

TABLE B1. Hill and upland dairy farms

1. Under 300k SO	Farm Business Income (£ per farm)	
Number of farms in sample	31	31
Average business size (SO)	199,453	199,433
OUTPUTS	2016/17	2015/16
Dairy	102,327	114,499
Other cattle	21,792	23,075
Sheep	9,038	7,944
Other livestock	5	32
Main crops	430	488
By-products, forage and cultivations	1,538	1,073
Miscellaneous	2,565	3,020
Basic Payment Scheme	14,689	12,629
Income from energy generation	311	355
Environmental payments	1,287	1,364
TOTAL OUTPUTS	153,982	164,479
INPUTS		
Feeds - purchased concentrates	35,143	38,283
- homegrown concentrates	2,373	2,478
Coarse fodder, tack and stock keep	3,218	3,263
Veterinary and medicines	5,209	5,109
Other livestock costs	15,983	15,961
Fertilisers	7,194	8,899
Seeds - purchased and homegrown	687	766
Other crop costs	6,746	7,220
Labour - paid	3,004	2,989
- unpaid	8,341	7,518
- casual	854	1,788
Machinery - contract	1,453	828
- repairs	5,714	5,047
- fuels	4,447	4,479
- depreciation	12,886	12,811
General farming costs	13,790	13,627
Land expenses	2,314	4,147
Rent	3,627	3,560
Rental value	13,930	13,270
TOTAL INPUTS	146,913	152,043
NET FARM INCOME (excluding BLSA)	7,069	12,436
Plus :		
Unpaid labour (excludes farmer and spouse)	8,341	7,518
Imputed property costs	13,850	13,167
Less :		
Interest charges	3,614	4,092
Ownership charges	5,322	5,022
FARM BUSINESS INCOME	20,324	24,007

TABLE B1. Hill and upland dairy farms**1. Under 300k SO (continued)**

INCOME MEASURES - £ per farm	<u>2016/17</u>	<u>2015/16</u>
NET FARM INCOME (excluding BLSA)	7,069	12,436
minus manual labour of farmer and spouse	20,187	20,112
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-13,118	-7,676
NET FARM INCOME (excluding BLSA)	7,069	12,436
plus net rental value/imputed rent	13,930	13,270
minus occupier's expenses	277	269
minus interest payments	3,614	4,092
minus buildings and works depreciation	5,770	5,537
OCCUPIER'S NET INCOME	11,338	15,808
plus other imputed charges	8,422	7,614
plus fixed asset depreciation	18,657	18,349
minus valuation changes	2,908	-2,989
CASH INCOME	35,509	44,760
LAND UTILISATION - hectares per farm		
Cereals	0.62	0.68
Roots, fodder and other crops	0.76	1.50
Grassland - hay	0.40	0.20
- silage	28.09	27.13
- pasture	33.02	32.98
Fallow and land let	1.19	1.35
Rough grazing - sole	7.67	7.17
Bare land and forage hired	7.55	7.06
Woods, roads and buildings	2.13	2.13
TOTAL AREA (actual hectares)	81.43	80.20
TOTAL AREA (effective hectares)	72.88	72.99
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	85,006	84,120
Livestock	115,831	113,758
Crops	4,913	4,637
Stores	2,668	2,291
TOTAL	208,418	204,806
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	5,980	6,505
Milk sales per cow (£)	1,279	1,427
Margin over concentrates per cow (£)	903	1,011
Milk price (pence per litre)	21.38	21.93
Lambs reared per ewe (numbers)	1.37	1.37
Finished lamb sales per ewe (numbers)	1.24	1.20
Stocking rate (grazing LU per eff.ha.)	1.79	1.78
Return on tenant's capital (%)	-6.29	-3.75

TABLE B1. Hill and upland dairy farms**1. Under 300k 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	77.2	77.8	77.2	77.8
Beef cows	0.3	0.5	0.2	0.4
Other cattle	68.6	65.2	37.2	35.5
Breeding sheep	148.9	144.7	11.8	11.5
Other sheep	73.7	80.2	3.0	3.2
Other livestock	0.3	0.2		

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	16	16	1	1	14	14
Average farm size - SO	199,038	197,426	N/A	N/A	204,111	205,710
- actual ha.	73.66	72.97			90.86	89.34
- eff. ha.	66.67	68.59			79.91	78.39

ASSETS

Agricultural land	763,478	659,383			603,628	531,745
Woodland	4,148	4,107			448	444
Buildings	62,184	59,167			20,957	20,687
Improvements	9,369	9,616			10,225	11,173
Machinery	92,099	85,208			78,090	83,088
Livestock	115,738	115,208			117,855	113,251
Crops, forage and cultivations	5,166	4,762			4,929	4,788
Basic Payment Scheme value	18,082	16,883			23,722	21,781
Stores	2,879	2,383			2,522	2,307
Credit balances	32,011	34,840			38,873	43,388
TOTAL	1,105,154	991,557			901,249	832,652

EXTERNAL LIABILITIES

Long and medium term loans	80,237	69,831			108,276	73,705
Other short term loans	20,253	20,396			8,302	7,457
Overdrafts	29,137	24,900			29,662	25,053
TOTAL	129,627	115,127			146,240	106,215

NET WORTH	975,527	876,430			755,009	726,437
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Owner equity (%)	88	88			84	87
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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 B1. Hill and upland dairy farms

1. Over 300k SO	Farm Business Income (£ per farm)	
Number of farms in sample	26	26
Average business size (SO)	550,325	541,634
OUTPUTS	2016/17	2015/16
Dairy	339,882	349,878
Other cattle	56,000	51,197
Sheep	10,346	8,909
Other livestock	10,041	8,930
Main crops	316	1,038
By-products, forage and cultivations	4,277	1,122
Miscellaneous	2,923	1,967
Basic Payment Scheme	24,432	22,206
Income from energy generation	4,221	4,497
Environmental payments	805	957
TOTAL OUTPUTS	453,243	450,701
INPUTS		
Feeds - purchased concentrates	124,715	112,752
- homegrown concentrates	3,530	3,992
Coarse fodder, tack and stock keep	21,439	22,489
Veterinary and medicines	16,972	16,379
Other livestock costs	37,454	38,369
Fertilisers	20,967	26,800
Seeds - purchased and homegrown	1,880	2,134
Other crop costs	22,650	26,797
Labour - paid	16,523	17,478
- unpaid	14,004	14,068
- casual	7,601	6,626
Machinery - contract	7,011	7,421
- repairs	13,008	12,218
- fuels	10,808	10,877
- depreciation	25,729	27,108
General farming costs	27,668	27,702
Land expenses	10,704	11,489
Rent	8,078	7,978
Rental value	37,086	36,039
TOTAL INPUTS	427,827	428,716
NET FARM INCOME (excluding BLSA)	25,416	21,985
Plus :		
Unpaid labour (excludes farmer and spouse)	14,004	14,068
Imputed property costs	36,949	35,897
Less :		
Interest charges	18,426	15,233
Ownership charges	23,634	23,329
FARM BUSINESS INCOME	34,309	33,388

TABLE B1. Hill and upland dairy farms**1. Over 300k SO (continued)**

INCOME MEASURES - £ per farm	<u>2016/17</u>	<u>2015/16</u>
NET FARM INCOME (excluding BLSA)	25,416	21,985
minus manual labour of farmer and spouse	24,977	24,241
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	439	-2,256
 NET FARM INCOME (excluding BLSA)	 25,416	 21,985
plus net rental value/imputed rent	37,086	36,039
minus occupier's expenses	494	462
minus interest payments	18,426	15,233
minus buildings and works depreciation	24,306	23,832
OCCUPIER'S NET INCOME	19,276	18,497
plus other imputed charges	14,081	14,145
plus fixed asset depreciation	50,035	50,941
minus valuation changes	8,432	7,815
CASH INCOME	74,960	75,768
 LAND UTILISATION - hectares per farm		
Cereals	0.37	1.09
Roots, fodder and other crops	7.10	4.79
Grassland - hay	0.47	0.00
- silage	51.37	43.71
- pasture	52.21	57.90
Fallow and land let	0.00	0.00
Rough grazing - sole	6.00	6.00
Bare land and forage hired	28.04	31.68
Woods, roads and buildings	4.62	4.31
TOTAL AREA (actual hectares)	150.18	149.48
TOTAL AREA (effective hectares)	141.97	141.58
Rough grazing - common (effective hectares)	0.00	0.00
 TENANT'S CAPITAL - £ per farm		
Machinery	178,589	175,091
Livestock	307,974	303,133
Crops	14,090	11,351
Stores	6,003	4,234
TOTAL	506,656	493,809
 PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,840	7,022
Milk sales per cow (£)	1,491	1,548
Margin over concentrates per cow (£)	1,035	1,112
Milk price (pence per litre)	21.80	22.05
Lambs reared per ewe (numbers)	1.52	1.48
Finished lamb sales per ewe (numbers)	1.31	1.40
Stocking rate (grazing LU per eff.ha.)	2.35	2.31
Return on tenant's capital (%)	0.09	-0.46

TABLE B1. Hill and upland dairy farms**1. Over 300k 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	228.2	222.8	228.2	222.8
Beef cows	0.5	0.6	0.3	0.4
Other cattle	170.6	163.5	89.2	87.6
Breeding sheep	133.0	131.9	10.3	10.3
Other sheep	120.9	96.2	4.9	3.8
Other livestock	461.5	451.9		

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	13	0	0	14	13
Average farm size - SO	551,945	529,345	N/A	N/A	548,936	553,924
- actual ha.	154.75	146.64			146.28	152.33
- eff. ha.	146.13	138.25			138.40	144.91

ASSETS

Agricultural land	1,292,052	1,132,333			729,357	519,466
Woodland	2,594	3,585			6,733	2,918
Buildings	174,861	187,911			215,193	224,517
Improvements	31,628	29,460			36,139	35,528
Machinery	187,669	183,711			170,808	166,472
Livestock	289,729	286,627			323,614	319,641
Crops, forage and cultivations	12,798	12,653			15,198	10,050
Basic Payment Scheme value	36,155	36,014			32,514	30,636
Stores	7,350	5,002			4,848	3,467
Credit balances	103,823	87,829			50,494	40,664
TOTAL	2,138,659	1,965,125			1,584,898	1,353,359

EXTERNAL LIABILITIES

Long and medium term loans	466,360	460,200			452,653	366,554
Other short term loans	51,460	39,753			28,629	30,891
Overdrafts	62,391	65,963			121,145	112,019
TOTAL	580,211	565,916			602,427	509,464

NET WORTH	1,558,448	1,399,209			982,471	843,895
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Owner equity (%)	73	71			62	62
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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 B1. Hill and upland dairy farms**3. All sizes****Farm Business Income (£ per farm)**

Number of farms in sample	57	57
Average business size (SO)	359,500	355,525
OUTPUTS	2016/17	2015/16
Dairy	210,685	221,865
Other cattle	37,396	35,902
Sheep	9,635	8,384
Other livestock	4,583	4,090
Main crops	378	739
By-products, forage and cultivations	2,787	1,095
Miscellaneous	2,728	2,540
Basic Payment Scheme	19,133	16,998
Income from energy generation	2,094	2,244
Environmental payments	1,067	1,179
TOTAL OUTPUTS	290,486	295,036
INPUTS		
Feeds - purchased concentrates	76,000	72,252
- homegrown concentrates	2,900	3,169
Coarse fodder, tack and stock keep	11,530	12,033
Veterinary and medicines	10,575	10,250
Other livestock costs	25,776	26,182
Fertilisers	13,476	17,064
Seeds - purchased and homegrown	1,231	1,390
Other crop costs	14,001	16,150
Labour - paid	9,170	9,598
- unpaid	10,924	10,505
- casual	3,931	3,995
Machinery - contract	3,988	3,835
- repairs	9,041	8,318
- fuels	7,349	7,397
- depreciation	18,744	19,332
General farming costs	20,120	20,047
Land expenses	6,141	7,496
Rent	5,657	5,575
Rental value	24,493	23,655
TOTAL INPUTS	275,047	278,243
NET FARM INCOME (excluding BLSA)	15,439	16,793
Plus :		
Unpaid labour (excludes farmer and spouse)	10,924	10,505
Imputed property costs	24,386	23,535
Less :		
Interest charges	10,370	9,174
Ownership charges	13,675	13,373
FARM BUSINESS INCOME	26,704	28,286

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

INCOME MEASURES - £ per farm	2016/17	2015/16
NET FARM INCOME (excluding BLSA)	15,439	16,793
minus manual labour of farmer and spouse	22,372	21,995
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-6,933	-5,202
NET FARM INCOME (excluding BLSA)	15,439	16,793
plus net rental value/imputed rent	24,493	23,655
minus occupier's expenses	376	357
minus interest payments	10,370	9,174
minus buildings and works depreciation	14,225	13,882
OCCUPIER'S NET INCOME	14,961	17,035
plus other imputed charges	11,003	10,593
plus fixed asset depreciation	32,970	33,215
minus valuation changes	5,427	1,939
CASH INCOME	53,507	58,904
LAND UTILISATION - hectares per farm		
Cereals	0.51	0.87
Roots, fodder and other crops	3.65	3.00
Grassland - hay	0.43	0.11
- silage	38.70	34.69
- pasture	41.77	44.35
Fallow and land let	0.65	0.73
Rough grazing - sole	6.91	6.64
Bare land and forage hired	16.90	18.29
Woods, roads and buildings	3.27	3.12
TOTAL AREA (actual hectares)	112.79	111.80
TOTAL AREA (effective hectares)	104.40	104.28
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	127,693	125,616
Livestock	203,475	200,140
Crops	9,099	7,700
Stores	4,189	3,177
TOTAL	344,456	336,633
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,593	6,870
Milk sales per cow (£)	1,430	1,513
Margin over concentrates per cow (£)	997	1,082
Milk price (pence per litre)	21.69	22.02
Lambs reared per ewe (numbers)	1.44	1.42
Finished lamb sales per ewe (numbers)	1.27	1.28
Stocking rate (grazing LU per eff.ha.)	2.14	2.11
Return on tenant's capital (%)	-2.01	-1.55

TABLE B1. Hill and upland dairy farms**3. 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	146.1	143.9	146.1	143.9
Beef cows	0.4	0.5	0.3	0.4
Other cattle	115.1	110.0	60.9	59.3
Breeding sheep	141.6	138.9	11.2	10.9
Other sheep	95.2	87.5	3.8	3.5
Other livestock	210.7	206.3		

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	28	29	1	1	28	27
Average farm size - SO	350,284	346,218	N/A	N/A	376,524	373,368
- actual ha.	108.41	105.99			118.57	119.67
- eff. ha.	100.73	99.82			109.16	110.42

ASSETS

Agricultural land	990,010	871,395			666,493	525,833
Woodland	3,482	3,873			3,591	1,635
Buildings	110,474	116,880			118,075	118,827
Improvements	18,909	18,511			23,182	22,900
Machinery	133,057	129,365			124,449	123,236
Livestock	190,306	192,051			220,734	212,624
Crops, forage and cultivations	8,437	8,299			10,064	7,321
Basic Payment Scheme value	25,827	25,459			28,118	26,045
Stores	4,795	3,557			3,685	2,866
Credit balances	62,787	58,594			44,683	42,077
TOTAL	1,548,084	1,427,984			1,243,074	1,083,364

EXTERNAL LIABILITIES

Long and medium term loans	245,718	244,824			280,465	214,707
Other short term loans	33,627	29,073			18,465	18,740
Overdrafts	43,388	43,308			75,403	66,925
TOTAL	322,733	317,205			374,333	300,372

NET WORTH	1,225,351	1,110,779			868,741	782,992
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Owner equity (%)	79	78			70	72
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N/A - liabilities and assets results are not shown when the sub-samples by tenure have less than 5 farms.