

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

| <b>1. Under 60k SO</b>                     | <b>Farm Business Income (£ per farm)</b> |                       |
|--|--|-----------------------|
| Number of farms in sample                  | 21                                       | 21                    |
| Average business size (SO)                 | 32,754                                   | 33,481                |
| <b>OUTPUTS</b>                             | <b><u>2016/17</u></b>                    | <b><u>2015/16</u></b> |
| Other cattle                               | 15,275                                   | 16,588                |
| Sheep                                      | 10,263                                   | 10,669                |
| Main crops                                 | 723                                      | 1,015                 |
| By-products, forage and cultivations       | 5,630                                    | 4,207                 |
| Miscellaneous                              | 4,891                                    | 4,178                 |
| Basic Payment Scheme                       | 9,220                                    | 7,885                 |
| Income from energy generation              | 459                                      | 447                   |
| Environmental payments                     | 621                                      | 738                   |
| <b>TOTAL OUTPUTS</b>                       | <b>47,082</b>                            | <b>45,727</b>         |
| <b>INPUTS</b>                              |  |                       |
| Feeds - purchased concentrates             | 3,925                                    | 4,169                 |
| - homegrown concentrates                   | 576                                      | 740                   |
| Coarse fodder, tack and stock keep         | 1,091                                    | 1,375                 |
| Veterinary and medicines                   | 1,680                                    | 1,664                 |
| Other livestock costs                      | 3,318                                    | 3,125                 |
| Fertilisers                                | 2,944                                    | 3,509                 |
| Seeds - purchased and homegrown            | 287                                      | 355                   |
| Other crop costs                           | 2,389                                    | 2,524                 |
| Labour - paid                              | 0  | 0                     |
| - unpaid                                   | 2,630                                    | 2,515                 |
| - casual                                   | 20                                       | 31                    |
| Machinery - contract                       | 729                                      | 429                   |
| - repairs                                  | 2,307                                    | 2,168                 |
| - fuels                                    | 2,212                                    | 2,300                 |
| - depreciation                             | 6,552                                    | 6,223                 |
| General farming costs                      | 6,753                                    | 6,891                 |
| Land expenses                              | 2,634                                    | 1,851                 |
| Rent                                       | 1,328                                    | 1,335                 |
| Rental value                               | 5,980                                    | 6,040                 |
| <b>TOTAL INPUTS</b>                        | <b>47,355</b>                            | <b>47,244</b>         |
| <b>NET FARM INCOME (excluding BLSA)</b>    | <b>-273</b>                              | <b>-1,517</b>         |
| Plus :                                     |  |                       |
| Unpaid labour (excludes farmer and spouse) | 2,630                                    | 2,515                 |
| Imputed property costs                     | 5,932                                    | 5,991                 |
| Less :                                     |  |                       |
| Interest charges                           | 1,066                                    | 811                   |
| Ownership charges                          | 1,739                                    | 1,814                 |
| <b>FARM BUSINESS INCOME</b>                | <b>5,484</b>                             | <b>4,364</b>          |

**TABLE B6. Lowland cattle and sheep farms****1. Under 60k SO (continued)**

| <b>INCOME MEASURES - £ per farm</b>             | <u>2016/17</u>  | <u>2015/16</u>    |
|---|-----------------|-------------------|
| <b>NET FARM INCOME (excluding BLSA)</b>         | <b>-273</b>     | <b>-1,517</b>     |
| minus manual labour of farmer and spouse        | 14,503          | 14,371            |
| plus managerial input of paid managers          | 0               | 0                 |
| <b>MANAGEMENT and INVESTMENT INCOME</b>         | <b>-14,776</b>  | <b>-15,888</b>    |
| <br><b>NET FARM INCOME (excluding BLSA)</b>     | <br><b>-273</b> | <br><b>-1,517</b> |
| plus net rental value/imputed rent              | 5,980           | 6,040             |
| minus occupier's expenses                       | 224             | 205               |
| minus interest payments                         | 1,066           | 811               |
| minus buildings and works depreciation          | 1,543           | 1,639             |
| <b>OCCUPIER'S NET INCOME</b>                    | <b>2,874</b>    | <b>1,868</b>      |
| plus other imputed charges                      | 2,678           | 2,563             |
| plus fixed asset depreciation                   | 8,095           | 7,862             |
| minus valuation changes                         | -1,452          | -2,185            |
| <b>CASH INCOME</b>                              | <b>15,099</b>   | <b>14,478</b>     |
| <br><b>LAND UTILISATION - hectares per farm</b> |                 |                   |
| Cereals   | 0.81            | 1.04              |
| Roots, fodder and other crops                   | 0.73            | 0.48              |
| Grassland - hay                                 | 2.09            | 1.67              |
| - silage  | 9.41            | 10.89             |
| - pasture                                       | 26.51           | 25.61             |
| Fallow and land let                             | 2.88            | 2.74              |
| Rough grazing - sole                            | 2.63            | 2.63              |
| Bare land and forage hired                      | 4.14            | 4.89              |
| Woods, roads and buildings                      | 1.73            | 1.73              |
| <b>TOTAL AREA (actual hectares)</b>             | <b>50.93</b>    | <b>51.68</b>      |
| <b>TOTAL AREA (effective hectares)</b>          | <b>44.61</b>    | <b>45.50</b>      |
| Rough grazing - common (effective hectares)     | 0.39            | 0.39              |
| <br><b>TENANT'S CAPITAL - £ per farm</b>        |                 |                   |
| Machinery                                       | 40,357          | 41,420            |
| Livestock                                       | 41,580          | 43,049            |
| Crops   | 4,002           | 3,446             |
| Stores  | 1,871           | 1,919             |
| <b>TOTAL</b>                                    | <b>87,810</b>   | <b>89,834</b>     |
| <br><b>PERFORMANCE INDICATORS</b>               |                 |                   |
| Lambs reared per ewe (numbers)                  | 1.53            | 1.23              |
| Finished lamb sales per ewe (numbers)           | 1.74            | 1.36              |
| Stocking rate (grazing LU per eff.ha.)          | 1.10            | 1.10              |
| Return on tenant's capital (%)                  | -16.83          | -17.69            |

**TABLE B6. Lowland cattle and sheep farms****1. Under 60k 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      | 14.3           | 15.1           | 10.8            | 11.3           |
| Other cattle   | 36.2           | 38.2           | 19.4            | 20.4           |
| Breeding sheep | 154.5          | 142.4          | 12.4            | 11.4           |
| Other sheep    | 112.0          | 110.5          | 4.5             | 4.4            |

**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             | 3              | 3              | 6              | 6              |
| Average farm size - SO | 33,525         | 34,918         | N/A            | N/A            | 35,521         | 35,891         |
| - actual ha.           | 54.21          | 55.53          |                |                | 55.37          | 55.37          |
| - eff. ha.             | 47.00          | 48.56          |                |                | 48.00          | 48.00          |

**ASSETS**

|                                |                |                |  |  |                |                |
|--------------------------------|----------------|----------------|--|--|----------------|----------------|
| Agricultural land              | 554,356        | 395,278        |  |  | 501,634        | 406,749        |
| Woodland                       | 6,628          | 6,563          |  |  | 1,321          | 1,308          |
| Buildings                      | 14,841         | 15,892         |  |  | 39,839         | 40,201         |
| Improvements                   | 2,480          | 2,300          |  |  | 3,500          | 3,825          |
| Machinery                      | 46,441         | 46,488         |  |  | 36,097         | 37,646         |
| Livestock                      | 49,982         | 49,665         |  |  | 33,264         | 38,578         |
| Crops, forage and cultivations | 4,964          | 4,286          |  |  | 3,386          | 3,037          |
| Basic Payment Scheme value     | 14,150         | 13,515         |  |  | 13,129         | 10,420         |
| Stores                         | 3,241          | 3,088          |  |  | 68             | 542            |
| Credit balances                | 18,485         | 21,816         |  |  | 5,754          | 6,756          |
| <b>TOTAL</b>                   | <b>715,568</b> | <b>558,891</b> |  |  | <b>637,992</b> | <b>549,062</b> |

**EXTERNAL LIABILITIES**

|                            |               |               |  |  |               |               |
|----------------------------|---------------|---------------|--|--|---------------|---------------|
| Long and medium term loans | 17,064        | 16,409        |  |  | 36,253        | 37,190        |
| Other short term loans     | 5,978         | 5,226         |  |  | 1,353         | 1,836         |
| Overdrafts                 | 9,869         | 13,665        |  |  | 3,683         | 6,023         |
| <b>TOTAL</b>               | <b>32,911</b> | <b>35,300</b> |  |  | <b>41,289</b> | <b>45,049</b> |

|                  |                |                |  |  |                |                |
|------------------|----------------|----------------|--|--|----------------|----------------|
| <b>NET WORTH</b> | <b>682,657</b> | <b>523,591</b> |  |  | <b>596,703</b> | <b>504,013</b> |
|------------------|----------------|----------------|--|--|----------------|----------------|

|                  |    |    |  |  |    |    |
|------------------|----|----|--|--|----|----|
| Owner equity (%) | 95 | 94 |  |  | 94 | 92 |
|------------------|----|----|--|--|----|----|

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

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

| <b>1. Over 60k SO</b>                      | <b>Farm Business Income (£ per farm)</b> |                |
|--|--|----------------|
| Number of farms in sample                  | 34                                       | 34             |
| Average business size (SO)                 | 138,020                                  | 138,482        |
| <b>OUTPUTS</b>                             | <b>2016/17</b>                           | <b>2015/16</b> |
| Dairy                                      | 13,080                                   | 15,760         |
| Other cattle                               | 58,329                                   | 55,425         |
| Sheep                                      | 39,821                                   | 38,030         |
| Main crops                                 | 10,448                                   | 9,660          |
| By-products, forage and cultivations       | 3,904                                    | 3,400          |
| Miscellaneous                              | 4,989                                    | 4,037          |
| Basic Payment Scheme                       | 22,537                                   | 20,556         |
| Income from energy generation              | 1,025                                    | 900            |
| Environmental payments                     | 2,432                                    | 2,200          |
| <b>TOTAL OUTPUTS</b>                       | <b>156,565</b>                           | <b>149,968</b> |
| <b>INPUTS</b>                              |  |                |
| Feeds - purchased concentrates             | 15,537                                   | 16,892         |
| - homegrown concentrates                   | 5,531                                    | 5,236          |
| Coarse fodder, tack and stock keep         | 2,730                                    | 3,028          |
| Veterinary and medicines                   | 3,563                                    | 3,725          |
| Other livestock costs                      | 11,223                                   | 10,810         |
| Fertilisers                                | 8,265                                    | 8,957          |
| Seeds - purchased and homegrown            | 1,744                                    | 1,897          |
| Other crop costs                           | 8,088                                    | 7,841          |
| Labour - paid                              | 6,482                                    | 7,158          |
| - unpaid                                   | 5,559                                    | 5,770          |
| - casual                                   | 1,808                                    | 1,596          |
| Machinery - contract                       | 1,612                                    | 1,832          |
| - repairs                                  | 4,358                                    | 4,791          |
| - fuels                                    | 5,427                                    | 5,317          |
| - depreciation                             | 13,740                                   | 13,969         |
| General farming costs                      | 13,470                                   | 12,981         |
| Land expenses                              | 4,864                                    | 4,044          |
| Rent                                       | 7,288                                    | 7,357          |
| Rental value                               | 13,075                                   | 14,227         |
| <b>TOTAL INPUTS</b>                        | <b>134,364</b>                           | <b>137,428</b> |
| <b>NET FARM INCOME (excluding BLSA)</b>    | <b>22,201</b>                            | <b>12,540</b>  |
| Plus :                                     |  |                |
| Unpaid labour (excludes farmer and spouse) | 5,559                                    | 5,770          |
| Imputed property costs                     | 12,896                                   | 14,048         |
| Less :                                     |  |                |
| Interest charges                           | 2,692                                    | 2,672          |
| Ownership charges                          | 5,155                                    | 5,390          |
| <b>FARM BUSINESS INCOME</b>                | <b>32,809</b>                            | <b>24,296</b>  |

**TABLE B6. Lowland cattle and sheep farms****1. Over 60k SO (continued)**

| <b>INCOME MEASURES - £ per farm</b>         | <b><u>2016/17</u></b> | <b><u>2015/16</u></b> |
|---|-----------------------|-----------------------|
| <b>NET FARM INCOME (excluding BLSA)</b>     | <b>22,201</b>         | <b>12,540</b>         |
| minus manual labour of farmer and spouse    | 19,321                | 18,914                |
| plus managerial input of paid managers      | 0                     | 0                     |
| <b>MANAGEMENT and INVESTMENT INCOME</b>     | <b>2,880</b>          | <b>-6,374</b>         |
| <b>NET FARM INCOME (excluding BLSA)</b>     | <b>22,201</b>         | <b>12,540</b>         |
| plus net rental value/imputed rent          | 13,075                | 14,227                |
| minus occupier's expenses                   | 288                   | 234                   |
| minus interest payments                     | 2,692                 | 2,672                 |
| minus buildings and works depreciation      | 5,269                 | 5,538                 |
| <b>OCCUPIER'S NET INCOME</b>                | <b>27,027</b>         | <b>18,323</b>         |
| plus other imputed charges                  | 5,735                 | 5,946                 |
| plus fixed asset depreciation               | 19,009                | 19,508                |
| minus valuation changes                     | 2,257                 | 4,428                 |
| <b>CASH INCOME</b>                          | <b>49,514</b>         | <b>39,349</b>         |
| <b>LAND UTILISATION - hectares per farm</b> |                       |                       |
| Cereals                                     | 11.49                 | 10.78                 |
| Roots, fodder and other crops               | 4.65                  | 4.07                  |
| Grassland - hay                             | 4.98                  | 5.44                  |
| - silage                                    | 23.59                 | 22.91                 |
| - pasture                                   | 59.19                 | 60.63                 |
| Fallow and land let                         | 3.81                  | 3.58                  |
| Rough grazing - sole                        | 4.51                  | 4.51                  |
| Bare land and forage hired                  | 7.63                  | 10.61                 |
| Woods, roads and buildings                  | 3.63                  | 3.63                  |
| <b>TOTAL AREA (actual hectares)</b>         | <b>123.48</b>         | <b>126.16</b>         |
| <b>TOTAL AREA (effective hectares)</b>      | <b>113.81</b>         | <b>116.63</b>         |
| Rough grazing - common (effective hectares) | 1.40                  | 1.40                  |
| <b>TENANT'S CAPITAL - £ per farm</b>        |                       |                       |
| Machinery                                   | 89,085                | 91,735                |
| Livestock                                   | 136,934               | 137,589               |
| Crops                                       | 8,033                 | 8,236                 |
| Stores                                      | 3,944                 | 4,387                 |
| <b>TOTAL</b>                                | <b>237,996</b>        | <b>241,947</b>        |
| <b>PERFORMANCE INDICATORS</b>               |                       |                       |
| Milk yield per cow (litres)                 | 5,669                 | 6,983                 |
| Milk sales per cow (£)                      | 1,201                 | 1,468                 |
| Margin over concentrates per cow (£)        | 960                   | 1,161                 |
| Milk price (pence per litre)                | 21.19                 | 21.03                 |
| Lambs reared per ewe (numbers)              | 1.45                  | 1.48                  |
| Finished lamb sales per ewe (numbers)       | 1.35                  | 1.36                  |
| Stocking rate (grazing LU per eff.ha.)      | 1.49                  | 1.48                  |
| Return on tenant's capital (%)              | 1.21                  | -2.63                 |

**TABLE B6. Lowland cattle and sheep farms****1. Over 60k 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           | 10.3           | 10.8            | 10.3           |
| Beef cows      | 22.0           | 19.1           | 16.5            | 14.3           |
| Other cattle   | 137.7          | 143.1          | 78.1            | 82.2           |
| Breeding sheep | 407.2          | 406.7          | 32.6            | 32.5           |
| Other sheep    | 291.5          | 307.0          | 12.1            | 12.7           |

**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        | 14             | 14             | 6              | 6              | 14             | 14             |
| Average farm size - SO | 134,212        | 132,913        | 99,149         | 92,890         | 158,488        | 163,590        |
| - actual ha.           | 114.16         | 113.70         | 127.75         | 128.70         | 130.97         | 137.51         |
| - eff. ha.             | 106.45         | 106.00         | 113.89         | 115.62         | 121.14         | 127.69         |

**ASSETS**

|                                |                  |                  |                |                |                  |                  |
|--------------------------------|------------------|------------------|----------------|----------------|------------------|------------------|
| Agricultural land              | 1,121,519        | 920,751          | 0              | 0              | 884,228          | 807,308          |
| Woodland                       | 13,466           | 13,332           | 0              | 0              | 5,664            | 5,608            |
| Buildings                      | 45,795           | 50,042           | 883            | 965            | 52,679           | 54,038           |
| Improvements                   | 8,205            | 8,153            | 2,867          | 2,467          | 9,727            | 10,141           |
| Machinery                      | 99,273           | 104,096          | 64,422         | 66,650         | 89,468           | 90,127           |
| Livestock                      | 119,763          | 113,776          | 82,026         | 81,431         | 177,638          | 185,472          |
| Crops, forage and cultivations | 8,236            | 7,980            | 7,506          | 8,418          | 8,058            | 8,415            |
| Basic Payment Scheme value     | 29,486           | 28,894           | 30,810         | 30,667         | 36,049           | 34,920           |
| Stores                         | 3,984            | 4,302            | 1,152          | 1,175          | 5,103            | 5,851            |
| Credit balances                | 30,703           | 33,949           | 33,225         | 40,680         | 36,420           | 29,395           |
| <b>TOTAL</b>                   | <b>1,480,430</b> | <b>1,285,275</b> | <b>222,891</b> | <b>232,453</b> | <b>1,305,034</b> | <b>1,231,275</b> |

**EXTERNAL LIABILITIES**

|                            |               |               |               |               |                |                |
|----------------------------|---------------|---------------|---------------|---------------|----------------|----------------|
| Long and medium term loans | 23,049        | 30,690        | 30,264        | 26,000        | 78,096         | 84,599         |
| Other short term loans     | 6,789         | 6,996         | 13,114        | 11,724        | 8,254          | 9,283          |
| Overdrafts                 | 38,135        | 46,754        | 2,177         | 5,898         | 16,782         | 22,333         |
| <b>TOTAL</b>               | <b>67,973</b> | <b>84,440</b> | <b>45,555</b> | <b>43,622</b> | <b>103,132</b> | <b>116,215</b> |

**NET WORTH**

|                  |                  |                  |                |                |                  |                  |
|------------------|------------------|------------------|----------------|----------------|------------------|------------------|
|                  | <b>1,412,457</b> | <b>1,200,835</b> | <b>177,336</b> | <b>188,831</b> | <b>1,201,902</b> | <b>1,115,060</b> |
| Owner equity (%) | 95               | 93               | 80             | 81             | 92               | 91               |

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

| <b>3. All sizes</b>                        | <b>Farm Business Income (£ per farm)</b> |                |
|--|--|----------------|
| Number of farms in sample                  | 55                                       | 55             |
| Average business size (SO)                 | 97,828                                   | 98,391         |
| <b>OUTPUTS</b>                             | <b>2016/17</b>                           | <b>2015/16</b> |
| Dairy                                      | 8,086                                    | 9,743          |
| Other cattle                               | 41,890                                   | 40,596         |
| Sheep                                      | 28,535                                   | 27,583         |
| Main crops                                 | 6,735                                    | 6,359          |
| By-products, forage and cultivations       | 4,563                                    | 3,708          |
| Miscellaneous                              | 4,951                                    | 4,091          |
| Basic Payment Scheme                       | 17,452                                   | 15,718         |
| Income from energy generation              | 809                                      | 727            |
| Environmental payments                     | 1,740                                    | 1,642          |
| <b>TOTAL OUTPUTS</b>                       | <b>114,761</b>                           | <b>110,167</b> |
| <b>INPUTS</b>                              |  |                |
| Feeds - purchased concentrates             | 11,104                                   | 12,034         |
| - homegrown concentrates                   | 3,639                                    | 3,520          |
| Coarse fodder, tack and stock keep         | 2,104                                    | 2,397          |
| Veterinary and medicines                   | 2,844                                    | 2,938          |
| Other livestock costs                      | 8,204                                    | 7,876          |
| Fertilisers                                | 6,233                                    | 6,877          |
| Seeds - purchased and homegrown            | 1,188                                    | 1,308          |
| Other crop costs                           | 5,912                                    | 5,811          |
| Labour - paid                              | 4,007                                    | 4,425          |
| - unpaid                                   | 4,441                                    | 4,527          |
| - casual                                   | 1,125                                    | 999            |
| Machinery - contract                       | 1,275                                    | 1,296          |
| - repairs                                  | 3,575                                    | 3,789          |
| - fuels                                    | 4,200                                    | 4,165          |
| - depreciation                             | 10,995                                   | 11,012         |
| General farming costs                      | 10,905                                   | 10,655         |
| Land expenses                              | 4,013                                    | 3,206          |
| Rent                                       | 5,012                                    | 5,058          |
| Rental value                               | 10,366                                   | 11,101         |
| <b>TOTAL INPUTS</b>                        | <b>101,142</b>                           | <b>102,994</b> |
| <b>NET FARM INCOME (excluding BLSA)</b>    | <b>13,619</b>                            | <b>7,173</b>   |
| Plus :                                     |  |                |
| Unpaid labour (excludes farmer and spouse) | 4,441                                    | 4,527          |
| Imputed property costs                     | 10,237                                   | 10,971         |
| Less :                                     |  |                |
| Interest charges                           | 2,071                                    | 1,961          |
| Ownership charges                          | 3,851                                    | 4,025          |
| <b>FARM BUSINESS INCOME</b>                | <b>22,375</b>                            | <b>16,685</b>  |

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

| <b>INCOME MEASURES - £ per farm</b>         | <b><u>2016/17</u></b> | <b><u>2015/16</u></b> |
|---|-----------------------|-----------------------|
| <b>NET FARM INCOME (excluding BLSA)</b>     | <b>13,619</b>         | <b>7,173</b>          |
| minus manual labour of farmer and spouse    | 17,481                | 17,179                |
| plus managerial input of paid managers      | 0                     | 0                     |
| <b>MANAGEMENT and INVESTMENT INCOME</b>     | <b>-3,862</b>         | <b>-10,006</b>        |
| <br>  |                       |                       |
| <b>NET FARM INCOME (excluding BLSA)</b>     | <b>13,619</b>         | <b>7,173</b>          |
| plus net rental value/imputed rent          | 10,366                | 11,101                |
| minus occupier's expenses                   | 263                   | 223                   |
| minus interest payments                     | 2,071                 | 1,961                 |
| minus buildings and works depreciation      | 3,846                 | 4,049                 |
| <b>OCCUPIER'S NET INCOME</b>                | <b>17,805</b>         | <b>12,041</b>         |
| plus other imputed charges                  | 4,568                 | 4,654                 |
| plus fixed asset depreciation               | 14,842                | 15,061                |
| minus valuation changes                     | 841                   | 1,903                 |
| <b>CASH INCOME</b>                          | <b>36,374</b>         | <b>29,853</b>         |
| <br>  |                       |                       |
| <b>LAND UTILISATION - hectares per farm</b> |                       |                       |
| Cereals                                     | 7.41                  | 7.06                  |
| Roots, fodder and other crops               | 3.16                  | 2.70                  |
| Grassland - hay                             | 3.87                  | 4.00                  |
| - silage                                    | 18.18                 | 18.32                 |
| - pasture                                   | 46.71                 | 47.26                 |
| Fallow and land let                         | 3.45                  | 3.26                  |
| Rough grazing - sole                        | 3.79                  | 3.79                  |
| Bare land and forage hired                  | 6.29                  | 8.42                  |
| Woods, roads and buildings                  | 2.91                  | 2.91                  |
| <b>TOTAL AREA (actual hectares)</b>         | <b>95.77</b>          | <b>97.72</b>          |
| <b>TOTAL AREA (effective hectares)</b>      | <b>87.39</b>          | <b>89.47</b>          |
| Rough grazing - common (effective hectares) | 1.01                  | 1.01                  |
| <br>  |                       |                       |
| <b>TENANT'S CAPITAL - £ per farm</b>        |                       |                       |
| Machinery                                   | 70,480                | 72,524                |
| Livestock                                   | 100,526               | 101,492               |
| Crops                                       | 6,494                 | 6,407                 |
| Stores                                      | 3,153                 | 3,445                 |
| <b>TOTAL</b>                                | <b>180,653</b>        | <b>183,868</b>        |
| <br>  |                       |                       |
| <b>PERFORMANCE INDICATORS</b>               |                       |                       |
| Milk yield per cow (litres)                 | 5,669                 | 6,983                 |
| Milk sales per cow (£)                      | 1,201                 | 1,468                 |
| Margin over concentrates per cow (£)        | 960                   | 1,161                 |
| Milk price (pence per litre)                | 21.19                 | 21.03                 |
| Lambs reared per ewe (numbers)              | 1.46                  | 1.44                  |
| Finished lamb sales per ewe (numbers)       | 1.40                  | 1.36                  |
| Stocking rate (grazing LU per eff.ha.)      | 1.41                  | 1.40                  |
| Return on tenant's capital (%)              | -2.14                 | -5.44                 |

**TABLE B6. Lowland cattle and sheep 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   | 6.7            | 6.3            | 6.7             | 6.3            |
| Beef cows      | 19.1           | 17.6           | 14.3            | 13.2           |
| Other cattle   | 99.0           | 103.1          | 55.7            | 58.6           |
| Breeding sheep | 310.7          | 305.8          | 24.9            | 24.5           |
| Other sheep    | 223.0          | 232.0          | 9.2             | 9.5            |

**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        | 26             | 26             | 9              | 9              | 20             | 20             |
| Average farm size - SO | 87,741         | 87,685         | 74,144         | 69,565         | 121,598        | 125,280        |
| - actual ha.           | 86.49          | 86.85          | 94.81          | 95.44          | 108.29         | 112.87         |
| - eff. ha.             | 79.01          | 79.49          | 85.34          | 86.49          | 99.20          | 103.78         |

**ASSETS**

|                                |                  |                |                |                |                  |                  |
|--------------------------------|------------------|----------------|----------------|----------------|------------------|------------------|
| Agricultural land              | 859,752          | 678,225        | 0              | 0              | 769,450          | 687,140          |
| Woodland                       | 10,310           | 10,208         | 0              | 0              | 4,361            | 4,318            |
| Buildings                      | 31,509           | 34,280         | 1,180          | 1,290          | 48,827           | 49,887           |
| Improvements                   | 5,563            | 5,452          | 2,074          | 1,822          | 7,859            | 8,246            |
| Machinery                      | 74,889           | 77,508         | 51,130         | 54,000         | 73,457           | 74,383           |
| Livestock                      | 87,557           | 84,186         | 62,887         | 62,797         | 134,326          | 141,403          |
| Crops, forage and cultivations | 6,726            | 6,275          | 5,469          | 5,914          | 6,656            | 6,802            |
| Basic Payment Scheme value     | 22,408           | 21,796         | 23,313         | 23,138         | 29,173           | 27,570           |
| Stores                         | 3,641            | 3,742          | 768            | 783            | 3,592            | 4,258            |
| Credit balances                | 25,064           | 28,349         | 23,734         | 29,082         | 27,220           | 22,603           |
| <b>TOTAL</b>                   | <b>1,127,419</b> | <b>950,021</b> | <b>170,555</b> | <b>178,826</b> | <b>1,104,921</b> | <b>1,026,610</b> |

**EXTERNAL LIABILITIES**

|                            |               |               |               |               |               |               |
|----------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Long and medium term loans | 20,287        | 24,099        | 24,171        | 21,328        | 65,543        | 70,377        |
| Other short term loans     | 6,415         | 6,179         | 8,753         | 7,958         | 6,183         | 7,049         |
| Overdrafts                 | 25,089        | 31,482        | 2,997         | 5,511         | 12,852        | 17,440        |
| <b>TOTAL</b>               | <b>51,791</b> | <b>61,760</b> | <b>35,921</b> | <b>34,797</b> | <b>84,578</b> | <b>94,866</b> |

|                  |                  |                |                |                |                  |                |
|------------------|------------------|----------------|----------------|----------------|------------------|----------------|
| <b>NET WORTH</b> | <b>1,075,628</b> | <b>888,261</b> | <b>134,634</b> | <b>144,029</b> | <b>1,020,343</b> | <b>931,744</b> |
|------------------|------------------|----------------|----------------|----------------|------------------|----------------|

|                  |    |    |    |    |    |    |
|------------------|----|----|----|----|----|----|
| Owner equity (%) | 95 | 93 | 79 | 81 | 92 | 91 |
|------------------|----|----|----|----|----|----|