

TABLE B1. Hill and upland dairy farms

3. All sizes	Farm Business Income (£ per farm)	
Number of farms in sample	58	58
Average business size (ESU)	128	127
OUTPUTS	<u>2012/13</u>	<u>2011/12</u>
Dairy	207,997	213,226
Other cattle	36,722	34,464
Sheep	10,772	12,827
Other livestock	-19	32
Main crops	1,037	1,735
By-products, forage and cultivations	1,797	2,263
Miscellaneous	4,109	2,808
Single Payment Scheme	24,004	25,872
Environmental payments	2,059	2,166
TOTAL OUTPUTS	288,478	295,393
INPUTS		
Feeds - purchased concentrates	76,882	68,103
- homegrown concentrates	3,938	4,098
Coarse fodder, tack and stock keep	11,272	9,905
Veterinary and medicines	9,139	8,585
Other livestock costs	24,392	22,486
Seeds - purchased and homegrown	1,282	1,448
Fertilisers	17,921	17,922
Other crop costs	12,733	12,828
Labour - paid	5,813	6,829
- unpaid	9,426	8,052
- casual	2,981	2,966
Machinery - contract	2,124	2,801
- repairs	7,963	7,696
- fuels	9,847	9,044
- depreciation	17,148	15,296
General farming costs	17,473	16,394
Land expenses	7,751	7,876
Rent	4,258	4,280
Rental value	18,912	17,729
TOTAL INPUTS	261,255	244,338
NET FARM INCOME (excluding BLSA)	27,223	51,055
Plus :		
Unpaid labour (excludes farmer and spouse)	9,426	8,052
Imputed property costs	18,808	17,643
Non-agricultural output	0	0
Less :		
Interest charges	6,687	5,444
Ownership charges	9,075	8,025
FARM BUSINESS INCOME	39,695	63,281

TABLE B1. Hill and upland dairy farms**3. All sizes (continued)**

INCOME MEASURES - £ per farm	<u>2012/13</u>	<u>2011/12</u>
NET FARM INCOME (excl. BLSA)	27,223	51,055
minus manual labour of farmer & spouse	20,490	20,204
plus managerial input of paid managers	0	0
MANAGEMENT & INVESTMENT INCOME	6,733	30,851
NET FARM INCOME (excl. BLSA)	27,223	51,055
plus net rental value/imputed rent	18,912	17,729
minus occupier's expenses	308	287
minus interest payments	6,687	5,444
minus buildings & works depreciation	9,186	8,167
OCCUPIER'S NET INCOME	29,954	54,886
plus other imputed charges	9,530	8,283
plus fixed asset depreciation	26,334	23,464
minus valuation changes	6,569	5,045
CASH INCOME	59,249	81,588
LAND UTILISATION - hectares per farm		
Cereals	1.17	1.58
Roots, fodder and other crops	3.32	3.09
Grassland - hay	0.56	0.68
- silage	35.06	35.88
- pasture	42.43	40.17
Fallow and land let	0.32	0.34
Rough grazing - sole	7.46	7.49
Bare land and forage hired	16.58	17.06
Woods, roads and buildings	2.99	2.95
TOTAL AREA (actual hectares)	109.89	109.24
TOTAL AREA (effective hectares)	101.59	100.86
Rough grazing - common (effective hectares)	0.09	0.09
TENANT'S CAPITAL - £ per farm		
Machinery	114,246	105,979
Livestock	164,022	156,962
Crops	7,262	7,427
Stores	4,455	5,011
TOTAL	289,985	275,379
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,704	6,957
Milk sales per cow (£)	1,801	1,881
Margin over concentrates per cow (£)	1,211	1,359
Milk price (pence per litre)	27.33	27.50
Lambs reared per ewe (numbers)	1.28	1.30
Finished lamb sales per ewe (numbers)	1.09	1.01
Stocking rate (grazing LU per eff.ha.)	1.90	1.90
Return on tenant's capital (%)	2.32	11.20

TABLE B1. Hill and upland dairy farms**3. 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	112.2	111.1	112.2	111.1
Beef cows	1.5	1.4	1.1	1.1
Other cattle	107.2	103.7	58.3	57.5
Breeding sheep	196.8	191.4	15.4	15.0
Other sheep	90.2	101.2	3.6	4.1
Other livestock	0.1	0.2		

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	28	28	2	2	28	28
Average farm size - ESU	133.5	133.5	N/A	N/A	126.7	123.7
- actual ha.	104.06	103.06			119.56	119.44
- eff. ha.	94.89	93.85			111.78	111.52

ASSETS

Agricultural land	606,769	511,246			376,365	354,820
Woodland	3,416	3,254			2,484	2,365
Buildings	75,813	74,283			73,091	58,319
Improvements	9,539	6,668			10,742	11,046
Machinery	122,434	108,028			108,108	106,263
Livestock	161,453	154,028			171,764	164,187
Crops, forage and cultivations	8,514	8,755			6,454	6,613
Milk quota	1,578	1,953			1,365	1,675
Single Payment Scheme value	41,603	40,042			42,495	39,976
Stores	4,819	5,778			3,975	4,366
Credit balances	29,777	44,341			20,176	19,073
TOTAL	1,065,715	958,376			817,019	768,703

EXTERNAL LIABILITIES

Long and medium term loans	123,712	84,343			126,000	109,233
Other short term loans	16,571	12,798			13,486	15,261
Overdrafts	41,358	46,353			62,303	51,701
TOTAL	181,641	143,494			201,789	176,195

NET WORTH

	884,074	814,882			615,230	592,508
Owner equity (%)	83	85			75	77

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