

TABLE B3. Hill sheep farms

1. Under 70k SO	Farm Business Income (£ per farm)	
Number of farms in sample	51	51
Average business size (SO)	49,643	50,994
OUTPUTS	<u>2017/18</u>	<u>2016/17</u>
Other cattle	6,400	6,613
Sheep	22,548	22,535
Main crops	30	42
By-products, forage and cultivations	653	850
Miscellaneous	4,157	3,162
Basic Payment Scheme	20,640	18,760
Income from energy generation	1,053	1,100
Environmental payments	6,898	10,332
TOTAL OUTPUTS	62,379	63,394
INPUTS		
Feeds - purchased concentrates	7,199	6,436
- homegrown concentrates	18	28
Coarse fodder, tack and stock keep	1,595	1,714
Veterinary and medicines	2,554	2,419
Other livestock costs	3,492	3,318
Fertilisers	2,038	2,395
Seeds - purchased and homegrown	156	223
Other crop costs	1,604	1,534
Labour - paid	329	476
- unpaid	2,115	1,908
- casual	877	841
Machinery - contract	509	370
- repairs	2,983	2,886
- fuels	2,847	2,537
- depreciation	6,324	7,088
General farming costs	6,792	6,473
Land expenses	2,190	2,176
Rent	2,053	1,987
Rental value	6,568	6,505
TOTAL INPUTS	52,243	51,314
NET FARM INCOME (excluding BLSA)	10,136	12,080
Plus:		
Unpaid labour (excludes farmer and spouse)	2,115	1,908
Imputed property costs	6,467	6,396
Less:		
Interest charges	1,087	1,007
Ownership charges	1,808	1,786
FARM BUSINESS INCOME	15,823	17,591

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

INCOME MEASURES - £ per farm	<u>2017/18</u>	<u>2016/17</u>
NET FARM INCOME (excluding BLSA)	10,136	12,080
minus manual labour of farmer and spouse	17,893	18,237
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-7,757	-6,157
NET FARM INCOME (excluding BLSA)	10,136	12,080
plus net rental value/imputed rent	6,568	6,505
minus occupier's expenses	288	254
minus interest payments	1,087	1,007
minus buildings and works depreciation	2,069	2,038
OCCUPIER'S NET INCOME	13,260	15,286
plus other imputed charges	2,213	2,006
plus fixed asset depreciation	8,393	9,127
minus valuation changes	-1,664	265
CASH INCOME	25,530	26,154
LAND UTILISATION - hectares per farm		
Cereals	0.02	0.08
Roots, fodder and other crops	0.31	0.52
Grassland - hay	0.90	1.17
- silage	11.40	11.24
- pasture	54.14	54.73
Fallow and land let out	2.13	2.06
Rough grazing - sole	40.19	40.27
Bare land and forage hired	3.62	3.08
Woods, roads and buildings	4.91	3.72
TOTAL AREA (actual hectares)	117.62	116.87
TOTAL AREA (effective hectares)	83.90	84.46
Rough grazing - common (effective hectares)	10.27	10.62
TENANT'S CAPITAL - £ per farm		
Machinery	44,335	43,533
Livestock	36,712	38,258
Crops	1,150	1,398
Stores	1,184	1,104
TOTAL	83,381	84,293
PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.17	1.17
Finished lamb sales per ewe (numbers)	0.70	0.70
Stocking rate (grazing LU per eff.ha.)	0.59	0.60
Return on tenant's capital (%)	-9.30	-7.30

TABLE B3. Hill sheep farms**1. Under 70k SO (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2017/18	2016/17	2017/18	2016/17
Beef cows	7.8	7.5	5.5	5.6
Other cattle	13.0	14.4	6.3	6.9
Breeding sheep	421.7	429.5	27.4	27.9
Other sheep	262.8	259.3	10.5	10.4

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2017/18	2016/17	2017/18	2016/17	2017/18	2016/17
Number of farms	27	27	8	8	16	16
Average farm size - SO	47,869	49,222	47,308	49,468	53,804	54,747
- actual ha.	119.96	119.84	119.88	115.50	112.55	112.54
- eff. ha.	79.67	81.83	91.88	87.50	87.04	87.38
ASSETS						
Agricultural land	627,473	610,497	0	0	468,731	424,195
Woodland	14,426	7,715	0	0	6,378	6,315
Buildings	11,396	11,760	5,103	5,167	11,436	11,712
Improvements	9,929	9,044	5,270	4,256	11,585	9,631
Machinery	45,074	42,860	33,802	33,160	48,354	49,858
Livestock	32,877	34,473	36,955	38,992	43,063	44,280
Crops, forage and cultivations	820	1,094	947	1,133	1,809	2,044
Basic Payment Scheme value	25,297	25,172	24,848	23,937	26,940	29,349
Stores	1,146	1,058	837	580	1,422	1,447
Credit balances	40,607	36,142	9,375	8,708	52,551	48,982
TOTAL	809,045	779,815	117,137	115,933	672,269	627,813
EXTERNAL LIABILITIES						
Long and medium term loans	27,855	29,100	0	150	16,375	12,706
Other short term loans	2,667	1,451	4,420	2,421	5,897	3,318
Overdrafts	1,044	2,055	10,414	14,586	10,959	12,901
TOTAL	31,566	32,606	14,834	17,157	33,231	28,925
NET WORTH	777,479	747,209	102,303	98,776	639,038	598,888
Owner equity (%)	96	96	87	85	95	95

TABLE B3. Hill sheep farms

2. 70 - 115k SO	Farm Business Income (£ per farm)	
Number of farms in sample	42	42
Average business size (SO)	93,735	96,195
OUTPUTS	<u>2017/18</u>	<u>2016/17</u>
Other cattle	15,760	14,709
Sheep	48,223	51,252
Other livestock	-8	54
Main crops	255	405
By-products, forage and cultivations	980	909
Miscellaneous	5,188	5,120
Basic Payment Scheme	27,813	26,445
Income from energy generation	571	1,413
Environmental payments	6,086	5,804
TOTAL OUTPUTS	104,868	106,111
INPUTS		
Feeds - purchased concentrates	13,634	14,211
- homegrown concentrates	237	275
Coarse fodder, tack and stock keep	4,252	4,626
Veterinary and medicines	4,534	4,685
Other livestock costs	7,676	7,308
Fertilisers	4,812	4,815
Seeds - purchased and homegrown	398	331
Other crop costs	2,323	2,453
Labour - paid	1,273	1,633
- unpaid	3,831	3,577
- casual	1,538	1,000
Machinery - contract	543	851
- repairs	5,068	5,152
- fuels	4,631	4,663
- depreciation	10,046	10,261
General farming costs	9,361	9,498
Land expenses	3,417	3,811
Rent	3,174	3,128
Rental value	8,409	8,322
TOTAL INPUTS	89,157	90,600
NET FARM INCOME (excluding BLSA)	15,711	15,511
Plus:		
Unpaid labour (excludes farmer and spouse)	3,831	3,577
Imputed property costs	8,313	8,227
Less:		
Interest charges	1,510	1,412
Ownership charges	2,446	2,489
FARM BUSINESS INCOME	23,899	23,414

TABLE B3. Hill sheep farms**2.70 - 115k SO (continued)**

INCOME MEASURES - £ per farm	2017/18	2016/17
NET FARM INCOME (excluding BLSA)	15,711	15,511
minus manual labour of farmer and spouse	21,350	21,068
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-5,639	-5,557
NET FARM INCOME (excluding BLSA)	15,711	15,511
plus net rental value/imputed rent	8,409	8,322
minus occupier's expenses	196	204
minus interest payments	1,510	1,412
minus buildings and works depreciation	2,645	2,664
OCCUPIER'S NET INCOME	19,769	19,553
plus other imputed charges	3,927	3,673
plus fixed asset depreciation	12,692	12,926
minus valuation changes	-2,160	951
CASH INCOME	38,548	35,201
LAND UTILISATION - hectares per farm		
Cereals	0.35	0.47
Roots, fodder and other crops	0.65	0.96
Grassland - hay	1.58	3.04
- silage	18.51	17.22
- pasture	90.21	90.96
Fallow and land let out	2.79	1.21
Rough grazing - sole	31.42	31.42
Bare land and forage hired	7.00	7.01
Woods, roads and buildings	5.38	5.38
TOTAL AREA (actual hectares)	157.89	157.67
TOTAL AREA (effective hectares)	128.26	129.62
Rough grazing - common (effective hectares)	20.51	20.51
TENANT'S CAPITAL - £ per farm		
Machinery	67,029	65,969
Livestock	87,261	89,354
Crops	3,306	3,534
Stores	1,608	1,369
TOTAL	159,204	160,226
PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.16	1.19
Finished lamb sales per ewe (numbers)	0.72	0.74
Stocking rate (grazing LU per eff.ha.)	0.78	0.79
Return on tenant's capital (%)	-3.54	-3.47

TABLE B3. Hill sheep farms**2. 70 - 115k SO (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2017/18	2016/17	2017/18	2016/17
Beef cows	19.2	18.4	13.7	13.8
Other cattle	32.0	32.9	16.1	15.9
Breeding sheep	783.5	807.4	50.6	52.5
Other sheep	470.2	491.1	18.9	19.9
Other livestock	0.7	0.7		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2017/18	2016/17	2017/18	2016/17	2017/18	2016/17
Number of farms	24	24	3	3	15	15
Average farm size - SO	91,201	94,605	N/A	N/A	96,733	98,080
- actual ha.	147.71	147.81			181.98	181.23
- eff. ha.	122.09	124.94			143.28	142.52
ASSETS						
Agricultural land	954,503	920,187			661,858	630,990
Woodland	14,638	14,493			9,703	9,607
Buildings	14,118	15,127			19,590	20,722
Improvements	7,383	6,421			11,703	10,472
Machinery	70,549	68,521			66,144	66,554
Livestock	85,525	88,206			90,467	92,646
Crops, forage and cultivations	3,229	3,597			2,983	3,080
Basic Payment Scheme value	35,011	36,259			38,755	39,719
Stores	931	1,241			2,331	1,774
Credit balances	40,412	29,322			63,043	56,132
TOTAL	1,226,299	1,183,374			966,577	931,696
EXTERNAL LIABILITIES						
Long and medium term loans	38,126	41,010			16,246	18,089
Other short term loans	5,437	5,523			11,694	9,728
Overdrafts	11,915	13,090			6,364	4,756
TOTAL	55,478	59,623			34,304	32,573
NET WORTH	1,170,821	1,123,751			932,273	899,123
Owner equity (%)	95	95			96	97

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)	193,851	185,829
OUTPUTS	<u>2017/18</u>	<u>2016/17</u>
Other cattle	29,666	28,812
Sheep	107,573	106,500
Other livestock	0	25
Main crops	2,185	1,811
By-products, forage and cultivations	982	382
Miscellaneous	9,798	10,514
Basic Payment Scheme	56,399	52,152
Income from energy generation	9,929	10,010
Environmental payments	23,606	21,574
TOTAL OUTPUTS	240,138	231,780
INPUTS		
Feeds - purchased concentrates	27,462	26,901
- homegrown concentrates	486	485
Coarse fodder, tack and stock keep	18,619	20,181
Veterinary and medicines	9,687	9,464
Other livestock costs	15,830	14,735
Fertilisers	10,307	10,561
Seeds - purchased and homegrown	1,376	1,249
Other crop costs	6,368	6,815
Labour - paid	7,539	6,896
- unpaid	13,049	12,579
- casual	2,627	3,121
Machinery - contract	1,389	1,681
- repairs	8,331	8,019
- fuels	8,874	8,135
- depreciation	20,129	19,849
General farming costs	15,798	14,726
Land expenses	6,714	7,188
Rent	3,219	3,011
Rental value	23,954	23,233
TOTAL INPUTS	201,758	198,829
NET FARM INCOME (excluding BLSA)	38,380	32,951
Plus:		
Unpaid labour (excludes farmer and spouse)	13,049	12,579
Imputed property costs	23,886	23,165
Less:		
Interest charges	5,630	5,744
Ownership charges	5,382	5,255
FARM BUSINESS INCOME	64,303	57,696

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

INCOME MEASURES - £ per farm	<u>2017/18</u>	<u>2016/17</u>
NET FARM INCOME (excluding BLSA)	38,380	32,951
minus manual labour of farmer and spouse	19,198	19,087
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	19,182	13,864
NET FARM INCOME (excluding BLSA)	38,380	32,951
plus net rental value/imputed rent	23,954	23,233
minus occupier's expenses	342	348
minus interest payments	5,630	5,744
minus buildings and works depreciation	6,294	6,010
OCCUPIER'S NET INCOME	50,068	44,082
plus other imputed charges	13,116	12,645
plus fixed asset depreciation	26,424	25,860
minus valuation changes	-2,296	2,540
CASH INCOME	91,904	80,047
LAND UTILISATION - hectares per farm		
Cereals	1.59	1.60
Roots, fodder and other crops	2.15	2.83
Grassland - hay	2.86	3.33
- silage	25.74	25.88
- pasture	174.47	171.16
Fallow and land let out	0.98	0.28
Rough grazing - sole	171.89	171.89
Bare land and forage hired	20.27	29.44
Woods, roads and buildings	9.21	9.21
TOTAL AREA (actual hectares)	409.16	415.62
TOTAL AREA (effective hectares)	272.39	279.57
Rough grazing - common (effective hectares)	25.29	23.01
TENANT'S CAPITAL - £ per farm		
Machinery	142,463	142,392
Livestock	172,821	174,605
Crops	7,329	7,191
Stores	3,285	3,716
TOTAL	325,898	327,904
PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.18	1.17
Finished lamb sales per ewe (numbers)	0.91	0.91
Stocking rate (grazing LU per eff.ha.)	0.79	0.75
Return on tenant's capital (%)	5.89	4.23

TABLE B3. Hill sheep farms**3. Over 115k SO (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2017/18	2016/17	2017/18	2016/17
Beef cows	30.8	29.0	22.2	21.7
Other cattle	61.2	61.7	31.8	31.1
Breeding sheep	1682.9	1616.0	115.2	111.3
Other sheep	1131.2	1089.0	45.3	43.9
Other livestock	0.6	0.7		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2017/18	2016/17	2017/18	2016/17	2017/18	2016/17
Number of farms	24	24	2	2	19	19
Average farm size - SO	212,723	208,149	N/A	N/A	162,361	161,410
- actual ha.	474.59	474.78			335.62	338.61
- eff. ha.	324.02	325.54			208.64	211.63
ASSETS						
Agricultural land	2,134,347	2,101,163			1,171,334	1,125,945
Woodland	21,198	20,988			8,308	8,226
Buildings	35,196	33,421			36,779	39,210
Improvements	38,698	35,761			25,627	24,932
Machinery	164,867	162,293			118,138	120,649
Livestock	190,455	191,990			148,591	149,438
Crops, forage and cultivations	8,034	8,045			6,818	6,608
Basic Payment Scheme value	79,104	79,204			66,936	66,756
Stores	3,719	4,094			3,058	3,426
Credit balances	74,320	67,307			71,261	62,913
TOTAL	2,749,938	2,704,266			1,656,850	1,608,103
EXTERNAL LIABILITIES						
Long and medium term loans	175,413	185,367			135,318	140,972
Other short term loans	14,198	13,054			10,794	10,341
Overdrafts	40,545	41,640			25,891	18,565
TOTAL	230,156	240,061			172,003	169,878
NET WORTH	2,519,782	2,464,205			1,484,847	1,438,225
Owner equity (%)	92	91			90	89

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	138	138
Average business size (SO)	110,086	108,719
OUTPUTS	<u>2017/18</u>	<u>2016/17</u>
Other cattle	16,835	16,316
Sheep	58,088	58,655
Other livestock	-3	24
Main crops	801	729
By-products, forage and cultivations	860	715
Miscellaneous	6,310	6,155
Basic Payment Scheme	34,484	31,988
Income from energy generation	3,801	4,101
Environmental payments	12,099	12,620
TOTAL OUTPUTS	133,275	131,303
INPUTS		
Feeds - purchased concentrates	15,765	15,476
- homegrown concentrates	237	252
Coarse fodder, tack and stock keep	7,955	8,622
Veterinary and medicines	5,483	5,406
Other livestock costs	8,789	8,255
Fertilisers	5,579	5,795
Seeds - purchased and homegrown	628	591
Other crop costs	3,376	3,535
Labour - paid	2,968	2,922
- unpaid	6,203	5,896
- casual	1,649	1,633
Machinery - contract	806	944
- repairs	5,361	5,249
- fuels	5,355	5,009
- depreciation	11,958	12,215
General farming costs	10,511	10,085
Land expenses	4,039	4,308
Rent	2,775	2,668
Rental value	12,798	12,513
TOTAL INPUTS	112,235	111,374
NET FARM INCOME (excluding BLSA)	21,040	19,929
Plus:		
Unpaid labour (excludes farmer and spouse)	6,203	5,896
Imputed property costs	12,709	12,421
Less:		
Interest charges	2,697	2,675
Ownership charges	3,168	3,131
FARM BUSINESS INCOME	34,087	32,440

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

INCOME MEASURES - £ per farm	<u>2017/18</u>	<u>2016/17</u>
NET FARM INCOME (excluding BLSA)	21,040	19,929
minus manual labour of farmer and spouse	19,371	19,375
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	1,669	554
NET FARM INCOME (excluding BLSA)	21,040	19,929
plus net rental value/imputed rent	12,798	12,513
minus occupier's expenses	278	269
minus interest payments	2,697	2,675
minus buildings and works depreciation	3,622	3,524
OCCUPIER'S NET INCOME	27,241	25,974
plus other imputed charges	6,290	5,983
plus fixed asset depreciation	15,581	15,739
minus valuation changes	-2,021	1,216
CASH INCOME	51,133	46,480
LAND UTILISATION - hectares per farm		
Cereals	0.63	0.69
Roots, fodder and other crops	1.01	1.41
Grassland - hay	1.75	2.44
- silage	18.24	17.84
- pasture	104.35	103.72
Fallow and land let out	1.95	1.22
Rough grazing - sole	80.47	80.50
Bare land and forage hired	10.08	12.88
Woods, roads and buildings	6.46	6.02
TOTAL AREA (actual hectares)	218.48	220.70
TOTAL AREA (effective hectares)	158.86	161.83
Rough grazing - common (effective hectares)	18.28	17.67
TENANT'S CAPITAL - £ per farm		
Machinery	83,240	82,598
Livestock	96,480	98,270
Crops	3,821	3,937
Stores	1,998	2,037
TOTAL	185,539	186,842
PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.18	1.17
Finished lamb sales per ewe (numbers)	0.91	0.91
Stocking rate (grazing LU per eff.ha.)	0.79	0.75
Return on tenant's capital (%)	0.90	0.30

TABLE B3. Hill sheep farms**4. All sizes (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2017/18	2016/17	2017/18	2016/17
Beef cows	18.8	17.8	13.5	13.4
Other cattle	34.5	35.5	17.6	17.5
Breeding sheep	943.1	931.4	63.1	62.6
Other sheep	609.1	600.4	24.4	24.2
Other livestock	0.4	0.4		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2017/18	2016/17	2017/18	2016/17	2017/18	2016/17
Number of farms	75	75	13	13	50	50
Average farm size - SO	114,488	114,601	92,967	76,474	107,934	108,279
- actual ha.	242.32	242.37	150.86	165.85	218.15	219.05
- eff. ha.	171.44	173.61	119.95	134.94	150.12	151.14
ASSETS						
Agricultural land	1,214,322	1,186,611	0	0	793,658	752,898
Woodland	16,661	14,132	0	0	8,109	8,029
Buildings	19,883	19,769	5,548	5,759	23,513	24,864
Improvements	18,321	16,754	7,546	5,822	16,956	15,698
Machinery	91,560	89,290	46,900	47,192	80,209	81,767
Livestock	100,149	102,073	71,832	74,488	97,385	98,750
Crops, forage and cultivations	3,899	4,119	2,439	2,305	4,065	4,089
Basic Payment Scheme value	45,624	46,010	32,907	33,966	45,683	46,674
Stores	1,900	2,088	1,343	742	2,316	2,298
Credit balances	51,333	43,932	9,239	16,830	62,808	56,421
TOTAL	1,563,652	1,524,778	177,754	187,104	1,134,702	1,091,488
EXTERNAL LIABILITIES						
Long and medium term loans	78,360	82,917	19,894	12,259	61,535	63,062
Other short term loans	7,243	6,467	7,916	5,588	9,497	7,910
Overdrafts	17,163	18,253	27,188	34,564	15,255	12,610
TOTAL	102,766	107,637	54,998	52,411	86,287	83,582
NET WORTH	1,460,886	1,417,141	122,756	134,693	1,048,415	1,007,906
Owner equity (%)	93	93	69	72	92	92