

TABLE B3. Hill sheep farms

| 1. Under 55k SO | Farm Business Income (£ per farm) | |
|--|--|-----------------------|
| Number of farms in sample | 26 | 26 |
| Average business size (SO) | 38,669 | 39,329 |
| OUTPUTS | <u>2018/19</u> | <u>2017/18</u> |
| Other cattle | 2,232 | 3,182 |
| Sheep | 20,522 | 21,429 |
| By-products, forage and cultivations | 986 | 787 |
| Miscellaneous | 4,195 | 3,074 |
| Basic Payment Scheme | 19,957 | 19,162 |
| Income from energy generation | 422 | 467 |
| Environmental payments | 5,286 | 6,225 |
| TOTAL OUTPUTS | 53,600 | 54,326 |
| INPUTS | | |
| Feeds - purchased concentrates | 5,819 | 5,248 |
| - homegrown concentrates | 0 | 0 |
| Coarse fodder, tack and stock keep | 1,038 | 1,135 |
| Veterinary and medicines | 2,412 | 2,242 |
| Other livestock costs | 2,263 | 2,695 |
| Fertilisers | 2,260 | 1,897 |
| Seeds - purchased and homegrown | 72 | 125 |
| Other crop costs | 1,086 | 1,177 |
| Labour - paid | 434 | 327 |
| - unpaid | 1,537 | 1,508 |
| - casual | 821 | 737 |
| Machinery - contract | 440 | 375 |
| - repairs | 2,814 | 2,550 |
| - fuels | 2,954 | 2,423 |
| - depreciation | 6,085 | 5,651 |
| General farming costs | 6,892 | 6,605 |
| Land expenses | 1,572 | 2,288 |
| Rent | 1,849 | 1,946 |
| Rental value | 5,461 | 5,172 |
| TOTAL INPUTS | 45,809 | 44,101 |
| NET FARM INCOME (excluding BLSA) | 7,791 | 10,225 |
| Plus: | | |
| Unpaid labour (excludes farmer and spouse) | 1,537 | 1,508 |
| Imputed property costs | 5,346 | 5,051 |
| Less: | | |
| Interest charges | 469 | 237 |
| Ownership charges | 1,373 | 1,271 |
| FARM BUSINESS INCOME | 12,832 | 15,276 |

TABLE B3. Hill sheep farms**1. Under 55k SO (continued)**

| INCOME MEASURES - £ per farm | <u>2018/19</u> | <u>2017/18</u> |
|---|-----------------------|-----------------------|
| NET FARM INCOME (excluding BLSA) | 7,791 | 10,225 |
| minus manual labour of farmer and spouse | 16,888 | 17,261 |
| plus managerial input of paid managers | 0 | 0 |
| MANAGEMENT and INVESTMENT INCOME | -9,097 | -7,036 |
| NET FARM INCOME (excluding BLSA) | 7,791 | 10,225 |
| plus net rental value/imputed rent | 5,461 | 5,172 |
| minus occupier's expenses | 272 | 251 |
| minus interest payments | 469 | 237 |
| minus buildings and works depreciation | 1,596 | 1,391 |
| OCCUPIER'S NET INCOME | 10,915 | 13,518 |
| plus other imputed charges | 1,653 | 1,623 |
| plus fixed asset depreciation | 7,681 | 7,042 |
| minus valuation changes | -1,638 | -1,525 |
| CASH INCOME | 21,887 | 23,708 |
| LAND UTILISATION - hectares per farm | | |
| Cereals | 0.00 | 0.00 |
| Roots, fodder and other crops | 0.26 | 0.05 |
| Grassland - hay | 3.21 | 1.58 |
| - silage | 6.26 | 8.39 |
| - pasture | 50.57 | 50.57 |
| Fallow and land let out | 2.16 | 1.87 |
| Rough grazing - sole | 36.90 | 36.90 |
| Bare land and forage hired | 3.18 | 3.51 |
| Woods, roads and buildings | 2.88 | 2.88 |
| TOTAL AREA (actual hectares) | 105.42 | 105.75 |
| TOTAL AREA (effective hectares) | 78.88 | 79.51 |
| Rough grazing - common (effective hectares) | 8.58 | 8.58 |
| TENANT'S CAPITAL - £ per farm | | |
| Machinery | 39,403 | 39,185 |
| Livestock | 26,972 | 28,321 |
| Crops | 771 | 777 |
| Stores | 913 | 1,165 |
| TOTAL | 68,059 | 69,448 |
| PERFORMANCE INDICATORS | | |
| Lambs reared per ewe (numbers) | 1.11 | 1.18 |
| Finished lamb sales per ewe (numbers) | 0.75 | 0.79 |
| Stocking rate (grazing LU per eff.ha.) | 0.49 | 0.52 |
| Return on tenant's capital (%) | -13.37 | -10.13 |

TABLE B3. Hill sheep farms**1. Under 55k SO (continued)****LIVESTOCK CARRIED - per farm**

| | <u>Average number</u> | | <u>Livestock Units</u> | |
|-----------------|-----------------------|----------------|------------------------|----------------|
| | <u>2018/19</u> | <u>2017/18</u> | <u>2018/19</u> | <u>2017/18</u> |
| Beef cows | 3.8 | 4.3 | 2.7 | 3.0 |
| Other cattle | 5.5 | 7.0 | 2.7 | 3.5 |
| Breeding sheep | 389.7 | 389.4 | 24.9 | 24.9 |
| Other sheep | 199.6 | 247.8 | 8.0 | 9.9 |
| Other livestock | 0.0 | 0.0 | | |

ASSETS AND LIABILITIES - £ per farm

| | <u>OWNER OCCUPIED</u> | | <u>TENANTED</u> | | <u>MIXED TENURE</u> | |
|----------------------|-----------------------|----------------|-----------------|----------------|---------------------|----------------|
| | <u>2018/19</u> | <u>2017/18</u> | <u>2018/19</u> | <u>2017/18</u> | <u>2018/19</u> | <u>2017/18</u> |
| Number of farms | 17 | 17 | 5 | 5 | 4 | 4 |
| Aver. farm size - SO | 36,728 | 37,455 | N/A | N/A | N/A | N/A |
| - actual ha. | 94.79 | 95.30 | | | | |
| - eff. ha. | 71.18 | 71.92 | | | | |

ASSETS

| | | |
|------------------------------|----------------|----------------|
| Agricultural land | 554,782 | 552,022 |
| Woodland | 5,769 | 5,656 |
| Buildings | 8,379 | 6,736 |
| Improvements | 6,459 | 6,192 |
| Machinery | 39,852 | 38,905 |
| Livestock | 25,374 | 26,856 |
| Crops, forage & cultivations | 746 | 824 |
| BPS value | 22,714 | 23,369 |
| Stores | 1,248 | 1,582 |
| Credit balances | 41,139 | 45,421 |
| TOTAL | 706,462 | 707,563 |

EXTERNAL LIABILITIES

| | | |
|--------------------------|--------------|---------------|
| Long & medium term loans | 6,905 | 7,663 |
| Other short term loans | 2,393 | 3,220 |
| Overdrafts | 0 | 0 |
| TOTAL | 9,298 | 10,883 |

NET WORTH **697,164** **696,680**

Owner equity (%) 99 98

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

| 2. 55 - 95k SO | Farm Business Income (£ per farm) | |
|--|--|-----------------------|
| Number of farms in sample | 25 | 25 |
| Average business size (SO) | 74,091 | 77,005 |
| OUTPUTS | <u>2018/19</u> | <u>2017/18</u> |
| Other cattle | 6,441 | 6,055 |
| Sheep | 44,922 | 46,551 |
| Other livestock | 32 | 0 |
| Main crops | 482 | 429 |
| By-products, forage and cultivations | 307 | 266 |
| Miscellaneous | 10,489 | 9,079 |
| Basic Payment Scheme | 26,438 | 27,081 |
| Income from energy generation | 809 | 751 |
| Environmental payments | 3,116 | 3,805 |
| TOTAL OUTPUTS | 93,036 | 94,017 |
| INPUTS | | |
| Feeds - purchased concentrates | 12,481 | 10,883 |
| - homegrown concentrates | 402 | 399 |
| Coarse fodder, tack and stock keep | 5,081 | 4,154 |
| Veterinary and medicines | 4,091 | 4,145 |
| Other livestock costs | 5,763 | 7,427 |
| Fertilisers | 4,643 | 3,615 |
| Seeds - purchased and homegrown | 311 | 357 |
| Other crop costs | 1,883 | 1,883 |
| Labour - paid | 744 | 972 |
| - unpaid | 2,192 | 2,273 |
| - casual | 1,469 | 1,092 |
| Machinery - contract | 851 | 667 |
| - repairs | 4,491 | 4,638 |
| - fuels | 5,094 | 4,387 |
| - depreciation | 9,689 | 9,204 |
| General farming costs | 9,159 | 8,616 |
| Land expenses | 3,229 | 2,285 |
| Rent | 1,996 | 2,175 |
| Rental value | 6,913 | 6,915 |
| TOTAL INPUTS | 80,482 | 76,087 |
| NET FARM INCOME (excluding BLSA) | 12,554 | 17,930 |
| Plus: | | |
| Unpaid labour (excludes farmer and spouse) | 2,192 | 2,273 |
| Imputed property costs | 6,833 | 6,835 |
| Less: | | |
| Interest charges | 1,913 | 2,217 |
| Ownership charges | 2,118 | 2,114 |
| FARM BUSINESS INCOME | 17,548 | 22,707 |

TABLE B3. Hill sheep farms**2. 55 - 95k SO (continued)**

| INCOME MEASURES - £ per farm | 2018/19 | 2017/18 |
|---|----------------|----------------|
| NET FARM INCOME (excluding BLSA) | 12,554 | 17,930 |
| minus manual labour of farmer and spouse | 22,652 | 21,941 |
| plus managerial input of paid managers | 0 | 0 |
| MANAGEMENT and INVESTMENT INCOME | -10,098 | -4,011 |
| NET FARM INCOME (excluding BLSA) | 12,554 | 17,930 |
| plus net rental value/imputed rent | 6,913 | 6,915 |
| minus occupier's expenses | 223 | 190 |
| minus interest payments | 1,913 | 2,217 |
| minus buildings and works depreciation | 2,229 | 2,208 |
| OCCUPIER'S NET INCOME | 15,102 | 20,230 |
| plus other imputed charges | 2,272 | 2,353 |
| plus fixed asset depreciation | 11,918 | 11,412 |
| minus valuation changes | -237 | -1,712 |
| CASH INCOME | 29,529 | 35,707 |
| LAND UTILISATION - hectares per farm | | |
| Cereals | 0.57 | 0.58 |
| Roots, fodder and other crops | 0.53 | 0.70 |
| Grassland - hay | 1.88 | 0.86 |
| - silage | 13.27 | 16.84 |
| - pasture | 71.06 | 71.29 |
| Fallow and land let out | 0.00 | 0.00 |
| Rough grazing - sole | 19.44 | 19.44 |
| Bare land and forage hired | 8.93 | 6.16 |
| Woods, roads and buildings | 7.33 | 6.85 |
| TOTAL AREA (actual hectares) | 123.01 | 122.72 |
| TOTAL AREA (effective hectares) | 102.75 | 102.92 |
| Rough grazing - common (effective hectares) | 28.62 | 27.64 |
| TENANT'S CAPITAL - £ per farm | | |
| Machinery | 61,198 | 60,836 |
| Livestock | 71,048 | 71,550 |
| Crops | 2,717 | 2,840 |
| Stores | 1,621 | 1,092 |
| TOTAL | 136,584 | 136,318 |
| PERFORMANCE INDICATORS | | |
| Lambs reared per ewe (numbers) | 1.10 | 1.11 |
| Finished lamb sales per ewe (numbers) | 0.61 | 0.51 |
| Stocking rate (grazing LU per eff.ha.) | 0.83 | 0.84 |
| Return on tenant's capital (%) | -7.39 | -2.94 |

TABLE B3. Hill sheep farms**2. 55 - 95k SO (continued)****LIVESTOCK CARRIED - per farm**

| | Average number | | Livestock Units | |
|-----------------|-----------------------|----------------|------------------------|----------------|
| | 2018/19 | 2017/18 | 2018/19 | 2017/18 |
| Beef cows | 8.5 | 9.7 | 6.1 | 7.0 |
| Other cattle | 15.5 | 14.8 | 7.4 | 7.1 |
| Breeding sheep | 828.9 | 842.9 | 51.9 | 53.2 |
| Other sheep | 480.4 | 472.4 | 19.2 | 18.9 |
| Other livestock | 0.8 | 1.1 | | |

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 | 16 | 16 | 3 | 3 | 6 | 6 |
| Aver. farm size - SO | 73,900 | 77,879 | N/A | N/A | 77,507 | 77,622 |
| - actual ha. | 122.76 | 123.23 | | | 129.14 | 126.63 |
| - eff. ha. | 103.25 | 104.47 | | | 108.03 | 105.52 |
| ASSETS | | | | | | |
| Agricultural land | 757,634 | 755,494 | | | 389,257 | 387,320 |
| Woodland | 23,318 | 19,802 | | | 4,358 | 4,272 |
| Buildings | 14,778 | 14,751 | | | 9,535 | 10,235 |
| Improvements | 8,116 | 5,886 | | | 12,284 | 12,601 |
| Machinery | 68,866 | 66,354 | | | 52,742 | 56,387 |
| Livestock | 76,247 | 75,134 | | | 66,929 | 69,654 |
| Crops, forage & cultivations | 2,813 | 2,896 | | | 2,759 | 2,966 |
| BPS value | 34,462 | 36,442 | | | 27,441 | 30,446 |
| Stores | 1,462 | 651 | | | 1,425 | 1,045 |
| Credit balances | 31,150 | 33,814 | | | 48,507 | 47,762 |
| TOTAL | 1,018,846 | 1,011,224 | | | 615,237 | 622,688 |
| EXTERNAL LIABILITIES | | | | | | |
| Long & medium term loans | 41,851 | 75,667 | | | 1,833 | 8,144 |
| Other short term loans | 7,205 | 5,160 | | | 3,101 | 3,799 |
| Overdrafts | 7,528 | 3,317 | | | 5,740 | 3,864 |
| TOTAL | 56,584 | 84,144 | | | 10,674 | 15,807 |
| NET WORTH | 962,262 | 927,080 | | | 604,563 | 606,881 |
| Owner equity (%) | 94 | 92 | | | 98 | 97 |

TABLE B3. Hill sheep farms

| 3. Over 95k SO | Farm Business Income (£ per farm) | |
|--|--|-----------------------|
| Number of farms in sample | 22 | 22 |
| Average business size (SO) | 156,124 | 157,684 |
| OUTPUTS | <u>2018/19</u> | <u>2017/18</u> |
| Other cattle | 18,157 | 19,754 |
| Sheep | 94,615 | 99,861 |
| Other livestock | 0 | -14 |
| Main crops | 1,640 | 1,612 |
| By-products, forage and cultivations | 797 | 845 |
| Miscellaneous | 6,086 | 5,271 |
| Basic Payment Scheme | 55,915 | 55,563 |
| Income from energy generation | 2,355 | 1,917 |
| Environmental payments | 22,799 | 23,461 |
| TOTAL OUTPUTS | 202,364 | 208,270 |
| INPUTS | | |
| Feeds - purchased concentrates | 29,959 | 25,322 |
| - homegrown concentrates | 187 | 180 |
| Coarse fodder, tack and stock keep | 11,943 | 11,394 |
| Veterinary and medicines | 8,774 | 8,035 |
| Other livestock costs | 10,621 | 13,890 |
| Fertilisers | 8,811 | 8,642 |
| Seeds - purchased and homegrown | 1,400 | 1,426 |
| Other crop costs | 5,240 | 5,540 |
| Labour - paid | 3,924 | 4,248 |
| - unpaid | 10,548 | 10,920 |
| - casual | 3,681 | 3,146 |
| Machinery - contract | 991 | 1,094 |
| - repairs | 7,229 | 6,892 |
| - fuels | 9,530 | 8,696 |
| - depreciation | 17,150 | 16,198 |
| General farming costs | 15,342 | 15,072 |
| Land expenses | 5,033 | 5,115 |
| Rent | 3,964 | 4,299 |
| Rental value | 22,990 | 21,372 |
| TOTAL INPUTS | 177,317 | 171,481 |
| NET FARM INCOME (excluding BLSA) | 25,047 | 36,789 |
| Plus: | | |
| Unpaid labour (excludes farmer and spouse) | 10,548 | 10,920 |
| Imputed property costs | 22,945 | 21,372 |
| Less: | | |
| Interest charges | 5,489 | 4,600 |
| Ownership charges | 5,975 | 5,466 |
| FARM BUSINESS INCOME | 47,076 | 59,015 |

TABLE B3. Hill sheep farms**3. Over 95k SO (continued)**

| INCOME MEASURES - £ per farm | 2018/19 | 2017/18 |
|---|----------------|----------------|
| NET FARM INCOME (excluding BLSA) | 25,047 | 36,789 |
| minus manual labour of farmer and spouse | 19,540 | 19,774 |
| plus managerial input of paid managers | 0 | 0 |
| MANAGEMENT and INVESTMENT INCOME | 5,507 | 17,015 |
| NET FARM INCOME (excluding BLSA) | 25,047 | 36,789 |
| plus net rental value/imputed rent | 22,990 | 21,372 |
| minus occupier's expenses | 321 | 297 |
| minus interest payments | 5,489 | 4,600 |
| minus buildings and works depreciation | 6,922 | 6,342 |
| OCCUPIER'S NET INCOME | 35,305 | 46,922 |
| plus other imputed charges | 10,593 | 10,920 |
| plus fixed asset depreciation | 24,072 | 22,540 |
| minus valuation changes | 7,620 | 620 |
| CASH INCOME | 62,350 | 79,762 |
| LAND UTILISATION - hectares per farm | | |
| Cereals | 1.56 | 1.58 |
| Roots, fodder and other crops | 3.41 | 2.46 |
| Grassland - hay | 4.41 | 2.95 |
| - silage | 19.44 | 20.99 |
| - pasture | 173.18 | 173.80 |
| Fallow and land let out | 0.00 | 0.00 |
| Rough grazing - sole | 153.34 | 153.34 |
| Bare land and forage hired | 6.74 | 5.38 |
| Woods, roads and buildings | 8.98 | 8.86 |
| TOTAL AREA (actual hectares) | 371.06 | 369.36 |
| TOTAL AREA (effective hectares) | 245.30 | 243.73 |
| Rough grazing - common (effective hectares) | 44.01 | 41.94 |
| TENANT'S CAPITAL - £ per farm | | |
| Machinery | 124,934 | 110,517 |
| Livestock | 155,595 | 149,144 |
| Crops | 5,317 | 5,471 |
| Stores | 3,297 | 2,337 |
| TOTAL | 289,143 | 267,469 |
| PERFORMANCE INDICATORS | | |
| Lambs reared per ewe (numbers) | 1.08 | 1.13 |
| Finished lamb sales per ewe (numbers) | 0.79 | 0.85 |
| Stocking rate (grazing LU per eff.ha.) | 0.73 | 0.75 |
| Return on tenant's capital (%) | 1.90 | 6.36 |

TABLE B3. Hill sheep farms**3. Over 95k SO (continued)****LIVESTOCK CARRIED - per farm**

| | Average number | | Livestock Units | |
|-----------------|-----------------------|----------------|------------------------|----------------|
| | 2018/19 | 2017/18 | 2018/19 | 2017/18 |
| Beef cows | 22.8 | 22.2 | 16.3 | 15.9 |
| Other cattle | 37.1 | 38.0 | 18.7 | 19.4 |
| Breeding sheep | 1581.9 | 1588.6 | 105.6 | 106.0 |
| Other sheep | 949.4 | 1034.1 | 38.0 | 41.4 |
| Other livestock | 0.7 | 0.7 | | |

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 | 10 | 10 | 0 | 1 | 12 | 11 |
| Aver. farm size - SO | 166,206 | 167,486 | N/A | N/A | 147,722 | 149,556 |
| - actual ha. | 387.98 | 381.60 | | | 356.96 | 336.12 |
| - eff. ha. | 272.62 | 266.25 | | | 222.53 | 220.76 |
| ASSETS | | | | | | |
| Agricultural land | 2,112,372 | 2,058,878 | | | 1,244,718 | 1,228,371 |
| Woodland | 16,053 | 15,739 | | | 7,573 | 7,100 |
| Buildings | 36,154 | 29,379 | | | 33,972 | 34,740 |
| Improvements | 42,808 | 39,207 | | | 36,550 | 37,540 |
| Machinery | 122,364 | 106,729 | | | 127,076 | 112,301 |
| Livestock | 153,693 | 146,997 | | | 157,180 | 151,338 |
| Crops, forage & cultivations | 6,433 | 6,428 | | | 4,388 | 4,873 |
| BPS value | 65,226 | 69,176 | | | 65,509 | 72,072 |
| Stores | 2,096 | 1,476 | | | 4,299 | 3,333 |
| Credit balances | 64,534 | 69,520 | | | 61,017 | 82,368 |
| TOTAL | 2,621,733 | 2,543,529 | | | 1,742,282 | 1,734,036 |
| EXTERNAL LIABILITIES | | | | | | |
| Long & medium term loans | 77,795 | 40,155 | | | 163,510 | 188,624 |
| Other short term loans | 17,209 | 4,072 | | | 18,417 | 12,116 |
| Overdrafts | 63,115 | 46,936 | | | 44,687 | 40,402 |
| TOTAL | 158,119 | 91,163 | | | 226,614 | 241,142 |
| NET WORTH | 2,463,614 | 2,452,366 | | | 1,515,668 | 1,492,894 |
| Owner equity (%) | 94 | 96 | | | 87 | 86 |

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 | 73 | 73 |
| Average business size (SO) | 86,197 | 87,900 |
| OUTPUTS | <u>2018/19</u> | <u>2017/18</u> |
| Other cattle | 8,473 | 9,161 |
| Sheep | 51,208 | 53,670 |
| Other livestock | 10 | -5 |
| Main crops | 659 | 633 |
| By-products, forage and cultivations | 697 | 626 |
| Miscellaneous | 6,920 | 5,793 |
| Basic Payment Scheme | 33,013 | 32,844 |
| Income from energy generation | 1,137 | 1,001 |
| Environmental payments | 9,820 | 10,591 |
| TOTAL OUTPUTS | 111,937 | 114,314 |
| INPUTS | | |
| Feeds - purchased concentrates | 15,375 | 13,228 |
| - homegrown concentrates | 194 | 190 |
| Coarse fodder, tack and stock keep | 5,709 | 5,260 |
| Veterinary and medicines | 4,904 | 4,639 |
| Other livestock costs | 5,980 | 7,690 |
| Fertilisers | 5,050 | 4,518 |
| Seeds - purchased and homegrown | 554 | 596 |
| Other crop costs | 2,611 | 2,733 |
| Labour - paid | 1,592 | 1,730 |
| - unpaid | 4,477 | 4,607 |
| - casual | 1,905 | 1,585 |
| Machinery - contract | 747 | 692 |
| - repairs | 4,719 | 4,573 |
| - fuels | 5,669 | 4,986 |
| - depreciation | 10,654 | 10,046 |
| General farming costs | 10,215 | 9,845 |
| Land expenses | 3,183 | 3,139 |
| Rent | 2,537 | 2,733 |
| Rental value | 11,241 | 10,651 |
| TOTAL INPUTS | 97,316 | 93,441 |
| NET FARM INCOME (excluding BLSA) | 14,621 | 20,873 |
| Plus: | | |
| Unpaid labour (excludes farmer and spouse) | 4,477 | 4,607 |
| Imputed property costs | 11,159 | 10,581 |
| Less: | | |
| Interest charges | 2,477 | 2,230 |
| Ownership charges | 3,015 | 2,824 |
| FARM BUSINESS INCOME | 24,765 | 31,007 |

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

| INCOME MEASURES - £ per farm | <u>2018/19</u> | <u>2017/18</u> |
|---|-----------------------|-----------------------|
| NET FARM INCOME (excluding BLSA) | 14,621 | 20,873 |
| minus manual labour of farmer and spouse | 19,661 | 19,621 |
| plus managerial input of paid managers | 0 | 0 |
| MANAGEMENT and INVESTMENT INCOME | -5,040 | 1,252 |
| NET FARM INCOME (excluding BLSA) | 14,621 | 20,873 |
| plus net rental value/imputed rent | 11,241 | 10,651 |
| minus occupier's expenses | 270 | 244 |
| minus interest payments | 2,477 | 2,230 |
| minus buildings and works depreciation | 3,418 | 3,163 |
| OCCUPIER'S NET INCOME | 19,697 | 25,887 |
| plus other imputed charges | 4,559 | 4,675 |
| plus fixed asset depreciation | 14,072 | 13,209 |
| minus valuation changes | 1,632 | -943 |
| CASH INCOME | 36,696 | 44,714 |
| LAND UTILISATION - hectares per farm | | |
| Cereals | 0.67 | 0.68 |
| Roots, fodder and other crops | 1.31 | 1.00 |
| Grassland - hay | 3.11 | 1.75 |
| - silage | 12.63 | 15.08 |
| - pasture | 94.54 | 94.80 |
| Fallow and land let out | 0.77 | 0.67 |
| Rough grazing - sole | 66.01 | 66.01 |
| Bare land and forage hired | 6.22 | 4.98 |
| Woods, roads and buildings | 6.24 | 6.05 |
| TOTAL AREA (actual hectares) | 185.26 | 184.97 |
| TOTAL AREA (effective hectares) | 137.21 | 137.02 |
| Rough grazing - common (effective hectares) | 26.12 | 25.16 |
| TENANT'S CAPITAL - £ per farm | | |
| Machinery | 72,643 | 68,097 |
| Livestock | 80,829 | 79,538 |
| Crops | 2,808 | 2,898 |
| Stores | 1,874 | 1,493 |
| TOTAL | 158,154 | 152,026 |
| PERFORMANCE INDICATORS | | |
| Lambs reared per ewe (numbers) | 1.09 | 1.13 |
| Finished lamb sales per ewe (numbers) | 0.73 | 0.73 |
| Stocking rate (grazing LU per eff.ha.) | 0.71 | 0.73 |
| Return on tenant's capital (%) | -3.19 | 0.82 |

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

| | Average number | | Livestock Units | |
|-----------------|-----------------------|----------------|------------------------|----------------|
| | 2018/19 | 2017/18 | 2018/19 | 2017/18 |
| Beef cows | 11.1 | 11.5 | 8.0 | 8.3 |
| Other cattle | 18.5 | 19.0 | 9.1 | 9.5 |
| Breeding sheep | 899.4 | 906.1 | 58.5 | 59.0 |
| Other sheep | 521.7 | 561.7 | 20.9 | 22.5 |
| Other livestock | 0.5 | 0.6 | | |

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 | 43 | 43 | 8 | 9 | 22 | 21 |
| Aver. farm size - SO | 80,671 | 82,736 | 49,627 | 61,664 | 110,297 | 109,719 |
| - actual ha. | 173.38 | 172.27 | 124.00 | 178.31 | 251.48 | 234.83 |
| - eff. ha. | 129.96 | 129.22 | 91.03 | 111.05 | 168.17 | 164.11 |
| ASSETS | | | | | | |
| Agricultural land | 992,492 | 978,164 | 0 | 0 | 859,019 | 831,152 |
| Woodland | 14,690 | 13,264 | 0 | 0 | 5,568 | 5,195 |
| Buildings | 17,219 | 14,984 | 3,000 | 6,236 | 22,734 | 22,924 |
| Improvements | 15,529 | 13,756 | 8,076 | 5,763 | 24,842 | 24,711 |
| Machinery | 69,836 | 64,891 | 34,774 | 45,377 | 91,902 | 84,399 |
| Livestock | 74,145 | 72,760 | 37,602 | 52,066 | 109,615 | 105,193 |
| Crops, forage & cultivations | 2,837 | 2,898 | 1,549 | 1,611 | 3,209 | 3,452 |
| BPS value | 36,972 | 38,886 | 25,265 | 36,657 | 48,430 | 52,146 |
| Stores | 1,525 | 1,211 | 1,182 | 1,405 | 2,810 | 2,111 |
| Credit balances | 42,863 | 46,707 | 9,735 | 15,491 | 52,516 | 63,708 |
| TOTAL | 1,268,108 | 1,247,521 | 121,183 | 164,606 | 1,220,645 | 1,194,991 |
| EXTERNAL LIABILITIES | | | | | | |
| Long & medium term loans | 36,394 | 40,523 | 14,812 | 13,777 | 93,869 | 105,892 |
| Other short term loans | 7,629 | 4,140 | 10,548 | 6,623 | 11,378 | 9,163 |
| Overdrafts | 17,479 | 12,150 | 14,216 | 12,437 | 27,095 | 23,506 |
| TOTAL | 61,502 | 56,813 | 39,576 | 32,837 | 132,342 | 138,561 |
| NET WORTH | 1,206,606 | 1,190,708 | 81,607 | 131,769 | 1,088,303 | 1,056,430 |
| Owner equity (%) | 95 | 95 | 67 | 80 | 89 | 88 |