

TABLE B6. Lowland cattle and sheep farms**2. Over 28 ESU****Farm Business Income (£ per farm)**

| | | |
|--|-----------------------|-----------------------|
| Number of farms in sample | 24 | 24 |
| Average business size (ESU) | 48 | 48 |
| OUTPUTS | <u>2014/15</u> | <u>2013/14</u> |
| Other cattle | 57,622 | 53,365 |
| Sheep | 61,537 | 58,184 |
| Other livestock | 0 | 0 |
| Main crops | 7,722 | 10,311 |
| By-products, forage and cultivations | 2,236 | 2,126 |
| Miscellaneous | 3,077 | 3,523 |
| Single Payment Scheme | 25,508 | 30,501 |
| Environmental payments | 1,290 | 2,362 |
| TOTAL OUTPUTS | 158,992 | 160,372 |
| INPUTS | | |
| Feeds - purchased concentrates | 18,909 | 21,803 |
| - homegrown concentrates | 6,413 | 6,174 |
| Coarse fodder, tack and stock keep | 3,282 | 3,690 |
| Veterinary and medicines | 4,801 | 4,856 |
| Other livestock costs | 11,409 | 10,910 |
| Fertilisers | 10,666 | 10,175 |
| Seeds - purchased and homegrown | 1,748 | 1,723 |
| Other crop costs | 8,058 | 6,401 |
| Labour - paid | 1,560 | 2,368 |
| - unpaid | 5,731 | 5,360 |
| - casual | 2,444 | 2,771 |
| Machinery - contract | 993 | 919 |
| - repairs | 5,218 | 4,675 |
| - fuels | 7,235 | 7,684 |
| - depreciation | 13,066 | 14,744 |
| General farming costs | 12,068 | 11,646 |
| Land expenses | 3,510 | 3,626 |
| Rent | 8,210 | 7,474 |
| Rental value | 13,211 | 11,389 |
| TOTAL INPUTS | 138,532 | 138,388 |
| NET FARM INCOME (excluding BLSA) | 20,460 | 21,984 |
| Plus : | | |
| Unpaid labour (excludes farmer and spouse) | 5,731 | 5,360 |
| Imputed property costs | 13,082 | 11,260 |
| Less : | | |
| Interest charges | 3,570 | 3,724 |
| Ownership charges | 5,447 | 3,676 |
| FARM BUSINESS INCOME | 30,256 | 31,204 |

TABLE B6. Lowland cattle and sheep farms**2. Over 28 ESU (continued)**

| INCOME MEASURES - £ per farm | <u>2014/15</u> | <u>2013/14</u> |
|---|----------------|----------------|
| NET FARM INCOME (excluding BLSA) | 20,460 | 21,984 |
| minus manual labour of farmer and spouse | 18,998 | 18,903 |
| plus managerial input of paid managers | 0 | 0 |
| MANAGEMENT and INVESTMENT INCOME | 1,462 | 3,081 |
| | | |
| NET FARM INCOME (excluding BLSA) | 20,460 | 21,984 |
| plus net rental value/imputed rent | 13,211 | 11,389 |
| minus occupier's expenses | 237 | 251 |
| minus interest payments | 3,570 | 3,724 |
| minus buildings and works depreciation | 5,519 | 3,752 |
| OCCUPIER'S NET INCOME | 24,345 | 25,646 |
| plus other imputed charges | 5,856 | 5,485 |
| plus fixed asset depreciation | 18,585 | 18,497 |
| minus valuation changes | 5,476 | 3,236 |
| CASH INCOME | 43,310 | 46,392 |
| | | |
| LAND UTILISATION - hectares per farm | | |
| Cereals | 9.04 | 9.27 |
| Roots, fodder and other crops | 3.84 | 4.05 |
| Grassland - hay | 8.63 | 8.80 |
| - silage | 20.70 | 19.77 |
| - pasture | 67.01 | 63.21 |
| Fallow and land let | 0.00 | 0.00 |
| Rough grazing - sole | 3.32 | 3.32 |
| Bare land and forage hired | 7.58 | 8.24 |
| Woods, roads and buildings | 2.54 | 2.54 |
| TOTAL AREA (actual hectares) | 122.66 | 119.20 |
| TOTAL AREA (effective hectares) | 117.92 | 114.46 |
| Rough grazing - common (effective hectares) | 16.67 | 16.67 |
| | | |
| TENANT'S CAPITAL - £ per farm | | |
| Machinery | 88,176 | 86,357 |
| Livestock | 150,691 | 147,346 |
| Crops | 7,744 | 8,119 |
| Stores | 3,884 | 3,292 |
| TOTAL | 250,495 | 245,114 |
| | | |
| PERFORMANCE INDICATORS | | |
| Lambs reared per ewe (numbers) | 1.43 | 1.38 |
| Finished lamb sales per ewe (numbers) | 1.41 | 1.41 |
| Stocking rate (grazing LU per eff.ha.) | 1.43 | 1.45 |
| Return on tenant's capital (%) | 0.58 | 1.26 |

TABLE B6. Lowland cattle and sheep farms**2. Over 28 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> |
| Beef cows | 22.1 | 24.6 | 16.6 | 18.4 |
| Other cattle | 130.0 | 115.3 | 73.2 | 67.3 |
| Breeding sheep | 563.9 | 576.1 | 45.1 | 46.1 |
| Other sheep | 489.6 | 490.0 | 20.1 | 19.7 |
| Other livestock | 0.2 | 0.2 | | |

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 | 9 | 9 | 4 | 4 | 11 | 11 |
| Average farm size - ESU | 39.1 | 38.7 | N/A | N/A | 57.4 | 56.8 |
| - actual ha. | 96.50 | 95.62 | | | 151.38 | 143.36 |
| - eff. ha. | 90.46 | 89.58 | | | 146.78 | 138.77 |

ASSETS

| | | | | | | |
|--------------------------------|----------------|----------------|--|--|----------------|----------------|
| Agricultural land | 904,116 | 861,063 | | | 956,927 | 884,086 |
| Woodland | 6,447 | 5,923 | | | 4,675 | 4,388 |
| Buildings | 31,983 | 26,934 | | | 64,493 | 33,059 |
| Improvements | 6,644 | 6,599 | | | 14,985 | 15,694 |
| Machinery | 79,058 | 86,248 | | | 105,769 | 97,915 |
| Livestock | 117,101 | 119,562 | | | 197,549 | 186,632 |
| Crops, forage and cultivations | 7,418 | 6,545 | | | 8,018 | 8,516 |
| Single Payment Scheme value | 22,161 | 30,910 | | | 35,330 | 49,504 |
| Stores | 1,885 | 1,837 | | | 6,545 | 5,029 |
| Credit balances | 29,437 | 33,136 | | | 28,396 | 29,180 |
| TOTAL | 1206250 | 1178757 | | | 1422687 | 1314003 |

EXTERNAL LIABILITIES

| | | | | | | |
|----------------------------|---------------|---------------|--|--|----------------|----------------|
| Long and medium term loans | 29,449 | 31,280 | | | 118,531 | 125,590 |
| Other short term loans | 5,803 | 11,019 | | | 16,042 | 14,901 |
| Overdrafts | 42,053 | 41,283 | | | 33,197 | 29,543 |
| TOTAL | 77,305 | 83,582 | | | 167,770 | 170,034 |

NET WORTH

| | | | | | | |
|------------------|------------------|------------------|--|--|------------------|------------------|
| | 1,128,945 | 1,095,175 | | | 1,254,917 | 1,143,969 |
| Owner equity (%) | 94 | 93 | | | 88 | 87 |

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