

TABLE B5. Upland cattle and sheep farms**3. Over 60 ESU****Farm Business Income (£ per farm)**

Number of farms in sample	12	12
Average business size (ESU)	103	100
OUTPUTS	2012/13	2011/12
Dairy	32,205	31,285
Other cattle	97,471	87,698
Sheep	121,663	135,291
Other livestock	36,896	40,632
Main crops	13,778	14,642
By-products, forage and cultivations	6,002	12,222
Miscellaneous	29,345	29,307
Single Payment Scheme	50,053	52,094
Environmental payments	6,710	8,174
TOTAL OUTPUTS	394,123	411,345
INPUTS		
Feeds - purchased concentrates	75,192	73,102
- homegrown concentrates	6,982	6,225
Coarse fodder, tack and stock keep	14,505	14,188
Veterinary and medicines	11,036	8,239
Other livestock costs	20,053	16,775
Seeds - purchased and homegrown	2,403	3,649
Fertilisers	29,155	26,518
Other crop costs	10,456	12,015
Labour - paid	10,219	9,901
- unpaid	20,256	16,583
- casual	2,746	4,321
Machinery - contract	2,023	3,471
- repairs	14,322	13,204
- fuels	23,367	20,085
- depreciation	33,631	25,138
General farming costs	22,602	19,779
Land expenses	9,004	12,004
Rent	10,204	9,963
Rental value	24,377	24,264
TOTAL INPUTS	342,533	319,424
NET FARM INCOME (excluding BLSA)	51,590	91,921
Plus :		
Unpaid labour (excludes farmer and spouse)	20,256	16,583
Imputed property costs	24,294	24,181
Non-agricultural output	0	0
Less :		
Interest charges	4,776	5,476
Ownership charges	12,619	13,129
FARM BUSINESS INCOME	78,745	114,080

TABLE B5. Upland cattle and sheep farms**3. Over 60 ESU (continued)**

INCOME MEASURES - £ per farm	<u>2012/13</u>	<u>2011/12</u>
NET FARM INCOME (excl. BLSA)	51,590	91,921
minus manual labour of farmer & spouse	20,282	19,728
plus managerial input of paid managers	0	0
MANAGEMENT & INVESTMENT INCOME	31,308	72,193
NET FARM INCOME (excl. BLSA)	51,590	91,921
plus net rental value/imputed rent	24,377	24,264
minus occupier's expenses	903	1,276
minus interest payments	4,776	5,476
minus buildings & works depreciation	13,181	12,501
OCCUPIER'S NET INCOME	57,107	96,932
plus other imputed charges	20,340	16,667
plus fixed asset depreciation	46,813	37,640
minus valuation changes	5,437	32,227
CASH INCOME	118,823	119,012
LAND UTILISATION - hectares per farm		
Cereals	10.86	9.71
Roots, fodder and other crops	3.86	4.67
Grassland - hay	3.54	2.99
- silage	47.61	49.61
- pasture	102.74	97.29
Fallow and land let	0.00	2.42
Rough grazing - sole	6.19	6.19
Bare land and forage hired	36.60	37.16
Woods, roads and buildings	2.97	2.97
TOTAL AREA (actual hectares)	214.37	213.01
TOTAL AREA (effective hectares)	207.76	206.40
Rough grazing - common (effective hectares)	4.37	4.37
TENANT'S CAPITAL - £ per farm		
Machinery	225,143	191,149
Livestock	248,265	238,413
Crops	22,729	24,124
Stores	4,530	7,401
TOTAL	500,667	461,087
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,450	6,840
Milk sales per cow (£)	1,821	1,818
Margin over concentrates per cow (£)	1,181	1,246
Milk price (pence per litre)	28.23	26.59
Lambs reared per ewe (numbers)	1.48	1.43
Finished lamb sales per ewe (numbers)	1.48	1.40
Stocking rate (grazing LU per eff.ha.)	1.49	1.50
Return on tenant's capital (%)	6.25	15.66

TABLE B5. Upland 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	17.8	17.3	17.8	17.3
Beef cows	41.8	39.8	31.4	29.8
Other cattle	191.2	182.3	112.7	106.6
Breeding sheep	1,187.6	1,210.1	95.0	96.8
Other sheep	898.1	999.5	35.9	40.0
Other livestock	2,158.9	1,986.8		

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	2	2	0	0	10	10
Average farm size - ESU	N/A	N/A	N/A	N/A	94.1	93.4
- actual ha.					208.85	213.53
- eff. ha.					203.36	208.04

ASSETS

Agricultural land					824,173	784,926
Woodland					3,275	3,119
Buildings					61,116	57,824
Improvements					15,076	14,512
Machinery					210,840	171,935
Livestock					236,488	236,933
Crops, forage and cultivations					25,276	26,994
Milk quota					111	137
Single Payment Scheme value					89,408	83,823
Stores					5,270	7,445
Credit balances					56,021	56,182
TOTAL					1,527,054	1,443,830

EXTERNAL LIABILITIES

Long and medium term loans					142,089	129,762
Other short term loans					15,003	17,263
Overdrafts					17,541	15,851
TOTAL					174,633	162,876

NET WORTH

					1,352,421	1,280,954
Owner equity (%)					89	89

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