

**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)                | 91                                       | 90             |
| <b>OUTPUTS</b>                             | <u>2012/13</u>                           | <u>2011/12</u> |
| Dairy                                      | 12,826                                   | 10,337         |
| Other cattle                               | 84,836                                   | 78,925         |
| Sheep                                      | 99,195                                   | 110,651        |
| Other livestock                            | 44                                       | 392            |
| Main crops                                 | 4,422                                    | 4,028          |
| By-products, forage and cultivations       | 3,170                                    | 4,613          |
| Miscellaneous                              | 8,502                                    | 9,956          |
| Single Payment Scheme                      | 64,935                                   | 69,735         |
| Environmental payments                     | 13,227                                   | 18,157         |
| <b>TOTAL OUTPUTS</b>                       | <b>291,157</b>                           | <b>306,794</b> |
| <b>INPUTS</b>                              |  |                |
| Feeds - purchased concentrates             | 50,335                                   | 45,066         |
| - homegrown concentrates                   | 1,829                                    | 2,531          |
| Coarse fodder, tack and stock keep         | 10,969                                   | 11,707         |
| Veterinary and medicines                   | 10,113                                   | 8,911          |
| Other livestock costs                      | 20,871                                   | 19,474         |
| Seeds - purchased and homegrown            | 1,442                                    | 1,617          |
| Fertilisers                                | 20,417                                   | 18,385         |
| Other crop costs                           | 11,058                                   | 10,924         |
| Labour - paid                              | 7,152                                    | 7,570          |
| - unpaid                                   | 15,984                                   | 15,873         |
| - casual                                   | 6,026                                    | 4,555          |
| Machinery - contract                       | 1,597                                    | 2,104          |
| - repairs                                  | 8,767                                    | 8,850          |
| - fuels                                    | 13,632                                   | 12,615         |
| - depreciation                             | 24,688                                   | 21,124         |
| General farming costs                      | 18,327                                   | 18,209         |
| Land expenses                              | 10,784                                   | 8,482          |
| Rent                                       | 5,072                                    | 4,865          |
| Rental value                               | 24,427                                   | 24,460         |
| <b>TOTAL INPUTS</b>                        | <b>263,490</b>                           | <b>247,322</b> |
| <b>NET FARM INCOME (excluding BLSA)</b>    | <b>27,667</b>                            | <b>59,472</b>  |
| Plus :                                     |  |                |
| Unpaid labour (excludes farmer and spouse) | 15,984                                   | 15,873         |
| Imputed property costs                     | 24,204                                   | 24,238         |
| Non-agricultural output                    | 0  | 0              |
| Less :                                     |  |                |
| Interest charges                           | 5,418                                    | 4,696          |
| Ownership charges                          | 6,356                                    | 6,435          |
| <b>FARM BUSINESS INCOME</b>                | <b>56,081</b>                            | <b>88,452</b>  |

**TABLE B4. Hill cattle and 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>27,667</b>  | <b>59,472</b>  |
| minus manual labour of farmer & spouse      | 18,524         | 18,019         |
| plus managerial input of paid managers      | 0              | 0              |
| <b>MANAGEMENT &amp; INVESTMENT INCOME</b>   | <b>9,143</b>   | <b>41,453</b>  |
| <br>  |                |                |
| <b>NET FARM INCOME (excl. BLSA)</b>         | <b>27,667</b>  | <b>59,472</b>  |
| plus net rental value/imputed rent          | 24,427         | 24,460         |
| minus occupier's expenses                   | 408            | 409            |
| minus interest payments                     | 5,418          | 4,696          |
| minus buildings & works depreciation        | 6,496          | 6,601          |
| <b>OCCUPIER'S NET INCOME</b>                | <b>39,772</b>  | <b>72,226</b>  |
| plus other imputed charges                  | 16,206         | 16,095         |
| plus fixed asset depreciation               | 31,184         | 27,725         |
| minus valuation changes                     | 13,748         | 31,371         |
| <b>CASH INCOME</b>                          | <b>73,414</b>  | <b>84,675</b>  |
| <br>  |                |                |
| <b>LAND UTILISATION - hectares per farm</b> |                |                |
| Cereals                                     | 2.74           | 3.06           |
| Roots, fodder and other crops               | 4.20           | 2.42           |
| Grassland - hay                             | 2.60           | 3.91           |
| - silage                                    | 50.84          | 49.46          |
| - pasture                                   | 144.13         | 144.78         |
| Fallow and land let                         | 0.45           | 0.45           |
| Rough grazing - sole                        | 113.29         | 113.29         |
| Bare land and forage hired                  | 16.86          | 19.05          |
| Woods, roads and buildings                  | 8.25           | 8.25           |
| TOTAL AREA (actual hectares)                | <b>343.36</b>  | <b>344.67</b>  |
| TOTAL AREA (effective hectares)             | <b>265.60</b>  | <b>266.91</b>  |
| Rough grazing - common (effective hectares) | 25.86          | 25.86          |
| <br>  |                |                |
| <b>TENANT'S CAPITAL - £ per farm</b>        |                |                |
| Machinery                                   | 155,630        | 149,809        |
| Livestock                                   | 245,980        | 234,233        |
| Crops                                       | 10,134         | 9,844          |
| Stores                                      | 8,483          | 9,025          |
| <b>TOTAL</b>                                | <b>420,227</b> | <b>402,911</b> |
| <br>  |                |                |
| <b>PERFORMANCE INDICATORS</b>               |                |                |
| Milk yield per cow (litres)                 | 6,070          | 5,549          |
| Milk sales per cow (£)                      | 1,587          | 1,341          |
| Margin over concentrates per cow (£)        | 1,232          | 985            |
| Milk price (pence per litre)                | 26.15          | 24.18          |
| Lambs reared per ewe (numbers)              | 1.21           | 1.24           |
| Finished lamb sales per ewe (numbers)       | 1.24           | 1.16           |
| Stocking rate (grazing LU per eff.ha.)      | 1.13           | 1.11           |
| Return on tenant's capital (%)              | 2.18           | 10.29          |

**TABLE B4. Hill cattle and 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> |
| Dairy cattle    | 8.0            | 7.6            | 8.0             | 7.6            |
| Beef cows       | 78.2           | 79.9           | 58.7            | 59.9           |
| Other cattle    | 186.9          | 185.0          | 93.1            | 93.1           |
| Breeding sheep  | 1,387.6        | 1,349.1        | 102.6           | 99.4           |
| Other sheep     | 843.9          | 836.1          | 33.8            | 33.4           |
| Other livestock | 1.8            | 1.6            |                 |                |

**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         | 9              | 9              | 1              | 1              | 8              | 8              |
| Average farm size - ESU | 97.0           | 95.6           | N/A            | N/A            | 88.1           | 86.5           |
| - actual ha.            | 285.30         | 287.50         |                |                | 427.91         | 428.38         |
| - eff. ha.              | 252.44         | 254.63         |                |                | 290.05         | 290.52         |

**ASSETS**

|                                |                  |                  |  |  |                  |                  |
|--------------------------------|------------------|------------------|--|--|------------------|------------------|
| Agricultural land              | 1,767,629        | 1,602,661        |  |  | 1,167,499        | 1,101,785        |
| Woodland                       | 14,022           | 13,354           |  |  | 7,984            | 7,604            |
| Buildings                      | 57,817           | 59,204           |  |  | 23,993           | 26,455           |
| Improvements                   | 22,517           | 22,870           |  |  | 13,405           | 10,621           |
| Machinery                      | 181,021          | 168,764          |  |  | 133,420          | 132,704          |
| Livestock                      | 285,600          | 270,567          |  |  | 206,437          | 199,158          |
| Crops, forage and cultivations | 13,245           | 13,803           |  |  | 7,902            | 6,621            |
| Milk quota                     | 110              | 137              |  |  | 119              | 69               |
| Single Payment Scheme value    | 111,950          | 104,186          |  |  | 87,675           | 82,984           |
| Stores                         | 11,352           | 12,680           |  |  | 4,686            | 4,308            |
| Credit balances                | 33,596           | 52,117           |  |  | 43,076           | 55,653           |
| <b>TOTAL</b>                   | <b>2,498,859</b> | <b>2,320,343</b> |  |  | <b>1,696,196</b> | <b>1,627,962</b> |

**EXTERNAL LIABILITIES**

|                            |                |                |  |  |                |                |
|----------------------------|----------------|----------------|--|--|----------------|----------------|
| Long and medium term loans | 133,452        | 129,954        |  |  | 83,439         | 92,880         |
| Other short term loans     | 32,708         | 38,110         |  |  | 8,533          | 11,220         |
| Overdrafts                 | 63,283         | 59,668         |  |  | 69,564         | 34,372         |
| <b>TOTAL</b>               | <b>229,443</b> | <b>227,732</b> |  |  | <b>161,536</b> | <b>138,472</b> |

**NET WORTH**

|                  |                  |                  |  |  |                  |                  |
|------------------|------------------|------------------|--|--|------------------|------------------|
|                  | <b>2,269,416</b> | <b>2,092,611</b> |  |  | <b>1,534,660</b> | <b>1,489,490</b> |
| Owner equity (%) | 91               | 90               |  |  | 90               | 91               |

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