

**TABLE B4. Hill cattle and sheep farms****3. Over 60 ESU****Farm Business Income (£ per farm)**

Number of farms in sample	20	20
Average business size (ESU)	104	102
<b>OUTPUTS</b>	<u>2007/08</u>	<u>2006/07</u>
Dairy - output	11,434	8,171
- net quota	0	0
Other cattle - output	51,859	48,370
Sheep - output	53,721	65,181
Other livestock	25	3
Main crops	6,832	4,251
By-products, forage and cultivations	2,752	2,410
Miscellaneous	11,011	8,974
Single Payment Scheme	65,536	64,334
Tir Mynydd and environmental payments	19,418	13,925
<b>TOTAL OUTPUTS</b>	<b>222,588</b>	<b>215,619</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	31,895	31,968
- homegrown concentrates	4,446	2,939
Coarse fodder, tack and stock keep	12,492	10,163
Veterinary and medicines	8,224	8,140
Other livestock costs	13,119	13,450
Seeds - purchased and homegrown	1,148	1,248
Fertilisers	13,203	11,466
Other crop costs	2,218	2,061
Labour - paid	6,231	7,883
- unpaid	18,889	18,117
- casual	2,730	1,640
Machinery - contract	8,455	8,788
- repairs	9,269	6,957
- fuels	9,025	8,505
- depreciation	14,894	15,227
General farming costs	14,847	14,527
Land expenses	5,567	5,208
Rent	7,487	7,616
Rental value	20,507	20,591
<b>TOTAL INPUTS</b>	<b>204,646</b>	<b>196,494</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>17,942</b>	<b>19,125</b>
Plus :		
Unpaid labour (excludes farmer and spouse)	18,889	18,117
Imputed rent and rental value	20,507	20,591
Net non-agricultural output	0	0
Less :		
Net interest payments	8,383	8,008
Imputed rent on farmhouses and cottages	0	0
Buildings depreciation, insurance and landlord repairs	6,579	6,464
<b>FARM BUSINESS INCOME</b>	<b>42,376</b>	<b>43,361</b>

**TABLE B4. Hill cattle and sheep farms****3. Over 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>17,942</b>	<b>19,125</b>
minus manual labour of farmer & spouse	16,850	16,244
plus managerial input of paid managers	0	0
plus Breeding Livestock Appreciation	0	0
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>1,092</b>	<b>2,881</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>17,942</b>	<b>19,125</b>
plus net rental value/imputed rent	20,507	20,591
minus occupier's expenses	304	246
minus interest payments	8,383	8,008
minus buildings & works depreciation	6,893	6,730
<b>OCCUPIER'S NET INCOME</b>	<b>22,869</b>	<b>24,732</b>
plus other imputed charges	18,889	20,782
plus fixed asset depreciation	21,788	21,958
minus valuation changes	12,483	-3,301
<b>CASH INCOME</b>	<b>51,063</b>	<b>70,773</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	8.09	7.26
Roots, fodder and other crops	0.55	0.87
Grassland - hay	7.30	8.12
- silage	55.19	52.31
- pasture	154.36	156.00
Fallow and land let	1.02	1.87
Rough grazing - sole	98.11	98.11
Woods, roads and buildings	9.61	9.61
TOTAL AREA (actual hectares)	<b>334.23</b>	<b>334.15</b>
TOTAL AREA (effective hectares)	<b>264.57</b>	<b>264.50</b>
Rough grazing - common (effective hectares)	38.06	38.06
Bare land and forage hired (actual hectares)	23.26	20.38
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	106,554	107,326
Livestock	177,436	169,608
Crops	14,166	11,883
Stores	6,476	3,933
<b>TOTAL</b>	<b>304,632</b>	<b>292,750</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	5,707	5,557
Milk sales per cow (£)	1,039	871
Margin over concentrates per cow (£)	654	578
Milk price (pence per litre)	19.29	16.39
Lambs reared per ewe (numbers)	1.18	1.19
Finished lamb sales per ewe (numbers)	0.93	0.89
Stocking rate (grazing LU per eff.ha.)	1.05	1.04
Return on tenant's capital (%)	0.36	0.98

**TABLE B4. Hill cattle and sheep farms****3. Over 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	10.4	9.6	10.4	9.6
Beef cows	90.7	91.6	68.0	68.7
Other cattle	183.0	166.6	95.1	87.5
Breeding sheep	1595.5	1618.0	117.4	118.9
Other sheep	984.9	1006.3	40.9	41.3
Other livestock	0.0	0.0		

**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	11	11	1	1	8	8
Average farm size - ESU	91.4	91.4	N/A	N/A	121.9	119.2
- actual ha.	234.1	234.1			485.7	485.6
- eff. ha.	208.2	208.2			347.8	347.7

**ASSETS**

Agricultural land	1,199,481	1,199,481			1,004,653	996,903
Woodland	15,886	15,886			9,091	9,091
Buildings	23,905	25,622			22,169	26,088
Improvements	19,053	19,272			9,892	7,874
Machinery	100,582	97,592			114,349	115,716
Livestock	175,296	163,594			178,197	173,402
Crops, forage and cultivations	13,023	10,836			16,509	13,810
Milk quota	1,695	1,686			2,986	2,972
Single Payment Scheme value	101,028	117,763			93,586	121,312
Stores	6,914	3,791			5,351	3,716
Credit balances	38,493	34,608			50,616	34,955
<b>TOTAL</b>	<b>1,695,356</b>	<b>1,690,131</b>			<b>1,507,399</b>	<b>1,505,839</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	71,440	88,920			66,238	60,609
Overdrafts	34,455	30,275			105,876	81,931
Other short term loans	11,625	8,439			7,075	5,693
<b>TOTAL</b>	<b>117,520</b>	<b>127,634</b>			<b>179,189</b>	<b>148,233</b>

**NET WORTH**

	<b>1,577,836</b>	<b>1,562,497</b>			<b>1,328,210</b>	<b>1,357,606</b>
Owner equity (%)	93	92			88	90

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