

**TABLE B6. Lowland cattle and sheep farms**

<b>2. Over 28 ESU</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	22	22
Average business size (ESU)	49	48
<b>OUTPUTS</b>	<u>2012/13</u>	<u>2011/12</u>
Other cattle	54,691	49,424
Sheep	63,730	64,058
Other livestock	0	0
Main crops	11,014	11,043
By-products, forage and cultivations	1,326	3,441
Miscellaneous	2,711	3,048
Single Payment Scheme	28,283	29,557
Environmental payments	2,446	2,609
<b>TOTAL OUTPUTS</b>	<b>164,201</b>	<b>163,180</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	18,762	12,311
- homegrown concentrates	8,335	7,585
Coarse fodder, tack and stock keep	4,372	4,280
Veterinary and medicines	4,586	4,164
Other livestock costs	10,683	9,611
Seeds - purchased and homegrown	1,545	1,796
Fertilisers	9,882	10,687
Other crop costs	7,554	7,384
Labour - paid	4,370	3,752
- unpaid	4,945	4,813
- casual	1,964	979
Machinery - contract	579	788
- repairs	4,896	4,127
- fuels	6,870	6,166
- depreciation	13,312	11,163
General farming costs	11,101	10,696
Land expenses	3,895	5,599
Rent	7,234	6,952
Rental value	10,510	10,688
<b>TOTAL INPUTS</b>	<b>135,395</b>	<b>123,541</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>28,806</b>	<b>39,639</b>
Plus :		
Unpaid labour (excludes farmer and spouse)	4,945	4,813
Imputed property costs	10,365	10,502
Non-agricultural output	0	0
Less :		
Interest charges	2,915	2,174
Ownership charges	3,493	3,629
<b>FARM BUSINESS INCOME</b>	<b>37,708</b>	<b>49,151</b>

**TABLE B6. Lowland cattle and sheep farms****2. Over 28 ESU (continued)**

<b>INCOME MEASURES - £ per farm</b>	<u>2012/13</u>	<u>2011/12</u>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>28,806</b>	<b>39,639</b>
minus manual labour of farmer & spouse	19,461	18,983
plus managerial input of paid managers	0	0
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>9,345</b>	<b>20,656</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>28,806</b>	<b>39,639</b>
plus net rental value/imputed rent	10,510	10,688
minus occupier's expenses	263	240
minus interest payments	2,915	2,174
minus buildings & works depreciation	3,467	3,653
<b>OCCUPIER'S NET INCOME</b>	<b>32,671</b>	<b>44,260</b>
plus other imputed charges	5,081	4,994
plus fixed asset depreciation	16,779	14,816
minus valuation changes	6,807	15,586
<b>CASH INCOME</b>	<b>47,724</b>	<b>48,484</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	9.79	10.26
Roots, fodder and other crops	3.69	5.45
Grassland - hay	6.99	8.08
- silage	20.11	17.76
- pasture	64.35	62.30
Fallow and land let	0.20	0.57
Rough grazing - sole	2.30	2.30
Bare land and forage hired	12.32	13.32
Woods, roads and buildings	2.54	2.52
<b>TOTAL AREA (actual hectares)</b>	<b>122.29</b>	<b>122.56</b>
<b>TOTAL AREA (effective hectares)</b>	<b>118.10</b>	<b>118.01</b>
Rough grazing - common (effective hectares)	18.18	18.18
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	87,504	85,286
Livestock	142,102	132,425
Crops	6,725	7,720
Stores	3,225	3,664
<b>TOTAL</b>	<b>239,556</b>	<b>229,095</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.45	1.42
Finished lamb sales per ewe (numbers)	1.44	1.35
Stocking rate (grazing LU per eff.ha.)	1.45	1.40
Return on tenant's capital (%)	3.90	9.02

**TABLE B6. Lowland cattle and sheep farms****2. Over 28 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>
Beef cows	22.1	21.8	16.6	16.4
Other cattle	114.2	109.2	67.4	63.7
Breeding sheep	609.8	605.6	48.8	48.5
Other sheep	574.2	521.5	23.0	20.9
Other livestock	0.4	0.4		

**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	8	8	4	4	10	10
Average farm size - ESU	38.7	38.5	N/A	N/A	59.5	58.9
- actual ha.	89.55	89.74			156.37	158.44
- eff. ha.	84.97	83.59			151.71	154.22

**ASSETS**

Agricultural land	670,404	638,480			803,312	765,059
Woodland	3,077	2,930			3,902	3,716
Buildings	13,013	14,694			37,448	40,313
Improvements	4,965	1,796			16,043	17,947
Machinery	53,690	54,238			126,378	120,972
Livestock	100,290	99,186			193,170	177,731
Crops, forage and cultivations	6,055	6,956			8,075	9,845
Single Payment Scheme value	34,829	33,830			64,476	61,541
Stores	1,721	1,906			4,826	5,809
Credit balances	35,780	17,422			24,884	25,665
<b>TOTAL</b>	<b>923,824</b>	<b>871,438</b>			<b>1,282,514</b>	<b>1,228,598</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	14,145	14,875			135,159	131,768
Other short term loans	4,768	3,094			17,350	13,029
Overdrafts	199	0			24,963	28,670
<b>TOTAL</b>	<b>19,112</b>	<b>17,969</b>			<b>177,472</b>	<b>173,467</b>

**NET WORTH**

	<b>904,712</b>	<b>853,469</b>			<b>1,105,042</b>	<b>1,055,131</b>
Owner equity (%)	98	98			86	86

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