

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

<b>2. 28 - 60 ESU</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	25	25
Average business size (ESU)	40	40
<b>OUTPUTS</b>	<u>2012/13</u>	<u>2011/12</u>
Dairy	0	745
Other cattle	57,336	59,450
Sheep	28,094	32,536
Other livestock	879	482
Main crops	4,652	4,730
By-products, forage and cultivations	3,792	3,809
Miscellaneous	11,169	8,038
Single Payment Scheme	30,668	34,289
Environmental payments	4,089	6,211
<b>TOTAL OUTPUTS</b>	<b>140,679</b>	<b>150,290</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	14,252	12,536
- homegrown concentrates	3,117	2,759
Coarse fodder, tack and stock keep	2,731	2,486
Veterinary and medicines	4,313	4,130
Other livestock costs	9,425	8,385
Seeds - purchased and homegrown	1,447	1,231
Fertilisers	13,420	10,812
Other crop costs	6,390	6,688
Labour - paid	1,548	1,485
- unpaid	4,955	5,086
- casual	2,497	2,554
Machinery - contract	1,607	1,142
- repairs	4,566	5,044
- fuels	8,222	6,875
- depreciation	15,814	14,348
General farming costs	12,579	10,653
Land expenses	4,047	3,676
Rent	3,970	3,520
Rental value	13,160	13,249
<b>TOTAL INPUTS</b>	<b>128,060</b>	<b>116,659</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>12,619</b>	<b>33,631</b>
Plus :		
Unpaid labour (excludes farmer and spouse)	4,955	5,086
Imputed property costs	12,974	13,089
Non-agricultural output	0	0
Less :		
Interest charges	2,181	2,289
Ownership charges	3,350	3,359
<b>FARM BUSINESS INCOME</b>	<b>25,017</b>	<b>46,158</b>

**TABLE B5. Upland cattle and sheep farms****2. 28 - 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>12,619</b>	<b>33,631</b>
minus manual labour of farmer & spouse	19,266	18,740
plus managerial input of paid managers	0	0
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>-6,647</b>	<b>14,891</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>12,619</b>	<b>33,631</b>
plus net rental value/imputed rent	13,160	13,249
minus occupier's expenses	254	257
minus interest payments	2,181	2,289
minus buildings & works depreciation	3,424	3,460
<b>OCCUPIER'S NET INCOME</b>	<b>19,920</b>	<b>40,874</b>
plus other imputed charges	5,115	5,246
plus fixed asset depreciation	19,238	17,808
minus valuation changes	4,794	7,379
<b>CASH INCOME</b>	<b>39,479</b>	<b>56,549</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	5.04	4.86
Roots, fodder and other crops	2.28	3.46
Grassland - hay	5.03	3.32
- silage	27.28	28.77
- pasture	75.56	75.54
Fallow and land let	0.89	0.90
Rough grazing - sole	7.63	7.63
Bare land and forage hired	6.06	6.95
Woods, roads and buildings	5.05	5.05
TOTAL AREA (actual hectares)	<b>134.82</b>	<b>136.48</b>
TOTAL AREA (effective hectares)	<b>123.66</b>	<b>125.31</b>
Rough grazing - common (effective hectares)	1.06	1.06
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	101,520	98,717
Livestock	123,230	116,895
Crops	5,253	4,699
Stores	4,416	6,458
<b>TOTAL</b>	<b>234,419</b>	<b>226,769</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	0	1,862
Milk sales per cow (£)	0	495
Margin over concentrates per cow (£)	0	454
Milk price (pence per litre)	0.00	26.60
Lambs reared per ewe (numbers)	1.31	1.34
Finished lamb sales per ewe (numbers)	1.09	1.15
Stocking rate (grazing LU per eff.ha.)	1.24	1.22
Return on tenant's capital (%)	-2.84	6.57

**TABLE B5. Upland cattle and sheep farms****2. 28 - 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	0.0	0.2	0.0	0.2
Beef cows	48.5	46.3	36.4	34.8
Other cattle	120.0	122.8	64.5	65.8
Breeding sheep	429.4	422.3	34.4	33.8
Other sheep	286.8	304.1	11.5	12.2
Other livestock	7.3	7.8		

**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	14	14	1	1	10	10
Average farm size - ESU	40.0	39.3	N/A	N/A	37.6	39.6
- actual ha.	129.37	132.23			144.69	146.92
- eff. ha.	114.38	117.41			137.81	139.80

**ASSETS**

Agricultural land	671,498	639,522			423,701	435,905
Woodland	7,978	7,598			2,668	2,541
Buildings	21,301	23,785			18,645	19,436
Improvements	11,737	11,144			7,658	7,602
Machinery	94,237	95,559			105,157	99,931
Livestock	113,727	112,743			132,268	118,658
Crops, forage and cultivations	3,429	4,123			8,035	5,613
Milk quota	0	92			0	0
Single Payment Scheme value	41,664	42,788			63,778	61,804
Stores	4,594	6,230			4,610	7,074
Credit balances	20,369	24,556			29,791	29,524
<b>TOTAL</b>	<b>990,534</b>	<b>968,140</b>			<b>796,311</b>	<b>788,088</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	23,378	24,798			54,314	65,178
Other short term loans	10,166	11,887			16,600	14,090
Overdrafts	10,041	10,761			14,872	21,113
<b>TOTAL</b>	<b>43,585</b>	<b>47,446</b>			<b>85,786</b>	<b>100,381</b>

**NET WORTH**

	<b>946,949</b>	<b>920,694</b>			<b>710,525</b>	<b>687,707</b>
Owner equity (%)	96	95			89	87

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