

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

Number of farms in sample	40	40
Average business size (ESU)	202	189
<b>OUTPUTS</b>	<u>2014/15</u>	<u>2013/14</u>
Dairy	377,257	368,695
Other cattle	49,328	54,230
Sheep	12,965	11,460
Other livestock	0	0
Main crops	1,992	5,032
By-products, forage and cultivations	3,889	3,101
Miscellaneous	5,485	4,668
Single Payment Scheme	26,305	31,089
Environmental payments	1,443	2,119
<b>TOTAL OUTPUTS</b>	<b>478,664</b>	<b>480,394</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	116,288	123,702
- homegrown concentrates	4,836	5,582
Coarse fodder, tack and stock keep	24,295	19,958
Veterinary and medicines	15,218	14,767
Other livestock costs	36,208	34,293
Fertilisers	25,149	26,708
Seeds - purchased and homegrown	2,734	3,147
Other crop costs	23,972	21,746
Labour - paid	13,646	12,154
- unpaid	15,194	14,132
- casual	5,099	5,147
Machinery - contract	5,506	3,301
- repairs	12,079	10,864
- fuels	13,427	13,753
- depreciation	23,959	23,712
General farming costs	26,000	23,327
Land expenses	11,220	8,795
Rent	7,017	6,247
Rental value	31,327	27,479
<b>TOTAL INPUTS</b>	<b>413,174</b>	<b>398,814</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>65,490</b>	<b>81,580</b>
Plus :		
Unpaid labour (excludes farmer and spouse)	15,194	14,132
Imputed property costs	31,188	27,404
Less :		
Interest charges	11,786	11,484
Ownership charges	17,897	14,427
<b>FARM BUSINESS INCOME</b>	<b>82,189</b>	<b>97,205</b>

**TABLE B1. Hill and upland dairy farms****2. Over 100 ESU (continued)**

<b>INCOME MEASURES - £ per farm</b>	<u>2014/15</u>	<u>2013/14</u>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>65,490</b>	<b>81,580</b>
minus manual labour of farmer and spouse	21,664	21,559
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>43,826</b>	<b>60,021</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>65,490</b>	<b>81,580</b>
plus net rental value/imputed rent	31,327	27,479
minus occupier's expenses	455	392
minus interest payments	11,786	11,484
minus buildings and works depreciation	18,425	14,774
<b>OCCUPIER'S NET INCOME</b>	<b>66,151</b>	<b>82,409</b>
plus other imputed charges	15,269	14,207
plus fixed asset depreciation	42,385	38,487
minus valuation changes	9,521	27,203
<b>CASH INCOME</b>	<b>114,284</b>	<b>107,900</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	1.37	2.70
Roots, fodder and other crops	6.53	4.65
Grassland - hay	0.29	0.50
- silage	44.19	44.75
- pasture	57.35	54.07
Fallow and land let	0.20	0.12
Rough grazing - sole	8.76	8.76
Bare land and forage hired	25.47	20.10
Woods, roads and buildings	3.73	3.68
<b>TOTAL AREA (actual hectares)</b>	<b>147.89</b>	<b>139.33</b>
<b>TOTAL AREA (effective hectares)</b>	<b>138.10</b>	<b>129.68</b>
Rough grazing - common (effective hectares)	0.14	0.14
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	166,605	153,432
Livestock	259,401	252,135
Crops	11,446	10,391
Stores	5,426	6,102
<b>TOTAL</b>	<b>442,878</b>	<b>422,060</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	6,969	7,017
Milk sales per cow (£)	2,074	2,162
Margin over concentrates per cow (£)	1,508	1,527
Milk price (pence per litre)	29.75	30.82
Lambs reared per ewe (numbers)	1.44	1.29
Finished lamb sales per ewe (numbers)	1.26	1.17
Stocking rate (grazing LU per eff.ha.)	2.07	2.09
Return on tenant's capital (%)	9.90	14.22

**TABLE B1. Hill and upland dairy farms****2. Over 100 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	183.6	168.8	183.6	168.8
Beef cows	1.9	2.0	1.4	1.5
Other cattle	143.6	140.0	79.9	77.0
Breeding sheep	179.0	180.1	14.2	14.3
Other sheep	88.2	85.8	3.5	3.4
Other livestock	0.0	0.0		

**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	20	20	0	1	20	19
Average farm size - ESU	200.2	187.5	N/A	N/A	204.8	178.1
- actual ha.	134.53	129.74			161.26	147.10
- eff. ha.	124.82	120.18			151.39	137.55

**ASSETS**

Agricultural land	1,052,090	972,380			693,702	617,295
Woodland	5,234	4,846			2,424	2,320
Buildings	154,288	118,743			146,075	121,532
Improvements	20,731	21,716			25,392	23,425
Machinery	172,511	166,861			160,700	141,120
Livestock	241,534	236,953			277,269	261,399
Crops, forage and cultivations	13,007	13,542			9,887	6,569
Milk quota	0	2,066			0	1,545
Single Payment Scheme value	30,057	41,062			29,306	37,194
Stores	6,795	7,881			4,059	4,289
Credit balances	75,027	67,930			48,991	48,118
<b>TOTAL</b>	<b>1,771,274</b>	<b>1,653,980</b>			<b>1,397,805</b>	<b>1,264,806</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	292,065	269,766			399,101	309,312
Other short term loans	32,546	26,997			31,021	29,744
Overdrafts	39,545	39,856			74,506	87,292
<b>TOTAL</b>	<b>364,156</b>	<b>336,619</b>			<b>504,628</b>	<b>426,348</b>

**NET WORTH**

	<b>1,407,118</b>	<b>1,317,361</b>			<b>893,177</b>	<b>838,458</b>
Owner equity (%)	79	80			64	66

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