Stores	836	869
TOTAL	78,767	82,173
 PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.20	1.20
Finished lamb sales per ewe (numbers)	0.74	0.74
Stocking rate (grazing LU per eff.ha.)	0.60	0.61
Return on tenant's capital (%)	-11.75	-13.55

TABLE B3. Hill 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	6.6	7.4	4.9	5.5
Other cattle	12.3	13.2	6.0	6.4
Breeding sheep	421.2	421.1	27.1	27.1
Other sheep	262.3	258.0	10.5	10.3
Other livestock	0.0	0.0		

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	24	24	8	8	10	10
Average farm size - SO	48,101	48,738	45,978	46,015	51,168	52,335
- actual ha.	115.29	113.30	110.51	108.74	122.44	122.32
- eff. ha.	77.01	75.06	80.26	78.49	93.73	94.22

ASSETS

Agricultural land	593,647	539,478	0	0	429,917	413,334
Woodland	7,937	7,858	0	0	6,911	6,843
Buildings	9,623	9,905	2,107	2,303	9,100	9,944
Improvements	9,596	8,480	3,503	3,123	7,096	6,190
Machinery	43,630	46,206	34,425	37,863	41,472	44,423
Livestock	35,301	35,826	38,334	38,432	34,367	35,309
Crops, forage and cultivations	781	755	1,054	1,236	1,119	1,036
Basic Payment Scheme value	25,024	21,122	21,917	17,841	27,722	24,537
Stores	1,030	1,075	445	610	685	582
Credit balances	38,565	38,649	8,708	9,005	66,360	66,869
TOTAL	765,134	709,354	110,493	110,413	624,749	609,067

EXTERNAL LIABILITIES

Long and medium term loans	21,583	23,257	0	0	11,794	14,092
Other short term loans	1,387	1,545	1,303	1,532	4,070	1,733
Overdrafts	1,870	0	11,101	9,129	14,858	14,249
TOTAL	24,840	24,802	12,404	10,661	30,722	30,074

NET WORTH	740,294	684,552	98,089	99,752	594,027	578,993
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Owner equity (%)	97	97	89	90	95	95
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TABLE B3. Hill sheep farms

2. 70 - 155k SO	Farm Business Income (£ per farm)	
Number of farms in sample	36	36
Average business size (SO)	90,708	91,570
OUTPUTS	<u>2016/17</u>	<u>2015/16</u>
Other cattle	13,379	15,145
Sheep	49,828	47,816
Other livestock	63	0
Main crops	331	277
By-products, forage and cultivations	803	980
Miscellaneous	5,252	6,073
Basic Payment Scheme	26,278	21,688
Income from energy generation	1,586	307
Environmental payments	6,769	6,714
TOTAL OUTPUTS	104,289	99,000
INPUTS		
Feeds - purchased concentrates	13,195	12,192
- homegrown concentrates	254	335
Coarse fodder, tack and stock keep	4,750	4,042
Veterinary and medicines	4,626	4,199
Other livestock costs	6,954	6,527
Fertilisers	4,863	5,699
Seeds - purchased and homegrown	363	547
Other crop costs	2,184	2,757
Labour - paid	1,719	2,000
- unpaid	3,754	4,095
- casual	1,150	930
Machinery - contract	835	564
- repairs	5,132	4,099
- fuels	4,471	4,284
- depreciation	10,047	9,855
General farming costs	9,128	8,650
Land expenses	3,878	4,469
Rent	2,696	2,678
Rental value	8,800	9,022
TOTAL INPUTS	88,799	86,944
NET FARM INCOME (excluding BLSA)	15,490	12,056
Plus :		
Unpaid labour (excludes farmer and spouse)	3,754	4,095
Imputed property costs	8,745	8,967
Less :		
Interest charges	1,439	960
Ownership charges	2,420	2,188
FARM BUSINESS INCOME	24,130	21,970

TABLE B3. Hill sheep farms**2. 70 - 155k SO (continued)**

INCOME MEASURES - £ per farm	<u>2016/17</u>	<u>2015/16</u>
NET FARM INCOME (excluding BLSA)	15,490	12,056
minus manual labour of farmer and spouse	22,891	22,798
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-7,401	-10,742
 NET FARM INCOME (excluding BLSA)	 15,490	 12,056
plus net rental value/imputed rent	8,800	9,022
minus occupier's expenses	212	148
minus interest payments	1,439	960
minus buildings and works depreciation	2,741	2,524
OCCUPIER'S NET INCOME	19,898	17,446
plus other imputed charges	3,810	4,151
plus fixed asset depreciation	12,789	12,380
minus valuation changes	1,394	-500
CASH INCOME	35,103	34,477
 LAND UTILISATION - hectares per farm		
Cereals	0.39	0.66
Roots, fodder and other crops	1.00	1.28
Grassland - hay	1.51	1.78
- silage	15.41	16.54
- pasture	90.95	88.96
Fallow and land let	1.42	1.46
Rough grazing - sole	39.56	39.56
Bare land and forage hired	5.22	5.74
Woods, roads and buildings	5.48	5.47
TOTAL AREA (actual hectares)	160.94	161.45
TOTAL AREA (effective hectares)	126.59	127.07
Rough grazing - common (effective hectares)	16.66	16.66
 TENANT'S CAPITAL - £ per farm		
Machinery	63,310	63,082
Livestock	79,225	78,334
Crops	2,803	2,452
Stores	1,379	1,049
TOTAL	146,717	144,917
 PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.20	1.20
Finished lamb sales per ewe (numbers)	0.72	0.72
Stocking rate (grazing LU per eff.ha.)	0.75	0.75
Return on tenant's capital (%)	-5.04	-7.41

TABLE B3. Hill 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	15.7	16.3	11.8	12.2
Other cattle	28.6	29.8	13.4	14.1
Breeding sheep	764.1	780.0	49.1	50.1
Other sheep	493.1	457.3	19.8	18.3
Other livestock	0.8	0.8		

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	19	19	2	2	15	15
Average farm size - SO	89,949	91,417	N/A	N/A	91,735	91,433
- actual ha.	149.01	149.55			181.31	181.75
- eff. ha.	120.81	121.27			137.77	138.20

ASSETS

Agricultural land	813,236	772,819			697,366	674,798
Woodland	16,802	16,635			9,490	9,396
Buildings	12,763	10,632			20,473	18,713
Improvements	6,302	6,682			13,365	12,668
Machinery	67,458	66,311			60,879	61,366
Livestock	79,417	76,345			83,182	84,994
Crops, forage and cultivations	2,983	2,868			2,556	1,833
Basic Payment Scheme value	37,805	33,987			36,247	31,566
Stores	1,207	900			1,709	1,264
Credit balances	23,934	26,813			51,848	42,199
TOTAL	1,061,907	1,013,992			977,115	938,797

EXTERNAL LIABILITIES

Long and medium term loans	24,959	7,114			23,779	12,292
Other short term loans	4,590	3,724			3,769	4,296
Overdrafts	18,782	22,986			11,795	9,873
TOTAL	48,331	33,824			39,343	26,461

NET WORTH	1,013,576	980,168			937,772	912,336
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Owner equity (%)	95	97			96	97
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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 B3. Hill sheep farms

3. Over 115k SO	Farm Business Income (£ per farm)	
Number of farms in sample	45	45
Average business size (SO)	186,450	191,929
OUTPUTS	<u>2016/17</u>	<u>2015/16</u>
Other cattle	30,818	33,183
Sheep	103,851	103,479
Other livestock	25	0
Main crops	1,811	1,827
By-products, forage and cultivations	-86	569
Miscellaneous	10,695	11,033
Basic Payment Scheme	52,659	43,530
Income from energy generation	8,028	17,749
Environmental payments	21,598	23,573
TOTAL OUTPUTS	229,399	234,943
INPUTS		
Feeds - purchased concentrates	27,965	26,722
- homegrown concentrates	485	477
Coarse fodder, tack and stock keep	20,161	17,813
Veterinary and medicines	9,165	8,012
Other livestock costs	14,538	14,013
Fertilisers	10,337	11,471
Seeds - purchased and homegrown	1,255	1,462
Other crop costs	6,893	7,279
Labour - paid	6,488	7,533
- unpaid	12,686	11,909
- casual	3,001	2,669
Machinery - contract	1,499	1,165
- repairs	8,026	7,920
- fuels	8,216	7,849
- depreciation	18,906	20,292
General farming costs	15,017	15,460
Land expenses	7,215	8,334
Rent	3,294	3,505
Rental value	22,651	22,733
TOTAL INPUTS	197,798	196,618
NET FARM INCOME (excluding BLSA)	31,601	38,325
Plus :		
Unpaid labour (excludes farmer and spouse)	12,686	11,909
Imputed property costs	22,561	22,614
Less :		
Interest charges	5,959	6,424
Ownership charges	4,962	4,870
FARM BUSINESS INCOME	55,927	61,554

TABLE B3. Hill sheep farms**3. Over 115k SO (continued)**

INCOME MEASURES - £ per farm	<u>2016/17</u>	<u>2015/16</u>
NET FARM INCOME (excluding BLSA)	31,601	38,325
minus manual labour of farmer and spouse	18,978	18,983
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	12,623	19,342
 NET FARM INCOME (excluding BLSA)	 31,601	 38,325
plus net rental value/imputed rent	22,651	22,733
minus occupier's expenses	348	292
minus interest payments	5,959	6,424
minus buildings and works depreciation	5,616	5,376
OCCUPIER'S NET INCOME	42,329	48,966
plus other imputed charges	12,775	11,998
plus fixed asset depreciation	24,522	25,669
minus valuation changes	1,989	1,493
CASH INCOME	77,637	85,140
 LAND UTILISATION - hectares per farm		
Cereals	1.60	1.79
Roots, fodder and other crops	2.67	2.29
Grassland - hay	3.91	4.08
- silage	27.36	26.69
- pasture	173.69	166.10
Fallow and land let	0.69	0.89
Rough grazing - sole	167.83	167.68
Bare land and forage hired	31.26	30.74
Woods, roads and buildings	9.16	9.16
TOTAL AREA (actual hectares)	418.17	409.42
TOTAL AREA (effective hectares)	284.97	276.38
Rough grazing - common (effective hectares)	29.38	29.38
 TENANT'S CAPITAL - £ per farm		
Machinery	135,371	140,198
Livestock	174,822	175,093
Crops	7,284	7,972
Stores	3,646	2,772
TOTAL	321,123	326,035
 PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.15	1.19
Finished lamb sales per ewe (numbers)	0.89	0.94
Stocking rate (grazing LU per eff.ha.)	0.74	0.80
Return on tenant's capital (%)	3.93	5.93

TABLE B3. Hill 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>
Beef cows	29.8	30.1	22.3	22.6
Other cattle	62.9	66.6	31.5	34.5
Breeding sheep	1610.0	1670.9	111.8	115.5
Other sheep	1078.1	1164.6	43.4	46.7
Other livestock	0.7	0.7		

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	22	22	3	3	20	20
Average farm size - SO	214,348	214,110	N/A	N/A	162,832	163,915
- actual ha.	504.29	488.47			336.67	333.84
- eff. ha.	343.06	327.30			220.87	218.29

ASSETS

Agricultural land	2,154,404	1,835,841			1,151,118	1,106,970
Woodland	21,752	21,537			7,450	7,376
Buildings	31,286	33,225			41,452	36,440
Improvements	38,001	31,461			23,327	22,458
Machinery	158,281	163,319			117,281	122,178
Livestock	199,027	199,013			146,374	145,894
Crops, forage and cultivations	8,404	8,692			6,396	7,328
Basic Payment Scheme value	82,343	71,210			68,010	60,088
Stores	4,389	3,322			3,180	2,365
Credit balances	72,619	77,506			75,505	76,080
TOTAL	2,770,506	2,445,126			1,640,093	1,587,177

EXTERNAL LIABILITIES

Long and medium term loans	219,343	208,685			134,714	133,910
Other short term loans	13,660	13,973			14,795	15,600
Overdrafts	45,001	65,719			18,585	32,001
TOTAL	278,004	288,377			168,094	181,511

NET WORTH	2,492,502	2,156,749			1,471,999	1,405,666
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Owner equity (%)	90	88			90	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 B3. Hill sheep farms

4. All sizes	Farm Business Income (£ per farm)	
Number of farms in sample	123	123
Average business size (SO)	111,298	113,777
OUTPUTS	<u>2016/17</u>	<u>2015/16</u>
Other cattle	17,021	18,543
Sheep	60,465	59,601
Other livestock	27	-4
Main crops	759	749
By-products, forage and cultivations	451	675
Miscellaneous	6,590	7,227
Basic Payment Scheme	33,066	27,118
Income from energy generation	3,678	6,844
Environmental payments	12,064	12,817
TOTAL OUTPUTS	134,121	133,570
INPUTS		
Feeds - purchased concentrates	16,195	15,190
- homegrown concentrates	251	272
Coarse fodder, tack and stock keep	9,325	8,154
Veterinary and medicines	5,455	4,894
Other livestock costs	8,438	8,095
Fertilisers	5,990	6,678
Seeds - purchased and homegrown	643	759
Other crop costs	3,658	3,970
Labour - paid	3,102	3,452
- unpaid	6,237	6,040
- casual	1,641	1,462
Machinery - contract	926	719
- repairs	5,354	4,927
- fuels	5,187	5,037
- depreciation	12,201	12,650
General farming costs	10,372	10,408
Land expenses	4,510	5,257
Rent	2,666	2,709
Rental value	12,910	12,994
TOTAL INPUTS	115,061	113,667
NET FARM INCOME (excluding BLSA)	19,060	19,903
Plus :		
Unpaid labour (excludes farmer and spouse)	6,237	6,040
Imputed property costs	12,826	12,890
Less :		
Interest charges	2,930	2,990
Ownership charges	3,013	2,887
FARM BUSINESS INCOME	32,180	32,956

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

INCOME MEASURES - £ per farm	<u>2016/17</u>	<u>2015/16</u>
NET FARM INCOME (excluding BLSA)	19,060	19,903
minus manual labour of farmer and spouse	19,770	19,771
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-710	132
 NET FARM INCOME (excluding BLSA)	 19,060	 19,903
plus net rental value/imputed rent	12,910	12,994
minus occupier's expenses	276	229
minus interest payments	2,930	2,990
minus buildings and works depreciation	3,437	3,266
OCCUPIER'S NET INCOME	25,327	26,412
plus other imputed charges	6,318	6,121
plus fixed asset depreciation	15,639	15,917
minus valuation changes	942	249
CASH INCOME	46,342	48,201
 LAND UTILISATION - hectares per farm		
Cereals	0.70	0.85
Roots, fodder and other crops	1.41	1.31
Grassland - hay	2.33	2.40
- silage	18.12	18.44
- pasture	107.46	103.73
Fallow and land let	1.52	1.55
Rough grazing - sole	87.82	87.76
Bare land and forage hired	14.01	13.89
Woods, roads and buildings	6.25	6.25
TOTAL AREA (actual hectares)	233.37	229.93
TOTAL AREA (effective hectares)	169.17	165.72
Rough grazing - common (effective hectares)	19.25	19.25
 TENANT'S CAPITAL - £ per farm		
Machinery	82,180	84,845
Livestock	99,322	99,346
Crops	3,797	3,946
Stores	2,023	1,618
TOTAL	187,322	189,755
 PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.15	1.19
Finished lamb sales per ewe (numbers)	0.89	0.94
Stocking rate (grazing LU per eff.ha.)	0.74	0.80
Return on tenant's capital (%)	-0.38	0.07

TABLE B3. Hill 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>
Beef cows	17.8	18.3	13.3	13.7
Other cattle	35.6	37.6	17.5	18.9
Breeding sheep	956.5	983.4	64.5	66.1
Other sheep	628.3	648.0	25.2	26.0
Other livestock	0.5	0.5		

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	65	65	13	13	45	45
Average farm size - SO	116,602	117,185	74,326	92,640	114,319	114,959
- actual ha.	256.81	250.87	162.78	162.76	237.28	236.14
- eff. ha.	179.86	173.94	130.49	130.47	164.92	164.02

ASSETS

Agricultural land	1,186,091	1,046,454	0	0	839,601	808,771
Woodland	15,204	15,054	0	0	8,010	7,931
Buildings	17,873	18,011	3,876	4,236	27,270	24,643
Improvements	18,247	15,733	5,358	4,370	16,399	15,579
Machinery	89,400	91,721	47,970	51,218	81,634	84,629
Livestock	103,611	102,902	74,083	75,777	100,419	101,019
Crops, forage and cultivations	4,005	4,059	2,257	2,860	3,943	4,098
Basic Payment Scheme value	48,160	41,836	32,723	31,567	48,469	42,680
Stores	2,219	1,784	659	845	2,135	1,601
Credit balances	45,814	48,341	16,830	18,139	65,587	62,739
TOTAL	1,530,624	1,385,895	183,756	189,012	1,193,467	1,153,690

EXTERNAL LIABILITIES

Long and medium term loans	89,504	81,298	12,167	9,047	70,420	66,745
Other short term loans	6,477	6,388	4,900	6,022	8,736	8,750
Overdrafts	21,412	28,962	32,419	35,867	15,493	20,680
TOTAL	117,393	116,648	49,486	50,936	94,649	96,175

NET WORTH	1,413,231	1,269,247	134,270	138,076	1,098,818	1,057,515
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Owner equity (%)	92	92	73	73	92	92
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