

**TABLE B1. Hill and upland dairy farms**

<b>1. Under 100 ESU</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	24	24
Average business size (ESU)	73	71
<b>OUTPUTS</b>	<u>2013/14</u>	<u>2012/13</u>
Dairy	121,073	100,424
Other cattle	25,702	22,909
Sheep	7,982	8,818
Other livestock	35	-44
Main crops	936	640
By-products, forage and cultivations	822	809
Miscellaneous	3,763	3,027
Single Payment Scheme	15,363	15,041
Environmental payments	1,103	1,180
<b>TOTAL OUTPUTS</b>	<b>176,779</b>	<b>152,804</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	42,073	38,620
- homegrown concentrates	2,899	2,570
Coarse fodder, tack and stock keep	4,065	3,931
Veterinary and medicines	4,800	4,768
Other livestock costs	13,811	14,002
Seeds - purchased and homegrown	628	636
Fertilisers	11,004	9,148
Other crop costs	6,367	6,088
Labour - paid	1,947	1,843
- unpaid	4,418	4,340
- casual	600	273
Machinery - contract	1,625	1,508
- repairs	4,790	4,477
- fuels	5,387	5,448
- depreciation	9,772	10,031
General farming costs	12,331	11,737
Land expenses	3,629	2,976
Rent	3,307	3,186
Rental value	10,778	10,323
<b>TOTAL INPUTS</b>	<b>144,231</b>	<b>135,905</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>32,548</b>	<b>16,899</b>
Plus :		
Unpaid labour (excludes farmer and spouse)	4,418	4,340
Imputed property costs	10,644	10,198
Less :		
Interest charges	2,879	2,577
Ownership charges	4,160	3,830
<b>FARM BUSINESS INCOME</b>	<b>40,571</b>	<b>25,030</b>

**TABLE B1. Hill and upland dairy farms****1. Under 100 ESU (continued)**

<b>INCOME MEASURES - £ per farm</b>	<u>2013/14</u>	<u>2012/13</u>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>32,548</b>	<b>16,899</b>
minus manual labour of farmer & spouse	19,754	19,478
plus managerial input of paid managers	0	0
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>12,794</b>	<b>-2,579</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>32,548</b>	<b>16,899</b>
plus net rental value/imputed rent	10,778	10,323
minus occupier's expenses	260	237
minus interest payments	2,879	2,577
minus buildings & works depreciation	4,313	3,780
<b>OCCUPIER'S NET INCOME</b>	<b>35,874</b>	<b>20,628</b>
plus other imputed charges	4,543	4,465
plus fixed asset depreciation	14,085	13,811
minus valuation changes	2,946	2,420
<b>CASH INCOME</b>	<b>51,556</b>	<b>36,484</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.76	0.64
Roots, fodder and other crops	1.37	0.73
Grassland - hay	0.49	0.62
- silage	24.83	25.39
- pasture	30.40	30.47
Fallow and land let	0.30	0.30
Rough grazing - sole	4.46	4.46
Bare land and forage hired	9.16	8.85
Woods, roads and buildings	1.83	1.83
TOTAL AREA (actual hectares)	<b>73.60</b>	<b>73.29</b>
TOTAL AREA (effective hectares)	<b>68.54</b>	<b>68.23</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	63,037	62,165
Livestock	100,825	97,870
Crops	4,608	4,638
Stores	3,544	3,490
<b>TOTAL</b>	<b>172,014</b>	<b>168,163</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	6,369	6,256
Milk sales per cow (£)	1,889	1,619
Margin over concentrates per cow (£)	1,358	1,116
Milk price (pence per litre)	30.32	26.48
Lambs reared per ewe (numbers)	1.08	1.26
Finished lamb sales per ewe (numbers)	0.89	0.95
Stocking rate (grazing LU per eff.ha.)	1.68	1.64
Return on tenant's capital (%)	7.44	-1.53

**TABLE B1. Hill and upland dairy farms****1. Under 100 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	61.9	60.3	61.9	60.3
Beef cows	0.3	0.5	0.2	0.4
Other cattle	66.0	64.0	36.4	34.6
Breeding sheep	150.6	160.3	11.6	12.3
Other sheep	75.1	78.8	3.0	3.2
Other livestock	0.4	0.4		

**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	11	11	2	2	11	11
Average farm size - ESU	75.4	71.0	N/A	N/A	70.8	71.2
- actual ha.	71.38	71.70			78.55	78.02
- eff. ha.	64.32	64.64			75.20	74.67

**ASSETS**

Agricultural land	504,293	473,580			316,144	284,148
Woodland	3,037	2,761			2,212	2,106
Buildings	44,850	42,447			17,939	18,622
Improvements	15,984	6,240			1,547	1,671
Machinery	50,602	50,966			71,610	69,111
Livestock	102,819	97,314			100,089	99,563
Crops, forage and cultivations	4,385	4,354			5,550	5,575
Milk quota	743	774			836	871
Single Payment Scheme value	18,808	23,945			22,500	26,206
Stores	3,975	3,715			2,788	2,795
Credit balances	29,992	17,510			27,587	24,273
<b>TOTAL</b>	<b>779,488</b>	<b>723,606</b>			<b>568,802</b>	<b>534,941</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	71,011	68,155			30,758	34,086
Other short term loans	5,351	4,088			5,932	6,110
Overdrafts	21,776	19,876			21,550	22,772
<b>TOTAL</b>	<b>98,138</b>	<b>92,119</b>			<b>58,240</b>	<b>62,968</b>

**NET WORTH**

	<b>681,350</b>	<b>631,487</b>			<b>510,562</b>	<b>471,973</b>
Owner equity (%)	87	87			90	88

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