

**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	20	20
Average business size (ESU)	92	91
<b>OUTPUTS</b>	<u>2011/12</u>	<u>2010/11</u>
Dairy	13,075	11,217
Other cattle	70,475	59,335
Sheep	107,298	86,895
Other livestock	0	-10
Main crops	3,625	4,740
By-products, forage and cultivations	3,836	2,270
Miscellaneous	8,962	7,581
Single Payment Scheme	69,185	68,301
Tir Mynydd and environmental payments	21,361	21,305
<b>TOTAL OUTPUTS</b>	<b>297,817</b>	<b>261,634</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	42,232	37,065
- homegrown concentrates	2,296	1,160
Coarse fodder, tack and stock keep	11,545	13,151
Veterinary and medicines	8,771	8,284
Other livestock costs	17,810	15,649
Seeds - purchased and homegrown	1,490	1,290
Fertilisers	17,893	16,073
Other crop costs	10,238	8,277
Labour - paid	6,843	9,526
- unpaid	18,088	17,578
- casual	4,384	1,053
Machinery - contract	1,978	1,759
- repairs	8,288	6,870
- fuels	11,951	10,506
- depreciation	19,284	17,370
General farming costs	17,286	15,565
Land expenses	7,915	8,603
Rent	6,022	5,882
Rental value	23,229	22,213
<b>TOTAL INPUTS</b>	<b>237,543</b>	<b>217,874</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>60,274</b>	<b>43,760</b>
Plus :		
Unpaid labour (excludes farmer and spouse)	18,088	17,578
Imputed property costs	23,029	22,013
Non-agricultural output	0	0
Less :		
Interest charges	4,938	3,799
Ownership charges	5,589	5,810
<b>FARM BUSINESS INCOME</b>	<b>90,864</b>	<b>73,742</b>

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

<b>INCOME MEASURES - £ per farm</b>	<u>2011/12</u>	<u>2010/11</u>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>60,274</b>	<b>43,760</b>
minus manual labour of farmer & spouse	17,023	16,546
plus managerial input of paid managers	0	0
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>43,251</b>	<b>27,214</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>60,274</b>	<b>43,760</b>
plus net rental value/imputed rent	23,229	22,213
minus occupier's expenses	377	352
minus interest payments	4,938	3,799
minus buildings & works depreciation	5,936	6,257
<b>OCCUPIER'S NET INCOME</b>	<b>72,252</b>	<b>55,565</b>
plus other imputed charges	18,288	17,778
plus fixed asset depreciation	25,221	23,627
minus valuation changes	18,691	19,400
<b>CASH INCOME</b>	<b>97,070</b>	<b>77,570</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	2.75	2.93
Roots, fodder and other crops	2.18	3.60
Grassland - hay	2.63	2.92
- silage	48.77	48.47
- pasture	152.85	142.78
Fallow and land let	0.40	0.41
Rough grazing - sole	142.46	146.50
Bare land and forage hired	21.33	25.66
Woods, roads and buildings	8.72	8.51
TOTAL AREA (actual hectares)	<b>382.09</b>	<b>381.78</b>
TOTAL AREA (effective hectares)	<b>275.37</b>	<b>270.95</b>
Rough grazing - common (effective hectares)	26.13	26.13
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	134,811	128,074
Livestock	216,977	200,147
Crops	9,621	9,478
Stores	9,429	7,711
<b>TOTAL</b>	<b>370,838</b>	<b>345,410</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	5,297	4,913
Milk sales per cow (£)	1,314	1,095
Margin over concentrates per cow (£)	964	799
Milk price (pence per litre)	24.80	22.30
Lambs reared per ewe (numbers)	1.23	1.12
Finished lamb sales per ewe (numbers)	0.99	0.90
Stocking rate (grazing LU per eff.ha.)	1.09	1.09
Return on tenant's capital (%)	11.66	7.88

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

	Average number		Livestock Units	
	2011/12	2010/11	2011/12	2010/11
Dairy cattle	9.7	9.4	9.7	9.4
Beef cows	76.1	77.2	57.1	57.9
Other cattle	178.0	174.4	90.9	88.1
Breeding sheep	1,413.5	1,389.6	104.2	101.5
Other sheep	885.8	876.2	35.6	35.3
Other livestock	0.6	0.6		

**ASSETS AND LIABILITIES - £ per farm**

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2011/12	2010/11	2011/12	2010/11	2011/12	2010/11
Number of farms	10	10	1	1	9	9
Average farm size - ESU	96.3	95.6	N/A	N/A	89.7	88.3
- actual ha.	295.09	293.43			500.15	501.30
- eff. ha.	263.06	264.69			298.70	287.07

**ASSETS**

Agricultural land	1,554,427	1,461,065			990,945	948,023
Woodland	15,201	14,830			6,850	6,683
Buildings	45,974	47,399			27,413	30,377
Improvements	21,426	22,809			12,640	12,829
Machinery	144,553	143,611			126,072	111,566
Livestock	237,371	215,329			197,557	184,875
Crops, forage and cultivations	13,717	13,731			6,141	5,806
Milk quota	123	146			175	208
Single Payment Scheme value	101,447	118,580			79,979	93,094
Stores	13,925	11,511			3,941	3,814
Credit balances	38,709	33,263			49,789	44,269
<b>TOTAL</b>	<b>2,186,873</b>	<b>2,082,274</b>			<b>1,501,502</b>	<b>1,441,544</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	117,665	72,159			82,560	97,260
Other short term loans	13,284	16,154			11,869	14,319
Overdrafts	38,383	35,129			76,814	86,684
<b>TOTAL</b>	<b>169,332</b>	<b>123,442</b>			<b>171,243</b>	<b>198,263</b>

**NET WORTH**

	<b>2,017,541</b>	<b>1,958,832</b>			<b>1,330,259</b>	<b>1,243,281</b>
Owner equity (%)	92	94			89	86

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