

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

<b>3. Over 60 ESU</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	14	14
Average business size (ESU)	89	91
<b>OUTPUTS</b>	<u>2014/15</u>	<u>2013/14</u>
Dairy	9,602	7,425
Other cattle	89,810	95,644
Sheep	94,759	95,113
Other livestock	0	0
Main crops	1,296	1,423
By-products, forage and cultivations	1,007	681
Miscellaneous	11,062	14,251
Single Payment Scheme	59,109	69,059
Environmental payments	12,149	12,693
<b>TOTAL OUTPUTS</b>	<b>278,794</b>	<b>296,289</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	52,365	64,026
- homegrown concentrates	1,449	1,346
Coarse fodder, tack and stock keep	19,771	15,823
Veterinary and medicines	10,316	8,955
Other livestock costs	21,629	20,618
Fertilisers	17,645	18,974
Seeds - purchased and homegrown	1,463	1,172
Other crop costs	9,966	9,374
Labour - paid	8,366	8,523
- unpaid	15,440	13,834
- casual	7,745	7,769
Machinery - contract	1,615	1,027
- repairs	9,475	9,970
- fuels	12,978	13,804
- depreciation	26,225	24,532
General farming costs	16,124	17,008
Land expenses	11,351	11,208
Rent	3,113	3,138
Rental value	25,367	25,616
<b>TOTAL INPUTS</b>	<b>272,403</b>	<b>276,717</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>6,391</b>	<b>19,572</b>
Plus :		
Unpaid labour (excludes farmer and spouse)	15,440	13,834
Imputed property costs	25,296	25,544
Less :		
Interest charges	7,390	7,413
Ownership charges	7,876	7,853
<b>FARM BUSINESS INCOME</b>	<b>31,861</b>	<b>43,684</b>

**TABLE B4. Hill cattle and sheep farms****3. Over 60 ESU (continued)**

<b>INCOME MEASURES - £ per farm</b>	<u>2014/15</u>	<u>2013/14</u>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>6,391</b>	<b>19,572</b>
minus manual labour of farmer and spouse	20,181	20,318
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-13,790</b>	<b>-746</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>6,391</b>	<b>19,572</b>
plus net rental value/imputed rent	25,367	25,616
minus occupier's expenses	465	380
minus interest payments	7,390	7,413
minus buildings and works depreciation	8,254	9,276
<b>OCCUPIER'S NET INCOME</b>	<b>15,649</b>	<b>28,119</b>
plus other imputed charges	15,512	13,906
plus fixed asset depreciation	34,480	33,809
minus valuation changes	14,023	20,597
<b>CASH INCOME</b>	<b>51,618</b>	<b>55,237</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	2.02	1.24
Roots, fodder and other crops	2.60	3.58
Grassland - hay	2.98	3.35
- silage	43.23	49.18
- pasture	156.73	150.19
Fallow and land let	0.00	0.00
Rough grazing - sole	103.34	103.34
Bare land and forage hired	28.97	26.71
Woods, roads and buildings	8.10	8.10
<b>TOTAL AREA (actual hectares)</b>	<b>347.97</b>	<b>345.69</b>
<b>TOTAL AREA (effective hectares)</b>	<b>281.69</b>	<b>279.42</b>
Rough grazing - common (effective hectares)	38.34	38.34
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	173,476	160,389
Livestock	302,171	287,350
Crops	8,620	8,373
Stores	4,169	6,676
<b>TOTAL</b>	<b>488,436</b>	<b>462,788</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	4,668	4,597
Milk sales per cow (£)	1,332	1,181
Margin over concentrates per cow (£)	977	772
Milk price (pence per litre)	28.53	25.69
Lambs reared per ewe (numbers)	1.08	0.98
Finished lamb sales per ewe (numbers)	1.35	1.15
Stocking rate (grazing LU per eff.ha.)	1.09	1.13
Return on tenant's capital (%)	-2.82	-0.16

**TABLE B4. Hill cattle and sheep farms****3. Over 60 ESU (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	<u>2014/15</u>	<u>2013/14</u>	<u>2014/15</u>	<u>2013/14</u>
Dairy cattle	7.1	6.9	7.1	6.9
Beef cows	92.1	95.3	69.1	71.4
Other cattle	194.0	197.6	99.8	101.3
Breeding sheep	1,280.8	1,339.5	98.8	103.0
Other sheep	766.2	804.7	31.3	32.9
Other livestock	0.1	0.3		

**ASSETS AND LIABILITIES - £ per farm**

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2014/15</u>	<u>2013/14</u>	<u>2014/15</u>	<u>2013/14</u>	<u>2014/15</u>	<u>2013/14</u>
Number of farms	8	8	0	0	6	6
Average farm size - ESU	98.1	102.4	N/A	N/A	75.7	76.9
- actual ha.	285.30	281.33			431.53	431.53
- eff. ha.	255.79	251.83			316.21	316.21

**ASSETS**

Agricultural land	1,686,040	1,605,753			1,219,328	1,161,264
Woodland	20,397	18,543			6,405	5,822
Buildings	83,455	87,708			22,718	24,109
Improvements	19,196	18,127			19,682	15,700
Machinery	185,675	178,499			157,212	136,245
Livestock	369,287	342,789			212,683	213,432
Crops, forage and cultivations	10,607	10,649			5,971	5,340
Milk quota	0	119			0	0
Single Payment Scheme value	61,284	85,293			54,278	75,118
Stores	5,833	6,704			1,953	6,639
Credit balances	41,488	46,342			16,468	23,330
<b>TOTAL</b>	<b>2,483,262</b>	<b>2,400,526</b>			<b>1,716,698</b>	<b>1,666,999</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	186,607	168,170			85,617	77,855
Other short term loans	48,767	37,581			13,825	19,031
Overdrafts	111,645	97,607			93,610	87,983
<b>TOTAL</b>	<b>347,019</b>	<b>303,358</b>			<b>193,052</b>	<b>184,869</b>

**NET WORTH**

	<b>2,136,243</b>	<b>2,097,168</b>			<b>1,523,646</b>	<b>1,482,130</b>
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Owner equity (%)	86	87			89	89
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N/A - liabilities and assets results are not shown when the sub-samples by tenure have 5 or less farms.