

**TABLE B4. Hill cattle and sheep farms****2. 28 - 60 ESU****Farm Business Income (£ per farm)**

Number of farms in sample	53	53
Average business size (ESU)	39	39
<b>OUTPUTS</b>	<u>2007/08</u>	<u>2006/07</u>
Dairy - output	520	425
- net quota	0	0
Other cattle - output	25,558	23,111
Sheep - output	22,659	24,401
Other livestock	10	62
Main crops	288	176
By-products, forage and cultivations	625	509
Miscellaneous	4,063	5,605
Single Payment Scheme	29,565	29,181
Tir Mynydd and environmental payments	12,963	10,739
<b>TOTAL OUTPUTS</b>	<b>96,251</b>	<b>94,209</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	12,186	12,114
- homegrown concentrates	306	190
Coarse fodder, tack and stock keep	3,180	3,797
Veterinary and medicines	3,662	3,495
Other livestock costs	5,276	5,727
Seeds - purchased and homegrown	251	301
Fertilisers	5,210	5,281
Other crop costs	776	641
Labour - paid	1,763	1,684
- unpaid	3,628	3,365
- casual	621	1,083
Machinery - contract	3,106	2,869
- repairs	3,534	3,663
- fuels	3,983	3,951
- depreciation	8,190	7,845
General farming costs	7,841	7,906
Land expenses	2,336	3,078
Rent	2,736	2,819
Rental value	9,063	8,803
<b>TOTAL INPUTS</b>	<b>77,648</b>	<b>78,612</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>18,603</b>	<b>15,597</b>
Plus :		
Unpaid labour (excludes farmer and spouse)	3,628	3,365
Imputed rent and rental value	9,063	8,803
Net non-agricultural output	207	436
Less :		
Net interest payments	3,317	3,281
Imputed rent on farmhouses and cottages	39	39
Buildings depreciation, insurance and landlord repairs	3,301	3,063
<b>FARM BUSINESS INCOME</b>	<b>24,844</b>	<b>21,818</b>

**TABLE B4. Hill cattle and sheep farms****2. 28 - 60 ESU (continued)**

<b>INCOME MEASURES - £ per farm</b>	<u>2007/08</u>	<u>2006/07</u>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>18,603</b>	<b>15,597</b>
minus manual labour of farmer & spouse	17,596	16,817
plus managerial input of paid managers	0	0
plus Breeding Livestock Appreciation	0	0
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>1,007</b>	<b>-1,220</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>18,603</b>	<b>15,597</b>
plus net rental value/imputed rent	9,063	8,803
minus occupier's expenses	190	190
minus interest payments	3,317	3,281
minus buildings & works depreciation	3,957	3,607
<b>OCCUPIER'S NET INCOME</b>	<b>20,202</b>	<b>17,322</b>
plus other imputed charges	3,668	5,295
plus fixed asset depreciation	12,148	11,453
minus valuation changes	933	-2,023
<b>CASH INCOME</b>	<b>35,085</b>	<b>36,093</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.45	0.44
Roots, fodder and other crops	0.60	0.46
Grassland - hay	2.20	3.28
- silage	27.63	26.28
- pasture	83.54	82.41
Fallow and land let	1.63	1.63
Rough grazing - sole	25.48	25.48
Woods, roads and buildings	6.16	6.16
TOTAL AREA (actual hectares)	<b>147.69</b>	<b>146.14</b>
TOTAL AREA (effective hectares)	<b>122.88</b>	<b>121.35</b>
Rough grazing - common (effective hectares)	6.85	6.85
Bare land and forage hired (actual hectares)	10.24	8.64
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	60,347	60,843
Livestock	75,496	75,353
Crops	3,082	2,909
Stores	2,163	1,535
<b>TOTAL</b>	<b>141,088</b>	<b>140,640</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	4,534	5,557
Milk sales per cow (£)	890	812
Margin over concentrates per cow (£)	541	611
Milk price (pence per litre)	20.68	15.25
Lambs reared per ewe (numbers)	1.17	1.20
Finished lamb sales per ewe (numbers)	0.89	0.85
Stocking rate (grazing LU per eff.ha.)	0.97	1.02
Return on tenant's capital (%)	0.71	-0.87

**TABLE B4. Hill cattle and sheep farms****2. 28 - 60 ESU (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	<u>2007/08</u>	<u>2006/07</u>	<u>2007/08</u>	<u>2006/07</u>
Dairy cattle	0.6	0.5	0.6	0.5
Beef cows	45.0	45.3	33.7	34.0
Other cattle	83.9	82.0	41.9	41.6
Breeding sheep	624.2	657.6	41.8	43.2
Other sheep	398.7	441.8	16.3	18.1
Other livestock	0.5	0.6		

**ASSETS AND LIABILITIES - £ per farm**

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2007/08</u>	<u>2006/07</u>	<u>2007/08</u>	<u>2006/07</u>	<u>2007/08</u>	<u>2006/07</u>
Number of farms	31	31	4	4	18	18
Average farm size - ESU	37.0	37.9	N/A	N/A	40.0	40.7
- actual ha.	148.27	146.79			152.24	150.28
- eff. ha.	123.26	121.78			125.93	123.97

**ASSETS**

Agricultural land	457,902	457,902			272,477	272,477
Woodland	9,984	9,984			6,331	6,331
Buildings	10,280	9,577			18,010	18,003
Improvements	9,220	8,129			14,154	12,511
Machinery	64,625	63,597			55,505	58,223
Livestock	74,316	73,651			76,941	77,177
Crops, forage and cultivations	3,228	3,308			2,812	2,391
Milk quota	0	0			224	223
Single Payment Scheme value	43,349	51,586			43,728	50,177
Stores	2,175	1,754			2,302	1,419
Credit balances	22,235	18,038			24,637	24,536
<b>TOTAL</b>	<b>697,314</b>	<b>697,526</b>			<b>517,121</b>	<b>523,468</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	37,229	43,751			17,738	18,008
Overdrafts	11,098	6,626			27,566	22,784
Other short term loans	5,870	5,403			1,703	4,598
<b>TOTAL</b>	<b>54,197</b>	<b>55,780</b>			<b>47,007</b>	<b>45,390</b>

**NET WORTH**

	<b>643,117</b>	<b>641,746</b>			<b>470,114</b>	<b>478,078</b>
Owner equity (%)	92	92			91	91

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