

**TABLE B3. Hill sheep farms**

| <b>3. Over 60 ESU</b>                      | <b>Farm Business Income (£ per farm)</b> |                |
|--|--|----------------|
| Number of farms in sample                  | 16                                       | 16             |
| Average business size (ESU)                | 95                                       | 96             |
| <b>OUTPUTS</b>                             | <u>2012/13</u>                           | <u>2011/12</u> |
| Other cattle                               | 37,165                                   | 28,939         |
| Sheep                                      | 148,100                                  | 167,482        |
| Other livestock                            | 0  | 0              |
| Main crops                                 | 1,573                                    | 2,015          |
| By-products, forage and cultivations       | 580                                      | 784            |
| Miscellaneous                              | 11,959                                   | 10,555         |
| Single Payment Scheme                      | 73,808                                   | 79,865         |
| Environmental payments                     | 24,102                                   | 32,897         |
| <b>TOTAL OUTPUTS</b>                       | <b>297,287</b>                           | <b>322,537</b> |
| <b>INPUTS</b>                              |  |                |
| Feeds - purchased concentrates             | 34,652                                   | 29,111         |
| - homegrown concentrates                   | 831                                      | 793            |
| Coarse fodder, tack and stock keep         | 36,538                                   | 28,949         |
| Veterinary and medicines                   | 8,610                                    | 8,988          |
| Other livestock costs                      | 18,719                                   | 14,365         |
| Seeds - purchased and homegrown            | 1,451                                    | 1,282          |
| Fertilisers                                | 12,512                                   | 13,120         |
| Other crop costs                           | 7,645                                    | 7,936          |
| Labour - paid                              | 10,163                                   | 8,706          |
| - unpaid                                   | 17,406                                   | 18,095         |
| - casual                                   | 2,876                                    | 3,816          |
| Machinery - contract                       | 1,641                                    | 1,584          |
| - repairs                                  | 7,676                                    | 7,309          |
| - fuels                                    | 12,334                                   | 11,451         |
| - depreciation                             | 23,203                                   | 20,437         |
| General farming costs                      | 18,733                                   | 18,000         |
| Land expenses                              | 5,671                                    | 6,649          |
| Rent                                       | 7,304                                    | 7,252          |
| Rental value                               | 32,896                                   | 32,540         |
| <b>TOTAL INPUTS</b>                        | <b>260,861</b>                           | <b>240,383</b> |
| <b>NET FARM INCOME (excluding BLSA)</b>    | <b>36,426</b>                            | <b>82,154</b>  |
| Plus :                                     |  |                |
| Unpaid labour (excludes farmer and spouse) | 17,406                                   | 18,095         |
| Imputed property costs                     | 32,830                                   | 32,477         |
| Non-agricultural output                    | 0  | 0              |
| Less :                                     |  |                |
| Interest charges                           | 5,557                                    | 5,846          |
| Ownership charges                          | 7,426                                    | 7,702          |
| <b>FARM BUSINESS INCOME</b>                | <b>73,679</b>                            | <b>119,178</b> |

**TABLE B3. Hill sheep farms****3. Over 60 ESU (continued)**

| <b>INCOME MEASURES - £ per farm</b>         | <u>2012/13</u> | <u>2011/12</u> |
|---|----------------|----------------|
| <b>NET FARM INCOME (excl. BLSA)</b>         | <b>36,426</b>  | <b>82,154</b>  |
| minus manual labour of farmer & spouse      | 18,310         | 18,122         |
| plus managerial input of paid managers      | 0              | 0              |
| <b>MANAGEMENT &amp; INVESTMENT INCOME</b>   | <b>18,116</b>  | <b>64,032</b>  |
| <br>  |                |                |
| <b>NET FARM INCOME (excl. BLSA)</b>         | <b>36,426</b>  | <b>82,154</b>  |
| plus net rental value/imputed rent          | 32,896         | 32,540         |
| minus occupier's expenses                   | 336            | 323            |
| minus interest payments                     | 5,557          | 5,846          |
| minus buildings & works depreciation        | 8,100          | 8,486          |
| <b>OCCUPIER'S NET INCOME</b>                | <b>55,329</b>  | <b>100,039</b> |
| plus other imputed charges                  | 17,469         | 18,157         |
| plus fixed asset depreciation               | 31,303         | 28,924         |
| minus valuation changes                     | 15,373         | 14,522         |
| <b>CASH INCOME</b>                          | <b>88,728</b>  | <b>132,598</b> |
| <br>  |                |                |
| <b>LAND UTILISATION - hectares per farm</b> |                |                |
| Cereals                                     | 1.82           | 1.85           |
| Roots, fodder and other crops               | 0.89           | 0.75           |
| Grassland - hay                             | 5.74           | 5.08           |
| - silage                                    | 29.47          | 30.93          |
| - pasture                                   | 250.60         | 249.89         |
| Fallow and land let                         | 0.00           | 0.00           |
| Rough grazing - sole                        | 325.86         | 325.86         |
| Bare land and forage hired                  | 51.64          | 48.55          |
| Woods, roads and buildings                  | 12.64          | 12.64          |
| TOTAL AREA (actual hectares)                | <b>678.66</b>  | <b>675.55</b>  |
| TOTAL AREA (effective hectares)             | <b>417.28</b>  | <b>414.16</b>  |
| Rough grazing - common (effective hectares) | 38.17          | 38.17          |
| <br>  |                |                |
| <b>TENANT'S CAPITAL - £ per farm</b>        |                |                |
| Machinery                                   | 144,894        | 140,134        |
| Livestock                                   | 218,497        | 203,230        |
| Crops                                       | 4,445          | 4,620          |
| Stores                                      | 4,076          | 3,632          |
| <b>TOTAL</b>                                | <b>371,912</b> | <b>351,616</b> |
| <br>  |                |                |
| <b>PERFORMANCE INDICATORS</b>               |                |                |
| Lambs reared per ewe (numbers)              | 1.19           | 1.11           |
| Finished lamb sales per ewe (numbers)       | 0.98           | 0.91           |
| Stocking rate (grazing LU per eff.ha.)      | 0.75           | 0.76           |
| Return on tenant's capital (%)              | 4.87           | 18.21          |

**TABLE B3. Hill sheep farms****3. Over 60 ESU (continued)****LIVESTOCK CARRIED - per farm**

|                 | Average number |                | Livestock Units |                |
|-----------------|----------------|----------------|-----------------|----------------|
|                 | <u>2012/13</u> | <u>2011/12</u> | <u>2012/13</u>  | <u>2011/12</u> |
| Beef cows       | 33.5           | 33.7           | 25.1            | 25.3           |
| Other cattle    | 77.7           | 73.2           | 39.7            | 40.0           |
| Breeding sheep  | 2,458.1        | 2,479.9        | 172.3           | 172.8          |
| Other sheep     | 1,848.2        | 1,850.3        | 74.3            | 74.0           |
| Other livestock | 1.9            | 1.9            |                 |                |

**ASSETS AND LIABILITIES - £ per farm**

|                         | OWNER OCCUPIED |                | TENANTED       |                | MIXED TENURE   |                |
|-------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
|                         | <u>2012/13</u> | <u>2011/12</u> | <u>2012/13</u> | <u>2011/12</u> | <u>2012/13</u> | <u>2011/12</u> |
| Number of farms         | 5              | 5              | 1              | 1              | 10             | 10             |
| Average farm size - ESU | N/A            | N/A            | N/A            | N/A            | 74.5           | 74.5           |
| - actual ha.            |                |                |                |                | 493.47         | 492.49         |
| - eff. ha.              |                |                |                |                | 279.93         | 278.95         |

**ASSETS**

|                                |  |  |  |  |                  |                  |
|--------------------------------|--|--|--|--|------------------|------------------|
| Agricultural land              |  |  |  |  | 832,424          | 706,880          |
| Woodland                       |  |  |  |  | 5,555            | 5,290            |
| Buildings                      |  |  |  |  | 25,966           | 28,375           |
| Improvements                   |  |  |  |  | 34,844           | 34,911           |
| Machinery                      |  |  |  |  | 121,839          | 117,180          |
| Livestock                      |  |  |  |  | 146,514          | 138,280          |
| Crops, forage and cultivations |  |  |  |  | 4,779            | 5,311            |
| Single Payment Scheme value    |  |  |  |  | 74,876           | 72,535           |
| Stores                         |  |  |  |  | 3,615            | 4,340            |
| Credit balances                |  |  |  |  | 22,161           | 29,058           |
| <b>TOTAL</b>                   |  |  |  |  | <b>1,272,573</b> | <b>1,142,160</b> |

**EXTERNAL LIABILITIES**

|                            |  |  |  |  |                |                |
|----------------------------|--|--|--|--|----------------|----------------|
| Long and medium term loans |  |  |  |  | 130,762        | 124,695        |
| Other short term loans     |  |  |  |  | 13,457         | 11,465         |
| Overdrafts                 |  |  |  |  | 51,386         | 62,673         |
| <b>TOTAL</b>               |  |  |  |  | <b>195,605</b> | <b>198,833</b> |

**NET WORTH**

|                  |  |  |  |  |                  |                |
|------------------|--|--|--|--|------------------|----------------|
|                  |  |  |  |  | <b>1,076,968</b> | <b>943,327</b> |
| Owner equity (%) |  |  |  |  | 85               | 83             |

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