

**TABLE B5. Upland cattle and sheep farms**

| <b>3. Over 60 ESU</b>                      | <b>Farm Business Income (£ per farm)</b> |                |
|--|--|----------------|
| Number of farms in sample                  | 11                                       | 11             |
| Average business size (ESU)                | 94                                       | 90             |
| <b>OUTPUTS</b>                             | <u>2011/12</u>                           | <u>2010/11</u> |
| Dairy                                      | 19,053                                   | 15,148         |
| Other cattle                               | 85,450                                   | 59,541         |
| Sheep                                      | 140,439                                  | 124,910        |
| Other livestock                            | 22,289                                   | 22,670         |
| Main crops                                 | 15,247                                   | 13,705         |
| By-products, forage and cultivations       | 12,956                                   | 4,523          |
| Miscellaneous                              | 31,705                                   | 28,450         |
| Single Payment Scheme                      | 51,325                                   | 54,971         |
| Tir Mynydd and environmental payments      | 8,774                                    | 9,096          |
| <b>TOTAL OUTPUTS</b>                       | <b>387,238</b>                           | <b>333,014</b> |
| <b>INPUTS</b>                              |  |                |
| Feeds - purchased concentrates             | 58,343                                   | 46,603         |
| - homegrown concentrates                   | 6,213                                    | 3,567          |
| Coarse fodder, tack and stock keep         | 15,067                                   | 12,815         |
| Veterinary and medicines                   | 7,959                                    | 8,082          |
| Other livestock costs                      | 16,375                                   | 17,180         |
| Seeds - purchased and homegrown            | 3,676                                    | 2,036          |
| Fertilisers                                | 25,607                                   | 20,918         |
| Other crop costs                           | 12,278                                   | 11,250         |
| Labour - paid                              | 6,468                                    | 6,744          |
| - unpaid                                   | 16,466                                   | 15,994         |
| - casual                                   | 4,200                                    | 5,184          |
| Machinery - contract                       | 3,454                                    | 2,599          |
| - repairs                                  | 13,338                                   | 14,365         |
| - fuels                                    | 20,036                                   | 16,294         |
| - depreciation                             | 23,798                                   | 20,437         |
| General farming costs                      | 18,819                                   | 16,479         |
| Land expenses                              | 11,368                                   | 8,379          |
| Rent                                       | 10,925                                   | 10,402         |
| Rental value                               | 19,495                                   | 19,165         |
| <b>TOTAL INPUTS</b>                        | <b>293,885</b>                           | <b>258,493</b> |
| <b>NET FARM INCOME (excluding BLSA)</b>    | <b>93,353</b>                            | <b>74,521</b>  |
| Plus :                                     |  |                |
| Unpaid labour (excludes farmer and spouse) | 16,466                                   | 15,994         |
| Imputed property costs                     | 19,404                                   | 19,074         |
| Non-agricultural output                    | 0  | 0              |
| Less :                                     |  |                |
| Interest charges                           | 6,402                                    | 4,259          |
| Ownership charges                          | 8,690                                    | 8,155          |
| <b>FARM BUSINESS INCOME</b>                | <b>114,131</b>                           | <b>97,175</b>  |

**TABLE B5. Upland 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>93,353</b>  | <b>74,521</b>  |
| minus manual labour of farmer & spouse      | 20,028         | 19,466         |
| plus managerial input of paid managers      | 0              | 0              |
| <b>MANAGEMENT &amp; INVESTMENT INCOME</b>   | <b>73,325</b>  | <b>55,055</b>  |
| <br>  |                |                |
| <b>NET FARM INCOME (excl. BLSA)</b>         | <b>93,353</b>  | <b>74,521</b>  |
| plus net rental value/imputed rent          | 19,495         | 19,165         |
| minus occupier's expenses                   | 1,351          | 333            |
| minus interest payments                     | 6,402          | 4,259          |
| minus buildings & works depreciation        | 7,996          | 8,597          |
| <b>OCCUPIER'S NET INCOME</b>                | <b>97,099</b>  | <b>80,497</b>  |
| plus other imputed charges                  | 16,557         | 16,085         |
| plus fixed asset depreciation               | 31,794         | 29,035         |
| minus valuation changes                     | 30,498         | 20,709         |
| <b>CASH INCOME</b>                          | <b>114,952</b> | <b>104,908</b> |
| <br>  |                |                |
| <b>LAND UTILISATION - hectares per farm</b> |                |                |
| Cereals                                     | 9.86           | 8.42           |
| Roots, fodder and other crops               | 3.99           | 3.09           |
| Grassland - hay                             | 3.26           | 2.58           |
| - silage                                    | 49.54          | 49.96          |
| - pasture                                   | 110.65         | 113.19         |
| Fallow and land let                         | 2.64           | 0.00           |
| Rough grazing - sole                        | 4.01           | 4.01           |
| Bare land and forage hired                  | 38.27          | 35.42          |
| Woods, roads and buildings                  | 3.39           | 3.39           |
| TOTAL AREA (actual hectares)                | <b>225.61</b>  | <b>220.06</b>  |
| TOTAL AREA (effective hectares)             | <b>219.64</b>  | <b>214.08</b>  |
| Rough grazing - common (effective hectares) | 4.77           | 4.77           |
| <br>  |                |                |
| <b>TENANT'S CAPITAL - £ per farm</b>        |                |                |
| Machinery                                   | 183,956        | 147,870        |
| Livestock                                   | 228,162        | 203,283        |
| Crops                                       | 24,880         | 19,976         |
| Stores                                      | 7,702          | 6,722          |
| <b>TOTAL</b>                                | <b>444,700</b> | <b>377,851</b> |
| <br>  |                |                |
| <b>PERFORMANCE INDICATORS</b>               |                |                |
| Milk yield per cow (litres)                 | 8,181          | 7,697          |
| Milk sales per cow (£)                      | 2,216          | 1,811          |
| Margin over concentrates per cow (£)        | 1,522          | 1,212          |
| Milk price (pence per litre)                | 27.09          | 23.53          |
| Lambs reared per ewe (numbers)              | 1.38           | 1.42           |
| Finished lamb sales per ewe (numbers)       | 1.33           | 1.51           |
| Stocking rate (grazing LU per eff.ha.)      | 1.43           | 1.42           |
| Return on tenant's capital (%)              | 16.49          | 14.57          |

**TABLE B5. Upland 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    | 8.9            | 8.3     | 8.9             | 8.3     |
| Beef cows       | 45.1           | 45.8    | 33.8            | 34.4    |
| Other cattle    | 181.8          | 165.0   | 105.1           | 94.7    |
| Breeding sheep  | 1,313.3        | 1,322.3 | 105.1           | 105.8   |
| Other sheep     | 1,058.5        | 1,102.3 | 42.3            | 44.1    |
| Other livestock | 1,099.2        | 1,092.9 |                 |         |

**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         | 1              | 1       | 0        | 0       | 10           | 10      |
| Average farm size - ESU | N/A            | N/A     | N/A      | N/A     | 93.6         | 90.8    |
| - actual ha.            |                |         |          |         | 224.66       | 218.54  |
| - eff. ha.              |                |         |          |         | 218.59       | 212.47  |

**ASSETS**

|                                |  |  |  |  |                  |                  |
|--------------------------------|--|--|--|--|------------------|------------------|
| Agricultural land              |  |  |  |  | 824,158          | 769,928          |
| Woodland                       |  |  |  |  | 4,276            | 4,171            |
| Buildings                      |  |  |  |  | 58,691           | 63,228           |
| Improvements                   |  |  |  |  | 14,357           | 14,688           |
| Machinery                      |  |  |  |  | 165,096          | 141,542          |
| Livestock                      |  |  |  |  | 222,407          | 196,935          |
| Crops, forage and cultivations |  |  |  |  | 26,678           | 21,374           |
| Milk quota                     |  |  |  |  | 137              | 163              |
| Single Payment Scheme value    |  |  |  |  | 79,675           | 113,697          |
| Stores                         |  |  |  |  | 7,073            | 5,895            |
| Credit balances                |  |  |  |  | 51,828           | 53,624           |
| <b>TOTAL</b>                   |  |  |  |  | <b>1,454,376</b> | <b>1,385,245</b> |

**EXTERNAL LIABILITIES**

|                            |  |  |  |  |                |                |
|----------------------------|--|--|--|--|----------------|----------------|
| Long and medium term loans |  |  |  |  | 150,641        | 137,270        |
| Other short term loans     |  |  |  |  | 18,194         | 12,178         |
| Overdrafts                 |  |  |  |  | 19,475         | 26,676         |
| <b>TOTAL</b>               |  |  |  |  | <b>188,310</b> | <b>176,124</b> |

**NET WORTH**

|                  |  |  |  |  |                  |                  |
|------------------|--|--|--|--|------------------|------------------|
|                  |  |  |  |  | <b>1,266,066</b> | <b>1,209,121</b> |
| Owner equity (%) |  |  |  |  | 87               | 87               |

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