

**TABLE B3. Hill sheep farms**

<b>4. All sizes</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	102	102
Average business size (ESU)	40	40
<b>OUTPUTS</b>	<u>2012/13</u>	<u>2011/12</u>
Other cattle	16,562	13,570
Sheep	59,174	65,957
Other livestock	13	17
Main crops	238	472
By-products, forage and cultivations	579	1,075
Miscellaneous	5,846	4,845
Single Payment Scheme	32,669	35,383
Environmental payments	9,497	13,158
<b>TOTAL OUTPUTS</b>	<b>124,578</b>	<b>134,477</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	16,365	13,566
- homegrown concentrates	130	252
Coarse fodder, tack and stock keep	8,834	7,756
Veterinary and medicines	4,351	4,269
Other livestock costs	7,589	6,637
Seeds - purchased and homegrown	469	483
Fertilisers	6,528	6,777
Other crop costs	2,908	3,121
Labour - paid	2,634	2,434
- unpaid	6,054	5,857
- casual	997	1,300
Machinery - contract	840	797
- repairs	4,845	4,457
- fuels	6,133	5,432
- depreciation	11,249	9,850
General farming costs	9,721	8,967
Land expenses	3,323	3,214
Rent	3,433	3,417
Rental value	11,920	11,865
<b>TOTAL INPUTS</b>	<b>108,323</b>	<b>100,451</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>16,255</b>	<b>34,026</b>
Plus :		
Unpaid labour (excludes farmer and spouse)	6,054	5,857
Imputed property costs	11,790	11,736
Non-agricultural output	0	0
Less :		
Interest charges	1,984	1,864
Ownership charges	2,748	2,753
<b>FARM BUSINESS INCOME</b>	<b>29,367</b>	<b>47,002</b>

**TABLE B3. Hill sheep farms****4. All sizes (continued)**

<b>INCOME MEASURES - £ per farm</b>	<u>2012/13</u>	<u>2011/12</u>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>16,255</b>	<b>34,026</b>
minus manual labour of farmer & spouse	18,635	18,493
plus managerial input of paid managers	0	0
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>-2,380</b>	<b>15,533</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>16,255</b>	<b>34,026</b>
plus net rental value/imputed rent	11,920	11,865
minus occupier's expenses	223	196
minus interest payments	1,984	1,864
minus buildings & works depreciation	3,041	3,104
<b>OCCUPIER'S NET INCOME</b>	<b>22,927</b>	<b>40,727</b>
plus other imputed charges	6,181	5,985
plus fixed asset depreciation	14,290	12,955
minus valuation changes	5,174	5,153
<b>CASH INCOME</b>	<b>38,224</b>	<b>54,514</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.29	0.43
Roots, fodder and other crops	0.68	0.73
Grassland - hay	2.63	2.64
- silage	16.96	17.98
- pasture	107.72	106.40
Fallow and land let	0.80	0.81
Rough grazing - sole	94.45	94.45
Bare land and forage hired	13.96	13.34
Woods, roads and buildings	5.13	5.13
TOTAL AREA (actual hectares)	<b>242.62</b>	<b>241.91</b>
TOTAL AREA (effective hectares)	<b>169.39</b>	<b>168.38</b>
Rough grazing - common (effective hectares)	25.32	25.32
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	71,141	70,182
Livestock	86,986	81,424
Crops	2,385	2,415
Stores	2,075	2,356
<b>TOTAL</b>	<b>162,587</b>	<b>156,377</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.17	1.13
Finished lamb sales per ewe (numbers)	0.86	0.83
Stocking rate (grazing LU per eff.ha.)	0.74	0.75
Return on tenant's capital (%)	-1.46	9.93

**TABLE B3. Hill sheep farms****4. All sizes (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	15.6	16.0	11.7	12.0
Other cattle	33.7	32.7	17.0	16.9
Breeding sheep	1,033.4	1,034.2	69.6	69.5
Other sheep	679.7	684.4	27.3	27.4
Other livestock	0.7	0.7		

**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	49	49	10	10	43	43
Average farm size - ESU	41.9	41.3	32.8	36.6	39.2	39.5
- actual ha.	260.19	259.41	194.32	190.24	233.82	234.03
- eff. ha.	179.01	178.35	158.07	151.97	161.05	160.84

**ASSETS**

Agricultural land	844,745	802,378	0	0	443,307	400,826
Woodland	10,888	10,369	0	0	4,395	4,185
Buildings	18,925	18,729	7,444	4,595	14,310	15,454
Improvements	11,362	12,361	5,624	4,730	13,050	13,215
Machinery	71,634	70,288	59,395	60,598	73,312	72,292
Livestock	93,675	86,689	86,399	77,421	79,501	76,357
Crops, forage and cultivations	2,176	2,176	3,064	2,854	2,466	2,588
Single Payment Scheme value	41,598	40,788	40,640	41,874	43,199	42,867
Stores	2,387	2,386	583	1,703	2,067	2,475
Credit balances	27,941	36,471	11,388	12,532	28,484	33,036
<b>TOTAL</b>	<b>1,125,331</b>	<b>1,082,635</b>	<b>214,537</b>	<b>206,307</b>	<b>704,091</b>	<b>663,295</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	44,818	45,968	11,681	10,282	44,519	43,884
Other short term loans	6,933	4,313	5,979	5,866	5,726	5,351
Overdrafts	17,674	19,027	31,823	19,826	21,477	22,730
<b>TOTAL</b>	<b>69,425</b>	<b>69,308</b>	<b>49,483</b>	<b>35,974</b>	<b>71,722</b>	<b>71,965</b>

**NET WORTH**

<b>NET WORTH</b>	<b>1,055,906</b>	<b>1,013,327</b>	<b>165,054</b>	<b>170,333</b>	<b>632,369</b>	<b>591,330</b>
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Owner equity (%)	94	94	77	83	90	89
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