

TABLE B1. Hill and upland dairy farms

1. Under 400k SO	Farm Business Income (£ per farm)	
Number of farms in sample	25	25
Average business size (SO)	270,793	275,360
OUTPUTS	<u>2018/19</u>	<u>2017/18</u>
Dairy	130,297	136,741
Other cattle	28,967	29,181
Sheep	7,199	8,933
Main crops	373	827
By-products, forage and cultivations	517	486
Miscellaneous	4,036	2,880
Basic Payment Scheme	15,754	16,346
Income from energy generation	2,925	1,355
Environmental payments	1,310	1,327
TOTAL OUTPUTS	191,378	198,076
INPUTS		
Feeds - purchased concentrates	45,622	40,387
- homegrown concentrates	3,208	3,380
Coarse fodder, tack and stock keep	3,202	2,935
Veterinary and medicines	4,987	5,067
Other livestock costs	17,587	18,714
Fertilisers	11,877	9,758
Seeds - purchased and homegrown	786	556
Other crop costs	8,208	8,276
Labour - paid	1,981	1,740
- unpaid	12,700	11,289
- casual	2,287	2,399
Machinery - contract	1,814	915
- repairs	8,805	8,184
- fuels	6,176	5,808
- depreciation	13,927	12,754
General farming costs	15,720	14,128
Land expenses	3,774	4,305
Rent	3,534	3,422
Rental value	17,308	15,525
TOTAL INPUTS	183,503	169,542
NET FARM INCOME (excluding BLSA)	7,875	28,534
Plus:		
Unpaid labour (excludes farmer and spouse)	12,700	11,289
Imputed property costs	17,148	15,365
Less:		
Interest charges	5,604	4,574
Ownership charges	6,978	6,504
FARM BUSINESS INCOME	25,141	44,110

TABLE B1. Hill and upland dairy farms**1. Under 400k SO (continued)**

INCOME MEASURES - £ per farm	<u>2018/19</u>	<u>2017/18</u>
NET FARM INCOME (excluding BLSA)	7,875	28,534
minus manual labour of farmer and spouse	19,864	20,723
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-11,989	7,811
NET FARM INCOME (excluding BLSA)	7,875	28,534
plus net rental value/imputed rent	17,308	15,525
minus occupier's expenses	245	235
minus interest payments	5,604	4,574
minus buildings and works depreciation	7,425	6,976
OCCUPIER'S NET INCOME	11,909	32,274
plus other imputed charges	12,860	11,449
plus fixed asset depreciation	21,352	19,730
minus valuation changes	-63	-2,130
CASH INCOME	46,184	65,583
LAND UTILISATION - hectares per farm		
Cereals	0.48	1.32
Roots, fodder and other crops	1.87	1.32
Grassland - hay	1.49	0.63
- silage	29.14	30.99
- pasture	38.51	37.53
Fallow and land let out	1.97	1.67
Rough grazing - sole	7.57	6.01
Bare land and forage hired	3.52	4.56
Woods, roads and buildings	2.53	2.53
TOTAL AREA (actual hectares)	87.08	86.56
TOTAL AREA (effective hectares)	78.20	78.07
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	99,069	95,481
Livestock	122,497	123,238
Crops	5,438	5,921
Stores	3,794	2,633
TOTAL	230,798	227,273
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	5,989	5,935
Milk sales per cow (£)	1,622	1,635
Margin over concentrates per cow (£)	1,164	1,223
Milk price (pence per litre)	27.09	27.55
Lambs reared per ewe (numbers)	1.17	1.21
Finished lamb sales per ewe (numbers)	1.03	1.05
Stocking rate (grazing LU per eff.ha.)	1.77	1.82
Return on tenant's capital (%)	-5.19	3.44

TABLE B1. Hill and upland dairy farms**1. Under 400k SO (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2018/19	2017/18	2018/19	2017/18
Dairy cattle	77.1	78.7	77.1	78.7
Beef cows	0.8	0.7	0.6	0.5
Other cattle	84.6	84.7	46.4	45.5
Breeding sheep	130.6	152.5	9.9	11.5
Other sheep	79.5	78.8	3.3	3.2

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2018/19	2017/18	2018/19	2017/18	2018/19	2017/18
Number of farms	13	13	0	0	12	12
Aver. farm size - SO	270,172	280,496	N/A	N/A	271,466	269,795
- actual ha.	81.58	81.93			93.04	91.59
- eff. ha.	72.94	73.29			83.91	83.25
ASSETS						
Agricultural land	850,249	846,019			712,666	667,661
Woodland	4,384	4,298			3,075	3,015
Buildings	49,781	50,317			54,787	49,446
Improvements	11,905	10,857			16,207	13,500
Machinery	121,046	118,190			75,262	70,881
Livestock	118,807	118,085			126,495	128,820
Crops, forage & cultivations	4,279	4,082			6,695	7,915
BPS value	18,470	20,285			20,345	21,807
Stores	3,989	3,055			3,584	2,177
Credit balances	79,840	74,667			31,406	33,870
TOTAL	1,262,750	1,249,855			1,050,522	999,092
EXTERNAL LIABILITIES						
Long & medium term loans	56,914	55,066			224,688	190,176
Other short term loans	8,233	6,981			15,129	14,882
Overdrafts	17,472	12,678			35,689	33,019
TOTAL	82,619	74,725			275,506	238,077
NET WORTH	1,180,131	1,175,130			775,016	761,015
Owner equity (%)	93	94			74	76

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

2. Over 400k SO	Farm Business Income (£ per farm)	
Number of farms in sample	27	27
Average business size (SO)	785,891	757,017
OUTPUTS	<u>2018/19</u>	<u>2017/18</u>
Dairy	523,193	496,604
Other cattle	66,764	66,617
Sheep	23,058	22,813
Main crops	140	15
By-products, forage and cultivations	1,276	240
Miscellaneous	4,529	4,669
Basic Payment Scheme	23,538	25,787
Income from energy generation	4,543	3,754
Environmental payments	569	923
TOTAL OUTPUTS	647,610	621,422
INPUTS		
Feeds - purchased concentrates	181,353	150,870
- homegrown concentrates	5,225	4,614
Coarse fodder, tack and stock keep	37,030	28,286
Veterinary and medicines	19,971	18,193
Other livestock costs	57,428	51,577
Fertilisers	25,229	24,537
Seeds - purchased and homegrown	2,413	2,090
Other crop costs	27,878	25,740
Labour - paid	27,888	23,003
- unpaid	15,449	14,651
- casual	6,759	7,709
Machinery - contract	5,117	4,912
- repairs	20,366	16,527
- fuels	17,061	12,694
- depreciation	30,119	28,260
General farming costs	33,422	28,669
Land expenses	20,302	13,657
Rent	11,835	11,702
Rental value	39,408	36,872
TOTAL INPUTS	584,253	504,563
NET FARM INCOME (excluding BLSA)	63,357	116,859
Plus:		
Unpaid labour (excludes farmer and spouse)	15,449	14,651
Imputed property costs	39,259	36,730
Less:		
Interest charges	18,662	18,207
Ownership charges	23,280	21,984
FARM BUSINESS INCOME	76,123	128,049

TABLE B1. Hill and upland dairy farms**2. Over 400k SO (continued)**

INCOME MEASURES - £ per farm	<u>2018/19</u>	<u>2017/18</u>
NET FARM INCOME (excluding BLSA)	63,357	116,859
minus manual labour of farmer and spouse	24,674	23,935
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	38,683	92,924
NET FARM INCOME (excluding BLSA)	63,357	116,859
plus net rental value/imputed rent	39,408	36,872
minus occupier's expenses	418	411
minus interest payments	18,662	18,207
minus buildings and works depreciation	24,129	22,866
OCCUPIER'S NET INCOME	59,556	112,247
plus other imputed charges	15,523	14,725
plus fixed asset depreciation	54,249	51,126
minus valuation changes	9,915	18,845
CASH INCOME	119,413	159,253
LAND UTILISATION - hectares per farm		
Cereals	0.16	0.00
Roots, fodder and other crops	7.10	6.58
Grassland - hay	1.02	0.24
- silage	60.99	60.88
- pasture	63.46	62.13
Fallow and land let out	0.33	0.00
Rough grazing - sole	5.74	5.74
Bare land and forage hired	26.88	27.48
Woods, roads and buildings	6.12	6.12
TOTAL AREA (actual hectares)	171.80	169.17
TOTAL AREA (effective hectares)	162.00	159.70
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	229,841	202,367
Livestock	355,055	348,940
Crops	13,694	13,878
Stores	9,132	4,866
TOTAL	607,722	570,051
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	7,477	7,326
Milk sales per cow (£)	2,164	2,094
Margin over concentrates per cow (£)	1,525	1,541
Milk price (pence per litre)	28.95	28.59
Lambs reared per ewe (numbers)	1.38	1.45
Finished lamb sales per ewe (numbers)	1.31	1.40
Stocking rate (grazing LU per eff.ha.)	2.27	2.23
Return on tenant's capital (%)	6.37	16.30

TABLE B1. Hill and upland dairy farms**2. Over 400k SO (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2018/19	2017/18	2018/19	2017/18
Dairy cattle	238.6	230.7	238.6	230.7
Beef cows	0.7	0.6	0.5	0.5
Other cattle	179.2	175.6	101.1	96.1
Breeding sheep	257.2	260.8	20.4	20.6
Other sheep	149.9	198.8	6.0	8.0

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2018/19	2017/18	2018/19	2017/18	2018/19	2017/18
Number of farms	12	12	0	0	15	15
Aver. farm size - SO	707,468	687,185	N/A	N/A	848,630	812,882
- actual ha.	149.20	150.06			189.87	184.45
- eff. ha.	139.60	141.20			179.92	174.50

ASSETS

Agricultural land	1,489,153	1,478,760			1,055,939	985,176
Woodland	19,035	18,662			11,328	11,106
Buildings	205,798	178,979			196,073	189,204
Improvements	28,406	27,921			18,693	19,015
Machinery	202,262	180,120			251,906	220,164
Livestock	300,714	297,315			398,529	390,241
Crops, forage & cultivations	13,043	13,100			14,215	14,501
BPS value	28,511	32,961			30,473	33,257
Stores	11,537	5,507			7,210	4,355
Credit balances	65,873	89,213			60,683	61,043
TOTAL	2,364,332	2,322,538			2,045,049	1,928,062

EXTERNAL LIABILITIES

Long & medium term loans	620,989	543,285			488,244	450,245
Other short term loans	48,386	32,901			63,736	41,211
Overdrafts	56,031	45,630			115,524	96,741
TOTAL	725,406	621,816			667,504	588,197

NET WORTH

	1,638,926	1,700,722			1,377,545	1,339,865
Owner equity (%)	69	73			67	69

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

3. All sizes	Farm Business Income (£ per farm)	
Number of farms in sample	52	52
Average business size (SO)	538,248	525,451
OUTPUTS	<u>2018/19</u>	<u>2017/18</u>
Dairy	334,301	323,593
Other cattle	48,592	48,619
Sheep	15,434	16,140
Main crops	252	406
By-products, forage and cultivations	911	358
Miscellaneous	4,292	3,809
Basic Payment Scheme	19,796	21,248
Income from energy generation	3,765	2,601
Environmental payments	925	1,117
TOTAL OUTPUTS	428,268	417,891
INPUTS		
Feeds - purchased concentrates	116,098	97,753
- homegrown concentrates	4,256	4,021
Coarse fodder, tack and stock keep	20,767	16,098
Veterinary and medicines	12,767	11,883
Other livestock costs	38,274	35,777
Fertilisers	18,810	17,432
Seeds - purchased and homegrown	1,630	1,353
Other crop costs	18,421	17,344
Labour - paid	15,433	12,780
- unpaid	14,128	13,035
- casual	4,609	5,156
Machinery - contract	3,529	2,990
- repairs	14,807	12,516
- fuels	11,828	9,384
- depreciation	22,334	20,805
General farming costs	24,912	21,678
Land expenses	12,356	9,161
Rent	7,844	7,721
Rental value	28,783	26,609
TOTAL INPUTS	391,586	343,496
NET FARM INCOME (excluding BLSA)	36,682	74,395
Plus:		
Unpaid labour (excludes farmer and spouse)	14,128	13,035
Imputed property costs	28,629	26,458
Less:		
Interest charges	12,384	11,653
Ownership charges	15,442	14,542
FARM BUSINESS INCOME	51,613	87,693

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

INCOME MEASURES - £ per farm	2018/19	2017/18
NET FARM INCOME (excluding BLSA)	36,682	74,395
minus manual labour of farmer and spouse	22,361	22,391
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	14,321	52,004
NET FARM INCOME (excluding BLSA)	36,682	74,395
plus net rental value/imputed rent	28,783	26,609
minus occupier's expenses	335	327
minus interest payments	12,384	11,653
minus buildings and works depreciation	16,098	15,227
OCCUPIER'S NET INCOME	36,648	73,797
plus other imputed charges	14,243	13,150
plus fixed asset depreciation	38,433	36,032
minus valuation changes	5,118	8,761
CASH INCOME	84,206	114,218
LAND UTILISATION - hectares per farm		
Cereals	0.32	0.63
Roots, fodder and other crops	4.58	4.05
Grassland - hay	1.25	0.43
- silage	45.68	46.51
- pasture	51.47	50.30
Fallow and land let out	1.12	0.81
Rough grazing - sole	6.62	5.87
Bare land and forage hired	15.65	16.46
Woods, roads and buildings	4.39	4.39
TOTAL AREA (actual hectares)	131.08	129.45
TOTAL AREA (effective hectares)	121.71	120.45
Rough grazing - common (effective hectares)	0.00	0.00
TENANT'S CAPITAL - £ per farm		
Machinery	166,970	150,979
Livestock	243,248	240,429
Crops	9,725	10,052
Stores	6,566	3,793
TOTAL	426,509	405,253
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	7,134	6,992
Milk sales per cow (£)	2,040	1,984
Margin over concentrates per cow (£)	1,442	1,465
Milk price (pence per litre)	28.59	28.37
Lambs reared per ewe (numbers)	1.32	1.37
Finished lamb sales per ewe (numbers)	1.23	1.28
Stocking rate (grazing LU per eff.ha.)	2.11	2.10
Return on tenant's capital (%)	3.36	12.83

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

	Average number		Livestock Units	
	2018/19	2017/18	2018/19	2017/18
Dairy cattle	160.9	157.7	160.9	157.7
Beef cows	0.7	0.7	0.5	0.5
Other cattle	133.7	131.9	74.8	71.8
Breeding sheep	196.3	208.7	15.3	16.2
Other sheep	116.0	141.1	4.7	5.7

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2018/19	2017/18	2018/19	2017/18	2018/19	2017/18
Number of farms	25	25	0	0	27	27
Aver. farm size - SO	480,074	475,707	N/A	N/A	592,113	571,510
- actual ha.	114.04	114.64			146.83	143.17
- eff. ha.	104.94	105.89			137.25	133.94

ASSETS

Agricultural land	1,156,923	1,149,735			903,373	844,058
Woodland	11,417	11,193			7,660	7,510
Buildings	124,669	112,075			133,279	127,089
Improvements	19,825	19,048			17,588	16,564
Machinery	160,030	147,917			173,397	153,816
Livestock	206,122	204,116			277,625	274,054
Crops, forage & cultivations	8,486	8,411			10,873	11,574
BPS value	23,290	26,369			25,971	28,168
Stores	7,612	4,232			5,598	3,387
Credit balances	73,136	81,649			47,671	48,966
TOTAL	1,791,510	1,764,745			1,603,035	1,515,186

EXTERNAL LIABILITIES

Long & medium term loans	327,670	289,411			371,108	334,659
Other short term loans	27,506	19,423			42,133	29,509
Overdrafts	35,980	28,495			80,042	68,420
TOTAL	391,156	337,329			493,283	432,588

NET WORTH

	1,400,354	1,427,416			1,109,752	1,082,598
Owner equity (%)	78	81			69	71

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