

TABLE B4. Hill cattle and sheep farms

1. Under 75k SO	Farm Business Income (£ per farm)	
Number of farms in sample	41	41
Average business size (SO)	55,296	57,809
OUTPUTS	<u>2018/19</u>	<u>2017/18</u>
Other cattle	19,483	19,767
Sheep	16,353	17,791
Other livestock	100	79
Main crops	-5	47
By-products, forage and cultivations	133	173
Miscellaneous	4,478	4,164
Basic Payment Scheme	21,347	20,809
Income from energy generation	1,355	1,419
Environmental payments	7,628	7,959
TOTAL OUTPUTS	70,872	72,208
INPUTS		
Feeds - purchased concentrates	8,356	8,527
- homegrown concentrates	9	23
Coarse fodder, tack and stock keep	2,475	2,527
Veterinary and medicines	2,920	2,785
Other livestock costs	4,071	4,388
Fertilisers	2,935	3,043
Seeds - purchased and homegrown	387	266
Other crop costs	2,357	2,236
Labour - paid	563	568
- unpaid	3,145	3,620
- casual	656	435
Machinery - contract	425	435
- repairs	3,524	3,131
- fuels	3,328	3,085
- depreciation	7,933	7,242
General farming costs	7,509	7,248
Land expenses	2,735	2,481
Rent	1,943	2,021
Rental value	9,649	8,751
TOTAL INPUTS	64,920	62,812
NET FARM INCOME (excluding BLSA)	5,952	9,396
Plus:		
Unpaid labour (excludes farmer and spouse)	3,145	3,620
Imputed property costs	9,601	8,702
Less:		
Interest charges	1,799	1,900
Ownership charges	2,438	2,443
FARM BUSINESS INCOME	14,461	17,375

TABLE B4. Hill cattle and sheep farms**1. Under 75k SO (continued)**

INCOME MEASURES - £ per farm	2018/19	2017/18
NET FARM INCOME (excluding BLSA)	5,952	9,396
minus manual labour of farmer and spouse	18,428	17,561
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-12,476	-8,165
NET FARM INCOME (excluding BLSA)	5,952	9,396
plus net rental value/imputed rent	9,649	8,751
minus occupier's expenses	244	240
minus interest payments	1,799	1,900
minus buildings and works depreciation	3,162	3,116
OCCUPIER'S NET INCOME	10,396	12,891
plus other imputed charges	3,193	3,669
plus fixed asset depreciation	11,095	10,359
minus valuation changes	-1,859	-2,018
CASH INCOME	26,543	28,937
LAND UTILISATION - hectares per farm		
Cereals	0.03	0.03
Roots, fodder and other crops	0.64	0.38
Grassland - hay	2.47	1.71
- silage	14.18	15.59
- pasture	49.08	49.64
Fallow and land let out	0.09	0.14
Rough grazing - sole	56.98	56.98
Bare land and forage hired	3.45	3.55
Woods, roads and buildings	4.53	4.48
TOTAL AREA (actual hectares)	131.45	132.50
TOTAL AREA (effective hectares)	86.78	87.85
Rough grazing - common (effective hectares)	5.15	4.98
TENANT'S CAPITAL - £ per farm		
Machinery	54,691	50,886
Livestock	60,578	63,134
Crops	2,537	2,858
Stores	1,308	686
TOTAL	119,114	117,564
PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.09	1.12
Finished lamb sales per ewe (numbers)	0.67	0.74
Stocking rate (grazing LU per eff.ha.)	0.76	0.80
Return on tenant's capital (%)	-10.47	-6.95

TABLE B4. Hill cattle and sheep farms**1. Under 75k SO (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2018/19	2017/18	2018/19	2017/18
Beef cows	23.4	23.8	16.8	17.1
Other cattle	40.9	46.4	20.5	23.4
Breeding sheep	321.4	324.3	20.9	21.0
Other sheep	197.4	216.7	7.9	8.7
Other livestock	1.3	1.4		

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	21	20	2	2	18	19
Aver. farm size - SO	53,585	56,242	N/A	N/A	56,354	58,849
- actual ha.	137.87	139.41			128.11	129.30
- eff. ha.	85.36	84.47			88.33	91.42

ASSETS

Agricultural land	1,075,006	1,069,398			534,853	540,092
Woodland	8,820	8,614			5,199	4,829
Buildings	12,990	13,919			24,214	24,368
Improvements	8,215	6,890			16,268	14,257
Machinery	52,630	49,212			53,569	50,891
Livestock	55,563	60,097			65,342	65,561
Crops, forage & cultivations	2,263	2,822			2,473	2,560
BPS value	25,412	26,545			25,885	25,690
Stores	858	350			1,868	1,018
Credit balances	27,460	26,626			15,174	16,832
TOTAL	1,269,217	1,264,473			744,845	746,098

EXTERNAL LIABILITIES

Long & medium term loans	31,805	43,863			36,698	39,885
Other short term loans	5,546	4,468			4,788	5,549
Overdrafts	5,062	4,527			15,071	14,312
TOTAL	42,413	52,858			56,557	59,746

NET WORTH

NET WORTH	1,226,804	1,211,615			688,288	686,352
Owner equity (%)	97	96			92	92

TABLE B4. Hill cattle and sheep farms

2. 75 - 115k SO	Farm Business Income (£ per farm)	
Number of farms in sample	52	52
Average business size (SO)	101,879	103,649
OUTPUTS	<u>2018/19</u>	<u>2017/18</u>
Other cattle	40,033	40,661
Sheep	37,625	39,460
Other livestock	0	0
Main crops	460	462
By-products, forage and cultivations	1,680	1,316
Miscellaneous	4,670	3,584
Basic Payment Scheme	24,581	24,779
Income from energy generation	4,856	3,915
Environmental payments	4,706	5,827
TOTAL OUTPUTS	118,611	120,115
INPUTS		
Feeds - purchased concentrates	20,802	18,650
- homegrown concentrates	373	370
Coarse fodder, tack and stock keep	5,326	5,183
Veterinary and medicines	5,423	5,377
Other livestock costs	9,695	9,485
Fertilisers	6,476	5,823
Seeds - purchased and homegrown	538	529
Other crop costs	3,656	3,919
Labour - paid	1,225	1,488
- unpaid	6,265	6,634
- casual	1,300	1,466
Machinery - contract	1,174	879
- repairs	5,408	5,312
- fuels	5,549	4,963
- depreciation	12,008	11,333
General farming costs	10,353	9,877
Land expenses	3,885	4,237
Rent	1,923	1,901
Rental value	12,176	11,194
TOTAL INPUTS	113,555	108,620
NET FARM INCOME (excluding BLSA)	5,056	11,495
Plus:		
Unpaid labour (excludes farmer and spouse)	6,265	6,634
Imputed property costs	12,117	11,137
Less:		
Interest charges	3,045	2,418
Ownership charges	3,527	3,343
FARM BUSINESS INCOME	16,866	23,505

TABLE B4. Hill cattle and sheep farms**2.75 - 115k SO (continued)**

INCOME MEASURES - £ per farm	2018/19	2017/18
NET FARM INCOME (excluding BLSA)	5,056	11,495
minus manual labour of farmer and spouse	21,685	20,489
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-16,629	-8,994
NET FARM INCOME (excluding BLSA)	5,056	11,495
plus net rental value/imputed rent	12,176	11,194
minus occupier's expenses	269	253
minus interest payments	3,045	2,418
minus buildings and works depreciation	4,132	3,843
OCCUPIER'S NET INCOME	9,786	16,175
plus other imputed charges	6,323	6,692
plus fixed asset depreciation	16,140	15,176
minus valuation changes	-2,142	1,854
CASH INCOME	34,391	36,189
LAND UTILISATION - hectares per farm		
Cereals	0.55	0.57
Roots, fodder and other crops	1.08	0.95
Grassland - hay	2.60	1.69
- silage	22.83	22.59
- pasture	85.29	85.19
Fallow and land let out	0.06	0.98
Rough grazing - sole	17.48	17.48
Bare land and forage hired	6.91	7.50
Woods, roads and buildings	5.47	5.47
TOTAL AREA (actual hectares)	142.27	142.42
TOTAL AREA (effective hectares)	124.74	123.99
Rough grazing - common (effective hectares)	15.83	15.78
TENANT'S CAPITAL - £ per farm		
Machinery	81,675	78,768
Livestock	123,860	126,699
Crops	3,671	3,797
Stores	2,270	1,984
TOTAL	211,476	211,248
PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.21	1.24
Finished lamb sales per ewe (numbers)	0.87	0.91
Stocking rate (grazing LU per eff.ha.)	1.02	1.03
Return on tenant's capital (%)	-7.86	-4.26

TABLE B4. Hill cattle and sheep farms**2. 75 - 115k SO (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2018/19	2017/18	2018/19	2017/18
Beef cows	39.7	40.5	28.7	29.2
Other cattle	84.9	87.1	44.7	45.4
Breeding sheep	550.6	565.5	37.0	38.0
Other sheep	380.4	360.2	15.5	14.6
Other livestock	0.1	0.1		

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	26	27	2	2	24	23
Aver. farm size - SO	105,099	107,283	N/A	N/A	98,051	99,409
- actual ha.	146.92	146.51			139.63	140.19
- eff. ha.	129.02	127.14			121.28	121.47
ASSETS						
Agricultural land	1,082,744	1,018,192			824,216	786,877
Woodland	19,955	18,976			7,321	7,328
Buildings	29,231	28,187			31,140	27,374
Improvements	18,242	28,786			28,885	11,478
Machinery	88,153	84,427			74,678	72,984
Livestock	128,617	128,875			117,875	124,544
Crops, forage & cultivations	3,597	3,281			3,642	4,300
BPS value	29,133	32,240			29,292	32,084
Stores	2,597	2,258			2,044	1,836
Credit balances	26,732	27,133			27,812	34,158
TOTAL	1,429,001	1,372,355			1,146,905	1,102,963
EXTERNAL LIABILITIES						
Long & medium term loans	65,974	73,213			68,974	53,449
Other short term loans	8,468	7,975			14,221	10,402
Overdrafts	22,526	19,030			30,113	23,513
TOTAL	96,968	100,218			113,308	87,364
NET WORTH	1,332,033	1,272,137			1,033,597	1,015,599
Owner equity (%)	93	93			90	92

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

TABLE B4. Hill cattle and sheep farms

3. Over 115k SO	Farm Business Income (£ per farm)	
Number of farms in sample	34	34
Average business size (SO)	186,569	188,585
OUTPUTS	<u>2018/19</u>	<u>2017/18</u>
Dairy	3,764	3,347
Other cattle	53,569	55,536
Sheep	74,415	77,718
Other livestock	432	231
Main crops	2,818	2,435
By-products, forage and cultivations	954	716
Miscellaneous	15,198	7,257
Basic Payment Scheme	45,998	47,701
Income from energy generation	29,273	15,727
Environmental payments	10,521	12,511
TOTAL OUTPUTS	236,942	223,179
INPUTS		
Feeds - purchased concentrates	33,468	29,566
- homegrown concentrates	616	1,054
Coarse fodder, tack and stock keep	8,766	7,368
Veterinary and medicines	7,958	9,207
Other livestock costs	13,639	16,278
Fertilisers	12,541	12,223
Seeds - purchased and homegrown	1,368	1,631
Other crop costs	6,494	6,832
Labour - paid	4,849	4,590
- unpaid	17,696	16,745
- casual	4,301	3,826
Machinery - contract	2,093	1,883
- repairs	9,373	8,409
- fuels	9,605	8,874
- depreciation	25,750	24,909
General farming costs	15,979	15,790
Land expenses	6,272	7,407
Rent	5,436	4,975
Rental value	24,080	21,061
TOTAL INPUTS	210,284	202,628
NET FARM INCOME (excluding BLSA)	26,658	20,551
Plus:		
Unpaid labour (excludes farmer and spouse)	17,696	16,745
Imputed property costs	23,960	20,942
Less:		
Interest charges	6,859	6,802
Ownership charges	6,168	6,057
FARM BUSINESS INCOME	55,287	45,379

TABLE B4. Hill cattle and sheep farms**3. Over 115k SO (continued)**

INCOME MEASURES - £ per farm	2018/19	2017/18
NET FARM INCOME (excluding BLSA)	26,658	20,551
minus manual labour of farmer and spouse	21,422	21,260
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	5,236	-709
NET FARM INCOME (excluding BLSA)	26,658	20,551
plus net rental value/imputed rent	24,080	21,061
minus occupier's expenses	482	467
minus interest payments	6,859	6,802
minus buildings and works depreciation	6,846	6,671
OCCUPIER'S NET INCOME	36,551	27,672
plus other imputed charges	17,813	16,863
plus fixed asset depreciation	32,596	31,581
minus valuation changes	-4,081	-2,103
CASH INCOME	91,041	78,219
LAND UTILISATION - hectares per farm		
Cereals	1.93	1.93
Roots, fodder and other crops	3.61	2.61
Grassland - hay	3.71	1.93
- silage	35.68	41.65
- pasture	148.72	144.86
Fallow and land let out	0.36	0.35
Rough grazing - sole	105.16	103.61
Bare land and forage hired	17.03	25.60
Woods, roads and buildings	7.58	7.58
TOTAL AREA (actual hectares)	323.78	330.12
TOTAL AREA (effective hectares)	245.13	252.33
Rough grazing - common (effective hectares)	21.74	18.80
TENANT'S CAPITAL - £ per farm		
Machinery	187,185	183,565
Livestock	203,846	210,610
Crops	9,178	8,523
Stores	5,222	3,923
TOTAL	405,431	406,621
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	4,651	4,815
Milk sales per cow (£)	1,296	1,079
Margin over concentrates per cow (£)	1,021	758
Milk price (pence per litre)	27.87	22.40
Lambs reared per ewe (numbers)	1.14	1.22
Finished lamb sales per ewe (numbers)	0.84	0.97
Stocking rate (grazing LU per eff.ha.)	0.94	0.92
Return on tenant's capital (%)	1.29	-0.17

TABLE B4. Hill cattle and sheep farms**3. Over 115k SO (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2018/19	2017/18	2018/19	2017/18
Dairy cattle	3.0	3.0	3.0	3.0
Beef cows	58.1	56.3	41.9	40.5
Other cattle	118.7	124.2	62.0	64.3
Breeding sheep	1241.4	1262.9	88.3	90.0
Other sheep	813.8	787.7	33.0	31.7
Other livestock	5.0	3.9		

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	1	1	17	17
Aver. farm size - SO	212,729	210,962	N/A	N/A	164,182	169,854
- actual ha.	330.04	333.15			327.69	337.47
- eff. ha.	270.42	273.55			226.56	238.01
ASSETS						
Agricultural land	2,225,450	2,213,134			1,383,168	1,353,385
Woodland	13,787	14,618			17,615	17,270
Buildings	48,845	51,946			37,852	36,360
Improvements	39,581	33,783			13,905	11,638
Machinery	232,427	230,365			149,758	144,415
Livestock	219,669	226,495			191,689	197,651
Crops, forage & cultivations	11,199	11,062			7,817	6,636
BPS value	57,232	63,883			55,273	61,362
Stores	7,333	5,709			3,543	2,475
Credit balances	102,784	65,706			42,338	48,181
TOTAL	2,958,307	2,916,701			1,902,958	1,879,373
EXTERNAL LIABILITIES						
Long & medium term loans	209,091	224,475			132,800	138,238
Other short term loans	35,462	23,236			18,894	19,780
Overdrafts	47,093	36,450			46,430	35,374
TOTAL	291,646	284,161			198,124	193,392
NET WORTH	2,666,661	2,632,540			1,704,834	1,685,981
Owner equity (%)	90	90			90	90

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

TABLE B4. Hill cattle and sheep farms

4. All sizes	Farm Business Income (£ per farm)	
Number of farms in sample	127	127
Average business size (SO)	109,514	111,589
OUTPUTS	<u>2018/19</u>	<u>2017/18</u>
Dairy	1,007	941
Other cattle	37,022	37,898
Sheep	40,607	42,707
Other livestock	148	87
Main crops	941	856
By-products, forage and cultivations	986	787
Miscellaneous	7,427	4,755
Basic Payment Scheme	29,271	29,634
Income from energy generation	10,263	6,272
Environmental payments	7,206	8,305
TOTAL OUTPUTS	134,878	132,242
INPUTS		
Feeds - purchased concentrates	20,175	18,304
- homegrown concentrates	320	441
Coarse fodder, tack and stock keep	5,327	4,910
Veterinary and medicines	5,294	5,566
Other livestock costs	8,935	9,658
Fertilisers	6,956	6,639
Seeds - purchased and homegrown	711	739
Other crop costs	3,997	4,156
Labour - paid	1,982	2,021
- unpaid	8,318	8,368
- casual	1,896	1,765
Machinery - contract	1,178	1,005
- repairs	5,861	5,437
- fuels	5,918	5,404
- depreciation	14,371	13,647
General farming costs	10,941	10,612
Land expenses	4,153	4,519
Rent	2,870	2,763
Rental value	14,547	13,047
TOTAL INPUTS	123,750	119,001
NET FARM INCOME (excluding BLSA)	11,128	13,241
Plus:		
Unpaid labour (excludes farmer and spouse)	8,318	8,368
Imputed property costs	14,475	12,976
Less:		
Interest charges	3,664	3,424
Ownership charges	3,883	3,779
FARM BUSINESS INCOME	26,374	27,382

TABLE B4. Hill cattle and sheep farms**4. All sizes (continued)**

INCOME MEASURES - £ per farm	<u>2018/19</u>	<u>2017/18</u>
NET FARM INCOME (excluding BLSA)	11,128	13,241
minus manual labour of farmer and spouse	20,563	19,750
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-9,435	-6,509
NET FARM INCOME (excluding BLSA)	11,128	13,241
plus net rental value/imputed rent	14,547	13,047
minus occupier's expenses	318	306
minus interest payments	3,664	3,424
minus buildings and works depreciation	4,545	4,365
OCCUPIER'S NET INCOME	17,148	18,193
plus other imputed charges	8,389	8,439
plus fixed asset depreciation	18,917	18,013
minus valuation changes	-2,570	-456
CASH INCOME	47,024	45,101
LAND UTILISATION - hectares per farm		
Cereals	0.75	0.76
Roots, fodder and other crops	1.61	1.21
Grassland - hay	2.85	1.76
- silage	23.48	25.43
- pasture	90.58	89.69
Fallow and land let out	0.15	0.54
Rough grazing - sole	53.71	53.29
Bare land and forage hired	8.50	11.07
Woods, roads and buildings	5.73	5.72
TOTAL AREA (actual hectares)	181.63	183.75
TOTAL AREA (effective hectares)	144.72	146.68
Rough grazing - common (effective hectares)	13.97	13.10
TENANT'S CAPITAL - £ per farm		
Machinery	101,211	97,822
Livestock	124,844	128,642
Crops	4,779	4,759
Stores	2,749	2,084
TOTAL	233,583	233,307
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	4,651	4,815
Milk sales per cow (£)	1,296	1,079
Margin over concentrates per cow (£)	1,021	758
Milk price (pence per litre)	27.87	22.40
Lambs reared per ewe (numbers)	1.16	1.21
Finished lamb sales per ewe (numbers)	0.82	0.91
Stocking rate (grazing LU per eff.ha.)	0.93	0.93
Return on tenant's capital (%)	-4.04	-2.79

TABLE B4. Hill cattle and sheep farms**4. All sizes (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2018/19	2017/18	2018/19	2017/18
Dairy cattle	0.8	0.9	0.8	0.9
Beef cows	39.4	39.3	28.4	28.3
Other cattle	79.7	83.9	41.5	43.4
Breeding sheep	661.5	674.3	45.5	46.4
Other sheep	437.3	428.3	17.7	17.3
Other livestock	1.8	1.5		

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	63	63	5	5	59	59
Aver. farm size - SO	115,262	117,411	N/A	N/A	104,385	106,645
- actual ha.	190.41	191.66			190.30	193.53
- eff. ha.	150.38	150.78			141.56	145.37

ASSETS

Agricultural land	1,370,376	1,337,925			896,990	870,635
Woodland	14,677	14,580			9,640	9,388
Buildings	28,799	29,692			30,961	28,995
Improvements	20,319	23,104			20,719	12,419
Machinery	112,953	110,311			89,871	86,451
Livestock	127,390	131,833			123,116	126,614
Crops, forage & cultivations	5,083	5,111			4,489	4,412
BPS value	35,029	38,468			35,739	38,461
Stores	3,220	2,529			2,422	1,757
Credit balances	46,289	36,768			28,142	32,619
TOTAL	1,764,135	1,730,321			1,242,089	1,211,751

EXTERNAL LIABILITIES

Long & medium term loans	90,932	102,311			77,518	73,512
Other short term loans	14,350	10,738			12,690	11,541
Overdrafts	22,944	18,850			30,225	23,967
TOTAL	128,226	131,899			120,433	109,020

NET WORTH

	1,635,909	1,598,422			1,121,656	1,102,731
Owner equity (%)	93	92			90	91