

**TABLE B4. Hill cattle and sheep farms**

<b>2. 28 - 60 ESU</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	57	57
Average business size (ESU)	38	38
<b>OUTPUTS</b>	<u>2013/14</u>	<u>2012/13</u>
Dairy	0	0
Other cattle	43,083	41,933
Sheep	42,993	42,662
Other livestock	180	222
Main crops	651	770
By-products, forage and cultivations	705	581
Miscellaneous	5,069	4,289
Single Payment Scheme	30,947	31,851
Environmental payments	5,890	6,889
<b>TOTAL OUTPUTS</b>	<b>129,518</b>	<b>129,197</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	22,285	19,957
- homegrown concentrates	541	576
Coarse fodder, tack and stock keep	4,875	3,945
Veterinary and medicines	5,438	5,300
Other livestock costs	10,800	9,748
Seeds - purchased and homegrown	711	667
Fertilisers	8,673	8,455
Other crop costs	4,054	3,665
Labour - paid	2,511	2,268
- unpaid	8,198	7,093
- casual	1,158	990
Machinery - contract	1,086	919
- repairs	4,694	4,385
- fuels	7,270	7,046
- depreciation	13,262	12,485
General farming costs	11,173	10,859
Land expenses	3,959	3,424
Rent	2,712	2,878
Rental value	11,510	11,355
<b>TOTAL INPUTS</b>	<b>124,910</b>	<b>116,015</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>4,608</b>	<b>13,182</b>
Plus :		
Unpaid labour (excludes farmer and spouse)	8,198	7,093
Imputed property costs	11,423	11,267
Less :		
Interest charges	2,215	1,975
Ownership charges	3,733	3,720
<b>FARM BUSINESS INCOME</b>	<b>18,281</b>	<b>25,847</b>

**TABLE B4. Hill cattle and sheep farms****2. 28 - 60 ESU (continued)**

<b>INCOME MEASURES - £ per farm</b>	<u>2013/14</u>	<u>2012/13</u>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>4,608</b>	<b>13,182</b>
minus manual labour of farmer & spouse	19,097	18,932
plus managerial input of paid managers	0	0
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>-14,489</b>	<b>-5,750</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>4,608</b>	<b>13,182</b>
plus net rental value/imputed rent	11,510	11,355
minus occupier's expenses	265	228
minus interest payments	2,215	1,975
minus buildings & works depreciation	4,012	3,980
<b>OCCUPIER'S NET INCOME</b>	<b>9,626</b>	<b>18,354</b>
plus other imputed charges	8,286	7,221
plus fixed asset depreciation	17,275	16,466
minus valuation changes	-43	7,274
<b>CASH INCOME</b>	<b>35,230</b>	<b>34,767</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.66	0.75
Roots, fodder and other crops	2.01	1.41
Grassland - hay	2.20	2.04
- silage	24.57	25.33
- pasture	85.97	86.55
Fallow and land let	1.60	1.60
Rough grazing - sole	18.80	18.80
Bare land and forage hired	8.06	7.95
Woods, roads and buildings	5.28	5.11
TOTAL AREA (actual hectares)	<b>149.15</b>	<b>149.54</b>
TOTAL AREA (effective hectares)	<b>128.81</b>	<b>129.28</b>
Rough grazing - common (effective hectares)	17.56	17.56
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	81,075	84,037
Livestock	114,560	114,602
Crops	3,079	2,946
Stores	2,699	3,059
<b>TOTAL</b>	<b>201,413</b>	<b>204,644</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)	1.17	1.27
Finished lamb sales per ewe (numbers)	0.98	0.96
Stocking rate (grazing LU per eff.ha.)	1.04	1.05
Return on tenant's capital (%)	-7.19	-2.81

**TABLE B4. Hill cattle and sheep farms****2. 28 - 60 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	41.6	42.3	31.2	31.7
Other cattle	84.6	85.6	42.0	43.7
Breeding sheep	626.2	624.3	42.3	42.2
Other sheep	432.4	431.5	17.3	17.3
Other livestock	2.0	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	25	23	3	3	29	31
Average farm size - ESU	36.5	37.0	N/A	N/A	39.5	39.3
- actual ha.	141.18	139.04			157.08	157.97
- eff. ha.	120.47	117.02			137.95	139.85

**ASSETS**

Agricultural land	721,085	656,886			713,789	675,001
Woodland	14,432	13,564			7,974	6,918
Buildings	28,488	23,836			32,160	30,488
Improvements	7,865	6,713			10,899	10,618
Machinery	85,543	92,041			81,618	82,065
Livestock	112,878	112,797			115,976	116,513
Crops, forage and cultivations	2,431	2,708			3,947	3,389
Milk quota	0	0			0	0
Single Payment Scheme value	37,355	47,332			34,497	46,543
Stores	3,116	3,579			2,502	2,763
Credit balances	11,242	13,393			43,533	41,107
<b>TOTAL</b>	<b>1,024,435</b>	<b>972,849</b>			<b>1,046,895</b>	<b>1,015,405</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	41,277	32,622			50,235	44,752
Other short term loans	7,662	7,992			7,040	7,568
Overdrafts	17,304	15,028			17,336	21,534
<b>TOTAL</b>	<b>66,243</b>	<b>55,642</b>			<b>74,611</b>	<b>73,854</b>

**NET WORTH**

	<b>958,192</b>	<b>917,207</b>			<b>972,284</b>	<b>941,551</b>
Owner equity (%)	94	94			93	93

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