

TABLE B1. Hill and upland dairy farms**2. Over 100 ESU****Farm Business Income (£ per farm)**

Number of farms in sample	33	33
Average business size (ESU)	171	168
OUTPUTS	<u>2012/13</u>	<u>2011/12</u>
Dairy	292,168	300,107
Other cattle	45,676	42,077
Sheep	11,997	14,229
Other livestock	0	0
Main crops	945	1,796
By-products, forage and cultivations	2,402	2,477
Miscellaneous	4,901	2,750
Single Payment Scheme	30,348	32,694
Environmental payments	2,815	2,545
TOTAL OUTPUTS	391,252	398,675
INPUTS		
Feeds - purchased concentrates	107,396	94,111
- homegrown concentrates	4,465	5,094
Coarse fodder, tack and stock keep	16,924	14,838
Veterinary and medicines	12,466	11,757
Other livestock costs	32,246	29,859
Seeds - purchased and homegrown	1,745	2,050
Fertilisers	24,575	23,151
Other crop costs	17,968	17,870
Labour - paid	8,319	10,521
- unpaid	12,913	10,556
- casual	4,940	4,600
Machinery - contract	2,833	4,059
- repairs	10,101	9,659
- fuels	13,121	11,798
- depreciation	22,053	19,067
General farming costs	21,484	19,912
Land expenses	11,269	9,818
Rent	5,162	5,239
Rental value	25,414	23,533
TOTAL INPUTS	355,394	327,492
NET FARM INCOME (excluding BLSA)	35,858	71,183
Plus :		
Unpaid labour (excludes farmer and spouse)	12,913	10,556
Imputed property costs	25,323	23,442
Non-agricultural output	0	0
Less :		
Interest charges	9,736	7,502
Ownership charges	13,242	11,575
FARM BUSINESS INCOME	51,116	86,104

TABLE B1. Hill and upland dairy farms**2. Over 100 ESU (continued)**

INCOME MEASURES - £ per farm	<u>2012/13</u>	<u>2011/12</u>
NET FARM INCOME (excl. BLSA)	35,858	71,183
minus manual labour of farmer & spouse	21,665	21,554
plus managerial input of paid managers	0	0
MANAGEMENT & INVESTMENT INCOME	14,193	49,629
NET FARM INCOME (excl. BLSA)	35,858	71,183
plus net rental value/imputed rent	25,414	23,533
minus occupier's expenses	337	296
minus interest payments	9,736	7,502
minus buildings & works depreciation	13,462	11,840
OCCUPIER'S NET INCOME	37,737	75,078
plus other imputed charges	13,004	10,902
plus fixed asset depreciation	35,516	30,907
minus valuation changes	9,001	6,668
CASH INCOME	77,256	110,219
LAND UTILISATION - hectares per farm		
Cereals	1.20	1.62
Roots, fodder and other crops	5.36	4.81
Grassland - hay	0.53	0.38
- silage	42.29	43.52
- pasture	51.24	48.49
Fallow and land let	0.29	0.24
Rough grazing - sole	9.71	9.77
Bare land and forage hired	22.26	23.84
Woods, roads and buildings	3.88	3.82
TOTAL AREA (actual hectares)	136.76	136.49
TOTAL AREA (effective hectares)	126.06	125.71
Rough grazing - common (effective hectares)	0.16	0.16
TENANT'S CAPITAL - £ per farm		
Machinery	149,378	136,699
Livestock	212,950	203,397
Crops	9,259	9,182
Stores	5,291	5,994
TOTAL	376,878	355,272
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,892	7,135
Milk sales per cow (£)	1,868	1,959
Margin over concentrates per cow (£)	1,248	1,416
Milk price (pence per litre)	27.52	27.88
Lambs reared per ewe (numbers)	1.27	1.34
Finished lamb sales per ewe (numbers)	1.15	1.06
Stocking rate (grazing LU per eff.ha.)	2.00	1.97
Return on tenant's capital (%)	3.77	13.97

TABLE B1. Hill and upland dairy farms**2. Over 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	152.3	149.9	152.3	149.9
Beef cows	2.2	2.1	1.7	1.6
Other cattle	137.4	132.2	74.3	72.5
Breeding sheep	218.1	208.1	17.3	16.4
Other sheep	95.6	102.8	3.8	4.1
Other livestock	0.0	0.0		

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	17	17	0	0	16	16
Average farm size - ESU	173.7	173.1	N/A	N/A	168.8	163.3
- actual ha.	123.97	122.90			150.36	150.93
- eff. ha.	113.77	112.80			139.11	139.42

ASSETS

Agricultural land	715,413	581,034			419,548	393,230
Woodland	3,840	3,658			2,769	2,637
Buildings	99,112	97,476			114,879	89,630
Improvements	11,475	7,864			17,511	18,218
Machinery	165,971	141,386			131,749	131,720
Livestock	201,851	193,433			224,743	213,985
Crops, forage and cultivations	11,525	11,394			6,852	6,833
Milk quota	2,096	2,594			1,748	2,138
Single Payment Scheme value	52,813	50,804			53,431	49,725
Stores	5,533	7,124			5,036	4,795
Credit balances	38,731	61,840			17,588	15,070
TOTAL	1,308,360	1,158,607			995,854	927,981

EXTERNAL LIABILITIES

Long and medium term loans	155,220	107,471			194,252	160,612
Other short term loans	24,348	17,631			19,112	21,284
Overdrafts	53,901	52,938			93,375	75,846
TOTAL	233,469	178,040			306,739	257,742

NET WORTH

NET WORTH	1,074,891	980,567			689,115	670,239
Owner equity (%)	82	85			69	72

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