

TABLE B5. Upland cattle and sheep farms

1. Under 70k SO	Farm Business Income (£ per farm)	
Number of farms in sample	46	46
Average business size (SO)	44,445	44,209
OUTPUTS	2016/17	2015/16
Dairy	31	135
Other cattle	18,688	19,253
Sheep	14,923	14,990
Other livestock	125	87
Main crops	444	689
By-products, forage and cultivations	3,127	2,685
Miscellaneous	4,656	4,428
Basic Payment Scheme	11,851	9,918
Income from energy generation	390	201
Environmental payments	1,284	1,182
TOTAL OUTPUTS	55,519	53,568
INPUTS		
Feeds - purchased concentrates	6,948	6,081
- homegrown concentrates	215	381
Coarse fodder, tack and stock keep	1,019	1,103
Veterinary and medicines	2,458	2,438
Other livestock costs	3,933	3,928
Fertilisers	2,690	3,635
Seeds - purchased and homegrown	347	313
Other crop costs	2,878	2,807
Labour - paid	899	372
- unpaid	2,118	1,844
- casual	439	710
Machinery - contract	729	550
- repairs	2,473	1,934
- fuels	2,843	2,705
- depreciation	6,632	6,565
General farming costs	6,364	6,245
Land expenses	2,205	2,721
Rent	1,866	1,858
Rental value	7,733	7,591
TOTAL INPUTS	54,789	53,781
NET FARM INCOME (excluding BLSA)	730	-213
Plus :		
Unpaid labour (excludes farmer and spouse)	2,118	1,844
Imputed property costs	7,728	7,586
Less :		
Interest charges	1,306	1,073
Ownership charges	1,978	1,960
FARM BUSINESS INCOME	7,292	6,184

TABLE B5. Upland 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)	730	-213
minus manual labour of farmer and spouse	15,646	16,231
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-14,916	-16,444
 NET FARM INCOME (excluding BLSA)	 730	 -213
plus net rental value/imputed rent	7,733	7,591
minus occupier's expenses	265	256
minus interest payments	1,306	1,073
minus buildings and works depreciation	1,930	1,874
OCCUPIER'S NET INCOME	4,962	4,175
plus other imputed charges	2,406	2,045
plus fixed asset depreciation	8,563	8,439
minus valuation changes	1,233	-1,562
CASH INCOME	14,698	16,221
 LAND UTILISATION - hectares per farm		
Cereals	0.61	0.91
Roots, fodder and other crops	0.72	0.76
Grassland - hay	2.60	2.30
- silage	13.44	13.13
- pasture	41.08	41.77
Fallow and land let	5.87	5.08
Rough grazing - sole	4.39	4.39
Bare land and forage hired	2.45	1.95
Woods, roads and buildings	3.39	3.39
TOTAL AREA (actual hectares)	74.55	73.68
TOTAL AREA (effective hectares)	62.21	62.12
Rough grazing - common (effective hectares)	0.67	0.67
 TENANT'S CAPITAL - £ per farm		
Machinery	42,983	44,716
Livestock	56,557	55,672
Crops	3,306	3,276
Stores	856	815
TOTAL	103,702	104,479
 PERFORMANCE INDICATORS		
Milk yield per cow (litres)	0	0
Milk sales per cow (£)	0	0
Margin over concentrates per cow (£)	0	-88
Milk price (pence per litre)	0.00	0.00
Lambs reared per ewe (numbers)	1.23	1.27
Finished lamb sales per ewe (numbers)	1.77	1.75
Stocking rate (grazing LU per eff.ha.)	0.97	0.98
Return on tenant's capital (%)	-14.38	-15.74

TABLE B5. Upland 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>
Dairy cattle	0.1	0.0	0.1	0.0
Beef cows	18.3	18.8	13.7	14.1
Other cattle	45.2	45.2	23.7	23.7
Breeding sheep	198.0	202.6	15.8	16.2
Other sheep	159.0	148.2	6.4	5.9
Other livestock	1.5	1.6		

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	29	29	5	5	12	12
Average farm size - SO	43,001	42,601	N/A	N/A	48,850	48,657
- actual ha.	70.67	71.10			82.40	77.99
- eff. ha.	60.21	61.89			65.65	61.25

ASSETS

Agricultural land	639,792	508,194			561,086	483,856
Woodland	8,231	8,150			2,817	2,789
Buildings	10,331	11,290			15,464	14,661
Improvements	7,929	6,462			5,888	5,933
Machinery	50,864	51,768			34,408	37,617
Livestock	58,906	58,653			56,103	54,912
Crops, forage and cultivations	3,858	3,651			3,173	3,573
Basic Payment Scheme value	15,950	13,977			20,199	17,953
Stores	941	721			990	1,384
Credit balances	19,493	15,499			7,447	13,757
TOTAL	816,295	678,365			707,575	636,435

EXTERNAL LIABILITIES

Long and medium term loans	20,755	22,135			22,629	23,582
Other short term loans	6,197	3,690			2,311	5,342
Overdrafts	9,932	10,771			4,297	5,818
TOTAL	36,884	36,596			29,237	34,742

NET WORTH	779,411	641,769			678,338	601,693
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Owner equity (%)	95	95			96	95
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TABLE B5. Upland cattle and sheep farms

2. 70 - 155k SO	Farm Business Income (£ per farm)	
Number of farms in sample	25	25
Average business size (SO)	93,126	91,327
OUTPUTS	<u>2016/17</u>	<u>2015/16</u>
Other cattle	36,565	37,345
Sheep	36,452	33,442
Other livestock	85	139
Main crops	4,840	4,289
By-products, forage and cultivations	4,200	3,131
Miscellaneous	15,128	15,758
Basic Payment Scheme	22,506	19,282
Income from energy generation	1,991	680
Environmental payments	3,120	2,846
TOTAL OUTPUTS	124,887	116,912
INPUTS		
Feeds - purchased concentrates	12,965	10,369
- homegrown concentrates	2,945	2,506
Coarse fodder, tack and stock keep	2,822	2,884
Veterinary and medicines	4,098	3,698
Other livestock costs	8,483	7,311
Fertilisers	6,956	7,530
Seeds - purchased and homegrown	700	774
Other crop costs	5,681	5,291
Labour - paid	1,682	1,503
- unpaid	3,956	4,171
- casual	2,984	3,168
Machinery - contract	1,363	2,004
- repairs	5,049	4,849
- fuels	4,807	4,971
- depreciation	13,847	12,972
General farming costs	10,192	9,992
Land expenses	4,822	5,510
Rent	1,792	1,724
Rental value	13,988	13,970
TOTAL INPUTS	109,132	105,197
NET FARM INCOME (excluding BLSA)	15,755	11,715
Plus :		
Unpaid labour (excludes farmer and spouse)	3,956	4,171
Imputed property costs	13,960	13,945
Less :		
Interest charges	2,719	2,491
Ownership charges	3,559	3,707
FARM BUSINESS INCOME	27,393	23,633

TABLE B5. Upland 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)	15,755	11,715
minus manual labour of farmer and spouse	17,997	18,413
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-2,242	-6,698
 NET FARM INCOME (excluding BLSA)	 15,755	 11,715
plus net rental value/imputed rent	13,988	13,970
minus occupier's expenses	296	281
minus interest payments	2,719	2,491
minus buildings and works depreciation	3,774	3,940
OCCUPIER'S NET INCOME	22,954	18,973
plus other imputed charges	3,956	4,171
plus fixed asset depreciation	17,622	16,913
minus valuation changes	962	10,536
CASH INCOME	43,570	29,521
 LAND UTILISATION - hectares per farm		
Cereals	4.97	4.79
Roots, fodder and other crops	2.42	2.50
Grassland - hay	2.38	2.54
- silage	20.72	20.62
- pasture	65.33	64.95
Fallow and land let	3.92	3.92
Rough grazing - sole	8.95	8.95
Bare land and forage hired	8.17	7.80
Woods, roads and buildings	3.82	3.92
TOTAL AREA (actual hectares)	120.68	119.99
TOTAL AREA (effective hectares)	106.81	106.04
Rough grazing - common (effective hectares)	1.06	1.06
 TENANT'S CAPITAL - £ per farm		
Machinery	94,667	92,540
Livestock	111,474	112,191
Crops	4,967	3,944
Stores	3,033	2,757
TOTAL	214,141	211,432
 PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.58	1.40
Finished lamb sales per ewe (numbers)	1.34	1.21
Stocking rate (grazing LU per eff.ha.)	1.18	1.15
Return on tenant's capital (%)	-1.05	-3.17

TABLE B5. Upland 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	26.2	27.3	19.6	20.4
Other cattle	86.0	80.4	47.9	44.7
Breeding sheep	469.4	478.7	37.6	38.3
Other sheep	365.2	322.7	14.6	12.9
Other livestock	1.6	2.5		

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	16	17	1	1	8	7
Average farm size - SO	93,133	91,210	N/A	N/A	92,304	89,195
- actual ha.	127.05	123.22			110.64	113.57
- eff. ha.	109.78	106.71			102.07	104.06

ASSETS

Agricultural land	1,020,747	798,252			759,352	701,733
Woodland	10,106	9,710			3,715	4,058
Buildings	24,073	26,094			17,375	17,154
Improvements	11,659	11,268			9,908	9,426
Machinery	98,407	93,635			89,166	90,253
Livestock	104,023	104,240			126,309	133,004
Crops, forage and cultivations	3,942	3,327			5,563	4,853
Basic Payment Scheme value	28,871	25,491			36,581	37,661
Stores	2,928	2,760			3,030	2,093
Credit balances	39,325	35,089			16,147	32,310
TOTAL	1,344,081	1,109,866			1,067,146	1,032,545

EXTERNAL LIABILITIES

Long and medium term loans	31,180	33,046			85,392	68,988
Other short term loans	15,367	14,682			16,302	15,533
Overdrafts	11,340	15,417			6,186	29,526
TOTAL	57,887	63,145			107,880	114,047

NET WORTH	1,286,194	1,046,721			959,266	918,498
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Owner equity (%)	96	94			90	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.

TABLE B5. Upland cattle and sheep farms

3. Over 115k SO	Farm Business Income (£ per farm)	
Number of farms in sample	24	24
Average business size (SO)	210,776	207,703
OUTPUTS	2016/17	2015/16
Dairy	21,431	20,623
Other cattle	82,179	74,009
Sheep	87,980	81,813
Other livestock	0	0
Main crops	5,654	6,409
By-products, forage and cultivations	1,961	1,719
Miscellaneous	10,386	10,612
Basic Payment Scheme	33,377	30,464
Income from energy generation	2,780	2,531
Environmental payments	6,722	6,761
TOTAL OUTPUTS	252,470	234,941
INPUTS		
Feeds - purchased concentrates	32,089	31,955
- homegrown concentrates	3,962	3,665
Coarse fodder, tack and stock keep	8,886	8,724
Veterinary and medicines	9,542	8,616
Other livestock costs	17,963	16,859
Fertilisers	14,318	16,681
Seeds - purchased and homegrown	1,927	1,763
Other crop costs	11,055	9,720
Labour - paid	7,498	7,281
- unpaid	13,929	13,549
- casual	4,779	3,724
Machinery - contract	1,387	984
- repairs	9,739	7,475
- fuels	8,737	8,537
- depreciation	17,487	19,312
General farming costs	14,509	14,792
Land expenses	8,205	7,286
Rent	10,861	11,270
Rental value	19,734	20,248
TOTAL INPUTS	216,607	212,441
NET FARM INCOME (excluding BLSA)	35,863	22,500
Plus :		
Unpaid labour (excludes farmer and spouse)	13,929	13,549
Imputed property costs	19,692	20,164
Less :		
Interest charges	8,724	9,203
Ownership charges	7,061	7,473
FARM BUSINESS INCOME	53,699	39,537

TABLE B5. Upland cattle and sheep farms**3. Over 115k SO (continued)**

INCOME MEASURES - £ per farm	<u>2016/17</u>	<u>2015/16</u>
NET FARM INCOME (excluding BLSA)	35,863	22,500
minus manual labour of farmer and spouse	19,596	19,266
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	16,267	3,234
 NET FARM INCOME (excluding BLSA)	 35,863	 22,500
plus net rental value/imputed rent	19,734	20,248
minus occupier's expenses	458	448
minus interest payments	8,724	9,203
minus buildings and works depreciation	7,244	7,586
OCCUPIER'S NET INCOME	39,171	25,511
plus other imputed charges	13,971	13,632
plus fixed asset depreciation	24,731	26,898
minus valuation changes	9,374	-742
CASH INCOME	68,499	66,783
 LAND UTILISATION - hectares per farm		
Cereals	5.56	6.69
Roots, fodder and other crops	4.11	3.57
Grassland - hay	1.30	1.79
- silage	35.09	35.20
- pasture	142.19	139.33
Fallow and land let	2.10	2.53
Rough grazing - sole	4.58	4.58
Bare land and forage hired	23.99	21.87
Woods, roads and buildings	4.31	4.31
TOTAL AREA (actual hectares)	223.23	219.87
TOTAL AREA (effective hectares)	214.89	210.11
Rough grazing - common (effective hectares)	4.33	4.33
 TENANT'S CAPITAL - £ per farm		
Machinery	114,702	118,564
Livestock	222,481	215,124
Crops	7,953	8,080
Stores	6,840	4,547
TOTAL	351,976	346,315
 PERFORMANCE INDICATORS		
Milk yield per cow (litres)	7,305	7,216
Milk sales per cow (£)	1,605	1,451
Margin over concentrates per cow (£)	1,125	926
Milk price (pence per litre)	21.97	20.11
Lambs reared per ewe (numbers)	1.43	1.48
Finished lamb sales per ewe (numbers)	1.32	1.41
Stocking rate (grazing LU per eff.ha.)	1.22	1.21
Return on tenant's capital (%)	4.62	0.93

TABLE B5. Upland 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	14.2	15.2	14.2	15.2
Beef cows	48.0	48.0	36.0	36.0
Other cattle	173.3	157.8	97.5	89.2
Breeding sheep	964.3	954.7	77.1	76.4
Other sheep	706.7	690.1	28.3	27.6
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	5	5	0	0	19	19
Average farm size - SO	N/A	N/A	N/A	N/A	213,694	210,390
- actual ha.					219.89	217.89
- eff. ha.					211.73	209.73

ASSETS

Agricultural land	1,136,421	1,030,552
Woodland	9,840	10,081
Buildings	59,840	64,553
Improvements	14,822	13,376
Machinery	116,664	120,950
Livestock	214,461	207,377
Crops, forage and cultivations	7,526	7,870
Basic Payment Scheme value	46,472	44,860
Stores	7,368	5,420
Credit balances	46,125	42,117
TOTAL	1,659,539	1,547,156

EXTERNAL LIABILITIES

Long and medium term loans	307,772	291,945
Other short term loans	8,658	7,167
Overdrafts	41,265	46,210
TOTAL	357,695	345,322

NET WORTH

	1,301,844	1,201,834
Owner equity (%)	78	78

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

TABLE B5. Upland cattle and sheep farms

4. All sizes	Farm Business Income (£ per farm)	
Number of farms in sample	95	95
Average business size (SO)	99,276	97,912
OUTPUTS	<u>2016/17</u>	<u>2015/16</u>
Dairy	5,429	5,275
Other cattle	39,432	37,847
Sheep	39,045	36,727
Other livestock	83	79
Main crops	2,917	3,081
By-products, forage and cultivations	3,115	2,558
Miscellaneous	8,859	8,972
Basic Payment Scheme	20,093	17,572
Income from energy generation	1,415	916
Environmental payments	3,141	3,029
TOTAL OUTPUTS	123,529	116,056
INPUTS		
Feeds - purchased concentrates	14,883	13,746
- homegrown concentrates	1,880	1,770
Coarse fodder, tack and stock keep	3,481	3,497
Veterinary and medicines	4,679	4,331
Other livestock costs	8,675	8,085
Fertilisers	6,750	7,956
Seeds - purchased and homegrown	839	801
Other crop costs	5,681	5,207
Labour - paid	2,772	2,415
- unpaid	5,586	5,413
- casual	2,205	2,118
Machinery - contract	1,062	1,042
- repairs	4,986	4,101
- fuels	4,849	4,775
- depreciation	11,273	11,472
General farming costs	9,429	9,390
Land expenses	4,410	4,608
Rent	4,119	4,201
Rental value	12,411	12,467
TOTAL INPUTS	109,970	107,395
NET FARM INCOME (excluding BLSA)	13,559	8,661
Plus :		
Unpaid labour (excludes farmer and spouse)	5,586	5,413
Imputed property costs	12,391	12,437
Less :		
Interest charges	3,552	3,500
Ownership charges	3,678	3,812
FARM BUSINESS INCOME	24,306	19,199

TABLE B5. Upland 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)	13,559	8,661
minus manual labour of farmer and spouse	17,263	17,572
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-3,704	-8,911
 NET FARM INCOME (excluding BLSA)	 13,559	 8,661
plus net rental value/imputed rent	12,411	12,467
minus occupier's expenses	322	311
minus interest payments	3,552	3,500
minus buildings and works depreciation	3,758	3,861
OCCUPIER'S NET INCOME	18,338	13,456
plus other imputed charges	5,736	5,532
plus fixed asset depreciation	15,031	15,333
minus valuation changes	3,218	1,829
CASH INCOME	35,887	32,492
 LAND UTILISATION - hectares per farm		
Cereals	3.01	3.39
Roots, fodder and other crops	2.02	1.93
Grassland - hay	2.22	2.23
- silage	20.83	20.68
- pasture	73.01	72.52
Fallow and land let	4.40	4.13
Rough grazing - sole	5.64	5.64
Bare land and forage hired	9.40	8.52
Woods, roads and buildings	3.73	3.76
TOTAL AREA (actual hectares)	120.53	119.04
TOTAL AREA (effective hectares)	112.52	111.07
Rough grazing - common (effective hectares)	1.70	1.70
 TENANT'S CAPITAL - £ per farm		
Machinery	74,702	75,957
Livestock	112,926	110,828
Crops	4,917	4,665
Stores	2,941	2,269
TOTAL	195,486	193,719
 PERFORMANCE INDICATORS		
Milk yield per cow (litres)	7,305	7,216
Milk sales per cow (£)	1,605	1,451
Margin over concentrates per cow (£)	1,125	926
Milk price (pence per litre)	21.97	20.11
Lambs reared per ewe (numbers)	1.43	1.48
Finished lamb sales per ewe (numbers)	1.32	1.41
Stocking rate (grazing LU per eff.ha.)	1.22	1.21
Return on tenant's capital (%)	-1.89	-4.60

TABLE B5. Upland 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	3.6	3.9	3.6	3.9
Beef cows	27.9	28.4	20.9	21.3
Other cattle	88.3	82.9	48.7	45.8
Breeding sheep	463.0	465.3	37.0	37.2
Other sheep	351.6	331.0	14.1	13.2
Other livestock	1.1	1.4		

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	50	51	6	6	39	38
Average farm size - SO	74,712	73,990	51,808	53,758	138,072	136,991
- actual ha.	105.24	103.80	81.69	83.58	155.17	154.50
- eff. ha.	92.74	91.50	70.82	72.71	144.29	143.38

ASSETS

Agricultural land	881,355	671,379	0	0	882,047	797,339
Woodland	8,167	8,026	0	0	6,423	6,669
Buildings	19,875	21,320	5,881	6,426	37,475	40,066
Improvements	9,389	8,521	7,125	7,671	11,065	10,298
Machinery	71,716	71,384	28,020	32,367	85,714	88,980
Livestock	92,749	92,075	55,354	50,457	147,653	145,530
Crops, forage and cultivations	4,457	4,055	3,126	1,674	5,784	5,957
Basic Payment Scheme value	23,260	21,292	19,270	15,187	36,359	35,037
Stores	1,967	1,450	831	1,229	4,515	3,533
Credit balances	26,218	24,467	18,278	15,978	28,075	31,355
TOTAL	1,139,153	923,969	137,885	130,989	1,245,110	1,164,764

EXTERNAL LIABILITIES

Long and medium term loans	29,314	30,942	0	0	174,419	166,128
Other short term loans	10,313	8,456	1,344	3,823	8,273	8,132
Overdrafts	12,537	14,263	3,229	2,893	22,694	30,381
TOTAL	52,164	53,661	4,573	6,716	205,386	204,641

NET WORTH	1,086,989	870,308	133,312	124,273	1,039,724	960,123
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Owner equity (%)	95	94	97	95	84	82
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