

TABLE B1. Hill and upland dairy farms**3. All sizes****Farm Business Income (£ per farm)**

Number of farms in sample	58	58
Average business size (ESU)	140	134
OUTPUTS	2013/14	2012/13
Dairy	267,450	222,419
Other cattle	43,965	38,897
Sheep	10,615	10,886
Other livestock	14	-19
Main crops	3,392	3,819
By-products, forage and cultivations	2,500	1,966
Miscellaneous	4,645	4,209
Single Payment Scheme	25,170	24,556
Environmental payments	1,695	1,852
TOTAL OUTPUTS	359,446	308,585
INPUTS		
Feeds - purchased concentrates	92,476	80,367
- homegrown concentrates	4,363	4,536
Coarse fodder, tack and stock keep	12,456	11,542
Veterinary and medicines	11,054	9,958
Other livestock costs	26,700	25,743
Seeds - purchased and homegrown	2,068	1,857
Fertilisers	20,384	19,156
Other crop costs	16,248	14,600
Labour - paid	7,684	7,104
- unpaid	10,282	10,074
- casual	3,236	2,979
Machinery - contract	2,655	2,250
- repairs	8,480	7,756
- fuels	10,653	10,381
- depreciation	18,729	18,062
General farming costs	18,976	17,961
Land expenses	7,151	8,099
Rent	4,486	4,280
Rental value	22,175	20,145
TOTAL INPUTS	300,256	276,850
NET FARM INCOME (excluding BLSA)	59,190	31,735
Plus :		
Unpaid labour (excludes farmer and spouse)	10,282	10,074
Imputed property costs	22,068	20,041
Less :		
Interest charges	7,793	6,902
Ownership charges	11,194	9,495
FARM BUSINESS INCOME	72,553	45,453

TABLE B1. Hill and upland dairy farms**3. All sizes (continued)**

INCOME MEASURES - £ per farm	<u>2013/14</u>	<u>2012/13</u>
NET FARM INCOME (excl. BLSA)	59,190	31,735
minus manual labour of farmer & spouse	20,517	20,418
plus managerial input of paid managers	0	0
MANAGEMENT & INVESTMENT INCOME	38,673	11,317
NET FARM INCOME (excl. BLSA)	59,190	31,735
plus net rental value/imputed rent	22,175	20,145
minus occupier's expenses	334	302
minus interest payments	7,793	6,902
minus buildings & works depreciation	11,518	9,565
OCCUPIER'S NET INCOME	61,720	35,111
plus other imputed charges	10,386	10,178
plus fixed asset depreciation	30,247	27,627
minus valuation changes	17,162	6,822
CASH INCOME	85,191	66,094
LAND UTILISATION - hectares per farm		
Cereals	1.81	1.54
Roots, fodder and other crops	3.41	3.82
Grassland - hay	0.47	0.63
- silage	36.94	36.54
- pasture	45.20	44.91
Fallow and land let	0.18	0.18
Rough grazing - sole	7.81	7.81
Bare land and forage hired	15.73	16.61
Woods, roads and buildings	2.96	2.96
TOTAL AREA (actual hectares)	114.51	115.00
TOTAL AREA (effective hectares)	106.17	106.65
Rough grazing - common (effective hectares)	0.09	0.09
TENANT'S CAPITAL - £ per farm		
Machinery	120,630	117,746
Livestock	189,492	172,477
Crops	8,497	8,621
Stores	5,355	5,286
TOTAL	323,974	304,130
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	7,080	6,840
Milk sales per cow (£)	2,151	1,844
Margin over concentrates per cow (£)	1,511	1,249
Milk price (pence per litre)	30.85	27.40
Lambs reared per ewe (numbers)	1.21	1.29
Finished lamb sales per ewe (numbers)	1.06	1.10
Stocking rate (grazing LU per eff.ha.)	1.97	1.88
Return on tenant's capital (%)	11.94	3.72

TABLE B1. Hill and upland dairy farms**3. All sizes (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	122.4	117.6	122.4	117.6
Beef cows	1.4	1.5	1.0	1.1
Other cattle	115.6	111.7	63.6	60.3
Breeding sheep	180.4	193.6	14.1	15.2
Other sheep	84.2	87.5	3.4	3.5
Other livestock	0.2	0.1		

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	29	29	2	2	27	27
Average farm size - ESU	150.3	144.0	N/A	N/A	133.8	129.0
- actual ha.	111.84	112.55			121.52	121.98
- eff. ha.	102.87	103.58			113.49	113.95

ASSETS

Agricultural land	813,165	735,388			430,586	403,180
Woodland	4,419	3,971			2,534	2,342
Buildings	96,850	81,461			89,506	75,017
Improvements	19,327	9,135			17,114	10,455
Machinery	128,347	128,998			115,035	108,045
Livestock	193,066	175,773			192,735	174,926
Crops, forage and cultivations	10,762	11,879			6,646	5,683
Milk quota	1,619	1,646			1,315	1,398
Single Payment Scheme value	34,591	44,065			32,784	42,755
Stores	6,475	6,315			4,154	4,123
Credit balances	56,924	30,338			41,773	20,593
TOTAL	1,365,545	1,228,969			934,182	848,517

EXTERNAL LIABILITIES

Long and medium term loans	192,906	164,068			137,484	117,995
Other short term loans	18,222	17,783			19,086	13,779
Overdrafts	33,453	31,652			62,747	61,314
TOTAL	244,581	213,503			219,317	193,088

NET WORTH

	1,120,964	1,015,466			714,865	655,429
Owner equity (%)	82	83			77	77

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