

TABLE B5. Upland cattle and sheep farms

| 4. All sizes | Farm Business Income (£ per farm) | |
|--|--|----------------|
| Number of farms in sample | 81 | 81 |
| Average business size (ESU) | 37 | 36 |
| OUTPUTS | <u>2012/13</u> | <u>2011/12</u> |
| Dairy | 4,850 | 4,999 |
| Other cattle | 42,223 | 41,168 |
| Sheep | 37,157 | 43,189 |
| Other livestock | 6,261 | 6,771 |
| Main crops | 3,802 | 4,025 |
| By-products, forage and cultivations | 3,419 | 4,382 |
| Miscellaneous | 10,643 | 9,972 |
| Single Payment Scheme | 24,412 | 26,399 |
| Environmental payments | 3,741 | 5,340 |
| TOTAL OUTPUTS | 136,508 | 146,245 |
| INPUTS | | |
| Feeds - purchased concentrates | 20,246 | 19,107 |
| - homegrown concentrates | 2,199 | 1,969 |
| Coarse fodder, tack and stock keep | 3,627 | 3,801 |
| Veterinary and medicines | 4,142 | 3,637 |
| Other livestock costs | 8,284 | 7,544 |
| Seeds - purchased and homegrown | 989 | 1,108 |
| Fertilisers | 10,697 | 9,546 |
| Other crop costs | 5,347 | 5,500 |
| Labour - paid | 2,370 | 2,439 |
| - unpaid | 5,937 | 5,395 |
| - casual | 1,944 | 2,054 |
| Machinery - contract | 1,229 | 1,195 |
| - repairs | 5,057 | 5,151 |
| - fuels | 7,978 | 7,062 |
| - depreciation | 14,320 | 12,057 |
| General farming costs | 11,112 | 10,061 |
| Land expenses | 3,966 | 4,460 |
| Rent | 3,504 | 3,309 |
| Rental value | 12,028 | 12,140 |
| TOTAL INPUTS | 124,976 | 117,535 |
| NET FARM INCOME (excluding BLSA) | 11,532 | 28,710 |
| Plus : | | |
| Unpaid labour (excludes farmer and spouse) | 5,937 | 5,395 |
| Imputed property costs | 11,956 | 12,059 |
| Non-agricultural output | 0 | 0 |
| Less : | | |
| Interest charges | 1,959 | 2,139 |
| Ownership charges | 3,875 | 4,025 |
| FARM BUSINESS INCOME | 23,591 | 40,000 |

TABLE B5. Upland cattle and sheep farms**4. All sizes (continued)**

| INCOME MEASURES - £ per farm | <u>2012/13</u> | <u>2011/12</u> |
|---|----------------|----------------|
| NET FARM INCOME (excl. BLSA) | 11,532 | 28,710 |
| minus manual labour of farmer & spouse | 18,573 | 18,189 |
| plus managerial input of paid managers | 0 | 0 |
| MANAGEMENT & INVESTMENT INCOME | -7,041 | 10,521 |
| | | |
| NET FARM INCOME (excl. BLSA) | 11,532 | 28,710 |
| plus net rental value/imputed rent | 12,028 | 12,140 |
| minus occupier's expenses | 328 | 382 |
| minus interest payments | 1,959 | 2,139 |
| minus buildings & works depreciation | 3,991 | 3,988 |
| OCCUPIER'S NET INCOME | 17,282 | 34,341 |
| plus other imputed charges | 6,030 | 5,470 |
| plus fixed asset depreciation | 18,312 | 16,046 |
| minus valuation changes | 3,179 | 7,830 |
| CASH INCOME | 38,445 | 48,027 |
| | | |
| LAND UTILISATION - hectares per farm | | |
| Cereals | 3.50 | 3.30 |
| Roots, fodder and other crops | 2.03 | 2.20 |
| Grassland - hay | 3.48 | 2.68 |
| - silage | 23.76 | 24.26 |
| - pasture | 67.05 | 67.24 |
| Fallow and land let | 1.37 | 1.44 |
| Rough grazing - sole | 4.88 | 4.88 |
| Bare land and forage hired | 8.80 | 9.48 |
| Woods, roads and buildings | 3.48 | 3.43 |
| TOTAL AREA (actual hectares) | 118.35 | 118.91 |
| TOTAL AREA (effective hectares) | 110.26 | 111.16 |
| Rough grazing - common (effective hectares) | 1.36 | 1.53 |
| | | |
| TENANT'S CAPITAL - £ per farm | | |
| Machinery | 92,558 | 86,237 |
| Livestock | 104,928 | 100,164 |
| Crops | 6,267 | 6,570 |
| Stores | 2,718 | 3,992 |
| TOTAL | 206,471 | 196,963 |
| | | |
| PERFORMANCE INDICATORS | | |
| Milk yield per cow (litres) | 6,426 | 6,644 |
| Milk sales per cow (£) | 1,814 | 1,766 |
| Margin over concentrates per cow (£) | 1,176 | 1,211 |
| Milk price (pence per litre) | 28.23 | 26.59 |
| Lambs reared per ewe (numbers) | 1.36 | 1.39 |
| Finished lamb sales per ewe (numbers) | 1.33 | 1.28 |
| Stocking rate (grazing LU per eff.ha.) | 1.18 | 1.17 |
| Return on tenant's capital (%) | -3.41 | 5.34 |

TABLE B5. Upland cattle and 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> |
| Dairy cattle | 2.6 | 2.7 | 2.6 | 2.7 |
| Beef cows | 31.2 | 30.3 | 23.4 | 22.8 |
| Other cattle | 88.9 | 89.0 | 49.0 | 48.7 |
| Breeding sheep | 467.5 | 469.7 | 37.4 | 37.6 |
| Other sheep | 330.3 | 355.9 | 13.2 | 14.2 |
| Other livestock | 336.1 | 304.5 | | |

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 | 44 | 44 | 5 | 6 | 32 | 31 |
| Average farm size - ESU | 30.3 | 29.5 | N/A | 20.8 | 47.4 | 49.0 |
| - actual ha. | 100.03 | 99.23 | | 80.23 | 149.28 | 154.32 |
| - eff. ha. | 89.85 | 89.73 | | 72.80 | 144.17 | 149.01 |

ASSETS

| | | | | | | |
|--------------------------------|----------------|----------------|--|----------------|----------------|----------------|
| Agricultural land | 564,687 | 532,409 | | 0 | 514,724 | 515,905 |
| Woodland | 6,490 | 6,015 | | 0 | 3,025 | 2,974 |
| Buildings | 24,038 | 26,076 | | 10,134 | 30,022 | 29,744 |
| Improvements | 7,376 | 7,604 | | 1,213 | 7,828 | 7,794 |
| Machinery | 80,604 | 79,512 | | 40,667 | 115,265 | 104,602 |
| Livestock | 88,079 | 82,726 | | 66,728 | 134,672 | 131,389 |
| Crops, forage and cultivations | 3,494 | 4,074 | | 1,997 | 10,920 | 10,998 |
| Milk quota | 30 | 66 | | 0 | 35 | 44 |
| Single Payment Scheme value | 28,759 | 29,138 | | 25,385 | 57,330 | 55,425 |
| Stores | 2,170 | 3,355 | | 3,113 | 3,899 | 5,066 |
| Credit balances | 15,870 | 18,694 | | 9,937 | 36,028 | 35,296 |
| TOTAL | 821,597 | 789,669 | | 159,174 | 913,748 | 899,237 |

EXTERNAL LIABILITIES

| | | | | | | |
|----------------------------|---------------|---------------|--|--------------|---------------|---------------|
| Long and medium term loans | 36,618 | 39,203 | | 0 | 61,376 | 62,884 |
| Other short term loans | 7,927 | 8,914 | | 1,959 | 11,159 | 11,539 |
| Overdrafts | 12,114 | 10,694 | | 1,797 | 13,537 | 15,424 |
| TOTAL | 56,659 | 58,811 | | 3,756 | 86,072 | 89,847 |

NET WORTH

| | | | | | | |
|------------------|----------------|----------------|--|----------------|----------------|----------------|
| | 764,938 | 730,858 | | 155,418 | 827,676 | 809,390 |
| Owner equity (%) | 93 | 93 | | 98 | 91 | 90 |

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