3. Over 60 ESU	Farm Business Incom	e (£ per farm)
Number of farms in sample	14	14
Average business size (ESU)	100	98
, ,		
OUTPUTS	<u>2013/14</u>	<u>2012/13</u>
Other cattle	37,357	40,017
Sheep	139,911	157,864
Other livestock	0	0
Main crops	2,823	1,984
By-products, forage and cultivations Miscellaneous	692 17,499	558 13,428
Single Payment Scheme	76,769	75,917
Environmental payments	26,895	24,289
TOTAL OUTPUTS	301,946	314,057
	301,010	011,001
INPUTS		
Feeds - purchased concentrates	41,777	34,205
<ul> <li>homegrown concentrates</li> </ul>	1,150	1,110
Coarse fodder, tack and stock keep	38,608	40,020
Veterinary and medicines	9,873	8,661
Other livestock costs	17,549	19,797
Seeds - purchased and homegrown Fertilisers	1,660	1,634
	14,488	13,385
Other crop costs Labour - paid	9,799 11,420	8,531 11,173
- unpaid	20,091	19,993
- casual	3,968	3,300
Machinery - contract	1,774	1,565
- repairs	10,080	8,079
- fuels	14,333	13,017
- depreciation	23,180	22,722
General farming costs	20,781	19,206
Land expenses	6,942	6,316
Rent	6,803	7,638
Rental value	34,336	34,266
TOTAL INPUTS	288,612	274,618
NET FARM INCOME (excluding BLSA)	13,334	39,439
Plus:		
Unpaid labour (excludes farmer and spouse)	20,091	19,993
Imputed property costs	34,193	34,119
Less:		
Interest charges	5,856	5,364
Ownership charges	7,604	8,013
FARM BUSINESS INCOME	54,158	80,174

# TABLE B3. Hill sheep farms

# 3. Over 60 ESU (continued)

NET FARM INCOME (excl. BLSA)   13,334   39,439   minus manual labour of farmer & spouse   17,800   17,665   plus managerial input of paid managers   0   0   MANAGEMENT & INVESTMENT INCOME   4,466   21,774   NET FARM INCOME (excl. BLSA)   13,334   39,439   plus net rential value/imputed rent   34,336   34,266   minus occupier's expenses   334   332   334   339, minus interest payments   5,566   5,364   minus buildings & works depreciation   8,618   8,679   OCCUPIER'S NET INCOME   32,862   59,330   plus other imputed charges   20,233   20,135   plus fixed asset depreciation   31,799   31,401   minus valuation changes   9,770   16,859   CASH INCOME   75,124   94,007   Network of the companies   2,43   2,26	INCOME MEASURES - £ per farm	<u>2013/14</u>	2012/13
Pubs managerial input of paid managers   0	NET FARM INCOME (excl. BLSA)	13,334	39,439
MANAGEMENT & INVESTMENT INCOME         4,466         21,774           NET FARM INCOME (excl. BLSA)         13,334         39,439           plus net rental value/imputed rent         34,336         34,236           minus occupier's expenses         334         332           minus interest payments         5,856         5,364           minus buildings & works depreciation         8,618         8,679           OCCUPIER'S NET INCOME         32,862         59,330           plus other imputed charges         20,233         20,135           plus fixed asset depreciation         31,799         31,401           minus valuation changes         9,770         16,859           CASH INCOME         2         43         2,26           Rost, fodder and other crops         2.69         0.58           Grassland - hay         4,22         5,78           - silage         2,899         30,58           - pasture         251,45         252,94           Fallow and land let         1,30         0,00           Rough grazing - sole         323,72         323,72           Bare land and forage hired         59,93         59,93           Woods, roads and buildings         13,68         13,68	·	17,800	17,665
NET FARM INCOME (excl. BLSA)         13,334         39,439           plus net rental value/imputed rent         34,336         34,266           minus occupier's expenses         334         332           minus buildings & works depreciation         8,618         8,679           OCCUPIER'S NET INCOME         32,862         59,330           plus other imputed charges         20,233         20,135           plus ofter imputed charges         20,233         20,135           plus fixed asset depreciation         31,799         31,401           minus valuation changes         9,770         16,859           CASH INCOME         75,124         94,007           LAND UTILISATION - hectares per farm         2.43         2.26           Cereals         2.43         2.26           Roots, fodder and other crops         2.69         0.58           Grassland - hay         4.22         5.78           - silage         28.99         30.58           - pasture         251.45         252.94           Fallow and land let         1.30         0.00           Rough grazing - sole         323.72         323.72           Bare land and forage hired         59.93         59.93           Woods, roads		•	-
Plus net rental value/imputed rent minus occupier's expenses   334   332	MANAGEMENT & INVESTMENT INCOME	-4,466	21,774
minus occupier's expenses minus interest payments         5.856         5.364           minus buildings & works depreciation         8.618         8.679           OCCUPIER'S NET INCOME         32,862         59,330           plus other imputed charges         20,233         20,135           plus fixed asset depreciation         31,799         31,401           minus valuation changes         9,770         16,859           CASH INCOME         75,124         94,007           LAND UTILISATION - hectares per farm         2         423         2.26           Cash income         2.43         2.26         0.58           Roots, fodder and other crops         2.69         0.58           Grassland - hay         4.22         5.78           - silage         28.99         30.58           - pasture         251,45         252.94           Fallow and land let         1.30         0.00           Rough grazing - sole         323.72         323.72           Bare land and forage hired         59.93         59.93           Woods, roads and buildings         13.68         13.68           TOTAL AREA (effective hectares)         427.79         427.11           Rough grazing - common (effective hectares) <t< td=""><td>NET FARM INCOME (excl. BLSA)</td><td>13,334</td><td>39,439</td></t<>	NET FARM INCOME (excl. BLSA)	13,334	39,439
minus interest payments         5,856         5,364           minus buildings & works depreciation         8,618         8,679           OCCUPIER'S NET INCOME         32,862         59,330           plus other imputed charges         20,233         20,135           plus fixed asset depreciation         31,799         31,401           minus valuation changes         9,770         16,859           CASH INCOME         75,124         94,007           LAND UTILISATION - hectares per farm         2         43         2,26           Cereals         2,43         2,26           Roots, fodder and other crops         2,69         0,58           Grassland - hay         4,22         5,78           - silage         28,99         30,58           - pasture         251,45         252,94           Fallow and land let         1,30         0,00           Rough grazing - sole         323,72         323,72           Bare land and forage hired         59,93         59,93           Woods, roads and buildings         13,68         13,68           TOTAL AREA (effective hectares)         427,79         427,11           Rough grazing - common (effective hectares)         21,27         21,27 <tr< td=""><td>·</td><td>· ·</td><td>•</td></tr<>	·	· ·	•
minus buildings & works depreciation         8,618         8,679           OCCUPIER'S NET INCOME         32,862         59,330           plus other imputed charges         20,233         20,135           plus fixed asset depreciation         31,799         31,401           minus valuation changes         9,770         16,859           CASH INCOME         75,124         94,007           LAND UTILISATION - hectares per farm         2         43         2.26           Cash income         2         43         2.26           Roots, fodder and other crops         2.69         0.58           Grassland - hay         4.22         5.78           - silage         28.99         30.58           - pasture         251.45         252.94           Fallow and land let         1.30         0.00           Rough grazing - sole         323.72         323.72           Bare land and forage hired         59.93         59.93           Woods, roads and buildings         13.68         13.68           TOTAL AREA (actual hectares)         688.41         689.47           TOTAL AREA (effective hectares)         21.27         21.27           TENANT'S CAPITAL - £ per farm         Machinery         156,199	·		
OCCUPIER'S NET INCOME         32,862         59,300           plus other imputed charges         20,233         20,135           plus fixed asset depreciation         31,799         31,401           minus valuation changes         9,770         16,859           CASH INCOME         75,124         94,007           LAND UTILISATION - hectares per farm         2         43         2,26           Cereals         2,43         2,26         6         0.58           Grassland - hay         4,22         5,78         - silage         28,99         30,58         251,45         252,94         - 25,78         - silage         28,99         30,58         25,145         252,94         - 25,78         - silage         28,99         30,58         25,145         252,94         - 25,145         252,94         30,00         8         8,00         8,00         8,00         9,00         8,00         9,00         8,00         9,00	• •	•	•
plus other imputed charges         20,233         20,135           plus fixed asset depreciation         31,799         31,401           minus valuation changes         9,770         16,859           CASH INCOME         75,124         94,007           LAND UTILISATION - hectares per farm           Cereals         2,43         2,26           Roots, fodder and other crops         2,69         0,58           Grassland - hay         4,22         5,78           - silage         28,99         30,58           - pasture         251,45         252,94           Fallow and land let         1,30         0,00           Rough grazing - sole         323,72         323,72           Bare land and forage hired         59,93         59,93           Woods, roads and buildings         13,68         13,68           TOTAL AREA (actual hectares)         688,41         689,47           TOTAL AREA (effective hectares)         21,27         21,27           TENANT'S CAPITAL - £ per farm           Machinery         156,199         142,293           Livestock         238,505         228,340           Crops         5,929         4,959           Stores <td< td=""><td>·</td><td>· ·</td><td>· ·</td></td<>	·	· ·	· ·
Plus fixed asset depreciation   31,799   31,401   minus valuation changes   9,770   16,859   CASH INCOME   75,124   94,007		·	•
minus valuation changes         9,770         16,859           CASH INCOME         75,124         94,007           LAND UTILISATION - hectares per farm         Variable of the part of th	·	· ·	· ·
CASH INCOME         75,124         94,007           LAND UTILISATION - hectares per farm         2.43         2.26           Cereals         2.49         0.58           Roots, fodder and other crops         2.69         0.58           Grassland - hay         4.22         5.78           - silage         28.99         30.58           - pasture         251.45         252.94           Fallow and land let         1.30         0.00           Rough grazing - sole         323.72         323.72           Bare land and forage hired         59.93         59.93           Woods, roads and buildings         13.68         13.68           TOTAL AREA (actual hectares)         688.41         689.47           TOTAL AREA (effective hectares)         21.27         21.27           TENANT'S CAPITAL - £ per farm           Machinery         156,199         142,293           Livestock         238,505         228,340           Crops         5,929         4,959           Stores         4,085         4,249           TOTAL         404,718         379,841           PERFORMANCE INDICATORS           Lambs reared per ewe (numbers)         1.06         1	·	· ·	· ·
Cereals       2.43       2.26         Roots, fodder and other crops       2.69       0.58         Grassland - hay       4.22       5.78         - silage       28.99       30.58         - pasture       251.45       252.94         Fallow and land let       1.30       0.00         Rough grazing - sole       323.72       323.72         Bare land and forage hired       59.93       59.93         Woods, roads and buildings       13.68       13.68         TOTAL AREA (actual hectares)       688.41       689.47         TOTAL AREA (effective hectares)       21.27       21.27         TENANT'S CAPITAL - £ per farm         Machinery       156,199       142,293         Livestock       238,505       228,340         Crops       5,929       4,959         Stores       4,085       4,249         TOTAL       404,718       379,841         PERFORMANCE INDICATORS         Lambs reared per ewe (numbers)       1.06       1.19         Finished lamb sales per ewe (numbers)       0.91       1.03         Stocking rate (grazing LU per eff.ha.)       0.76       0.76	•	•	
Cereals       2.43       2.26         Roots, fodder and other crops       2.69       0.58         Grassland - hay       4.22       5.78         - silage       28.99       30.58         - pasture       251.45       252.94         Fallow and land let       1.30       0.00         Rough grazing - sole       323.72       323.72         Bare land and forage hired       59.93       59.93         Woods, roads and buildings       13.68       13.68         TOTAL AREA (actual hectares)       688.41       689.47         TOTAL AREA (effective hectares)       21.27       21.27         TENANT'S CAPITAL - £ per farm         Machinery       156,199       142,293         Livestock       238,505       228,340         Crops       5,929       4,959         Stores       4,085       4,249         TOTAL       404,718       379,841         PERFORMANCE INDICATORS         Lambs reared per ewe (numbers)       1.06       1.19         Finished lamb sales per ewe (numbers)       0.91       1.03         Stocking rate (grazing LU per eff.ha.)       0.76       0.76			
Roots, fodder and other crops       2.69       0.58         Grassland - hay       4.22       5.78         - silage       28.99       30.58         - pasture       251.45       252.94         Fallow and land let       1.30       0.00         Rough grazing - sole       323.72       323.72         Bare land and forage hired       59.93       59.93         Woods, roads and buildings       13.68       13.68         TOTAL AREA (actual hectares)       688.41       689.47         TOTAL AREA (effective hectares)       427.79       427.11         Rough grazing - common (effective hectares)       21.27       21.27         TENANT'S CAPITAL - £ per farm       156,199       142,293         Livestock       238,505       228,340         Crops       5,929       4,959         Stores       4,085       4,249         TOTAL       404,718       379,841         PERFORMANCE INDICATORS         Lambs reared per ewe (numbers)       1.06       1.19         Finished lamb sales per ewe (numbers)       0.91       1.03         Stocking rate (grazing LU per eff.ha.)       0.76       0.76	-		
Grassland - hay       4.22       5.78         - silage       28.99       30.58         - pasture       251.45       252.94         Fallow and land let       1.30       0.00         Rough grazing - sole       323.72       323.72         Bare land and forage hired       59.93       59.93         Woods, roads and buildings       13.68       13.68         TOTAL AREA (actual hectares)       688.41       689.47         TOTAL AREA (effective hectares)       21.27       21.27         TENANT'S CAPITAL - £ per farm         Machinery       156,199       142,293         Livestock       238,505       228,340         Crops       5,929       4,959         Stores       4,085       4,249         TOTAL       404,718       379,841         PERFORMANCE INDICATORS         Lambs reared per ewe (numbers)       1.06       1.19         Finished lamb sales per ewe (numbers)       0.91       1.03         Stocking rate (grazing LU per eff.ha.)       0.76       0.76			
- silage       28.99       30.58         - pasture       251.45       252.94         Fallow and land let       1.30       0.00         Rough grazing - sole       323.72       323.72         Bare land and forage hired       59.93       59.93         Woods, roads and buildings       13.68       13.68         TOTAL AREA (actual hectares)       688.41       689.47         TOTAL AREA (effective hectares)       427.79       427.11         Rough grazing - common (effective hectares)       21.27       21.27         TENANT'S CAPITAL - £ per farm         Machinery       156,199       142,293         Livestock       238,505       228,340         Crops       5,929       4,959         Stores       4,085       4,249         TOTAL       404,718       379,841         PERFORMANCE INDICATORS         Lambs reared per ewe (numbers)       1.06       1.19         Finished lamb sales per ewe (numbers)       0.91       1.03         Stocking rate (grazing LU per eff.ha.)       0.76       0.76			
- pasture       251.45       252.94         Fallow and land let       1.30       0.00         Rough grazing - sole       323.72       323.72         Bare land and forage hired       59.93       59.93         Woods, roads and buildings       13.68       13.68         TOTAL AREA (actual hectares)       688.41       689.47         TOTAL AREA (effective hectares)       427.79       427.11         Rough grazing - common (effective hectares)       21.27       21.27         TENANT'S CAPITAL - £ per farm         Machinery       156,199       142,293         Livestock       238,505       228,340         Crops       5,929       4,959         Stores       4,085       4,249         TOTAL       404,718       379,841         PERFORMANCE INDICATORS         Lambs reared per ewe (numbers)       1.06       1.19         Finished lamb sales per ewe (numbers)       0.91       1.03         Stocking rate (grazing LU per eff.ha.)       0.76       0.76	•		
Fallow and land let       1.30       0.00         Rough grazing - sole       323.72       323.72         Bare land and forage hired       59.93       59.93         Woods, roads and buildings       13.68       13.68         TOTAL AREA (actual hectares)       688.41       689.47         TOTAL AREA (effective hectares)       427.79       427.11         Rough grazing - common (effective hectares)       21.27       21.27         TENANT'S CAPITAL - £ per farm         Machinery       156,199       142,293         Livestock       238,505       228,340         Crops       5,929       4,959         Stores       4,085       4,249         TOTAL       404,718       379,841         PERFORMANCE INDICATORS         Lambs reared per ewe (numbers)       1.06       1.19         Finished lamb sales per ewe (numbers)       0.91       1.03         Stocking rate (grazing LU per eff.ha.)       0.76       0.76	-		
Rough grazing - sole       323.72       323.72         Bare land and forage hired       59.93       59.93         Woods, roads and buildings       13.68       13.68         TOTAL AREA (actual hectares)       688.41       689.47         TOTAL AREA (effective hectares)       427.79       427.11         Rough grazing - common (effective hectares)       21.27       21.27         TENANT'S CAPITAL - £ per farm         Machinery       156,199       142,293         Livestock       238,505       228,340         Crops       5,929       4,959         Stores       4,085       4,249         TOTAL       404,718       379,841         PERFORMANCE INDICATORS         Lambs reared per ewe (numbers)       1.06       1.19         Finished lamb sales per ewe (numbers)       0.91       1.03         Stocking rate (grazing LU per eff.ha.)       0.76       0.76	•		
Bare land and forage hired       59.93       59.93         Woods, roads and buildings       13.68       13.68         TOTAL AREA (actual hectares)       688.41       689.47         TOTAL AREA (effective hectares)       427.79       427.11         Rough grazing - common (effective hectares)       21.27       21.27         TENANT'S CAPITAL - £ per farm         Machinery       156,199       142,293         Livestock       238,505       228,340         Crops       5,929       4,959         Stores       4,085       4,249         TOTAL       404,718       379,841         PERFORMANCE INDICATORS         Lambs reared per ewe (numbers)       1.06       1.19         Finished lamb sales per ewe (numbers)       0.91       1.03         Stocking rate (grazing LU per eff.ha.)       0.76       0.76			
Woods, roads and buildings       13.68       13.68         TOTAL AREA (actual hectares)       688.41       689.47         TOTAL AREA (effective hectares)       427.79       427.11         Rough grazing - common (effective hectares)       21.27       21.27         TENANT'S CAPITAL - £ per farm         Machinery       156,199       142,293         Livestock       238,505       228,340         Crops       5,929       4,959         Stores       4,085       4,249         TOTAL       404,718       379,841         PERFORMANCE INDICATORS         Lambs reared per ewe (numbers)       1.06       1.19         Finished lamb sales per ewe (numbers)       0.91       1.03         Stocking rate (grazing LU per eff.ha.)       0.76       0.76			
TOTAL AREA (effective hectares)       427.79       427.11         Rough grazing - common (effective hectares)       21.27       21.27         TENANT'S CAPITAL - £ per farm         Machinery       156,199       142,293         Livestock       238,505       228,340         Crops       5,929       4,959         Stores       4,085       4,249         TOTAL       404,718       379,841         PERFORMANCE INDICATORS         Lambs reared per ewe (numbers)       1.06       1.19         Finished lamb sales per ewe (numbers)       0.91       1.03         Stocking rate (grazing LU per eff.ha.)       0.76       0.76	•	13.68	13.68
Rough grazing - common (effective hectares)       21.27       21.27         TENANT'S CAPITAL - £ per farm         Machinery       156,199       142,293         Livestock       238,505       228,340         Crops       5,929       4,959         Stores       4,085       4,249         TOTAL       404,718       379,841         PERFORMANCE INDICATORS         Lambs reared per ewe (numbers)       1.06       1.19         Finished lamb sales per ewe (numbers)       0.91       1.03         Stocking rate (grazing LU per eff.ha.)       0.76       0.76		688.41	689.47
TENANT'S CAPITAL - £ per farm         Machinery       156,199       142,293         Livestock       238,505       228,340         Crops       5,929       4,959         Stores       4,085       4,249         TOTAL       404,718       379,841         PERFORMANCE INDICATORS         Lambs reared per ewe (numbers)       1.06       1.19         Finished lamb sales per ewe (numbers)       0.91       1.03         Stocking rate (grazing LU per eff.ha.)       0.76       0.76	TOTAL AREA (effective hectares)	427.79	427.11
Machinery       156,199       142,293         Livestock       238,505       228,340         Crops       5,929       4,959         Stores       4,085       4,249         TOTAL       404,718       379,841         PERFORMANCE INDICATORS         Lambs reared per ewe (numbers)       1.06       1.19         Finished lamb sales per ewe (numbers)       0.91       1.03         Stocking rate (grazing LU per eff.ha.)       0.76       0.76	Rough grazing - common (effective hectares)	21.27	21.27
Machinery       156,199       142,293         Livestock       238,505       228,340         Crops       5,929       4,959         Stores       4,085       4,249         TOTAL       404,718       379,841         PERFORMANCE INDICATORS         Lambs reared per ewe (numbers)       1.06       1.19         Finished lamb sales per ewe (numbers)       0.91       1.03         Stocking rate (grazing LU per eff.ha.)       0.76       0.76	TENANT'S CAPITAL - f per farm		
Livestock       238,505       228,340         Crops       5,929       4,959         Stores       4,085       4,249         TOTAL       404,718       379,841         PERFORMANCE INDICATORS         Lambs reared per ewe (numbers)       1.06       1.19         Finished lamb sales per ewe (numbers)       0.91       1.03         Stocking rate (grazing LU per eff.ha.)       0.76       0.76	•	156 199	142 203
Crops         5,929         4,959           Stores         4,085         4,249           TOTAL         404,718         379,841           PERFORMANCE INDICATORS           Lambs reared per ewe (numbers)         1.06         1.19           Finished lamb sales per ewe (numbers)         0.91         1.03           Stocking rate (grazing LU per eff.ha.)         0.76         0.76		· · · · · · · · · · · · · · · · · · ·	•
TOTAL 404,718 379,841  PERFORMANCE INDICATORS  Lambs reared per ewe (numbers) 1.06 1.19  Finished lamb sales per ewe (numbers) 0.91 1.03  Stocking rate (grazing LU per eff.ha.) 0.76 0.76		·	
PERFORMANCE INDICATORS  Lambs reared per ewe (numbers) 1.06 1.19  Finished lamb sales per ewe (numbers) 0.91 1.03  Stocking rate (grazing LU per eff.ha.) 0.76 0.76	•	4,085	4,249
Lambs reared per ewe (numbers)1.061.19Finished lamb sales per ewe (numbers)0.911.03Stocking rate (grazing LU per eff.ha.)0.760.76	TOTAL	404,718	379,841
Lambs reared per ewe (numbers)1.061.19Finished lamb sales per ewe (numbers)0.911.03Stocking rate (grazing LU per eff.ha.)0.760.76	DEDECOMANCE INDICATORS		
Finished lamb sales per ewe (numbers) 0.91 1.03 Stocking rate (grazing LU per eff.ha.) 0.76 0.76		1 06	1 10
Stocking rate (grazing LU per eff.ha.) 0.76 0.76	. , ,		
	. , , , , , , , , , , , , , , , , , , ,		

## 3. Over 60 ESU (continued)

## LIVESTOCK CARRIED - per farm

	Average ı	Average number		Livestock Units	
	2013/14	2012/13	2013/14	2012/13	
Beef cows	31.2	33.4	23.4	25.0	
Other cattle	86.8	80.1	48.6	41.1	
Breeding sheep	2,607.4	2,515.6	184.8	179.2	
Other sheep	1,625.0	1,926.8	65.6	77.5	
Other livestock	2.1	2.1			

## ASSETS AND LIABILITIES - $\pounds$ per farm

_	OWNER OCCUPIED TENANTED					TENURE
	<u>2013/14</u>	<u>2012/13</u>	<u>2013/14</u>	<u>2012/13</u>	<u>2013/14</u>	<u>2012/13</u>
Number of farms	4	4	1	1	9	9
Average farm size - ESU	N/A	N/A	N/A	N/A	70.0	72.7
- actual ha.					424.09	425.73
- eff. ha.					241.64	243.28
ASSETS						
Agricultural land					877,396	835,616
Woodland					5,808	5,280
Buildings					41,049	26,148
Improvements					36,447	35,775
Machinery					118,712	113,347
Livestock					148,155	143,895
Crops, forage and cultivations					6,700	5,296
Single Payment Scheme value					63,508	73,900
Stores					3,960	3,911
Credit balances					41,686	28,136
TOTAL					1,343,421	1,271,304
EXTERNAL LIARILITIES						

### **EXTERNAL LIABILITIES**

Long and medium term loans	108,619	118,014
Other short term loans	14,667	11,618
Overdrafts	57,245	53,713
TOTAL	180,531	183,345

NET WORTH 1,162,890 1,087,959

Owner equity (%) 87 86