

TABLE B5. Upland cattle and sheep farms

1. Under 70k SO	Farm Business Income (£ per farm)	
Number of farms in sample	49	49
Average business size (SO)	45,995	50,072
OUTPUTS	<u>2017/18</u>	<u>2016/17</u>
Dairy	170	29
Other cattle	23,369	22,557
Sheep	15,263	15,180
Other livestock	167	117
Main crops	610	500
By-products, forage and cultivations	3,727	3,446
Miscellaneous	4,978	4,998
Basic Payment Scheme	13,713	13,282
Income from energy generation	452	520
Environmental payments	1,196	1,194
TOTAL OUTPUTS	63,645	61,823
INPUTS		
Feeds - purchased concentrates	7,379	7,044
Feeds - homegrown concentrates	278	285
Coarse fodder, tack and stock keep	1,255	1,520
Veterinary and medicines	2,108	2,463
Other livestock costs	4,657	4,631
Fertilisers	3,167	2,955
Seeds - purchased and homegrown	267	249
Other crop costs	2,802	2,917
Labour - paid	737	1,109
Labour - unpaid	2,357	2,524
Labour - casual	911	574
Machinery - contract	504	722
Machinery - repairs	2,980	2,643
Machinery - fuels	2,931	3,057
Machinery - depreciation	7,344	7,772
General farming costs	7,060	6,737
Land expenses	2,288	2,170
Rent	1,866	1,856
Rental value	8,456	8,464
TOTAL INPUTS	59,347	59,692
NET FARM INCOME (excluding BLSA)	4,298	2,131
Plus:		
Unpaid labour (excludes farmer and spouse)	2,357	2,524
Imputed property costs	8,452	8,460
Less:		
Interest charges	1,192	1,612
Ownership charges	2,155	2,158
FARM BUSINESS INCOME	11,760	9,345

TABLE B5. Upland cattle and sheep farms**1. Under 70k SO (continued)**

INCOME MEASURES - £ per farm	<u>2017/18</u>	<u>2016/17</u>
NET FARM INCOME (excluding BLSA)	4,298	2,131
minus manual labour of farmer and spouse	15,925	16,036
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-11,627	-13,905
NET FARM INCOME (excluding BLSA)	4,298	2,131
plus net rental value/imputed rent	8,456	8,464
minus occupier's expenses	305	267
minus interest payments	1,192	1,612
minus buildings and works depreciation	2,045	2,081
OCCUPIER'S NET INCOME	9,212	6,635
plus other imputed charges	2,448	2,794
plus fixed asset depreciation	9,389	9,853
minus valuation changes	-6,471	-418
CASH INCOME	27,520	19,700
LAND UTILISATION - hectares per farm		
Cereals	0.72	0.73
Roots, fodder and other crops	0.51	0.54
Grassland - hay	1.87	1.93
- silage	14.74	14.96
- pasture	42.48	44.13
Fallow and land let	9.31	7.14
Rough grazing - sole	3.62	3.62
Bare land and forage hired	2.98	3.66
Woods, roads and buildings	3.28	3.28
TOTAL AREA (actual hectares)	79.51	79.99
TOTAL AREA (effective hectares)	64.35	67.00
Rough grazing - common (effective hectares)	0.63	2.67
TENANT'S CAPITAL - £ per farm		
Machinery	48,449	51,100
Livestock	57,528	65,500
Crops	3,295	3,271
Stores	1,337	1,050
TOTAL	110,609	120,921
PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.16	1.23
Finished lamb sales per ewe (numbers)	1.85	1.78
Stocking rate (grazing LU per eff.ha.)	0.98	1.02
Return on tenant's capital (%)	-10.51	-11.50

TABLE B5. Upland cattle and 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	18.9	17.8	13.5	13.4
Other cattle	49.8	55.5	27.2	30.9
Breeding sheep	182.8	205.5	14.6	16.4
Other sheep	157.0	170.0	6.3	6.8
Other livestock	1.9	1.4		

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	31	31	4	4	14	14
Average farm size - SO	44,414	48,480	N/A	N/A	49,831	54,799
- actual ha.	76.94	77.66			83.42	84.81
- eff. ha.	62.18	65.37			66.60	70.14
ASSETS						
Agricultural land	724,146	711,154			558,089	549,841
Woodland	9,009	8,920			2,166	2,144
Buildings	14,476	14,469			13,866	14,856
Improvements	7,320	7,400			1,519	1,457
Machinery	53,182	56,546			46,945	48,084
Livestock	61,954	63,461			52,930	77,043
Crops, forage and cultivations	4,029	3,832			2,527	2,812
Basic Payment Scheme value	17,265	17,610			20,308	23,190
Stores	1,462	1,262			1,391	866
Credit balances	25,412	19,558			35,558	21,125
TOTAL	918,255	904,212			735,299	741,418
EXTERNAL LIABILITIES						
Long and medium term loans	25,686	26,383			20,894	21,820
Other short term loans	4,167	7,506			3,700	3,368
Overdrafts	9,606	8,317			5,681	5,979
TOTAL	39,459	42,206			30,275	31,167
NET WORTH	878,796	862,006			705,024	710,251
Owner equity (%)	96	95			96	96

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

2. 70 - 115k SO	Farm Business Income (£ per farm)	
Number of farms in sample	23	23
Average business size (SO)	92,422	93,932
OUTPUTS	<u>2017/18</u>	<u>2016/17</u>
Other cattle	43,919	40,899
Sheep	41,334	40,055
Other livestock	17	92
Main crops	4,718	4,131
By-products, forage and cultivations	1,189	2,267
Miscellaneous	4,556	4,711
Basic Payment Scheme	22,259	22,840
Income from energy generation	2,245	2,083
Environmental payments	3,558	4,027
TOTAL OUTPUTS	123,795	121,105
INPUTS		
Feeds - purchased concentrates	12,888	13,085
Feeds - homegrown concentrates	2,849	2,315
Coarse fodder, tack and stock keep	2,927	3,050
Veterinary and medicines	4,825	4,795
Other livestock costs	9,306	9,032
Fertilisers	8,095	7,383
Seeds - purchased and homegrown	1,138	1,196
Other crop costs	6,373	6,086
Labour - paid	369	578
Labour - unpaid	2,487	2,911
Labour - casual	2,310	1,620
Machinery - contract	1,532	1,295
Machinery - repairs	5,222	4,543
Machinery - fuels	5,032	4,747
Machinery - depreciation	11,930	11,833
General farming costs	10,083	9,997
Land expenses	5,324	4,582
Rent	3,399	3,455
Rental value	13,494	13,427
TOTAL INPUTS	109,583	105,930
NET FARM INCOME (excluding BLSA)	14,212	15,175
Plus:		
Unpaid labour (excludes farmer and spouse)	2,487	2,911
Imputed property costs	13,420	13,354
Less:		
Interest charges	2,435	2,352
Ownership charges	3,662	3,683
FARM BUSINESS INCOME	24,022	25,405

TABLE B5. Upland cattle and sheep farms**2. 70 - 115k SO (continued)**

INCOME MEASURES - £ per farm	<u>2017/18</u>	<u>2016/17</u>
NET FARM INCOME (excluding BLSA)	13,773	14,554
minus manual labour of farmer and spouse	19,926	19,450
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-6,153	-4,896
NET FARM INCOME (excluding BLSA)	13,773	14,554
plus net rental value/imputed rent	13,108	13,044
minus occupier's expenses	362	281
minus interest payments	2,334	2,254
minus buildings and works depreciation	3,763	3,829
OCCUPIER'S NET INCOME	20,422	21,234
plus other imputed charges	2,425	2,831
plus fixed asset depreciation	15,304	15,292
minus valuation changes	4,407	-935
CASH INCOME	33,744	40,292
LAND UTILISATION - hectares per farm		
Cereals	4.91	4.16
Roots, fodder and other crops	2.29	2.70
Grassland - hay	3.36	3.81
- silage	22.26	21.58
- pasture	68.06	69.53
Fallow and land let	0.69	0.00
Rough grazing - sole	8.30	8.30
Bare land and forage hired	9.14	9.32
Woods, roads and buildings	4.07	4.07
TOTAL AREA (actual hectares)	123.08	123.47
TOTAL AREA (effective hectares)	112.76	113.86
Rough grazing - common (effective hectares)	1.11	1.11
TENANT'S CAPITAL - £ per farm		
Machinery	76,196	76,620
Livestock	108,097	102,089
Crops	4,206	4,969
Stores	2,115	2,952
TOTAL	190,614	186,630
PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.49	1.60
Finished lamb sales per ewe (numbers)	1.14	1.25
Stocking rate (grazing LU per eff.ha.)	1.08	1.08
Return on tenant's capital (%)	-3.23	-2.62

TABLE B5. Upland cattle and 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	33.9	32.8	24.2	24.6
Other cattle	76.2	82.2	40.3	43.2
Breeding sheep	489.7	483.1	39.2	38.6
Other sheep	363.4	376.4	14.5	15.1
Other livestock	1.2	1.7		

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	13	13	2	2	8	8
Average farm size - SO	91,470	95,927	N/A	N/A	89,672	88,209
- actual ha.	134.67	135.07			117.91	117.88
- eff. ha.	119.72	121.50			112.32	112.11

ASSETS

Agricultural land	1,049,974	1,045,899			792,859	753,927
Woodland	9,913	9,569			970	1,359
Buildings	23,679	25,695			13,943	14,409
Improvements	10,274	10,442			20,217	17,805
Machinery	64,917	73,506			83,964	72,920
Livestock	100,440	105,119			120,581	94,576
Crops, forage and cultivations	2,602	4,441			7,793	5,511
Basic Payment Scheme value	28,028	30,828			30,049	33,731
Stores	1,581	3,245			2,955	2,522
Credit balances	36,424	38,427			38,838	39,679
TOTAL	1,327,832	1,347,171			1,112,169	1,036,439

EXTERNAL LIABILITIES

Long and medium term loans	23,334	38,375			88,143	75,456
Other short term loans	2,657	4,185			9,937	12,366
Overdrafts	11,602	11,273			11,846	6,637
TOTAL	37,593	53,833			109,926	94,459

NET WORTH

NET WORTH	1,290,239	1,293,338			1,002,243	941,980
Owner equity (%)	97	96			90	91

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	27	27
Average business size (SO)	204,477	200,655
OUTPUTS	<u>2017/18</u>	<u>2016/17</u>
Dairy	28,520	19,050
Other cattle	81,165	79,505
Sheep	82,418	78,926
Main crops	5,705	6,425
By-products, forage and cultivations	1,771	2,343
Miscellaneous	19,195	19,385
Basic Payment Scheme	31,168	32,273
Income from energy generation	2,378	2,540
Environmental payments	5,150	5,623
TOTAL OUTPUTS	257,470	246,070
INPUTS		
Feeds - purchased concentrates	34,636	28,973
Feeds - homegrown concentrates	3,646	4,480
Coarse fodder, tack and stock keep	8,472	7,892
Veterinary and medicines	8,040	8,724
Other livestock costs	17,203	16,661
Fertilisers	14,505	13,385
Seeds - purchased and homegrown	2,107	1,691
Other crop costs	11,150	11,225
Labour - paid	7,825	6,853
Labour - unpaid	14,699	13,499
Labour - casual	4,644	5,663
Machinery - contract	2,251	1,702
Machinery - repairs	10,027	9,754
Machinery - fuels	9,325	8,736
Machinery - depreciation	18,646	19,200
General farming costs	15,502	14,459
Land expenses	8,192	7,573
Rent	9,756	9,584
Rental value	20,175	19,219
TOTAL INPUTS	220,801	209,273
NET FARM INCOME (excluding BLSA)	36,669	36,797
Plus:		
Unpaid labour (excludes farmer and spouse)	14,699	13,499
Imputed property costs	20,101	19,182
Less:		
Interest charges	7,115	7,824
Ownership charges	6,976	6,561
FARM BUSINESS INCOME	57,378	55,093

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

INCOME MEASURES - £ per farm	2017/18	2016/17
NET FARM INCOME (excluding BLSA)	36,669	36,797
minus manual labour of farmer and spouse	19,536	19,258
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	17,133	17,539
NET FARM INCOME (excluding BLSA)	36,669	36,797
plus net rental value/imputed rent	20,175	19,219
minus occupier's expenses	413	434
minus interest payments	7,115	7,824
minus buildings and works depreciation	7,470	6,728
OCCUPIER'S NET INCOME	41,846	41,030
plus other imputed charges	14,773	13,536
plus fixed asset depreciation	26,117	25,928
minus valuation changes	3,516	9,445
CASH INCOME	79,220	71,049
LAND UTILISATION - hectares per farm		
Cereals	6.68	6.44
Roots, fodder and other crops	3.42	3.87
Grassland - hay	1.30	1.28
Grassland - silage	35.68	33.43
Grassland - pasture	133.45	134.45
Fallow and land let out	0.90	1.86
Rough grazing - sole	5.16	5.16
Bare land and forage hired	18.57	21.00
Woods, roads and buildings	4.20	4.20
TOTAL AREA (actual hectares)	209.36	211.69
TOTAL AREA (effective hectares)	200.72	203.06
Rough grazing - common (effective hectares)	3.85	3.85
TENANT'S CAPITAL - £ per farm		
Machinery	137,269	128,172
Livestock	220,049	215,613
Crops	7,697	7,967
Stores	5,332	6,293
TOTAL	370,347	358,045
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	7,747	7,305
Milk sales per cow (£)	2,175	1,605
Margin over concentrates per cow (£)	1,472	1,125
Milk price (pence per litre)	28.08	21.97
Lambs reared per ewe (numbers)	1.43	1.44
Finished lamb sales per ewe (numbers)	1.27	1.34
Stocking rate (grazing LU per eff.ha.)	1.27	1.24
Return on tenant's capital (%)	4.63	4.90

TABLE B5. Upland cattle and sheep farms**3. Over 115k SO (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2017/18	2016/17	2017/18	2016/17
Dairy cattle	13.0	12.6	13.0	12.6
Beef cows	47.7	46.4	34.7	34.8
Other cattle	176.1	176.3	99.5	98.9
Breeding sheep	904.5	867.6	72.4	69.4
Other sheep	642.4	635.0	25.8	25.4
Other livestock	0.0	0.0		

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	7	7	0	0	20	20
Average farm size - SO	188,374	183,967	N/A	N/A	210,113	206,496
- actual ha.	190.48	201.22			215.96	215.36
- eff. ha.	183.39	194.12			206.78	206.19
ASSETS						
Agricultural land	1,785,392	1,759,007			1,122,317	1,103,586
Woodland	2,513	2,488			10,176	10,076
Buildings	46,504	45,508			66,125	57,177
Improvements	13,180	13,824			14,628	14,589
Machinery	185,877	160,216			120,256	116,958
Livestock	250,874	239,666			209,261	207,196
Crops, forage and cultivations	8,297	7,900			7,488	7,991
Basic Payment Scheme value	36,261	41,320			41,695	46,535
Stores	3,605	3,455			5,938	7,287
Credit balances	38,354	18,212			40,060	44,845
TOTAL	2,370,857	2,291,596			1,637,944	1,616,240
EXTERNAL LIABILITIES						
Long and medium term loans	48,844	52,132			254,660	286,960
Other short term loans	45,772	34,760			12,780	9,544
Overdrafts	29,325	27,467			39,800	37,520
TOTAL	123,941	114,359			307,240	334,024
NET WORTH	2,246,916	2,177,237			1,330,704	1,282,216
Owner equity (%)	95	95			81	79

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	99	99
Average business size (SO)	100,004	101,330
OUTPUTS	<u>2017/18</u>	<u>2016/17</u>
Dairy	7,862	5,209
Other cattle	43,906	42,350
Sheep	39,635	38,344
Other livestock	87	79
Main crops	2,954	2,959
By-products, forage and cultivations	2,604	2,871
Miscellaneous	8,757	8,855
Basic Payment Scheme	20,459	20,682
Income from energy generation	1,394	1,434
Environmental payments	2,823	3,060
TOTAL OUTPUTS	130,481	125,843
INPUTS		
Feeds - purchased concentrates	16,092	14,428
Feeds - homegrown concentrates	1,794	1,900
Coarse fodder, tack and stock keep	3,611	3,613
Veterinary and medicines	4,357	4,712
Other livestock costs	9,159	8,934
Fertilisers	7,404	6,828
Seeds - purchased and homegrown	971	862
Other crop costs	5,908	5,919
Labour - paid	2,584	2,552
Labour - unpaid	5,753	5,607
Labour - casual	2,254	2,205
Machinery - contract	1,219	1,122
Machinery - repairs	5,423	5,024
Machinery - fuels	5,163	4,998
Machinery - depreciation	11,492	11,832
General farming costs	10,065	9,600
Land expenses	4,603	4,204
Rent	4,374	4,335
Rental value	12,822	12,550
TOTAL INPUTS	115,048	111,225
NET FARM INCOME (excluding BLSA)	15,433	14,618
Plus:		
Unpaid labour (excludes farmer and spouse)	5,753	5,607
Imputed property costs	12,783	12,521
Less:		
Interest charges	3,096	3,478
Ownership charges	3,820	3,714
FARM BUSINESS INCOME	27,053	25,554

TABLE B5. Upland cattle and sheep farms**4. All sizes (continued)**

INCOME MEASURES - £ per farm	2017/18	2016/17
NET FARM INCOME (excluding BLSA)	15,433	14,618
minus manual labour of farmer and spouse	17,859	17,693
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-2,426	-3,075
NET FARM INCOME (excluding BLSA)	15,433	14,618
plus net rental value/imputed rent	12,822	12,550
minus occupier's expenses	349	317
minus interest payments	3,096	3,478
minus buildings and works depreciation	3,954	3,785
OCCUPIER'S NET INCOME	20,856	19,588
plus other imputed charges	5,829	5,761
plus fixed asset depreciation	15,446	15,617
minus valuation changes	-1,201	2,131
CASH INCOME	43,332	38,835
LAND UTILISATION - hectares per farm		
Cereals	3.37	3.12
Roots, fodder and other crops	1.74	1.98
Grassland - hay	2.10	2.23
- silage	22.36	21.68
- pasture	73.51	74.96
Fallow and land let out	5.02	4.04
Rough grazing - sole	5.15	5.15
Bare land and forage hired	8.75	9.80
Woods, roads and buildings	3.74	3.74
TOTAL AREA (actual hectares)	122.00	122.96
TOTAL AREA (effective hectares)	113.43	115.65
Rough grazing - common (effective hectares)	1.63	2.64
TENANT'S CAPITAL - £ per farm		
Machinery	79,733	78,641
Livestock	114,544	115,829
Crops	4,747	4,993
Stores	2,570	2,914
TOTAL	201,594	202,377
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	7,747	7,305
Milk sales per cow (£)	2,175	1,605
Margin over concentrates per cow (£)	1,472	1,125
Milk price (pence per litre)	28.08	21.97
Lambs reared per ewe (numbers)	1.43	1.44
Finished lamb sales per ewe (numbers)	1.27	1.34
Stocking rate (grazing LU per eff.ha.)	1.27	1.24
Return on tenant's capital (%)	-1.20	-1.52

TABLE B5. Upland cattle and sheep farms**4. All sizes (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2017/18	2016/17	2017/18	2016/17
Dairy cattle	3.6	3.5	3.6	3.5
Beef cows	30.2	29.1	21.8	21.8
Other cattle	90.4	94.6	50.0	52.3
Breeding sheep	450.9	450.6	36.1	36.0
Other sheep	337.4	344.8	13.5	13.8
Other livestock	1.2	1.1		

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	51	51	6	6	42	42
Average farm size - SO	76,168	79,171	66,418	65,190	133,745	133,400
- actual ha.	107.24	109.25	91.22	88.99	153.10	153.28
- eff. ha.	93.48	97.35	82.51	80.28	142.06	142.92
ASSETS						
Agricultural land	952,861	940,304	0	0	871,487	852,403
Woodland	8,348	8,203	0	0	5,753	5,772
Buildings	21,218	21,591	10,328	11,066	38,766	34,924
Improvements	8,877	9,057	6,650	7,125	11,323	10,824
Machinery	74,386	75,098	60,969	59,972	88,907	85,612
Livestock	97,695	98,265	77,769	79,412	140,259	142,360
Crops, forage and cultivations	4,251	4,546	953	3,209	5,892	5,792
Basic Payment Scheme value	22,616	24,234	19,898	22,084	32,348	36,315
Stores	1,787	2,069	252	831	3,854	4,239
Credit balances	29,995	24,183	24,909	25,563	38,326	35,954
TOTAL	1,222,034	1,207,550	201,728	209,262	1,236,915	1,214,195
EXTERNAL LIABILITIES						
Long and medium term loans	28,265	32,974	0	0	145,020	158,293
Other short term loans	9,492	10,400	7,716	4,671	9,212	8,023
Overdrafts	12,821	11,699	3,506	3,229	23,103	21,124
TOTAL	50,578	55,073	11,222	7,900	177,335	187,440
NET WORTH	1,171,456	1,152,477	190,506	201,362	1,059,580	1,026,755
Owner equity (%)	96	95	94	96	86	85