

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

Number of farms in sample	63	63
Average business size (ESU)	155	146
OUTPUTS	<u>2014/15</u>	<u>2013/14</u>
Dairy	281,793	276,685
Other cattle	39,652	43,012
Sheep	11,320	10,317
Other livestock	22	13
Main crops	1,472	3,377
By-products, forage and cultivations	3,004	2,219
Miscellaneous	4,812	4,412
Single Payment Scheme	21,330	25,189
Environmental payments	1,043	1,702
TOTAL OUTPUTS	364,448	366,926
INPUTS		
Feeds - purchased concentrates	86,697	92,593
- homegrown concentrates	4,258	4,666
Coarse fodder, tack and stock keep	16,511	14,047
Veterinary and medicines	11,334	11,006
Other livestock costs	27,652	26,466
Fertilisers	20,310	20,946
Seeds - purchased and homegrown	1,985	2,164
Other crop costs	17,550	15,925
Labour - paid	9,194	8,312
- unpaid	11,230	10,656
- casual	3,546	3,497
Machinery - contract	4,049	2,477
- repairs	9,819	8,561
- fuels	10,368	10,711
- depreciation	19,152	18,646
General farming costs	21,141	19,124
Land expenses	8,922	6,927
Rent	5,681	5,226
Rental value	23,931	21,246
TOTAL INPUTS	313,330	303,196
NET FARM INCOME (excluding BLSA)	51,118	63,730
Plus :		
Unpaid labour (excludes farmer and spouse)	11,230	10,656
Imputed property costs	23,791	21,147
Less :		
Interest charges	8,750	8,341
Ownership charges	12,893	10,649
FARM BUSINESS INCOME	64,496	76,543

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

INCOME MEASURES - £ per farm	<u>2014/15</u>	<u>2013/14</u>
NET FARM INCOME (excluding BLSA)	51,118	63,730
minus manual labour of farmer and spouse	21,304	21,179
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	29,814	42,551
NET FARM INCOME (excluding BLSA)	51,118	63,730
plus net rental value/imputed rent	23,931	21,246
minus occupier's expenses	386	344
minus interest payments	8,750	8,341
minus buildings and works depreciation	13,240	10,847
OCCUPIER'S NET INCOME	52,673	65,444
plus other imputed charges	11,325	10,751
plus fixed asset depreciation	32,393	29,494
minus valuation changes	8,351	18,158
CASH INCOME	88,040	87,531
LAND UTILISATION - hectares per farm		
Cereals	1.12	1.90
Roots, fodder and other crops	4.39	3.36
Grassland - hay	0.31	0.50
- silage	36.75	37.49
- pasture	48.47	45.71
Fallow and land let	0.12	0.19
Rough grazing - sole	7.22	7.22
Bare land and forage hired	19.16	15.81
Woods, roads and buildings	3.03	3.00
TOTAL AREA (actual hectares)	120.57	115.18
TOTAL AREA (effective hectares)	112.60	107.19
Rough grazing - common (effective hectares)	0.09	0.09
TENANT'S CAPITAL - £ per farm		
Machinery	130,226	121,271
Livestock	202,126	195,817
Crops	9,207	8,258
Stores	4,790	5,057
TOTAL	346,349	330,403
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	6,835	6,861
Milk sales per cow (£)	2,019	2,099
Margin over concentrates per cow (£)	1,479	1,489
Milk price (pence per litre)	29.54	30.60
Lambs reared per ewe (numbers)	1.38	1.22
Finished lamb sales per ewe (numbers)	1.21	1.08
Stocking rate (grazing LU per eff.ha.)	1.98	1.99
Return on tenant's capital (%)	8.61	12.88

TABLE B1. Hill and upland dairy farms**3. 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	139.8	129.9	139.8	129.9
Beef cows	1.2	1.4	0.9	1.0
Other cattle	114.1	112.2	63.4	61.6
Breeding sheep	163.3	170.3	12.8	13.3
Other sheep	82.9	83.1	3.3	3.3
Other livestock	0.1	0.1		

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	31	30	2	3	30	30
Average farm size - ESU	156.8	150.2	N/A	N/A	159.4	138.7
- actual ha.	112.05	109.89			133.50	121.97
- eff. ha.	103.50	101.06			125.84	114.69

ASSETS

Agricultural land	847,085	791,564			592,048	506,873
Woodland	4,821	4,345			2,468	2,280
Buildings	116,475	95,669			103,149	83,548
Improvements	17,093	16,945			17,462	15,403
Machinery	133,190	129,460			130,564	115,633
Livestock	193,220	190,044			218,238	202,252
Crops, forage and cultivations	10,071	10,437			8,761	6,195
Milk quota	0	1,606			0	1,285
Single Payment Scheme value	23,827	32,965			24,550	31,807
Stores	6,008	6,360			3,568	3,739
Credit balances	56,252	55,833			46,683	40,590
TOTAL	1,408,042	1,335,228			1,147,491	1,009,605

EXTERNAL LIABILITIES

Long and medium term loans	204,332	197,063			284,046	207,176
Other short term loans	28,486	19,881			23,819	21,013
Overdrafts	32,699	31,764			57,693	63,187
TOTAL	265,517	248,708			365,558	291,376

NET WORTH

	1,142,525	1,086,520			781,933	718,229
Owner equity (%)	81	81			68	71

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