

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

| <b>4. All sizes</b>                        | <b>Farm Business Income (£ per farm)</b> |                |
|--|--|----------------|
| Number of farms in sample                  | 94                                       | 94             |
| Average business size (ESU)                | 40                                       | 41             |
| <b>OUTPUTS</b>                             | <u>2014/15</u>                           | <u>2013/14</u> |
| Dairy                                      | 1,430                                    | 1,105          |
| Other cattle                               | 44,281                                   | 47,185         |
| Sheep                                      | 45,637                                   | 43,671         |
| Other livestock                            | 166                                      | 117            |
| Main crops                                 | 717                                      | 723            |
| By-products, forage and cultivations       | 1,399                                    | 815            |
| Miscellaneous                              | 7,041                                    | 7,169          |
| Single Payment Scheme                      | 27,004                                   | 32,209         |
| Environmental payments                     | 5,866                                    | 6,219          |
| <b>TOTAL OUTPUTS</b>                       | <b>133,541</b>                           | <b>139,213</b> |
| <b>INPUTS</b>                              |  |                |
| Feeds - purchased concentrates             | 21,159                                   | 26,010         |
| - homegrown concentrates                   | 607                                      | 621            |
| Coarse fodder, tack and stock keep         | 6,224                                    | 5,755          |
| Veterinary and medicines                   | 5,307                                    | 5,259          |
| Other livestock costs                      | 9,910                                    | 10,547         |
| Fertilisers                                | 8,834                                    | 8,878          |
| Seeds - purchased and homegrown            | 702                                      | 704            |
| Other crop costs                           | 4,841                                    | 4,683          |
| Labour - paid                              | 2,767                                    | 2,842          |
| - unpaid                                   | 8,034                                    | 7,602          |
| - casual                                   | 2,157                                    | 2,288          |
| Machinery - contract                       | 749                                      | 895            |
| - repairs                                  | 5,153                                    | 4,984          |
| - fuels                                    | 6,820                                    | 7,208          |
| - depreciation                             | 13,491                                   | 13,493         |
| General farming costs                      | 10,540                                   | 11,208         |
| Land expenses                              | 4,913                                    | 4,524          |
| Rent                                       | 2,469                                    | 2,369          |
| Rental value                               | 12,393                                   | 12,430         |
| <b>TOTAL INPUTS</b>                        | <b>127,070</b>                           | <b>132,300</b> |
| <b>NET FARM INCOME (excluding BLSA)</b>    | <b>6,471</b>                             | <b>6,913</b>   |
| Plus :                                     |  |                |
| Unpaid labour (excludes farmer and spouse) | 8,034                                    | 7,602          |
| Imputed property costs                     | 12,319                                   | 12,355         |
| Less :                                     |  |                |
| Interest charges                           | 2,790                                    | 2,689          |
| Ownership charges                          | 3,987                                    | 3,943          |
| <b>FARM BUSINESS INCOME</b>                | <b>20,047</b>                            | <b>20,238</b>  |

**TABLE B4. Hill cattle and sheep farms****4. All sizes (continued)**

| <b>INCOME MEASURES - £ per farm</b>         | <u>2014/15</u> | <u>2013/14</u> |
|---|----------------|----------------|
| <b>NET FARM INCOME (excluding BLSA)</b>     | <b>6,471</b>   | <b>6,913</b>   |
| minus manual labour of farmer and spouse    | 18,973         | 18,835         |
| plus managerial input of paid managers      | 0              | 0              |
| <b>MANAGEMENT and INVESTMENT INCOME</b>     | <b>-12,502</b> | <b>-11,922</b> |
| <br>  |                |                |
| <b>NET FARM INCOME (excluding BLSA)</b>     | <b>6,471</b>   | <b>6,913</b>   |
| plus net rental value/imputed rent          | 12,393         | 12,430         |
| minus occupier's expenses                   | 267            | 261            |
| minus interest payments                     | 2,790          | 2,689          |
| minus buildings and works depreciation      | 4,256          | 4,355          |
| <b>OCCUPIER'S NET INCOME</b>                | <b>11,551</b>  | <b>12,038</b>  |
| plus other imputed charges                  | 8,109          | 7,676          |
| plus fixed asset depreciation               | 17,747         | 17,848         |
| minus valuation changes                     | 4,056          | 5,592          |
| <b>CASH INCOME</b>                          | <b>33,351</b>  | <b>31,970</b>  |
| <br>  |                |                |
| <b>LAND UTILISATION - hectares per farm</b> |                |                |
| Cereals                                     | 0.87           | 0.69           |
| Roots, fodder and other crops               | 1.33           | 1.78           |
| Grassland - hay                             | 2.22           | 2.12           |
| - silage                                    | 24.88          | 25.61          |
| - pasture                                   | 82.13          | 80.77          |
| Fallow and land let                         | 0.99           | 1.05           |
| Rough grazing - sole                        | 36.73          | 36.47          |
| Bare land and forage hired                  | 9.95           | 9.95           |
| Woods, roads and buildings                  | 4.94           | 4.94           |
| <b>TOTAL AREA (actual hectares)</b>         | <b>164.04</b>  | <b>163.38</b>  |
| <b>TOTAL AREA (effective hectares)</b>      | <b>133.78</b>  | <b>133.24</b>  |
| Rough grazing - common (effective hectares) | 15.49          | 15.49          |
| <br>  |                |                |
| <b>TENANT'S CAPITAL - £ per farm</b>        |                |                |
| Machinery                                   | 85,781         | 84,818         |
| Livestock                                   | 130,489        | 127,043        |
| Crops                                       | 4,564          | 3,798          |
| Stores                                      | 2,335          | 2,890          |
| <b>TOTAL</b>                                | <b>223,169</b> | <b>218,549</b> |
| <br>  |                |                |
| <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)              | 1.19           | 1.11           |
| Finished lamb sales per ewe (numbers)       | 1.12           | 1.03           |
| Stocking rate (grazing LU per eff.ha.)      | 1.06           | 1.08           |
| Return on tenant's capital (%)              | -5.60          | -5.46          |

**TABLE B4. Hill cattle and sheep farms****4. All sizes (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    | 1.1            | 1.0            | 1.1             | 1.0            |
| Beef cows       | 44.5           | 45.6           | 33.4            | 34.2           |
| Other cattle    | 92.2           | 92.5           | 47.1            | 46.6           |
| Breeding sheep  | 608.9          | 624.7          | 42.9            | 44.1           |
| Other sheep     | 409.5          | 408.0          | 16.5            | 16.5           |
| Other livestock | 2.3            | 1.5            |                 |                |

**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         | 53             | 53             | 5              | 5              | 36             | 36             |
| Average farm size - ESU | 38.4           | 39.5           | N/A            | N/A            | 41.6           | 42.2           |
| - actual ha.            | 140.04         | 140.29         |                |                | 201.85         | 200.47         |
| - eff. ha.              | 118.25         | 118.50         |                |                | 157.51         | 156.48         |

**ASSETS**

|                                |                  |                  |  |  |                  |                  |
|--------------------------------|------------------|------------------|--|--|------------------|------------------|
| Agricultural land              | 820,528          | 777,258          |  |  | 756,085          | 705,924          |
| Woodland                       | 12,801           | 11,720           |  |  | 6,537            | 6,079            |
| Buildings                      | 30,195           | 31,274           |  |  | 33,264           | 30,015           |
| Improvements                   | 9,673            | 9,040            |  |  | 12,879           | 12,078           |
| Machinery                      | 84,207           | 84,408           |  |  | 89,204           | 86,609           |
| Livestock                      | 131,577          | 128,304          |  |  | 129,046          | 125,206          |
| Crops, forage and cultivations | 4,387            | 3,703            |  |  | 5,076            | 4,167            |
| Milk quota                     | 0                | 18               |  |  | 0                | 0                |
| Single Payment Scheme value    | 26,227           | 36,677           |  |  | 28,001           | 39,280           |
| Stores                         | 2,585            | 2,910            |  |  | 2,118            | 3,051            |
| Credit balances                | 19,822           | 21,574           |  |  | 36,764           | 36,520           |
| <b>TOTAL</b>                   | <b>1,142,002</b> | <b>1,106,886</b> |  |  | <b>1,098,974</b> | <b>1,048,929</b> |

**EXTERNAL LIABILITIES**

|                            |                |               |  |  |               |               |
|----------------------------|----------------|---------------|--|--|---------------|---------------|
| Long and medium term loans | 63,853         | 56,874        |  |  | 42,229        | 38,419        |
| Other short term loans     | 12,071         | 10,976        |  |  | 10,944        | 7,088         |
| Overdrafts                 | 29,420         | 28,483        |  |  | 30,560        | 28,643        |
| <b>TOTAL</b>               | <b>105,344</b> | <b>96,333</b> |  |  | <b>83,733</b> | <b>74,150</b> |

**NET WORTH**

|  |                  |                  |  |  |                  |                |
|--|------------------|------------------|--|--|------------------|----------------|
|  | <b>1,036,658</b> | <b>1,010,553</b> |  |  | <b>1,015,241</b> | <b>974,779</b> |
|--|------------------|------------------|--|--|------------------|----------------|

|                  |    |    |  |  |    |    |
|------------------|----|----|--|--|----|----|
| Owner equity (%) | 91 | 91 |  |  | 92 | 93 |
|------------------|----|----|--|--|----|----|

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