

**TABLE B1. Hill and upland dairy farms**

<b>1. Under 300k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	28	28
Average business size (SO)	200,705	200,837
<b>OUTPUTS</b>	<b><u>2017/18</u></b>	<b><u>2016/17</u></b>
Dairy	137,126	102,404
Other cattle	24,322	24,793
Sheep	7,562	6,220
Other livestock	-26	6
Main crops	644	476
By-products, forage and cultivations	571	1,576
Miscellaneous	3,906	3,079
Basic Payment Scheme	15,207	14,731
Income from energy generation	396	210
Environmental payments	1,624	1,738
<b>TOTAL OUTPUTS</b>	<b>191,332</b>	<b>155,233</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	41,014	37,716
- homegrown concentrates	3,020	2,572
Coarse fodder, tack and stock keep	4,397	2,826
Veterinary and medicines	5,030	5,379
Other livestock costs	19,081	16,710
Fertilisers	8,702	7,959
Seeds - purchased and homegrown	546	690
Other crop costs	8,031	7,249
Labour - paid	3,725	4,129
- unpaid	7,915	7,091
- casual	1,291	1,023
Machinery - contract	826	1,589
- repairs	6,671	6,069
- fuels	5,172	4,465
- depreciation	13,663	13,763
General farming costs	14,008	14,070
Land expenses	4,032	2,602
Rent	2,498	3,039
Rental value	15,485	15,239
<b>TOTAL INPUTS</b>	<b>165,107</b>	<b>154,180</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>26,225</b>	<b>1,053</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	7,915	7,091
Imputed property costs	15,378	15,150
Less:		
Interest charges	5,256	3,811
Ownership charges	6,143	5,981
<b>FARM BUSINESS INCOME</b>	<b>38,119</b>	<b>13,502</b>

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

<b>INCOME MEASURES - £ per farm</b>	<b>2017/18</b>	<b>2016/17</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>26,225</b>	<b>1,053</b>
minus manual labour of farmer and spouse	21,014	20,715
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>5,211</b>	<b>-19,662</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>26,225</b>	<b>1,053</b>
plus net rental value/imputed rent	15,485	15,239
minus occupier's expenses	240	253
minus interest payments	5,256	3,811
minus buildings and works depreciation	6,664	6,543
<b>OCCUPIER'S NET INCOME</b>	<b>29,550</b>	<b>5,685</b>
plus other imputed charges	8,022	7,181
plus fixed asset depreciation	20,328	20,306
minus valuation changes	-3,420	5,138
<b>CASH INCOME</b>	<b>61,320</b>	<b>28,034</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.90	0.69
Roots, fodder and other crops	0.77	1.06
Grassland - hay	0.13	0.36
- silage	29.75	26.83
- pasture	30.99	33.09
Fallow and land let	1.50	1.32
Rough grazing - sole	10.26	10.26
Bare land and forage hired	7.50	6.91
Woods, roads and buildings	2.42	2.42
<b>TOTAL AREA (actual hectares)</b>	<b>84.22</b>	<b>82.94</b>
<b>TOTAL AREA (effective hectares)</b>	<b>72.88</b>	<b>71.78</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	103,762	90,720
Livestock	114,462	116,518
Crops	4,116	4,618
Stores	2,707	3,569
<b>TOTAL</b>	<b>225,047</b>	<b>215,425</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	5,884	5,961
Milk sales per cow (£)	1,635	1,265
Margin over concentrates per cow (£)	1,205	866
Milk price (pence per litre)	27.79	21.22
Lambs reared per ewe (numbers)	1.30	1.32
Finished lamb sales per ewe (numbers)	1.28	1.10
Stocking rate (grazing LU per eff.ha.)	1.84	1.82
Return on tenant's capital (%)	2.32	-9.13

**TABLE B1. Hill and upland dairy farms****1. Under 300k SO (continued)****LIVESTOCK CARRIED - per farm**

	<b>Average number</b>		<b>Livestock Units</b>	
	<b>2016/17</b>	<b>2015/16</b>	<b>2016/17</b>	<b>2015/16</b>
Dairy cattle	79.1	78.6	79.1	78.6
Beef cows	0.1	0.1	0.1	0.1
Other cattle	75.4	70.9	40.8	38.5
Breeding sheep	120.2	123.4	9.5	9.8
Other sheep	66.2	52.1	2.7	2.1
Other livestock	0.3	0.3		

**ASSETS AND LIABILITIES - £ per farm**

	<b>OWNER OCCUPIED</b>		<b>TENANTED</b>		<b>MIXED TENURE</b>	
	<b>2016/17</b>	<b>2015/16</b>	<b>2017/18</b>	<b>2016/17</b>	<b>2017/18</b>	<b>2016/17</b>
Number of farms	15	15	1	1	12	12
Average farm size - SO	207,998	204,568	N/A	N/A	198,177	201,171
- actual ha.	81.90	80.62			87.96	86.61
- eff. ha.	70.54	69.26			75.72	74.77
<b>ASSETS</b>						
Agricultural land	823,508	811,338			605,514	553,872
Woodland	4,751	4,704			618	611
Buildings	60,798	54,391			47,157	42,949
Improvements	11,054	8,925			13,101	12,937
Machinery	121,135	101,559			82,585	79,037
Livestock	119,559	120,609			110,279	113,697
Crops, forage and cultivations	3,813	4,433			4,836	5,180
Basic Payment Scheme value	19,081	19,408			20,822	22,523
Stores	2,905	3,740			2,546	3,539
Credit balances	28,354	22,827			49,318	45,844
<b>TOTAL</b>	<b>1,194,958</b>	<b>1,151,934</b>			<b>936,776</b>	<b>880,189</b>
<b>EXTERNAL LIABILITIES</b>						
Long and medium term loans	110,350	79,676			181,646	134,597
Other short term loans	18,467	21,688			15,928	9,795
Overdrafts	19,468	31,334			20,611	33,087
<b>TOTAL</b>	<b>148,285</b>	<b>132,698</b>			<b>218,185</b>	<b>177,479</b>
<b>NET WORTH</b>	<b>1,046,673</b>	<b>1,019,236</b>			<b>718,591</b>	<b>702,710</b>
Owner equity (%)	88	88			77	80

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**

<b>2. Over 300k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	29	29
Average business size (SO)	538,196	532,729
<b>OUTPUTS</b>	<b><u>2017/18</u></b>	<b><u>2016/17</u></b>
Dairy	463,755	326,863
Other cattle	62,063	52,359
Sheep	13,241	13,055
Other livestock	0	9,002
Main crops	110	284
By-products, forage and cultivations	544	4,045
Miscellaneous	4,435	2,681
Basic Payment Scheme	23,715	24,463
Income from energy generation	3,505	3,913
Environmental payments	1,070	705
<b>TOTAL OUTPUTS</b>	<b>572,438</b>	<b>437,370</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	135,368	117,634
- homegrown concentrates	4,239	3,246
Coarse fodder, tack and stock keep	25,790	19,962
Veterinary and medicines	16,187	15,750
Other livestock costs	46,415	35,629
Fertilisers	23,946	19,840
Seeds - purchased and homegrown	2,211	1,740
Other crop costs	25,604	20,686
Labour - paid	19,037	15,827
- unpaid	14,160	14,417
- casual	7,490	6,986
Machinery - contract	8,967	6,308
- repairs	16,387	12,347
- fuels	12,494	10,328
- depreciation	27,166	25,524
General farming costs	30,250	26,240
Land expenses	13,102	9,990
Rent	7,898	7,675
Rental value	36,120	35,112
<b>TOTAL INPUTS</b>	<b>472,831</b>	<b>405,241</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>99,607</b>	<b>32,129</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	14,160	14,417
Imputed property costs	35,988	34,989
Less:		
Interest charges	15,450	16,419
Ownership charges	21,697	21,257
<b>FARM BUSINESS INCOME</b>	<b>112,608</b>	<b>43,859</b>

**TABLE B1. Hill and upland dairy farms****2. Over 300k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b>2017/18</b>	<b>2016/17</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>99,607</b>	<b>32,129</b>
minus manual labour of farmer and spouse	23,905	23,769
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>75,702</b>	<b>8,360</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>99,607</b>	<b>32,129</b>
plus net rental value/imputed rent	36,120	35,112
minus occupier's expenses	404	471
minus interest payments	15,450	16,419
minus buildings and works depreciation	22,478	21,781
<b>OCCUPIER'S NET INCOME</b>	<b>97,395</b>	<b>28,570</b>
plus other imputed charges	14,229	14,486
plus fixed asset depreciation	49,644	47,305
minus valuation changes	7,134	-1,466
<b>CASH INCOME</b>	<b>154,134</b>	<b>91,827</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.00	0.33
Roots, fodder and other crops	6.71	6.15
Grassland - hay	0.64	0.50
- silage	54.87	52.28
- pasture	53.06	53.31
Fallow and land let	0.00	0.00
Rough grazing - sole	6.08	6.08
Bare land and forage hired	27.06	26.54
Woods, roads and buildings	4.72	4.72
<b>TOTAL AREA (actual hectares)</b>	<b>153.14</b>	<b>149.91</b>
<b>TOTAL AREA (effective hectares)</b>	<b>144.86</b>	<b>141.63</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	193,369	176,103
Livestock	303,325	297,934
Crops	14,243	14,995
Stores	4,953	5,309
<b>TOTAL</b>	<b>515,890</b>	<b>494,341</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	6,979	6,818
Milk sales per cow (£)	2,008	1,490
Margin over concentrates per cow (£)	1,480	1,040
Milk price (pence per litre)	28.77	21.85
Lambs reared per ewe (numbers)	1.42	1.51
Finished lamb sales per ewe (numbers)	1.39	1.36
Stocking rate (grazing LU per eff.ha.)	2.34	2.31
Return on tenant's capital (%)	14.67	1.69

**TABLE B1. Hill and upland dairy farms****2. Over 300k SO (continued)****LIVESTOCK CARRIED - per farm**

	<b>Average number</b>		<b>Livestock Units</b>	
	<b>2017/18</b>	<b>2016/17</b>	<b>2017/18</b>	<b>2016/17</b>
Dairy cattle	224.8	218.8	224.8	218.8
Beef cows	0.6	0.8	0.4	0.6
Other cattle	173.5	167.3	95.1	87.7
Breeding sheep	167.3	166.1	13.1	13.0
Other sheep	135.9	139.9	5.5	5.6
Other livestock	0.0	413.8		

**ASSETS AND LIABILITIES - £ per farm**

	<b>OWNER OCCUPIED</b>		<b>TENANTED</b>		<b>MIXED TENURE</b>	
	<b>2017/18</b>	<b>2016/17</b>	<b>2017/18</b>	<b>2016/17</b>	<b>2017/18</b>	<b>2016/17</b>
Number of farms	14	14	0	0	15	15
Average farm size - SO	541,200	533,956	N/A	N/A	535,393	531,584
- actual ha.	156.06	152.09			150.44	147.89
- eff. ha.	147.54	143.58			142.36	139.80
<b>ASSETS</b>						
Agricultural land	1,358,955	1,307,825			809,558	797,594
Woodland	4,134	4,093			6,275	6,213
Buildings	179,067	167,226			178,791	184,181
Improvements	28,682	28,453			31,886	32,761
Machinery	195,426	188,763			191,450	164,289
Livestock	278,792	278,645			326,223	315,939
Crops, forage and cultivations	15,129	15,677			13,417	14,358
Basic Payment Scheme value	31,953	35,588			29,144	32,980
Stores	7,234	6,814			2,825	3,905
Credit balances	133,538	107,008			54,588	46,194
<b>TOTAL</b>	<b>2,232,910</b>	<b>2,140,092</b>			<b>1,644,157</b>	<b>1,598,414</b>
<b>EXTERNAL LIABILITIES</b>						
Long and medium term loans	398,298	399,737			370,565	413,942
Other short term loans	52,159	46,907			38,534	26,611
Overdrafts	42,549	53,478			109,539	113,068
<b>TOTAL</b>	<b>493,006</b>	<b>500,122</b>			<b>518,638</b>	<b>553,621</b>
<b>NET WORTH</b>	<b>1,739,904</b>	<b>1,639,970</b>			<b>1,125,519</b>	<b>1,044,793</b>
Owner equity (%)	78	77			68	65

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**

<b>3. All sizes</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	57	57
Average business size (SO)	372,411	369,694
<b>OUTPUTS</b>	<b><u>2017/18</u></b>	<b><u>2016/17</u></b>
Dairy	303,306	216,602
Other cattle	43,523	38,818
Sheep	10,451	9,697
Other livestock	-13	4,583
Main crops	373	378
By-products, forage and cultivations	557	2,832
Miscellaneous	4,175	2,876
Basic Payment Scheme	19,535	19,683
Income from energy generation	1,978	2,094
Environmental payments	1,342	1,213
<b>TOTAL OUTPUTS</b>	<b>385,227</b>	<b>298,776</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	89,018	78,376
- homegrown concentrates	3,640	2,915
Coarse fodder, tack and stock keep	15,281	11,544
Veterinary and medicines	10,707	10,655
Other livestock costs	32,988	26,335
Fertilisers	16,458	14,004
Seeds - purchased and homegrown	1,393	1,224
Other crop costs	16,971	14,085
Labour - paid	11,515	10,081
- unpaid	11,092	10,818
- casual	4,445	4,056
Machinery - contract	4,967	3,990
- repairs	11,614	9,263
- fuels	8,897	7,448
- depreciation	20,533	19,747
General farming costs	22,272	20,262
Land expenses	8,646	6,361
Rent	5,245	5,398
Rental value	25,984	25,350
<b>TOTAL INPUTS</b>	<b>321,666</b>	<b>281,912</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>63,561</b>	<b>16,864</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	11,092	10,818
Imputed property costs	25,864	25,243
Less:		
Interest charges	10,443	10,226
Ownership charges	14,057	13,753
<b>FARM BUSINESS INCOME</b>	<b>76,017</b>	<b>28,946</b>

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

<b>INCOME MEASURES - £ per farm</b>	<b>2017/18</b>	<b>2016/17</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>63,561</b>	<b>16,864</b>
minus manual labour of farmer and spouse	22,485	22,269
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>41,076</b>	<b>-5,405</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>63,561</b>	<b>16,864</b>
plus net rental value/imputed rent	25,984	25,350
minus occupier's expenses	323	364
minus interest payments	10,443	10,226
minus buildings and works depreciation	14,710	14,295
<b>OCCUPIER'S NET INCOME</b>	<b>64,069</b>	<b>17,329</b>
plus other imputed charges	11,180	10,897
plus fixed asset depreciation	35,243	34,042
minus valuation changes	1,949	1,778
<b>CASH INCOME</b>	<b>108,543</b>	<b>60,490</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.44	0.51
Roots, fodder and other crops	3.79	3.65
Grassland - hay	0.39	0.43
- silage	42.53	39.78
- pasture	42.22	43.38
Fallow and land let	0.73	0.65
Rough grazing - sole	8.13	8.13
Bare land and forage hired	17.46	16.90
Woods, roads and buildings	3.59	3.59
<b>TOTAL AREA (actual hectares)</b>	<b>119.28</b>	<b>117.02</b>
<b>TOTAL AREA (effective hectares)</b>	<b>109.50</b>	<b>107.32</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	149,351	134,161
Livestock	210,550	208,818
Crops	9,268	9,897
Stores	3,850	4,454
<b>TOTAL</b>	<b>373,019</b>	<b>357,330</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	6,701	6,598
Milk sales per cow (£)	1,913	1,432
Margin over concentrates per cow (£)	1,411	995
Milk price (pence per litre)	28.55	21.70
Lambs reared per ewe (numbers)	1.37	1.44
Finished lamb sales per ewe (numbers)	1.35	1.27
Stocking rate (grazing LU per eff.ha.)	2.18	2.15
Return on tenant's capital (%)	11.01	-1.51

**TABLE B1. Hill and upland dairy farms****3. All sizes (continued)****LIVESTOCK CARRIED - per farm**

	<b>Average number</b>		<b>Livestock Units</b>	
	<b>2017/18</b>	<b>2016/17</b>	<b>2017/18</b>	<b>2016/17</b>
Dairy cattle	153.2	149.9	153.2	149.9
Beef cows	0.3	0.5	0.3	0.3
Other cattle	125.3	119.9	68.4	63.5
Breeding sheep	144.2	145.1	11.4	11.4
Other sheep	101.6	96.8	4.1	3.9
Other livestock	0.1	210.7		

**ASSETS AND LIABILITIES - £ per farm**

	<b>OWNER OCCUPIED</b>		<b>TENANTED</b>		<b>MIXED TENURE</b>	
	<b>2017/18</b>	<b>2016/17</b>	<b>2017/18</b>	<b>2016/17</b>	<b>2017/18</b>	<b>2016/17</b>
Number of farms	29	29	1	1	27	27
Average farm size - SO	368,854	363,583	N/A	N/A	385,519	384,734
- actual ha.	117.70	115.12			122.67	120.65
- eff. ha.	107.71	105.14			112.74	110.90
<b>ASSETS</b>						
Agricultural land	1,082,000	1,051,022			718,871	689,273
Woodland	4,453	4,409			3,761	3,723
Buildings	117,893	108,863			120,287	121,411
Improvements	19,564	18,352			23,537	23,950
Machinery	157,000	143,658			143,066	126,399
Livestock	196,430	196,902			230,248	226,053
Crops, forage and cultivations	9,276	9,861			9,604	10,279
Basic Payment Scheme value	25,295	27,219			25,446	28,332
Stores	4,995	5,224			2,701	3,742
Credit balances	79,133	63,467			52,246	46,039
<b>TOTAL</b>	<b>1,696,039</b>	<b>1,628,977</b>			<b>1,329,767</b>	<b>1,279,201</b>
<b>EXTERNAL LIABILITIES</b>						
Long and medium term loans	249,359	234,188			286,601	289,789
Other short term loans	34,732	33,863			28,487	19,137
Overdrafts	30,611	42,024			70,016	77,521
<b>TOTAL</b>	<b>314,702</b>	<b>310,075</b>			<b>385,104</b>	<b>386,447</b>
<b>NET WORTH</b>	<b>1,381,337</b>	<b>1,318,902</b>			<b>944,663</b>	<b>892,754</b>
Owner equity (%)	81	81			71	70

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