

**TABLE B1. Hill and upland dairy farms**

<b>1. Under 100 ESU</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	25	25
Average business size (ESU)	71	71
<b>OUTPUTS</b>	<u>2012/13</u>	<u>2011/12</u>
Dairy	96,891	98,542
Other cattle	24,902	24,414
Sheep	9,155	10,976
Other livestock	-42	76
Main crops	1,159	1,654
By-products, forage and cultivations	1,000	1,981
Miscellaneous	3,064	2,884
Single Payment Scheme	15,631	16,868
Environmental payments	1,061	1,666
<b>TOTAL OUTPUTS</b>	<b>152,821</b>	<b>159,061</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	36,603	33,773
- homegrown concentrates	3,242	2,783
Coarse fodder, tack and stock keep	3,811	3,394
Veterinary and medicines	4,747	4,399
Other livestock costs	14,025	12,752
Seeds - purchased and homegrown	670	652
Fertilisers	9,138	11,021
Other crop costs	5,822	6,172
Labour - paid	2,505	1,955
- unpaid	4,823	4,746
- casual	396	808
Machinery - contract	1,187	1,140
- repairs	5,140	5,105
- fuels	5,525	5,408
- depreciation	10,673	10,320
General farming costs	12,178	11,750
Land expenses	3,107	5,313
Rent	3,066	3,014
Rental value	10,329	10,068
<b>TOTAL INPUTS</b>	<b>136,987</b>	<b>134,573</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>15,834</b>	<b>24,488</b>
Plus :		
Unpaid labour (excludes farmer and spouse)	4,823	4,746
Imputed property costs	10,209	9,988
Non-agricultural output	0	0
Less :		
Interest charges	2,663	2,726
Ownership charges	3,574	3,339
<b>FARM BUSINESS INCOME</b>	<b>24,629</b>	<b>33,157</b>

**TABLE B1. Hill and upland dairy farms****1. Under 100 ESU (continued)**

<b>INCOME MEASURES - £ per farm</b>	<u>2012/13</u>	<u>2011/12</u>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>15,834</b>	<b>24,488</b>
minus manual labour of farmer & spouse	18,940	18,423
plus managerial input of paid managers	0	0
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>-3,106</b>	<b>6,065</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>15,834</b>	<b>24,488</b>
plus net rental value/imputed rent	10,329	10,068
minus occupier's expenses	270	274
minus interest payments	2,663	2,726
minus buildings & works depreciation	3,541	3,320
<b>OCCUPIER'S NET INCOME</b>	<b>19,689</b>	<b>28,236</b>
plus other imputed charges	4,943	4,826
plus fixed asset depreciation	14,214	13,640
minus valuation changes	3,358	2,901
<b>CASH INCOME</b>	<b>35,488</b>	<b>43,801</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	1.13	1.54
Roots, fodder and other crops	0.63	0.81
Grassland - hay	0.60	1.08
- silage	25.51	25.79
- pasture	30.79	29.20
Fallow and land let	0.37	0.49
Rough grazing - sole	4.48	4.48
Bare land and forage hired	9.08	8.10
Woods, roads and buildings	1.81	1.81
<b>TOTAL AREA (actual hectares)</b>	<b>74.40</b>	<b>73.30</b>
<b>TOTAL AREA (effective hectares)</b>	<b>69.28</b>	<b>68.07</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	67,872	65,428
Livestock	99,438	95,668
Crops	4,626	5,111
Stores	3,350	3,713
<b>TOTAL</b>	<b>175,286</b>	<b>169,920</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	6,068	6,370
Milk sales per cow (£)	1,575	1,623
Margin over concentrates per cow (£)	1,084	1,171
Milk price (pence per litre)	26.59	26.09
Lambs reared per ewe (numbers)	1.28	1.23
Finished lamb sales per ewe (numbers)	0.99	0.94
Stocking rate (grazing LU per eff.ha.)	1.67	1.73
Return on tenant's capital (%)	-1.77	3.57

**TABLE B1. Hill and upland dairy farms****1. Under 100 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	59.4	59.8	59.4	59.8
Beef cows	0.6	0.5	0.5	0.4
Other cattle	67.3	66.1	37.2	37.6
Breeding sheep	168.7	169.4	13.0	13.0
Other sheep	83.1	99.1	3.3	4.0
Other livestock	0.3	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	11	11	2	2	12	12
Average farm size - ESU	71.4	72.4	N/A	N/A	70.7	71.0
- actual ha.	73.28	72.40			78.48	77.46
- eff. ha.	65.71	64.56			75.34	74.32

**ASSETS**

Agricultural land	438,865	403,391			318,787	303,607
Woodland	2,761	2,630			2,103	2,003
Buildings	39,805	38,440			17,375	16,571
Improvements	6,548	4,820			1,717	1,484
Machinery	55,149	56,474			76,587	72,320
Livestock	99,019	93,130			101,126	97,790
Crops, forage and cultivations	3,861	4,676			5,923	6,320
Milk quota	777	963			855	1,058
Single Payment Scheme value	24,279	23,411			27,915	26,978
Stores	3,715	3,698			2,562	3,793
Credit balances	15,939	17,296			23,625	24,410
<b>TOTAL</b>	<b>690,718</b>	<b>648,929</b>			<b>578,575</b>	<b>556,334</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	75,019	48,599			34,996	40,726
Other short term loans	4,552	5,327			5,984	7,231
Overdrafts	21,974	36,175			20,875	19,506
<b>TOTAL</b>	<b>101,545</b>	<b>90,101</b>			<b>61,855</b>	<b>67,463</b>

**NET WORTH**

	<b>589,173</b>	<b>558,828</b>			<b>516,720</b>	<b>488,871</b>
Owner equity (%)	85	86			89	88

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