

**TABLE B1. Hill and upland dairy farms****2. Over 100 ESU****Farm Business Income (£ per farm)**

Number of farms in sample	34	34
Average business size (ESU)	187	179
<b>OUTPUTS</b>	<u>2013/14</u>	<u>2012/13</u>
Dairy	370,775	308,534
Other cattle	56,857	50,183
Sheep	12,473	12,346
Other livestock	0	0
Main crops	5,126	6,063
By-products, forage and cultivations	3,684	2,783
Miscellaneous	5,268	5,043
Single Payment Scheme	32,093	31,273
Environmental payments	2,114	2,327
<b>TOTAL OUTPUTS</b>	<b>488,390</b>	<b>418,552</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	128,054	109,836
- homegrown concentrates	5,397	5,924
Coarse fodder, tack and stock keep	18,379	16,915
Veterinary and medicines	15,468	13,621
Other livestock costs	35,798	34,031
Seeds - purchased and homegrown	3,085	2,719
Fertilisers	27,005	26,221
Other crop costs	23,222	20,608
Labour - paid	11,734	10,817
- unpaid	14,422	14,122
- casual	5,097	4,889
Machinery - contract	3,381	2,773
- repairs	11,084	10,072
- fuels	14,371	13,862
- depreciation	25,051	23,731
General farming costs	23,667	22,355
Land expenses	9,637	11,715
Rent	5,318	5,053
Rental value	30,221	27,078
<b>TOTAL INPUTS</b>	<b>410,391</b>	<b>376,342</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>77,999</b>	<b>42,210</b>
Plus :		
Unpaid labour (excludes farmer and spouse)	14,422	14,122
Imputed property costs	30,132	26,990
Less :		
Interest charges	11,262	9,955
Ownership charges	16,158	13,494
<b>FARM BUSINESS INCOME</b>	<b>95,133</b>	<b>59,873</b>

**TABLE B1. Hill and upland dairy farms****2. Over 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>77,999</b>	<b>42,210</b>
minus manual labour of farmer & spouse	21,056	21,081
plus managerial input of paid managers	0	0
<b>MANAGEMENT &amp; INVESTMENT INCOME</b>	<b>56,943</b>	<b>21,129</b>
<b>NET FARM INCOME (excl. BLSA)</b>	<b>77,999</b>	<b>42,210</b>
plus net rental value/imputed rent	30,221	27,078
minus occupier's expenses	385	348
minus interest payments	11,262	9,955
minus buildings & works depreciation	16,604	13,648
<b>OCCUPIER'S NET INCOME</b>	<b>79,969</b>	<b>45,337</b>
plus other imputed charges	14,510	14,210
plus fixed asset depreciation	41,656	37,380
minus valuation changes	27,198	9,930
<b>CASH INCOME</b>	<b>108,937</b>	<b>86,997</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	2.55	2.17
Roots, fodder and other crops	4.86	6.01
Grassland - hay	0.46	0.64
- silage	45.48	44.41
- pasture	55.64	55.10
Fallow and land let	0.09	0.09
Rough grazing - sole	10.17	10.17
Bare land and forage hired	20.37	22.09
Woods, roads and buildings	3.77	3.77
<b>TOTAL AREA (actual hectares)</b>	<b>143.39</b>	<b>144.45</b>
<b>TOTAL AREA (effective hectares)</b>	<b>132.72</b>	<b>133.77</b>
Rough grazing - common (effective hectares)	0.16	0.16
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	161,283	156,979
Livestock	252,081	225,140
Crops	11,242	11,432
Stores	6,634	6,554
<b>TOTAL</b>	<b>431,240</b>	<b>400,105</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	7,268	6,997
Milk sales per cow (£)	2,220	1,904
Margin over concentrates per cow (£)	1,551	1,285
Milk price (pence per litre)	30.97	27.61
Lambs reared per ewe (numbers)	1.27	1.30
Finished lamb sales per ewe (numbers)	1.14	1.17
Stocking rate (grazing LU per eff.ha.)	2.07	1.97
Return on tenant's capital (%)	13.20	5.28

**TABLE B1. Hill and upland dairy farms****2. Over 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	165.1	158.0	165.1	158.0
Beef cows	2.2	2.1	1.6	1.6
Other cattle	150.6	145.3	82.7	78.5
Breeding sheep	201.5	217.2	15.9	17.2
Other sheep	90.6	93.6	3.6	3.7
Other livestock	0.0	0.0		

**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	18	18	0	0	16	16
Average farm size - ESU	196.1	188.6	N/A	N/A	177.1	168.8
- actual ha.	136.56	137.52			151.06	152.20
- eff. ha.	126.42	127.38			139.81	140.96

**ASSETS**

Agricultural land	1,001,920	895,382			509,266	485,015
Woodland	5,263	4,711			2,755	2,504
Buildings	128,628	105,303			138,708	113,789
Improvements	21,371	10,905			27,817	16,495
Machinery	175,857	176,684			144,889	134,812
Livestock	248,218	223,720			256,429	226,739
Crops, forage and cultivations	14,659	16,478			7,400	5,758
Milk quota	2,154	2,179			1,645	1,760
Single Payment Scheme value	44,236	56,361			39,854	54,131
Stores	8,003	7,904			5,093	5,036
Credit balances	73,382	38,177			51,526	18,063
<b>TOTAL</b>	<b>1,723,691</b>	<b>1,537,804</b>			<b>1,185,382</b>	<b>1,064,102</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	267,397	222,682			210,859	175,682
Other short term loans	26,088	26,152			28,129	19,052
Overdrafts	40,589	38,849			91,069	87,812
<b>TOTAL</b>	<b>334,074</b>	<b>287,683</b>			<b>330,057</b>	<b>282,546</b>

**NET WORTH**

	<b>1,389,617</b>	<b>1,250,121</b>			<b>855,325</b>	<b>781,556</b>
Owner equity (%)	81	81			72	73

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