

**TABLE B4. Hill cattle and sheep farms****1. Under 28 ESU****Farm Business Income (£ per farm)**

Number of farms in sample	37	37
Average business size (ESU)	19	19
<b>OUTPUTS</b>	<b><u>2013/14</u></b>	<b><u>2012/13</u></b>
Dairy	0	0
Other cattle	26,032	23,683
Sheep	19,000	19,339
Other livestock	45	91
Main crops	120	119
By-products, forage and cultivations	612	391
Miscellaneous	6,672	6,482
Single Payment Scheme	15,558	15,787
Environmental payments	3,153	2,970
<b>TOTAL OUTPUTS</b>	<b>71,192</b>	<b>68,862</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	11,007	8,971
- homegrown concentrates	59	80
Coarse fodder, tack and stock keep	2,553	2,425
Veterinary and medicines	2,598	2,359
Other livestock costs	4,887	5,287
Seeds - purchased and homegrown	311	125
Fertilisers	4,061	3,671
Other crop costs	2,431	2,455
Labour - paid	831	929
- unpaid	2,335	2,702
- casual	732	740
Machinery - contract	594	406
- repairs	3,013	2,778
- fuels	4,112	3,988
- depreciation	8,574	8,230
General farming costs	8,249	6,648
Land expenses	3,360	3,314
Rent	1,056	1,061
Rental value	8,138	8,008
<b>TOTAL INPUTS</b>	<b>68,901</b>	<b>64,177</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>2,291</b>	<b>4,685</b>
Plus :		
Unpaid labour (excludes farmer and spouse)	2,335	2,702
Imputed property costs	8,109	7,981
Less :		
Interest charges	1,413	1,490
Ownership charges	2,574	2,524
<b>FARM BUSINESS INCOME</b>	<b>8,748</b>	<b>11,354</b>

**TABLE B4. Hill cattle and sheep farms****1. Under 28 ESU (continued)**

<b>INCOME MEASURES - £ per farm</b>	<u>2013/14</u>	<u>2012/13</u>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>2,291</b>	<b>4,685</b>
minus manual labour of farmer & spouse	17,213	17,265
plus managerial input of paid managers	0	0
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>-14,922</b>	<b>-12,580</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>2,291</b>	<b>4,685</b>
plus net rental value/imputed rent	8,138	8,008
minus occupier's expenses	249	200
minus interest payments	1,413	1,490
minus buildings & works depreciation	2,636	2,616
<b>OCCUPIER'S NET INCOME</b>	<b>6,131</b>	<b>8,387</b>
plus other imputed charges	2,362	2,730
plus fixed asset depreciation	11,210	10,846
minus valuation changes	1,613	2,076
<b>CASH INCOME</b>	<b>18,090</b>	<b>19,887</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.10	0.11
Roots, fodder and other crops	0.65	0.36
Grassland - hay	1.72	1.50
- silage	15.88	16.82
- pasture	41.92	43.44
Fallow and land let	0.53	0.53
Rough grazing - sole	25.79	25.79
Bare land and forage hired	3.67	3.82
Woods, roads and buildings	2.50	2.50
TOTAL AREA (actual hectares)	<b>92.76</b>	<b>94.87</b>
TOTAL AREA (effective hectares)	<b>71.10</b>	<b>72.71</b>
Rough grazing - common (effective hectares)	5.02	6.06
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	51,278	51,638
Livestock	63,436	61,395
Crops	2,051	2,070
Stores	1,340	1,552
<b>TOTAL</b>	<b>118,105</b>	<b>116,655</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	0	0
Milk sales per cow (£)	0	0
Margin over concentrates per cow (£)	0	0
Milk price (pence per litre)	0.00	0.00
Lambs reared per ewe (numbers)	1.13	1.17
Finished lamb sales per ewe (numbers)	0.75	0.80
Stocking rate (grazing LU per eff.ha.)	0.97	0.95
Return on tenant's capital (%)	-12.63	-10.78

**TABLE B4. Hill cattle and sheep farms****1. Under 28 ESU (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	<u>2013/14</u>	<u>2012/13</u>	<u>2013/14</u>	<u>2012/13</u>
Dairy cattle	0.0	0.0	0.0	0.0
Beef cows	23.7	24.7	17.7	18.5
Other cattle	46.5	48.4	24.0	23.8
Breeding sheep	298.5	293.0	19.2	18.9
Other sheep	183.6	197.5	7.5	8.0
Other livestock	1.6	1.5		

**ASSETS AND LIABILITIES - £ per farm**

	OWNER OCCUPIED		TENANTED		MIXED 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	28	26	1	1	8	10
Average farm size - ESU	17.7	17.8	N/A	N/A	21.9	21.6
- actual ha.	87.07	88.10			111.94	112.16
- eff. ha.	66.38	66.07			84.94	87.95

**ASSETS**

Agricultural land	510,484	449,574			331,966	320,731
Woodland	6,822	6,769			2,382	2,152
Buildings	15,256	13,592			13,803	20,137
Improvements	6,831	7,101			17,363	12,098
Machinery	49,332	44,302			47,254	63,641
Livestock	56,042	55,811			87,457	75,258
Crops, forage and cultivations	1,761	1,873			2,009	1,736
Milk quota	0	0			0	30
Single Payment Scheme value	18,073	21,359			16,630	24,327
Stores	1,210	1,444			1,966	1,990
Credit balances	19,902	19,255			4,080	5,746
<b>TOTAL</b>	<b>685,713</b>	<b>621,080</b>			<b>524,910</b>	<b>527,846</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	25,080	16,787			16,121	33,013
Other short term loans	2,797	1,793			2,486	5,387
Overdrafts	12,657	10,901			26,615	20,332
<b>TOTAL</b>	<b>40,534</b>	<b>29,481</b>			<b>45,222</b>	<b>58,732</b>

**NET WORTH**

	<b>645,179</b>	<b>591,599</b>			<b>479,688</b>	<b>469,114</b>
Owner equity (%)	94	95			91	89

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