

TABLE B3. Hill sheep farms**1. Under 28 ESU****Farm Business Income (£ per farm)**

| | | |
|--|-----------------------|-----------------------|
| Number of farms in sample | 51 | 51 |
| Average business size (ESU) | 17 | 17 |
| OUTPUTS | <u>2015/16</u> | <u>2014/15</u> |
| Other cattle | 5,607 | 5,563 |
| Sheep | 25,061 | 27,318 |
| Other livestock | -8 | 0 |
| Main crops | 0 | 0 |
| By-products, forage and cultivations | 499 | 396 |
| Miscellaneous | 4,536 | 4,133 |
| Basic Payment Scheme | 13,776 | 14,439 |
| Income from energy generation | 692 | 82 |
| Environmental payments | 4,980 | 5,001 |
| TOTAL OUTPUTS | 55,143 | 56,932 |
| INPUTS | | |
| Feeds - purchased concentrates | 5,802 | 6,370 |
| - homegrown concentrates | 0 | 0 |
| Coarse fodder, tack and stock keep | 1,291 | 1,569 |
| Veterinary and medicines | 2,372 | 2,107 |
| Other livestock costs | 3,275 | 3,275 |
| Fertilisers | 2,550 | 3,134 |
| Seeds - purchased and homegrown | 172 | 175 |
| Other crop costs | 1,401 | 1,489 |
| Labour - paid | 409 | 334 |
| - unpaid | 1,872 | 1,728 |
| - casual | 773 | 744 |
| Machinery - contract | 480 | 807 |
| - repairs | 2,497 | 3,115 |
| - fuels | 2,685 | 3,300 |
| - depreciation | 6,531 | 6,915 |
| General farming costs | 6,057 | 6,189 |
| Land expenses | 3,352 | 2,879 |
| Rent | 1,712 | 1,750 |
| Rental value | 5,956 | 5,923 |
| TOTAL INPUTS | 49,187 | 51,803 |
| NET FARM INCOME (excluding BLSA) | 5,956 | 5,129 |
| Plus : | | |
| Unpaid labour (excludes farmer and spouse) | 1,872 | 1,728 |
| Imputed property costs | 5,824 | 5,822 |
| Less : | | |
| Interest charges | 748 | 867 |
| Ownership charges | 1,442 | 1,449 |
| FARM BUSINESS INCOME | 11,462 | 10,363 |

TABLE B3. Hill sheep farms**1. Under 28 ESU (continued)**

| INCOME MEASURES - £ per farm | <u>2015/16</u> | <u>2014/15</u> |
|---|----------------|----------------|
| NET FARM INCOME (excluding BLSA) | 5,956 | 5,129 |
| minus manual labour of farmer and spouse | 18,711 | 18,425 |
| plus managerial input of paid managers | 0 | 0 |
| MANAGEMENT and INVESTMENT INCOME | -12,755 | -13,296 |
| | | |
| NET FARM INCOME (excluding BLSA) | 5,956 | 5,129 |
| plus net rental value/imputed rent | 5,956 | 5,923 |
| minus occupier's expenses | 230 | 213 |
| minus interest payments | 748 | 867 |
| minus buildings and works depreciation | 1,530 | 1,543 |
| OCCUPIER'S NET INCOME | 9,404 | 8,429 |
| plus other imputed charges | 1,970 | 1,826 |
| plus fixed asset depreciation | 8,061 | 8,459 |
| minus valuation changes | 443 | 411 |
| CASH INCOME | 18,992 | 18,303 |
| | | |
| LAND UTILISATION - hectares per farm | | |
| Cereals | 0.00 | 0.00 |
| Roots, fodder and other crops | 0.28 | 0.34 |
| Grassland - hay | 1.18 | 1.81 |
| - silage | 10.60 | 10.67 |
| - pasture | 62.46 | 62.36 |
| Fallow and land let | 1.44 | 0.95 |
| Rough grazing - sole | 31.09 | 31.09 |
| Bare land and forage hired | 2.87 | 2.87 |
| Woods, roads and buildings | 3.76 | 3.76 |
| TOTAL AREA (actual hectares) | 113.68 | 113.85 |
| TOTAL AREA (effective hectares) | 89.34 | 90.00 |
| Rough grazing - common (effective hectares) | 9.17 | 9.17 |
| | | |
| TENANT'S CAPITAL - £ per farm | | |
| Machinery | 42,160 | 42,343 |
| Livestock | 37,642 | 37,446 |
| Crops | 989 | 904 |
| Stores | 770 | 831 |
| TOTAL | 81,561 | 81,524 |
| | | |
| PERFORMANCE INDICATORS | | |
| Lambs reared per ewe (numbers) | 1.22 | 1.21 |
| Finished lamb sales per ewe (numbers) | 0.79 | 0.78 |
| Stocking rate (grazing LU per eff.ha.) | 0.58 | 0.58 |
| Return on tenant's capital (%) | -15.64 | -16.31 |

TABLE B3. Hill 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 | 5.9 | 6.3 | 4.4 | 4.7 |
| Other cattle | 13.1 | 12.9 | 6.5 | 6.2 |
| Breeding sheep | 458.4 | 465.3 | 29.8 | 30.4 |
| Other sheep | 273.3 | 279.5 | 10.9 | 11.2 |

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 | 30 | 29 | 5 | 5 | 16 | 17 |
| Average farm size - ESU | 17.2 | 17.3 | N/A | N/A | 17.7 | 17.6 |
| - actual ha. | 106.97 | 109.36 | | | 120.80 | 116.41 |
| - eff. ha. | 82.36 | 85.34 | | | 101.60 | 97.38 |

ASSETS

| | | | | | | |
|--------------------------------|----------------|----------------|--|--|----------------|----------------|
| Agricultural land | 577,806 | 562,657 | | | 313,357 | 339,452 |
| Woodland | 10,159 | 10,329 | | | 4,733 | 4,540 |
| Buildings | 7,826 | 8,432 | | | 8,864 | 9,190 |
| Improvements | 4,710 | 4,241 | | | 9,702 | 8,512 |
| Machinery | 42,247 | 42,351 | | | 44,233 | 43,957 |
| Livestock | 37,525 | 36,082 | | | 39,635 | 40,482 |
| Crops, forage and cultivations | 834 | 627 | | | 1,144 | 1,242 |
| Basic Payment Scheme value | 19,991 | 12,766 | | | 22,453 | 15,277 |
| Stores | 814 | 909 | | | 854 | 881 |
| Credit balances | 34,896 | 33,007 | | | 44,971 | 36,987 |
| TOTAL | 736,808 | 711,401 | | | 489,946 | 500,520 |

EXTERNAL LIABILITIES

| | | | | | | |
|----------------------------|---------------|---------------|--|--|---------------|---------------|
| Long and medium term loans | 27,474 | 27,267 | | | 6,340 | 6,450 |
| Other short term loans | 1,016 | 1,204 | | | 1,191 | 1,542 |
| Overdrafts | 5,778 | 7,235 | | | 4,912 | 4,128 |
| TOTAL | 34,268 | 35,706 | | | 12,443 | 12,120 |

NET WORTH

| | | | | | | |
|------------------|----------------|----------------|--|--|----------------|----------------|
| | 702,540 | 675,695 | | | 477,503 | 488,400 |
| Owner equity (%) | 95 | 95 | | | 97 | 98 |

TABLE B3. Hill sheep farms

| 2. 28 - 60 ESU | Farm Business Income (£ per farm) | |
|--|--|----------------|
| Number of farms in sample | 38 | 38 |
| Average business size (ESU) | 41 | 41 |
| OUTPUTS | <u>2015/16</u> | <u>2014/15</u> |
| Other cattle | 15,695 | 16,473 |
| Sheep | 62,420 | 64,808 |
| Other livestock | 2 | -44 |
| Main crops | 109 | 156 |
| By-products, forage and cultivations | 825 | 917 |
| Miscellaneous | 5,407 | 7,001 |
| Basic Payment Scheme | 28,598 | 30,465 |
| Income from energy generation | 418 | 248 |
| Environmental payments | 9,590 | 8,199 |
| TOTAL OUTPUTS | 123,064 | 128,223 |
| INPUTS | | |
| Feeds - purchased concentrates | 15,638 | 18,262 |
| - homegrown concentrates | 52 | 96 |
| Coarse fodder, tack and stock keep | 6,572 | 6,628 |
| Veterinary and medicines | 5,664 | 5,301 |
| Other livestock costs | 8,271 | 8,429 |
| Fertilisers | 7,576 | 7,630 |
| Seeds - purchased and homegrown | 613 | 631 |
| Other crop costs | 3,266 | 3,479 |
| Labour - paid | 3,240 | 2,889 |
| - unpaid | 4,613 | 4,428 |
| - casual | 1,529 | 1,119 |
| Machinery - contract | 628 | 660 |
| - repairs | 5,189 | 4,661 |
| - fuels | 5,065 | 5,901 |
| - depreciation | 11,229 | 11,812 |
| General farming costs | 10,175 | 10,262 |
| Land expenses | 5,019 | 4,005 |
| Rent | 3,167 | 3,083 |
| Rental value | 12,366 | 12,505 |
| TOTAL INPUTS | 109,872 | 111,781 |
| NET FARM INCOME (excluding BLSA) | 13,192 | 16,442 |
| Plus : | | |
| Unpaid labour (excludes farmer and spouse) | 4,613 | 4,428 |
| Imputed property costs | 12,261 | 12,400 |
| Less : | | |
| Interest charges | 2,107 | 2,399 |
| Ownership charges | 2,638 | 2,805 |
| FARM BUSINESS INCOME | 25,321 | 28,066 |

TABLE B3. Hill sheep farms**2. 28 - 60 ESU (continued)**

| INCOME MEASURES - £ per farm | <u>2015/16</u> | <u>2014/15</u> |
|---|----------------|----------------|
| NET FARM INCOME (excluding BLSA) | 13,192 | 16,442 |
| minus manual labour of farmer and spouse | 21,103 | 20,714 |
| plus managerial input of paid managers | 0 | 0 |
| MANAGEMENT and INVESTMENT INCOME | -7,911 | -4,272 |
| | | |
| NET FARM INCOME (excluding BLSA) | 13,192 | 16,442 |
| plus net rental value/imputed rent | 12,366 | 12,505 |
| minus occupier's expenses | 208 | 200 |
| minus interest payments | 2,107 | 2,399 |
| minus buildings and works depreciation | 2,966 | 3,128 |
| OCCUPIER'S NET INCOME | 20,277 | 23,220 |
| plus other imputed charges | 4,718 | 4,533 |
| plus fixed asset depreciation | 14,195 | 14,941 |
| minus valuation changes | -1,859 | 1,119 |
| CASH INCOME | 41,049 | 41,575 |
| | | |
| LAND UTILISATION - hectares per farm | | |
| Cereals | 0.15 | 0.15 |
| Roots, fodder and other crops | 1.26 | 1.43 |
| Grassland - hay | 3.45 | 3.77 |
| - silage | 16.76 | 17.60 |
| - pasture | 112.24 | 111.86 |
| Fallow and land let | 0.48 | 0.48 |
| Rough grazing - sole | 75.06 | 75.06 |
| Bare land and forage hired | 10.86 | 8.91 |
| Woods, roads and buildings | 4.97 | 4.95 |
| TOTAL AREA (actual hectares) | 225.23 | 224.21 |
| TOTAL AREA (effective hectares) | 168.52 | 167.52 |
| Rough grazing - common (effective hectares) | 30.55 | 30.55 |
| | | |
| TENANT'S CAPITAL - £ per farm | | |
| Machinery | 72,229 | 73,506 |
| Livestock | 94,573 | 95,858 |
| Crops | 3,987 | 3,867 |
| Stores | 1,328 | 2,037 |
| TOTAL | 172,117 | 175,268 |
| | | |
| PERFORMANCE INDICATORS | | |
| Lambs reared per ewe (numbers) | 1.16 | 1.11 |
| Finished lamb sales per ewe (numbers) | 0.75 | 0.70 |
| Stocking rate (grazing LU per eff.ha.) | 0.72 | 0.72 |
| Return on tenant's capital (%) | -4.60 | -2.44 |

TABLE B3. Hill 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 | 14.3 | 14.6 | 10.7 | 11.0 |
| Other cattle | 31.3 | 32.6 | 15.8 | 16.2 |
| Breeding sheep | 1089.1 | 1074.5 | 69.9 | 69.4 |
| Other sheep | 617.1 | 607.4 | 24.7 | 24.3 |
| Other livestock | 1.0 | 0.9 | | |

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 | 23 | 24 | 2 | 2 | 13 | 12 |
| Average farm size - ESU | 40.8 | 41.2 | N/A | N/A | 40.1 | 40.7 |
| - actual ha. | 257.52 | 251.70 | | | 182.91 | 185.31 |
| - eff. ha. | 179.15 | 176.24 | | | 162.20 | 163.61 |

ASSETS

| | | | | | | |
|--------------------------------|------------------|------------------|--|--|----------------|----------------|
| Agricultural land | 914,008 | 920,331 | | | 599,437 | 522,791 |
| Woodland | 10,506 | 10,669 | | | 6,746 | 5,752 |
| Buildings | 19,289 | 20,981 | | | 17,007 | 17,112 |
| Improvements | 16,857 | 15,930 | | | 6,809 | 7,348 |
| Machinery | 71,708 | 73,974 | | | 74,337 | 72,661 |
| Livestock | 92,703 | 91,854 | | | 101,034 | 98,715 |
| Crops, forage and cultivations | 4,260 | 3,983 | | | 3,077 | 3,132 |
| Basic Payment Scheme value | 44,618 | 26,394 | | | 39,863 | 29,863 |
| Stores | 1,570 | 1,832 | | | 862 | 2,768 |
| Credit balances | 40,375 | 26,734 | | | 36,245 | 25,309 |
| TOTAL | 1,215,894 | 1,192,682 | | | 885,417 | 785,451 |

EXTERNAL LIABILITIES

| | | | | | | |
|----------------------------|---------------|---------------|--|--|---------------|---------------|
| Long and medium term loans | 67,431 | 63,353 | | | 33,549 | 39,329 |
| Other short term loans | 3,773 | 4,604 | | | 15,439 | 8,301 |
| Overdrafts | 19,890 | 13,590 | | | 7,277 | 10,392 |
| TOTAL | 91,094 | 81,547 | | | 56,265 | 58,022 |

NET WORTH

| | | | | | | |
|--|------------------|------------------|--|--|----------------|----------------|
| | 1,124,800 | 1,111,135 | | | 829,152 | 727,429 |
|--|------------------|------------------|--|--|----------------|----------------|

| | | | | | | |
|------------------|----|----|--|--|----|----|
| Owner equity (%) | 93 | 93 | | | 94 | 93 |
|------------------|----|----|--|--|----|----|

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

TABLE B3. Hill sheep farms

| 3. Over 60 ESU | Farm Business Income (£ per farm) | |
|--|--|----------------|
| Number of farms in sample | 13 | 13 |
| Average business size (ESU) | 101 | 107 |
| OUTPUTS | <u>2015/16</u> | <u>2014/15</u> |
| Other cattle | 36,024 | 36,992 |
| Sheep | 159,614 | 174,512 |
| Other livestock | 0 | -130 |
| Main crops | 0 | 1,103 |
| By-products, forage and cultivations | 585 | 845 |
| Miscellaneous | 20,414 | 15,850 |
| Basic Payment Scheme | 59,834 | 65,231 |
| Income from energy generation | 4,484 | 1,122 |
| Environmental payments | 43,973 | 36,182 |
| TOTAL OUTPUTS | 324,928 | 331,707 |
| INPUTS | | |
| Feeds - purchased concentrates | 34,722 | 37,958 |
| - homegrown concentrates | 192 | 1,296 |
| Coarse fodder, tack and stock keep | 40,970 | 42,702 |
| Veterinary and medicines | 9,585 | 9,913 |
| Other livestock costs | 18,061 | 18,401 |
| Fertilisers | 10,979 | 11,854 |
| Seeds - purchased and homegrown | 2,052 | 1,902 |
| Other crop costs | 9,674 | 11,308 |
| Labour - paid | 12,263 | 11,161 |
| - unpaid | 17,917 | 20,289 |
| - casual | 4,702 | 4,852 |
| Machinery - contract | 1,079 | 2,726 |
| - repairs | 10,037 | 10,789 |
| - fuels | 10,390 | 13,169 |
| - depreciation | 25,090 | 23,223 |
| General farming costs | 21,295 | 20,841 |
| Land expenses | 10,664 | 8,173 |
| Rent | 4,119 | 4,988 |
| Rental value | 34,617 | 35,365 |
| TOTAL INPUTS | 278,408 | 290,910 |
| NET FARM INCOME (excluding BLSA) | 46,520 | 40,797 |
| Plus : | | |
| Unpaid labour (excludes farmer and spouse) | 17,917 | 20,289 |
| Imputed property costs | 34,535 | 35,283 |
| Less : | | |
| Interest charges | 8,183 | 6,511 |
| Ownership charges | 7,304 | 7,444 |
| FARM BUSINESS INCOME | 83,485 | 82,414 |

TABLE B3. Hill sheep farms**3. Over 60 ESU (continued)**

| INCOME MEASURES - £ per farm | <u>2015/16</u> | <u>2014/15</u> |
|---|----------------|----------------|
| NET FARM INCOME (excluding BLSA) | 46,520 | 40,797 |
| minus manual labour of farmer and spouse | 17,737 | 16,965 |
| plus managerial input of paid managers | 0 | 0 |
| MANAGEMENT and INVESTMENT INCOME | 28,783 | 23,832 |
| | | |
| NET FARM INCOME (excluding BLSA) | 46,520 | 40,797 |
| plus net rental value/imputed rent | 34,617 | 35,365 |
| minus occupier's expenses | 351 | 398 |
| minus interest payments | 8,183 | 6,511 |
| minus buildings and works depreciation | 7,951 | 8,130 |
| OCCUPIER'S NET INCOME | 64,652 | 61,123 |
| plus other imputed charges | 17,994 | 20,366 |
| plus fixed asset depreciation | 33,042 | 31,353 |
| minus valuation changes | 3,118 | -1,197 |
| CASH INCOME | 112,570 | 114,039 |
| | | |
| LAND UTILISATION - hectares per farm | | |
| Cereals | 0.00 | 1.49 |
| Roots, fodder and other crops | 3.96 | 3.77 |
| Grassland - hay | 3.61 | 4.67 |
| - silage | 28.68 | 29.45 |
| - pasture | 257.54 | 265.00 |
| Fallow and land let | 0.81 | 0.00 |
| Rough grazing - sole | 299.96 | 299.96 |
| Bare land and forage hired | 59.87 | 61.39 |
| Woods, roads and buildings | 14.73 | 14.73 |
| TOTAL AREA (actual hectares) | 669.16 | 680.46 |
| TOTAL AREA (effective hectares) | 431.85 | 443.15 |
| Rough grazing - common (effective hectares) | 31.78 | 31.78 |
| | | |
| TENANT'S CAPITAL - £ per farm | | |
| Machinery | 178,364 | 168,809 |
| Livestock | 252,959 | 248,414 |
| Crops | 4,908 | 4,700 |
| Stores | 1,947 | 2,758 |
| TOTAL | 438,178 | 424,681 |
| | | |
| PERFORMANCE INDICATORS | | |
| Lambs reared per ewe (numbers) | 1.13 | 1.12 |
| Finished lamb sales per ewe (numbers) | 0.95 | 0.91 |
| Stocking rate (grazing LU per eff.ha.) | 0.80 | 0.80 |
| Return on tenant's capital (%) | 6.57 | 5.61 |

TABLE B3. Hill 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> |
| Beef cows | 30.5 | 29.9 | 22.9 | 22.4 |
| Other cattle | 81.2 | 84.0 | 46.0 | 48.3 |
| Breeding sheep | 2696.6 | 2803.7 | 189.5 | 197.5 |
| Other sheep | 2169.1 | 2084.1 | 86.8 | 83.9 |
| Other livestock | 2.0 | 2.2 | | |

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 | 5 | 4 | 1 | 1 | 7 | 8 |
| Average farm size - ESU | N/A | N/A | N/A | N/A | 69.0 | 71.4 |
| - actual ha. | | | | | 366.74 | 376.88 |
| - eff. ha. | | | | | 221.48 | 242.08 |

ASSETS

| | | | | | | |
|--------------------------------|--|--|--|--|------------------|------------------|
| Agricultural land | | | | | 938,026 | 987,828 |
| Woodland | | | | | 4,697 | 5,353 |
| Buildings | | | | | 38,025 | 38,659 |
| Improvements | | | | | 36,476 | 32,342 |
| Machinery | | | | | 138,322 | 132,429 |
| Livestock | | | | | 158,006 | 157,467 |
| Crops, forage and cultivations | | | | | 3,540 | 3,673 |
| Basic Payment Scheme value | | | | | 66,221 | 46,779 |
| Stores | | | | | 1,585 | 2,179 |
| Credit balances | | | | | 74,611 | 50,581 |
| TOTAL | | | | | 1,459,509 | 1,457,290 |

EXTERNAL LIABILITIES

| | | | | | | |
|----------------------------|--|--|--|--|----------------|----------------|
| Long and medium term loans | | | | | 135,057 | 165,623 |
| Other short term loans | | | | | 5,658 | 8,459 |
| Overdrafts | | | | | 32,321 | 21,303 |
| TOTAL | | | | | 173,036 | 195,385 |

NET WORTH

| | | | | | | |
|------------------|--|--|--|--|------------------|------------------|
| | | | | | 1,286,473 | 1,261,905 |
| Owner equity (%) | | | | | 88 | 87 |

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

TABLE B3. Hill sheep farms

| 4. All sizes | Farm Business Income (£ per farm) | |
|--|--|----------------|
| Number of farms in sample | 102 | 102 |
| Average business size (ESU) | 37 | 38 |
| OUTPUTS | <u>2015/16</u> | <u>2014/15</u> |
| Other cattle | 13,242 | 13,633 |
| Sheep | 56,128 | 60,045 |
| Other livestock | -3 | -33 |
| Main crops | 40 | 199 |
| By-products, forage and cultivations | 631 | 647 |
| Miscellaneous | 6,884 | 6,694 |
| Basic Payment Scheme | 25,168 | 26,883 |
| Income from energy generation | 1,073 | 276 |
| Environmental payments | 11,667 | 10,166 |
| TOTAL OUTPUTS | 114,830 | 118,510 |
| INPUTS | | |
| Feeds - purchased concentrates | 13,152 | 14,826 |
| - homegrown concentrates | 44 | 201 |
| Coarse fodder, tack and stock keep | 8,316 | 8,696 |
| Veterinary and medicines | 4,518 | 4,292 |
| Other livestock costs | 7,021 | 7,123 |
| Fertilisers | 5,497 | 5,920 |
| Seeds - purchased and homegrown | 576 | 565 |
| Other crop costs | 3,150 | 3,482 |
| Labour - paid | 2,974 | 2,666 |
| - unpaid | 4,938 | 5,099 |
| - casual | 1,555 | 1,408 |
| Machinery - contract | 611 | 997 |
| - repairs | 4,461 | 4,669 |
| - fuels | 4,554 | 5,526 |
| - depreciation | 10,646 | 10,818 |
| General farming costs | 9,533 | 9,574 |
| Land expenses | 4,905 | 3,973 |
| Rent | 2,561 | 2,660 |
| Rental value | 11,997 | 12,127 |
| TOTAL INPUTS | 101,009 | 104,622 |
| NET FARM INCOME (excluding BLSA) | 13,821 | 13,888 |
| Plus : | | |
| Unpaid labour (excludes farmer and spouse) | 4,938 | 5,099 |
| Imputed property costs | 11,881 | 12,027 |
| Less : | | |
| Interest charges | 2,202 | 2,157 |
| Ownership charges | 2,635 | 2,718 |
| FARM BUSINESS INCOME | 25,803 | 26,139 |

TABLE B3. Hill sheep farms**4. All sizes (continued)**

| INCOME MEASURES - £ per farm | <u>2015/16</u> | <u>2014/15</u> |
|---|----------------|----------------|
| NET FARM INCOME (excluding BLSA) | 13,821 | 13,888 |
| minus manual labour of farmer and spouse | 19,478 | 19,092 |
| plus managerial input of paid managers | 0 | 0 |
| MANAGEMENT and INVESTMENT INCOME | -5,657 | -5,204 |
| | | |
| NET FARM INCOME (excluding BLSA) | 13,821 | 13,888 |
| plus net rental value/imputed rent | 11,997 | 12,127 |
| minus occupier's expenses | 237 | 232 |
| minus interest payments | 2,202 | 2,157 |
| minus buildings and works depreciation | 2,883 | 2,973 |
| OCCUPIER'S NET INCOME | 20,496 | 20,653 |
| plus other imputed charges | 5,036 | 5,197 |
| plus fixed asset depreciation | 13,530 | 13,792 |
| minus valuation changes | -74 | 470 |
| CASH INCOME | 39,136 | 39,172 |
| | | |
| LAND UTILISATION - hectares per farm | | |
| Cereals | 0.06 | 0.25 |
| Roots, fodder and other crops | 1.11 | 1.18 |
| Grassland - hay | 2.33 | 2.91 |
| - silage | 15.20 | 15.65 |
| - pasture | 105.87 | 106.63 |
| Fallow and land let | 1.00 | 0.65 |
| Rough grazing - sole | 81.74 | 81.74 |
| Bare land and forage hired | 13.11 | 12.58 |
| Woods, roads and buildings | 5.61 | 5.60 |
| TOTAL AREA (actual hectares) | 220.42 | 221.59 |
| TOTAL AREA (effective hectares) | 162.49 | 163.89 |
| Rough grazing - common (effective hectares) | 20.02 | 20.02 |
| | | |
| TENANT'S CAPITAL - £ per farm | | |
| Machinery | 70,721 | 70,071 |
| Livestock | 86,294 | 86,095 |
| Crops | 2,605 | 2,492 |
| Stores | 1,128 | 1,526 |
| TOTAL | 160,748 | 160,184 |
| | | |
| PERFORMANCE INDICATORS | | |
| Lambs reared per ewe (numbers) | 1.13 | 1.12 |
| Finished lamb sales per ewe (numbers) | 0.95 | 0.91 |
| Stocking rate (grazing LU per eff.ha.) | 0.80 | 0.80 |
| Return on tenant's capital (%) | -3.52 | -3.25 |

TABLE B3. Hill 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> |
| Beef cows | 12.2 | 12.4 | 9.1 | 9.3 |
| Other cattle | 28.6 | 29.3 | 15.0 | 15.3 |
| Breeding sheep | 978.6 | 990.3 | 65.1 | 66.2 |
| Other sheep | 643.0 | 631.7 | 25.7 | 25.3 |
| Other livestock | 0.6 | 0.6 | | |

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 | 58 | 57 | 8 | 8 | 36 | 37 |
| Average farm size - ESU | 37.0 | 38.0 | 38.9 | 38.6 | 35.8 | 36.7 |
| - actual ha. | 250.07 | 249.74 | 209.13 | 214.88 | 191.05 | 195.07 |
| - eff. ha. | 171.90 | 171.86 | 164.93 | 170.68 | 146.79 | 150.14 |

ASSETS

| | | | | | | |
|--------------------------------|------------------|------------------|----------------|----------------|----------------|----------------|
| Agricultural land | 983,021 | 976,028 | 0 | 0 | 538,127 | 539,103 |
| Woodland | 14,113 | 14,295 | 0 | 0 | 5,453 | 5,109 |
| Buildings | 16,679 | 18,063 | 5,637 | 6,117 | 17,475 | 18,131 |
| Improvements | 15,445 | 14,451 | 5,843 | 6,341 | 13,863 | 13,287 |
| Machinery | 71,328 | 70,565 | 54,285 | 55,806 | 73,399 | 72,395 |
| Livestock | 87,793 | 85,765 | 82,048 | 95,083 | 84,823 | 84,662 |
| Crops, forage and cultivations | 2,794 | 2,552 | 2,586 | 2,577 | 2,308 | 2,381 |
| Basic Payment Scheme value | 38,568 | 23,583 | 36,928 | 23,774 | 37,250 | 26,819 |
| Stores | 1,289 | 1,557 | 546 | 170 | 999 | 1,773 |
| Credit balances | 44,535 | 36,144 | 21,087 | 5,228 | 47,584 | 36,139 |
| TOTAL | 1,275,565 | 1,243,003 | 208,960 | 195,096 | 821,281 | 799,799 |

EXTERNAL LIABILITIES

| | | | | | | |
|----------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Long and medium term loans | 60,548 | 50,750 | 14,701 | 15,212 | 41,194 | 51,529 |
| Other short term loans | 4,353 | 2,901 | 7,920 | 8,514 | 7,205 | 5,230 |
| Overdrafts | 24,133 | 16,700 | 38,729 | 45,887 | 11,096 | 9,873 |
| TOTAL | 89,034 | 70,351 | 61,350 | 69,613 | 59,495 | 66,632 |

NET WORTH

| | | | | | | |
|--|------------------|------------------|----------------|----------------|----------------|----------------|
| | 1,186,531 | 1,172,652 | 147,610 | 125,483 | 761,786 | 733,167 |
|--|------------------|------------------|----------------|----------------|----------------|----------------|

| | | | | | | |
|------------------|----|----|----|----|----|----|
| Owner equity (%) | 93 | 94 | 71 | 64 | 93 | 92 |
|------------------|----|----|----|----|----|----|