

**TABLE B4. Hill cattle and sheep farms**

<b>3. Over 60 ESU</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	18	18
Average business size (ESU)	97	95
<b>OUTPUTS</b>	<u>2009/10</u>	<u>2008/09</u>
Dairy	9,294	9,963
Other cattle	64,545	52,370
Sheep	85,222	71,313
Other livestock	0	0
Main crops	2,986	2,806
By-products, forage and cultivations	2,374	2,469
Miscellaneous	8,422	6,590
Single Payment Scheme	76,387	67,768
Tir Mynydd and environmental payments	16,938	17,630
<b>TOTAL OUTPUTS</b>	<b>266,168</b>	<b>230,909</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	39,819	37,304
- homegrown concentrates	1,656	1,724
Coarse fodder, tack and stock keep	14,837	12,575
Veterinary and medicines	9,390	9,086
Other livestock costs	14,270	13,126
Seeds - purchased and homegrown	889	1,394
Fertilisers	17,338	16,572
Other crop costs	10,298	9,171
Labour - paid	6,382	5,177
- unpaid	18,140	19,711
- casual	2,496	2,491
Machinery - contract	161	218
- repairs	8,425	7,319
- fuels	9,138	9,888
- depreciation	17,179	13,223
General farming costs	16,138	16,010
Land expenses	7,953	6,222
Rent	5,246	5,258
Rental value	21,825	20,129
<b>TOTAL INPUTS</b>	<b>221,580</b>	<b>206,598</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>44,588</b>	<b>24,311</b>
Plus :		
Unpaid labour (excludes farmer and spouse)	18,140	19,711
Imputed property costs	21,825	20,129
Non-agricultural output	0	0
Less :		
Interest charges	4,057	4,855
Ownership charges	5,207	6,643
<b>FARM BUSINESS INCOME</b>	<b>75,289</b>	<b>52,653</b>

**TABLE B4. Hill cattle and sheep farms****3. Over 60 ESU (continued)**

<b>INCOME MEASURES - £ per farm</b>	<u>2009/10</u>	<u>2008/09</u>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>44,588</b>	<b>24,311</b>
minus manual labour of farmer & spouse	17,644	17,348
plus managerial input of paid managers	0	0
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>26,944</b>	<b>6,963</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>44,588</b>	<b>24,311</b>
plus net rental value/imputed rent	21,825	20,129
minus occupier's expenses	269	1,812
minus interest payments	4,057	4,855
minus buildings & works depreciation	5,504	6,946
<b>OCCUPIER'S NET INCOME</b>	<b>56,583</b>	<b>30,827</b>
plus other imputed charges	18,140	19,711
plus fixed asset depreciation	22,683	20,169
minus valuation changes	24,439	-495
<b>CASH INCOME</b>	<b>72,967</b>	<b>71,202</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	3.96	3.35
Roots, fodder and other crops	2.41	2.34
Grassland - hay	5.19	5.29
- silage	46.86	45.32
- pasture	138.89	137.07
Fallow and land let	0.45	0.45
Rough grazing - sole	154.37	150.43
Bare land and forage hired	32.84	21.68
Woods, roads and buildings	9.76	9.65
TOTAL AREA (actual hectares)	<b>394.73</b>	<b>375.58</b>
TOTAL AREA (effective hectares)	<b>278.61</b>	<b>262.45</b>
Rough grazing - common (effective hectares)	22.78	22.78
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	123,631	105,022
Livestock	198,579	172,666
Crops	7,966	9,333
Stores	5,649	6,381
<b>TOTAL</b>	<b>335,825</b>	<b>293,402</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	4,501	4,440
Milk sales per cow (£)	960	1,081
Margin over concentrates per cow (£)	701	811
Milk price (pence per litre)	21.32	24.35
Lambs reared per ewe (numbers)	1.16	1.16
Finished lamb sales per ewe (numbers)	0.87	0.90
Stocking rate (grazing LU per eff.ha.)	1.15	1.21
Return on tenant's capital (%)	8.02	2.37

**TABLE B4. Hill cattle and sheep farms****3. Over 60 ESU (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2009/10	2008/09	2009/10	2008/09
Dairy cattle	8.4	8.3	8.4	8.3
Beef cows	84.2	83.7	63.1	62.8
Other cattle	174.9	169.7	89.6	85.7
Breeding sheep	1,566.4	1,585.2	114.8	116.1
Other sheep	963.7	948.3	40.4	39.7
Other livestock	0.6	0.6		

**ASSETS AND LIABILITIES - £ per farm**

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2009/10	2008/09	2009/10	2008/09	2009/10	2008/09
Number of farms	10	10	1	1	7	7
Average farm size - ESU	97.0	97.1	N/A	N/A	96.7	91.0
- actual ha.	280.56	272.06			568.30	538.76
- eff. ha.	253.21	245.58			315.99	286.45

**ASSETS**

Agricultural land	1,302,392	1,229,306			1,076,041	984,622
Woodland	17,434	17,092			4,995	4,897
Buildings	38,272	37,263			28,579	28,379
Improvements	22,158	20,289			10,661	7,996
Machinery	135,649	114,159			104,450	91,395
Livestock	215,604	192,373			169,230	139,827
Crops, forage and cultivations	9,921	12,018			5,226	5,746
Milk quota	193	143			230	171
Single Payment Scheme value	140,757	127,638			118,149	108,917
Stores	8,988	8,058			1,304	2,667
Credit balances	26,011	28,453			60,735	44,121
<b>TOTAL</b>	<b>1,917,379</b>	<b>1,786,792</b>			<b>1,579,600</b>	<b>1,418,738</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	51,990	51,002			117,112	59,335
Other short term loans	8,069	6,693			4,095	2,412
Overdrafts	24,379	24,695			78,692	73,587
<b>TOTAL</b>	<b>84,438</b>	<b>82,390</b>			<b>199,899</b>	<b>135,334</b>

<b>NET WORTH</b>	<b>1,832,941</b>	<b>1,704,402</b>			<b>1,379,701</b>	<b>1,283,404</b>
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Owner equity (%)	96	95			87	90
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N/A - liabilities and assets results are not shown when the sub-samples by tenure have 5 or less farms.