

TABLE B4. Hill cattle and sheep farms

1. Under 28 ESU	Farm Business Income (£ per farm)	
Number of farms in sample	29	29
Average business size (ESU)	20	19
OUTPUTS	<u>2015/16</u>	<u>2014/15</u>
Other cattle	22,227	22,667
Sheep	17,857	19,087
Other livestock	125	59
Main crops	388	381
By-products, forage and cultivations	1,005	369
Miscellaneous	7,584	7,620
Basic Payment Scheme	13,801	14,680
Income from energy generation	382	118
Environmental payments	6,549	5,232
TOTAL OUTPUTS	69,918	70,213
INPUTS		
Feeds - purchased concentrates	7,301	8,512
- homegrown concentrates	270	302
Coarse fodder, tack and stock keep	1,632	2,420
Veterinary and medicines	2,352	2,225
Other livestock costs	4,140	3,702
Fertilisers	3,904	4,088
Seeds - purchased and homegrown	289	336
Other crop costs	3,009	2,783
Labour - paid	654	754
- unpaid	3,001	2,802
- casual	441	385
Machinery - contract	340	575
- repairs	2,387	3,210
- fuels	3,049	4,138
- depreciation	7,830	8,367
General farming costs	7,636	7,044
Land expenses	3,027	3,277
Rent	1,689	1,558
Rental value	8,553	7,949
TOTAL INPUTS	61,504	64,427
NET FARM INCOME (excluding BLSA)	8,414	5,786
Plus :		
Unpaid labour (excludes farmer and spouse)	3,001	2,802
Imputed property costs	8,503	7,915
Less :		
Interest charges	1,679	1,475
Ownership charges	2,642	2,653
FARM BUSINESS INCOME	15,597	12,375

TABLE B4. Hill cattle and sheep farms**1. Under 28 ESU (continued)**

INCOME MEASURES - £ per farm	<u>2015/16</u>	<u>2014/15</u>
NET FARM INCOME (excluding BLSA)	8,414	5,786
minus manual labour of farmer and spouse	18,357	18,106
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-9,943	-12,320
NET FARM INCOME (excluding BLSA)	8,414	5,786
plus net rental value/imputed rent	8,553	7,949
minus occupier's expenses	236	239
minus interest payments	1,679	1,475
minus buildings and works depreciation	3,393	2,808
OCCUPIER'S NET INCOME	11,659	9,213
plus other imputed charges	3,036	2,836
plus fixed asset depreciation	11,224	11,175
minus valuation changes	3,142	1,723
CASH INCOME	22,777	21,501
LAND UTILISATION - hectares per farm		
Cereals	0.40	0.40
Roots, fodder and other crops	0.34	0.35
Grassland - hay	1.69	1.94
- silage	17.51	16.13
- pasture	40.38	42.65
Fallow and land let	2.09	0.24
Rough grazing - sole	33.88	33.88
Bare land and forage hired	3.45	4.35
Woods, roads and buildings	4.10	4.10
TOTAL AREA (actual hectares)	103.84	104.04
TOTAL AREA (effective hectares)	71.13	73.19
Rough grazing - common (effective hectares)	5.76	5.76
TENANT'S CAPITAL - £ per farm		
Machinery	49,768	50,781
Livestock	66,581	62,741
Crops	2,545	2,391
Stores	1,346	1,866
TOTAL	120,240	117,779
PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.20	1.26
Finished lamb sales per ewe (numbers)	0.92	0.96
Stocking rate (grazing LU per eff.ha.)	1.03	0.99
Return on tenant's capital (%)	-8.27	-10.46

TABLE B4. Hill cattle and sheep farms**1. Under 28 ESU (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	<u>2015/16</u>	<u>2014/15</u>	<u>2015/16</u>	<u>2014/15</u>
Beef cows	23.1	23.0	17.3	17.2
Other cattle	51.5	51.5	26.8	26.9
Breeding sheep	300.7	290.9	19.9	19.7
Other sheep	208.2	206.1	8.4	8.2
Other livestock	1.9	1.4		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2015/16</u>	<u>2014/15</u>	<u>2015/16</u>	<u>2014/15</u>	<u>2015/16</u>	<u>2014/15</u>
Number of farms	15	16	1	1	13	12
Average farm size - ESU	17.8	18.0	N/A	N/A	22.0	21.2
- actual ha.	81.69	81.29			128.77	133.72
- eff. ha.	55.16	59.63			86.94	88.61

ASSETS

Agricultural land	529,858	529,535			455,867	435,912
Woodland	7,444	7,137			8,564	8,978
Buildings	16,120	17,975			25,876	11,037
Improvements	6,595	8,658			14,447	11,244
Machinery	43,621	48,109			58,887	56,305
Livestock	63,768	59,265			70,592	68,223
Crops, forage and cultivations	2,823	2,698			2,381	2,017
Basic Payment Scheme value	18,381	13,378			22,310	16,090
Stores	1,440	1,902			1,266	1,809
Credit balances	27,113	21,944			17,304	8,758
TOTAL	717,163	710,601			677,494	620,373

EXTERNAL LIABILITIES

Long and medium term loans	10,555	23,174			29,174	13,544
Other short term loans	2,083	4,569			3,689	3,089
Overdrafts	18,577	14,558			25,313	17,036
TOTAL	31,215	42,301			58,176	33,669

NET WORTH

	685,948	668,300			619,318	586,704
Owner equity (%)	96	94			91	95

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

TABLE B4. Hill cattle and sheep farms

2. 28 - 60 ESU	Farm Business Income (£ per farm)	
Number of farms in sample	50	50
Average business size (ESU)	39	39
OUTPUTS	<u>2015/16</u>	<u>2014/15</u>
Other cattle	42,361	44,176
Sheep	45,310	48,490
Other livestock	302	324
Main crops	466	803
By-products, forage and cultivations	303	1,715
Miscellaneous	4,975	4,667
Basic Payment Scheme	22,354	25,725
Income from energy generation	902	616
Environmental payments	4,658	5,286
TOTAL OUTPUTS	121,631	131,802
INPUTS		
Feeds - purchased concentrates	17,138	19,797
- homegrown concentrates	354	582
Coarse fodder, tack and stock keep	5,321	5,030
Veterinary and medicines	5,672	5,415
Other livestock costs	9,482	9,952
Fertilisers	8,196	10,043
Seeds - purchased and homegrown	668	676
Other crop costs	4,261	4,248
Labour - paid	2,823	2,859
- unpaid	7,216	7,724
- casual	1,308	1,295
Machinery - contract	799	608
- repairs	5,291	4,897
- fuels	5,156	6,476
- depreciation	12,681	12,800
General farming costs	10,287	10,525
Land expenses	4,747	4,326
Rent	2,824	2,849
Rental value	11,544	11,412
TOTAL INPUTS	115,768	121,514
NET FARM INCOME (excluding BLSA)	5,863	10,288
Plus :		
Unpaid labour (excludes farmer and spouse)	7,216	7,724
Imputed property costs	11,398	11,292
Less :		
Interest charges	3,069	2,680
Ownership charges	3,748	3,660
FARM BUSINESS INCOME	17,660	22,964

TABLE B4. Hill cattle and sheep farms**2. 28 - 60 ESU (continued)**

INCOME MEASURES - £ per farm	<u>2015/16</u>	<u>2014/15</u>
NET FARM INCOME (excluding BLSA)	5,863	10,288
minus manual labour of farmer and spouse	19,783	19,907
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-13,920	-9,619
NET FARM INCOME (excluding BLSA)	5,863	10,288
plus net rental value/imputed rent	11,544	11,412
minus occupier's expenses	218	221
minus interest payments	3,069	2,680
minus buildings and works depreciation	4,113	4,003
OCCUPIER'S NET INCOME	10,007	14,796
plus other imputed charges	7,336	7,844
plus fixed asset depreciation	16,794	16,804
minus valuation changes	4,099	3,367
CASH INCOME	30,038	36,077
LAND UTILISATION - hectares per farm		
Cereals	0.64	0.87
Roots, fodder and other crops	1.62	1.58
Grassland - hay	2.09	2.10
- silage	25.29	25.69
- pasture	88.05	86.23
Fallow and land let	0.01	1.73
Rough grazing - sole	16.98	16.98
Bare land and forage hired	9.75	9.75
Woods, roads and buildings	4.92	4.92
TOTAL AREA (actual hectares)	149.35	149.85
TOTAL AREA (effective hectares)	132.68	131.46
Rough grazing - common (effective hectares)	12.82	12.88
TENANT'S CAPITAL - £ per farm		
Machinery	93,922	85,243
Livestock	129,162	124,635
Crops	4,549	4,545
Stores	2,373	2,442
TOTAL	230,006	216,865
PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.31	1.26
Finished lamb sales per ewe (numbers)	1.04	1.03
Stocking rate (grazing LU per eff.ha.)	1.04	1.06
Return on tenant's capital (%)	-6.05	-4.44

TABLE B4. Hill cattle and sheep farms**2. 28 - 60 ESU (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	<u>2015/16</u>	<u>2014/15</u>	<u>2015/16</u>	<u>2014/15</u>
Beef cows	43.7	43.8	32.8	32.8
Other cattle	88.8	90.7	45.6	46.4
Breeding sheep	625.4	617.9	42.4	41.9
Other sheep	421.6	442.1	16.9	17.7
Other livestock	4.5	4.0		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2015/16</u>	<u>2014/15</u>	<u>2015/16</u>	<u>2014/15</u>	<u>2015/16</u>	<u>2014/15</u>
Number of farms	24	23	4	4	22	23
Average farm size - ESU	36.6	37.1	N/A	N/A	40.2	39.9
- actual ha.	140.65	141.78			159.59	158.73
- eff. ha.	128.41	125.36			138.66	138.62

ASSETS

Agricultural land	859,548	865,180			812,804	792,626
Woodland	15,030	15,283			7,623	7,465
Buildings	36,567	32,092			31,926	35,690
Improvements	6,713	6,702			8,940	7,109
Machinery	105,554	88,565			85,848	84,092
Livestock	123,168	120,835			131,991	125,271
Crops, forage and cultivations	4,334	3,352			4,999	5,738
Basic Payment Scheme value	32,287	24,953			34,301	25,654
Stores	2,392	2,441			2,223	2,545
Credit balances	23,861	15,968			48,956	52,543
TOTAL	1,209,454	1,175,371			1,169,611	1,138,733

EXTERNAL LIABILITIES

Long and medium term loans	82,240	82,365			33,415	33,982
Other short term loans	8,687	8,258			7,449	11,450
Overdrafts	20,052	16,814			18,457	18,304
TOTAL	110,979	107,437			59,321	63,736

NET WORTH

	1,098,475	1,067,934			1,110,290	1,074,997
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Owner equity (%)	91	91			95	94
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N/A - liabilities and assets results are not shown when the sub-samples by tenure have 5 or less farms.

TABLE B4. Hill cattle and sheep farms

3. Over 60 ESU	Farm Business Income (£ per farm)	
Number of farms in sample	13	13
Average business size (ESU)	94	94
OUTPUTS	<u>2015/16</u>	<u>2014/15</u>
Dairy	7,226	10,341
Other cattle	93,050	102,522
Sheep	97,041	100,579
Other livestock	0	0
Main crops	3,852	5,036
By-products, forage and cultivations	-227	1,893
Miscellaneous	7,884	7,792
Basic Payment Scheme	49,458	60,196
Income from energy generation	10,323	4,280
Environmental payments	12,618	11,248
TOTAL OUTPUTS	281,225	303,887
INPUTS		
Feeds - purchased concentrates	45,285	54,144
- homegrown concentrates	2,366	2,745
Coarse fodder, tack and stock keep	17,820	21,242
Veterinary and medicines	9,688	10,278
Other livestock costs	22,731	22,661
Fertilisers	14,595	17,853
Seeds - purchased and homegrown	1,354	1,498
Other crop costs	7,814	9,797
Labour - paid	10,694	9,010
- unpaid	19,768	22,645
- casual	7,023	8,188
Machinery - contract	2,040	1,967
- repairs	9,208	10,894
- fuels	11,481	14,893
- depreciation	27,125	27,876
General farming costs	19,208	17,833
Land expenses	8,824	12,336
Rent	4,317	4,595
Rental value	26,233	25,967
TOTAL INPUTS	267,574	296,422
NET FARM INCOME (excluding BLSA)	13,651	7,465
Plus :		
Unpaid labour (excludes farmer and spouse)	19,768	22,645
Imputed property costs	26,002	25,736
Less :		
Interest charges	8,437	7,422
Ownership charges	8,204	7,896
FARM BUSINESS INCOME	42,780	40,528

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

INCOME MEASURES - £ per farm	2015/16	2014/15
NET FARM INCOME (excluding BLSA)	13,651	7,465
minus manual labour of farmer and spouse	17,594	18,355
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-3,943	-10,890
NET FARM INCOME (excluding BLSA)	13,651	7,465
plus net rental value/imputed rent	26,233	25,967
minus occupier's expenses	538	490
minus interest payments	8,437	7,422
minus buildings and works depreciation	8,586	8,269
OCCUPIER'S NET INCOME	22,323	17,251
plus other imputed charges	19,999	22,876
plus fixed asset depreciation	35,712	36,145
minus valuation changes	7,001	26,370
CASH INCOME	71,033	49,902
LAND UTILISATION - hectares per farm		
Cereals	3.89	5.47
Roots, fodder and other crops	1.65	1.34
Grassland - hay	2.18	1.84
- silage	51.51	48.13
- pasture	158.52	160.96
Fallow and land let	0.00	0.00
Rough grazing - sole	93.79	93.79
Bare land and forage hired	30.07	30.51
Woods, roads and buildings	11.44	11.44
TOTAL AREA (actual hectares)	353.05	353.48
TOTAL AREA (effective hectares)	290.54	290.98
Rough grazing - common (effective hectares)	34.19	34.19
TENANT'S CAPITAL - £ per farm		
Machinery	178,628	181,497
Livestock	330,861	327,328
Crops	13,437	13,441
Stores	3,322	3,949
TOTAL	526,248	526,215
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	4,614	4,668
Milk sales per cow (£)	972	1,332
Margin over concentrates per cow (£)	735	977
Milk price (pence per litre)	21.07	28.53
Lambs reared per ewe (numbers)	1.15	1.08
Finished lamb sales per ewe (numbers)	1.60	1.38
Stocking rate (grazing LU per eff.ha.)	1.14	1.10
Return on tenant's capital (%)	-0.75	-2.07

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

	Average number		Livestock Units	
	<u>2015/16</u>	<u>2014/15</u>	<u>2015/16</u>	<u>2014/15</u>
Dairy cattle	7.6	7.6	7.6	7.6
Beef cows	90.4	94.4	67.8	70.8
Other cattle	213.4	202.9	109.4	104.0
Breeding sheep	1335.3	1319.1	100.8	99.5
Other sheep	978.7	820.6	40.5	33.6
Other livestock	0.2	0.2		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2015/16</u>	<u>2014/15</u>	<u>2015/16</u>	<u>2014/15</u>	<u>2015/16</u>	<u>2014/15</u>
Number of farms	7	7	0	0	6	6
Average farm size - ESU	104.2	103.5	N/A	N/A	81.7	83.9
- actual ha.	301.87	303.40			412.75	411.92
- eff. ha.	268.32	269.85			316.47	315.64

ASSETS

Agricultural land	1,812,599	1,794,652			1,326,062	1,312,933
Woodland	23,544	23,311			31,322	31,012
Buildings	88,483	89,385			29,801	25,633
Improvements	13,979	12,784			18,082	16,404
Machinery	194,115	194,564			160,561	166,254
Livestock	399,401	393,115			250,899	250,578
Crops, forage and cultivations	11,449	11,244			15,757	16,006
Basic Payment Scheme value	75,422	65,506			73,436	50,751
Stores	4,587	5,777			1,848	1,817
Credit balances	70,523	47,415			31,304	22,697
TOTAL	2,694,102	2,637,753			1,939,072	1,894,085

EXTERNAL LIABILITIES

Long and medium term loans	195,474	189,693			191,966	188,615
Other short term loans	60,212	51,798			11,191	9,992
Overdrafts	149,687	119,931			74,320	62,399
TOTAL	405,373	361,422			277,477	261,006

NET WORTH

	2,288,729	2,276,331			1,661,595	1,633,079
Owner equity (%)	85	86			86	86

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

TABLE B4. Hill cattle and sheep farms

4. All sizes	Farm Business Income (£ per farm)	
Number of farms in sample	92	92
Average business size (ESU)	41	41
OUTPUTS	<u>2015/16</u>	<u>2014/15</u>
Dairy	1,021	1,461
Other cattle	43,177	45,641
Sheep	43,966	46,582
Other livestock	203	195
Main crops	920	1,268
By-products, forage and cultivations	449	1,316
Miscellaneous	6,208	6,039
Basic Payment Scheme	23,488	27,114
Income from energy generation	2,069	977
Environmental payments	6,379	6,111
TOTAL OUTPUTS	127,880	136,704
INPUTS		
Feeds - purchased concentrates	18,014	21,093
- homegrown concentrates	612	799
Coarse fodder, tack and stock keep	5,924	6,498
Veterinary and medicines	5,193	5,097
Other livestock costs	9,670	9,778
Fertilisers	7,747	9,270
Seeds - purchased and homegrown	646	685
Other crop costs	4,368	4,570
Labour - paid	3,251	3,065
- unpaid	7,661	8,281
- casual	1,842	1,982
Machinery - contract	830	789
- repairs	4,929	5,213
- fuels	5,385	6,928
- depreciation	13,193	13,533
General farming costs	10,712	10,460
Land expenses	4,781	5,127
Rent	2,677	2,689
Rental value	12,677	12,377
TOTAL INPUTS	120,112	128,234
NET FARM INCOME (excluding BLSA)	7,768	8,470
Plus :		
Unpaid labour (excludes farmer and spouse)	7,661	8,281
Imputed property costs	12,549	12,268
Less :		
Interest charges	3,389	2,970
Ownership charges	4,029	3,941
FARM BUSINESS INCOME	20,560	22,108

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

INCOME MEASURES - £ per farm	<u>2015/16</u>	<u>2014/15</u>
NET FARM INCOME (excluding BLSA)	7,768	8,470
minus manual labour of farmer and spouse	19,024	19,120
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-11,256	-10,650
NET FARM INCOME (excluding BLSA)	7,768	8,470
plus net rental value/imputed rent	12,677	12,377
minus occupier's expenses	269	265
minus interest payments	3,389	2,970
minus buildings and works depreciation	4,518	4,229
OCCUPIER'S NET INCOME	12,269	13,383
plus other imputed charges	7,770	8,390
plus fixed asset depreciation	17,712	17,763
minus valuation changes	4,207	6,099
CASH INCOME	33,544	33,437
LAND UTILISATION - hectares per farm		
Cereals	1.03	1.38
Roots, fodder and other crops	1.22	1.16
Grassland - hay	1.98	2.01
- silage	26.54	25.85
- pasture	82.98	83.05
Fallow and land let	0.66	1.02
Rough grazing - sole	33.16	33.16
Bare land and forage hired	10.64	10.98
Woods, roads and buildings	5.59	5.59
TOTAL AREA (actual hectares)	158.21	158.61
TOTAL AREA (effective hectares)	135.58	135.63
Rough grazing - common (effective hectares)	13.62	13.65
TENANT'S CAPITAL - £ per farm		
Machinery	91,973	87,981
Livestock	137,936	133,767
Crops	5,173	5,123
Stores	2,183	2,473
TOTAL	237,265	229,344
PERFORMANCE INDICATORS		
Milk yield per cow (litres)	4,614	4,668
Milk sales per cow (£)	972	1,332
Margin over concentrates per cow (£)	735	977
Milk price (pence per litre)	21.07	28.53
Lambs reared per ewe (numbers)	1.15	1.08
Finished lamb sales per ewe (numbers)	1.60	1.38
Stocking rate (grazing LU per eff.ha.)	1.14	1.10
Return on tenant's capital (%)	-4.74	-4.64

TABLE B4. Hill cattle and sheep farms**4. All sizes (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	<u>2015/16</u>	<u>2014/15</u>	<u>2015/16</u>	<u>2014/15</u>
Dairy cattle	1.1	1.1	1.1	1.1
Beef cows	43.8	44.4	32.9	33.3
Other cattle	94.6	94.2	48.7	48.4
Breeding sheep	623.4	613.9	43.6	43.1
Other sheep	433.0	421.2	17.5	17.0
Other livestock	3.1	2.6		

ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2015/16</u>	<u>2014/15</u>	<u>2015/16</u>	<u>2014/15</u>	<u>2015/16</u>	<u>2014/15</u>
Number of farms	46	46	5	5	41	41
Average farm size - ESU	40.7	40.5	N/A	N/A	40.5	40.8
- actual ha.	145.96	145.34			186.87	188.46
- eff. ha.	125.82	124.48			148.28	149.89

ASSETS

Agricultural land	897,070	889,875			774,740	764,364
Woodland	13,852	13,671			11,390	11,354
Buildings	37,800	35,900			29,697	27,003
Improvements	7,780	8,308			12,024	9,679
Machinery	98,835	90,624			88,233	87,983
Livestock	145,834	140,853			129,924	126,911
Crops, forage and cultivations	4,924	4,325			5,743	6,152
Basic Payment Scheme value	34,316	27,098			36,226	26,528
Stores	2,416	2,761			1,865	2,223
Credit balances	32,022	22,832			36,337	35,360
TOTAL	1,274,849	1,236,247			1,126,179	1,097,557

EXTERNAL LIABILITIES

Long and medium term loans	76,096	78,109			55,273	50,630
Other short term loans	14,374	13,600			6,805	8,789
Overdrafts	39,298	31,721			28,806	24,386
TOTAL	129,768	123,430			90,884	83,805

NET WORTH

	1,145,081	1,112,817			1,035,295	1,013,752
Owner equity (%)	90	90			92	92