

TABLE B6. Lowland cattle and sheep farms

1. Under 60k SO	Farm Business Income (£ per farm)	
Number of farms in sample	25	25
Average business size (SO)	41,164	42,892
OUTPUTS	<u>2017/18</u>	<u>2016/17</u>
Other cattle	20,326	19,323
Sheep	10,083	10,480
Main crops	1,309	1,686
By-products, forage and cultivations	8,401	9,579
Miscellaneous	5,034	5,279
Basic Payment Scheme	12,425	11,984
Income from energy generation	341	386
Environmental payments	516	606
TOTAL OUTPUTS	58,435	59,323
INPUTS		
Feeds - purchased concentrates	3,346	3,808
- homegrown concentrates	431	621
Coarse fodder, tack and stock keep	1,151	1,390
Veterinary and medicines	1,704	1,832
Other livestock costs	3,452	3,965
Fertilisers	3,556	3,765
Seeds - purchased and homegrown	662	656
Other crop costs	3,462	3,700
Labour - paid	386	0
- unpaid	3,127	3,247
- casual	29	175
Machinery - contract	896	1,063
- repairs	3,666	3,210
- fuels	2,884	2,693
- depreciation	7,830	7,763
General farming costs	7,283	7,705
Land expenses	2,218	3,058
Rent	1,099	1,086
Rental value	7,945	7,840
TOTAL INPUTS	55,127	57,577
NET FARM INCOME (excluding BLSA)	3,308	1,746
Plus:		
Unpaid labour (excludes farmer and spouse)	3,127	3,247
Imputed property costs	7,863	7,755
Less:		
Interest charges	888	957
Ownership charges	2,334	2,186
FARM BUSINESS INCOME	11,076	9,605

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

INCOME MEASURES - £ per farm	<u>2017/18</u>	<u>2016/17</u>
NET FARM INCOME (excluding BLSA)	3,308	1,746
minus manual labour of farmer and spouse	15,649	15,919
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-12,341	-14,173
NET FARM INCOME (excluding BLSA)	3,308	1,746
plus net rental value/imputed rent	7,945	7,840
minus occupier's expenses	255	255
minus interest payments	888	957
minus buildings and works depreciation	2,195	2,056
OCCUPIER'S NET INCOME	7,915	6,318
plus other imputed charges	3,207	3,327
plus fixed asset depreciation	10,026	9,819
minus valuation changes	688	-5,537
CASH INCOME	20,460	25,001
LAND UTILISATION - hectares per farm		
Cereals	1.54	1.58
Roots, fodder and other crops	2.05	2.83
Grassland - hay	1.49	2.05
- silage	11.44	11.28
- pasture	31.80	31.03
Fallow and land let out	4.69	5.21
Rough grazing - sole	2.89	2.89
Bare land and forage hired	4.96	5.41
Woods, roads and buildings	2.20	2.20
TOTAL AREA (actual hectares)	63.06	64.48
TOTAL AREA (effective hectares)	54.49	55.29
Rough grazing - common (effective hectares)	1.55	1.55
TENANT'S CAPITAL - £ per farm		
Machinery	53,815	50,295
Livestock	45,724	43,623
Crops	2,541	4,099
Stores	2,031	1,973
TOTAL	104,111	99,990
PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.51	1.47
Finished lamb sales per ewe (numbers)	1.27	1.59
Stocking rate (grazing LU per eff.ha.)	1.10	1.11
Return on tenant's capital (%)	-11.85	-14.17

TABLE B6. Lowland cattle and sheep farms**1. Under 60k SO (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2017/18	2016/17	2017/18	2016/17
Beef cows	18.6	17.8	13.4	13.3
Other cattle	46.7	47.8	24.6	25.8
Breeding sheep	155.8	186.8	12.5	14.9
Other sheep	84.4	107.0	3.4	4.3

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	15	15	1	1	9	9
Average farm size - SO	41,715	40,810	N/A	N/A	39,490	44,827
- actual ha.	62.54	63.39			60.15	62.73
- eff. ha.	53.49	53.27			51.74	54.31

ASSETS

Agricultural land	677,601	667,587			602,829	618,284
Woodland	7,914	7,835			2,981	2,952
Buildings	16,208	14,237			35,085	35,556
Improvements	3,419	3,460			2,616	2,660
Machinery	59,994	53,426			43,192	45,452
Livestock	51,031	49,337			32,111	28,734
Crops, forage and cultivations	2,368	3,924			2,586	4,454
Basic Payment Scheme value	16,406	17,041			14,987	16,280
Stores	3,060	3,023			377	354
Credit balances	17,446	16,915			92,005	24,232
TOTAL	855,447	836,785			828,769	778,958

EXTERNAL LIABILITIES

Long and medium term loans	8,156	13,651			22,188	24,168
Other short term loans	7,994	4,842			1,585	1,322
Overdrafts	7,741	7,896			5,859	5,178
TOTAL	23,891	26,389			29,632	30,668

NET WORTH

	831,556	810,396			799,137	748,290
Owner equity (%)	97	97			96	96

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

2. Over 60k SO	Farm Business Income (£ per farm)	
Number of farms in sample	32	32
Average business size (SO)	146,559	144,569
OUTPUTS	<u>2017/18</u>	<u>2016/17</u>
Dairy	19,702	13,897
Other cattle	61,269	60,138
Sheep	43,579	41,870
Main crops	9,768	11,079
By-products, forage and cultivations	3,421	4,273
Miscellaneous	4,757	5,512
Basic Payment Scheme	22,719	23,404
Income from energy generation	1,844	1,260
Environmental payments	4,366	3,952
TOTAL OUTPUTS	171,425	165,385
INPUTS		
Feeds - purchased concentrates	15,668	15,934
- homegrown concentrates	6,384	6,201
Coarse fodder, tack and stock keep	3,450	3,019
Veterinary and medicines	3,685	3,584
Other livestock costs	12,841	11,783
Fertilisers	8,175	8,288
Seeds - purchased and homegrown	2,256	1,975
Other crop costs	7,757	8,247
Labour - paid	6,503	6,887
- unpaid	6,235	6,358
- casual	875	1,921
Machinery - contract	1,880	1,558
- repairs	6,308	4,703
- fuels	6,587	5,903
- depreciation	14,366	14,461
General farming costs	13,414	13,587
Land expenses	3,899	5,059
Rent	7,909	7,793
Rental value	15,018	13,742
TOTAL INPUTS	143,210	141,003
NET FARM INCOME (excluding BLSA)	28,215	24,382
Plus:		
Unpaid labour (excludes farmer and spouse)	6,235	6,358
Imputed property costs	14,828	13,551
Less:		
Interest charges	3,349	3,142
Ownership charges	6,806	5,640
FARM BUSINESS INCOME	39,123	35,509

TABLE B6. Lowland cattle and sheep farms**2. Over 60k SO (continued)**

INCOME MEASURES - £ per farm	2017/18	2016/17
NET FARM INCOME (excluding BLSA)	28,215	24,382
minus manual labour of farmer and spouse	18,756	18,446
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	9,459	5,936
NET FARM INCOME (excluding BLSA)	28,215	24,382
plus net rental value/imputed rent	15,018	13,742
minus occupier's expenses	289	287
minus interest payments	3,349	3,142
minus buildings and works depreciation	6,957	5,779
OCCUPIER'S NET INCOME	32,638	28,916
plus other imputed charges	6,423	6,546
plus fixed asset depreciation	21,323	20,240
minus valuation changes	6,483	3,326
CASH INCOME	53,901	52,376
LAND UTILISATION - hectares per farm		
Cereals	11.50	12.28
Roots, fodder and other crops	4.79	5.27
Grassland - hay	4.22	5.88
- silage	25.60	24.78
- pasture	62.01	58.68
Fallow and land let out	3.39	4.30
Rough grazing - sole	5.20	5.20
Bare land and forage hired	8.59	8.54
Woods, roads and buildings	4.07	4.05
TOTAL AREA (actual hectares)	129.37	128.98
TOTAL AREA (effective hectares)	119.21	118.03
Rough grazing - common (effective hectares)	12.50	12.50
TENANT'S CAPITAL - £ per farm		
Machinery	113,899	94,882
Livestock	150,691	144,848
Crops	6,952	8,355
Stores	5,731	4,249
TOTAL	277,273	252,334
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,250	5,669
Milk sales per cow (£)	1,683	1,201
Margin over concentrates per cow (£)	1,408	960
Milk price (pence per litre)	26.93	21.19
Lambs reared per ewe (numbers)	1.45	1.41
Finished lamb sales per ewe (numbers)	1.34	1.34
Stocking rate (grazing LU per eff.ha.)	1.53	1.52
Return on tenant's capital (%)	3.41	2.35

TABLE B6. Lowland cattle and sheep farms**2. Over 60k SO (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2017/18	2016/17	2017/18	2016/17
Dairy cattle	11.6	11.5	11.6	11.5
Beef cows	21.8	21.9	15.7	16.4
Other cattle	151.9	143.8	87.4	81.9
Breeding sheep	421.2	426.4	33.7	34.1
Other sheep	334.0	317.5	13.5	13.2

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	6	6	13	13
Average farm size - SO	145,845	144,600	102,711	99,149	167,510	165,501
- actual ha.	119.32	118.53	129.73	127.75	139.23	140.01
- eff. ha.	109.96	108.55	117.93	113.89	129.05	129.42

ASSETS

Agricultural land	1,145,329	1,133,907	0	0	918,389	904,816
Woodland	14,931	14,783	0	0	6,161	6,100
Buildings	51,952	52,972	824	883	80,686	56,360
Improvements	16,863	9,808	2,675	2,867	9,857	10,218
Machinery	107,276	109,792	68,573	64,422	141,443	94,031
Livestock	130,462	129,326	77,691	82,026	204,612	189,366
Crops, forage and cultivations	6,561	9,288	5,415	7,506	8,054	7,816
Basic Payment Scheme value	29,110	32,342	28,400	30,810	31,400	36,365
Stores	5,251	4,444	1,591	1,152	8,124	5,485
Credit balances	66,548	45,570	23,472	33,225	31,788	27,846
TOTAL	1,574,283	1,542,232	208,641	222,891	1,440,514	1,338,403

EXTERNAL LIABILITIES

Long and medium term loans	41,685	43,805	26,238	30,264	171,808	103,334
Other short term loans	7,335	7,289	10,883	13,114	9,672	8,811
Overdrafts	38,039	40,822	5,364	2,177	22,430	18,073
TOTAL	87,059	91,916	42,485	45,555	203,910	130,218

NET WORTH

	1,487,224	1,450,316	166,156	177,336	1,236,604	1,208,185
Owner equity (%)	94	94	80	80	86	90

TABLE B6. Lowland cattle and sheep farms

3. All sizes	Farm Business Income (£ per farm)	
Number of farms in sample	57	57
Average business size (SO)	100,333	99,974
OUTPUTS	<u>2017/18</u>	<u>2016/17</u>
Dairy	11,060	7,802
Other cattle	43,311	42,237
Sheep	28,888	28,103
Main crops	6,058	6,959
By-products, forage and cultivations	5,606	6,600
Miscellaneous	4,878	5,410
Basic Payment Scheme	18,204	18,395
Income from energy generation	1,185	876
Environmental payments	2,677	2,485
TOTAL OUTPUTS	121,867	118,867
INPUTS		
Feeds - purchased concentrates	10,263	10,616
- homegrown concentrates	3,773	3,754
Coarse fodder, tack and stock keep	2,442	2,304
Veterinary and medicines	2,816	2,815
Other livestock costs	8,723	8,354
Fertilisers	6,149	6,304
Seeds - purchased and homegrown	1,557	1,396
Other crop costs	5,874	6,252
Labour - paid	3,820	3,866
- unpaid	4,872	4,994
- casual	504	1,155
Machinery - contract	1,449	1,341
- repairs	5,149	4,048
- fuels	4,963	4,495
- depreciation	11,499	11,523
General farming costs	10,725	11,007
Land expenses	3,162	4,182
Rent	4,922	4,852
Rental value	11,916	11,153
TOTAL INPUTS	104,578	104,411
NET FARM INCOME (excluding BLSA)	17,289	14,456
Plus:		
Unpaid labour (excludes farmer and spouse)	4,872	4,994
Imputed property costs	11,773	11,009
Less:		
Interest charges	2,269	2,184
Ownership charges	4,845	4,125
FARM BUSINESS INCOME	26,820	24,150

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

INCOME MEASURES - £ per farm	2017/18	2016/17
NET FARM INCOME (excluding BLSA)	17,289	14,456
minus manual labour of farmer and spouse	17,393	17,338
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-104	-2,882
NET FARM INCOME (excluding BLSA)	17,289	14,456
plus net rental value/imputed rent	11,916	11,153
minus occupier's expenses	274	273
minus interest payments	2,269	2,184
minus buildings and works depreciation	4,868	4,146
OCCUPIER'S NET INCOME	21,794	19,006
plus other imputed charges	5,012	5,134
plus fixed asset depreciation	16,368	15,670
minus valuation changes	3,941	-561
CASH INCOME	39,233	40,371
LAND UTILISATION - hectares per farm		
Cereals	7.13	7.59
Roots, fodder and other crops	3.58	4.20
Grassland - hay	3.02	4.20
- silage	19.39	18.86
- pasture	48.76	46.55
Fallow and land let out	3.96	4.70
Rough grazing - sole	4.19	4.19
Bare land and forage hired	6.99	7.17
Woods, roads and buildings	3.25	3.24
TOTAL AREA (actual hectares)	100.27	100.70
TOTAL AREA (effective hectares)	90.82	90.51
Rough grazing - common (effective hectares)	7.70	7.70
TENANT'S CAPITAL - £ per farm		
Machinery	87,547	75,326
Livestock	104,653	100,451
Crops	5,018	6,489
Stores	4,108	3,251
TOTAL	201,326	185,517
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,250	5,669
Milk sales per cow (£)	1,683	1,201
Margin over concentrates per cow (£)	1,408	960
Milk price (pence per litre)	26.93	21.19
Lambs reared per ewe (numbers)	1.46	1.42
Finished lamb sales per ewe (numbers)	1.33	1.38
Stocking rate (grazing LU per eff.ha.)	1.42	1.40
Return on tenant's capital (%)	-0.05	-1.55

TABLE B6. Lowland cattle and sheep farms**3. All sizes (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2017/18	2016/17	2017/18	2016/17
Dairy cattle	6.5	6.4	6.5	6.4
Beef cows	20.4	20.1	14.7	15.1
Other cattle	105.8	101.7	59.8	57.3
Breeding sheep	304.8	321.3	24.4	25.7
Other sheep	224.6	225.2	9.1	9.3
Other livestock	1.0	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	28	28	7	7	22	22
Average farm size - SO	90,061	88,998	94,889	93,088	115,138	116,134
- actual ha.	88.90	88.99	125.02	123.33	106.88	108.39
- eff. ha.	79.71	78.94	114.56	111.09	97.42	98.69

ASSETS

Agricultural land	894,760	884,093	0	0	789,296	787,599
Woodland	11,172	11,061	0	0	4,860	4,812
Buildings	32,804	32,221	5,205	5,577	62,031	47,850
Improvements	9,661	6,407	2,615	2,802	6,895	7,126
Machinery	81,946	79,596	66,886	61,923	101,249	74,158
Livestock	87,910	86,475	79,256	83,440	134,044	123,653
Crops, forage and cultivations	4,315	6,414	5,320	6,939	5,817	6,441
Basic Payment Scheme value	22,305	24,145	26,816	29,249	24,685	28,148
Stores	4,077	3,683	1,578	1,102	4,955	3,386
Credit balances	40,243	30,219	21,028	31,014	56,422	26,368
TOTAL	1,189,193	1,164,314	208,704	222,046	1,190,254	1,109,541

EXTERNAL LIABILITIES

Long and medium term loans	23,723	27,651	22,490	25,940	110,600	70,948
Other short term loans	7,688	5,978	9,708	11,702	6,364	5,747
Overdrafts	21,808	23,183	4,598	1,866	15,651	12,798
TOTAL	53,219	56,812	36,796	39,508	132,615	89,493

NET WORTH

	1,135,974	1,107,502	171,908	182,538	1,057,639	1,020,048
Owner equity (%)	96	95	82	82	89	92