

**TABLE B1. Hill and upland dairy farms**

<b>1. Under 100 ESU</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	20	20
Average business size (ESU)	73	72
<b>OUTPUTS</b>	<u>2015/16</u>	<u>2014/15</u>
Dairy	80,932	108,573
Other cattle	20,432	19,746
Sheep	7,721	9,728
Other livestock	50	71
Main crops	557	653
By-products, forage and cultivations	906	1,415
Miscellaneous	3,670	4,083
Basic Payment Scheme	11,592	12,810
Income from energy generation	54	29
Environmental payments	252	400
<b>TOTAL OUTPUTS</b>	<b>126,166</b>	<b>157,508</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	28,951	33,695
- homegrown concentrates	2,330	2,884
Coarse fodder, tack and stock keep	2,869	2,977
Veterinary and medicines	4,293	4,281
Other livestock costs	12,652	12,839
Fertilisers	8,690	11,550
Seeds - purchased and homegrown	426	711
Other crop costs	6,031	6,368
Labour - paid	1,937	1,667
- unpaid	3,848	3,959
- casual	668	967
Machinery - contract	833	1,048
- repairs	4,211	5,352
- fuels	3,968	4,933
- depreciation	9,413	10,134
General farming costs	12,424	12,657
Land expenses	3,953	5,045
Rent	3,792	3,723
Rental value	10,877	10,916
<b>TOTAL INPUTS</b>	<b>122,166</b>	<b>135,706</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>4,000</b>	<b>21,802</b>
Plus :		
Unpaid labour (excludes farmer and spouse)	3,848	3,959
Imputed property costs	10,768	10,753
Less :		
Interest charges	3,514	2,704
Ownership charges	3,767	4,010
<b>FARM BUSINESS INCOME</b>	<b>11,335</b>	<b>29,800</b>

**TABLE B1. Hill and upland dairy farms****1. Under 100 ESU (continued)**

<b>INCOME MEASURES - £ per farm</b>	<u>2015/16</u>	<u>2014/15</u>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>4,000</b>	<b>21,802</b>
minus manual labour of farmer and spouse	20,304	20,078
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-16,304</b>	<b>1,724</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>4,000</b>	<b>21,802</b>
plus net rental value/imputed rent	10,877	10,916
minus occupier's expenses	327	277
minus interest payments	3,514	2,704
minus buildings and works depreciation	3,778	4,071
<b>OCCUPIER'S NET INCOME</b>	<b>7,258</b>	<b>25,666</b>
plus other imputed charges	3,948	4,109
plus fixed asset depreciation	13,191	14,205
minus valuation changes	-1,869	4,947
<b>CASH INCOME</b>	<b>26,266</b>	<b>39,033</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.77	0.79
Roots, fodder and other crops	0.47	0.75
Grassland - hay	0.40	0.38
- silage	22.87	23.63
- pasture	33.87	33.22
Fallow and land let	1.85	0.00
Rough grazing - sole	5.19	5.19
Bare land and forage hired	6.04	8.11
Woods, roads and buildings	2.00	1.99
<b>TOTAL AREA (actual hectares)</b>	<b>73.46</b>	<b>74.06</b>
<b>TOTAL AREA (effective hectares)</b>	<b>66.20</b>	<b>68.65</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	62,052	63,728
Livestock	99,751	100,948
Crops	4,390	4,609
Stores	3,082	3,845
<b>TOTAL</b>	<b>169,275</b>	<b>173,130</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	6,021	6,072
Milk sales per cow (£)	1,230	1,701
Margin over concentrates per cow (£)	848	1,292
Milk price (pence per litre)	20.43	28.01
Lambs reared per ewe (numbers)	1.26	1.27
Finished lamb sales per ewe (numbers)	1.03	1.09
Stocking rate (grazing LU per eff.ha.)	1.70	1.63
Return on tenant's capital (%)	-9.63	1.00

**TABLE B1. Hill and upland dairy farms****1. Under 100 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	62.9	62.3	62.9	62.3
Beef cows	0.2	0.1	0.1	0.1
Other cattle	60.8	59.3	33.4	33.0
Breeding sheep	149.2	152.7	11.4	11.7
Other sheep	78.7	84.5	3.2	3.4
Other livestock	0.4	0.4		

**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	9	9	1	2	10	9
Average farm size - ESU	76.0	75.0	N/A	N/A	70.8	69.5
- actual ha.	75.04	75.04			72.61	76.54
- eff. ha.	67.31	67.31			65.02	73.00

**ASSETS**

Agricultural land	462,184	457,608			427,666	400,622
Woodland	5,024	4,975			2,582	2,841
Buildings	42,061	45,578			19,353	18,331
Improvements	10,616	10,937			1,417	1,602
Machinery	65,038	61,057			57,452	62,954
Livestock	105,472	106,184			94,813	96,256
Crops, forage and cultivations	3,338	3,700			5,722	5,983
Basic Payment Scheme value	17,062	13,222			17,588	14,855
Stores	2,283	4,729			4,050	2,874
Credit balances	28,361	21,850			22,561	21,965
<b>TOTAL</b>	<b>741,439</b>	<b>729,840</b>			<b>653,204</b>	<b>628,283</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	50,137	52,556			94,008	59,928
Other short term loans	9,482	6,714			7,949	10,394
Overdrafts	20,711	20,443			27,053	26,741
<b>TOTAL</b>	<b>80,330</b>	<b>79,713</b>			<b>129,010</b>	<b>97,063</b>

**NET WORTH**

	<b>661,109</b>	<b>650,127</b>			<b>524,194</b>	<b>531,220</b>
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Owner equity (%)	89	89			80	85
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N/A - liabilities and assets results are not shown when the sub-samples by tenure have less than 5 farms.

**TABLE B1. Hill and upland dairy farms**

<b>2. Over 100 ESU</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	40	40
Average business size (ESU)	211	202
<b>OUTPUTS</b>	<u>2015/16</u>	<u>2014/15</u>
Dairy	293,081	362,796
Other cattle	46,949	50,684
Sheep	17,069	18,334
Other livestock	5,804	6,505
Main crops	962	1,608
By-products, forage and cultivations	768	3,859
Miscellaneous	3,244	2,847
Basic Payment Scheme	21,984	26,415
Income from energy generation	3,079	2,720
Environmental payments	1,388	1,481
<b>TOTAL OUTPUTS</b>	<b>394,328</b>	<b>477,249</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	97,891	114,398
- homegrown concentrates	3,509	4,186
Coarse fodder, tack and stock keep	18,195	23,065
Veterinary and medicines	14,201	15,081
Other livestock costs	33,489	35,373
Fertilisers	22,789	25,261
Seeds - purchased and homegrown	1,766	2,583
Other crop costs	21,434	22,289
Labour - paid	14,861	13,528
- unpaid	15,855	15,310
- casual	5,919	5,564
Machinery - contract	5,473	6,029
- repairs	10,496	11,997
- fuels	9,878	13,408
- depreciation	25,867	24,608
General farming costs	24,024	25,540
Land expenses	10,101	11,442
Rent	7,940	8,229
Rental value	31,287	31,261
<b>TOTAL INPUTS</b>	<b>374,975</b>	<b>409,152</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>19,353</b>	<b>68,097</b>
Plus :		
Unpaid labour (excludes farmer and spouse)	15,855	15,310
Imputed property costs	31,145	31,097
Less :		
Interest charges	13,097	11,857
Ownership charges	17,541	17,526
<b>FARM BUSINESS INCOME</b>	<b>35,715</b>	<b>85,121</b>

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

<b>INCOME MEASURES - £ per farm</b>	<u>2015/16</u>	<u>2014/15</u>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>19,353</b>	<b>68,097</b>
minus manual labour of farmer and spouse	22,836	22,401
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-3,483</b>	<b>45,696</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>19,353</b>	<b>68,097</b>
plus net rental value/imputed rent	31,287	31,261
minus occupier's expenses	417	431
minus interest payments	13,097	11,857
minus buildings and works depreciation	18,050	18,088
<b>OCCUPIER'S NET INCOME</b>	<b>19,076</b>	<b>68,982</b>
plus other imputed charges	15,955	15,410
plus fixed asset depreciation	43,918	42,696
minus valuation changes	998	12,162
<b>CASH INCOME</b>	<b>77,951</b>	<b>114,926</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	1.08	0.96
Roots, fodder and other crops	3.87	6.58
Grassland - hay	0.23	0.39
- silage	43.01	43.60
- pasture	64.09	63.06
Fallow and land let	0.08	0.08
Rough grazing - sole	9.45	9.45
Bare land and forage hired	24.39	24.59
Woods, roads and buildings	3.74	3.74
<b>TOTAL AREA (actual hectares)</b>	<b>149.94</b>	<b>152.45</b>
<b>TOTAL AREA (effective hectares)</b>	<b>139.90</b>	<b>142.41</b>
Rough grazing - common (effective hectares)	0.00	0.14
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	163,858	169,498
Livestock	268,462	265,591
Crops	11,016	11,302
Stores	4,119	5,502
<b>TOTAL</b>	<b>447,455</b>	<b>451,893</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	6,972	6,871
Milk sales per cow (£)	1,542	2,033
Margin over concentrates per cow (£)	1,100	1,497
Milk price (pence per litre)	22.12	29.59
Lambs reared per ewe (numbers)	1.45	1.44
Finished lamb sales per ewe (numbers)	1.40	1.31
Stocking rate (grazing LU per eff.ha.)	2.15	2.03
Return on tenant's capital (%)	-0.78	10.11

**TABLE B1. Hill and upland dairy farms****2. Over 100 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	188.3	180.5	188.3	180.5
Beef cows	2.3	2.3	1.8	1.8
Other cattle	150.2	144.6	82.2	79.9
Breeding sheep	249.2	234.7	19.4	18.3
Other sheep	153.6	130.6	6.1	5.2
Other livestock	293.8	286.3		

**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	20	18	0	0	20	22
Average farm size - ESU	207.9	201.8	N/A	N/A	215.0	203.0
- actual ha.	143.34	143.88			156.53	159.46
- eff. ha.	133.12	132.87			146.68	150.22

**ASSETS**

Agricultural land	1,209,829	1,119,403			561,500	678,255
Woodland	4,211	3,764			3,126	3,524
Buildings	149,105	157,160			143,743	141,750
Improvements	21,362	19,223			25,866	23,410
Machinery	172,090	180,705			155,626	160,329
Livestock	257,350	244,985			279,575	282,452
Crops, forage and cultivations	13,208	12,446			8,825	10,368
Basic Payment Scheme value	34,004	29,576			31,967	29,547
Stores	4,575	7,118			3,663	4,182
Credit balances	77,654	79,943			47,590	50,498
<b>TOTAL</b>	<b>1,943,388</b>	<b>1,854,323</b>			<b>1,261,481</b>	<b>1,384,315</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	340,829	296,055			307,602	390,508
Other short term loans	29,737	33,017			22,988	28,979
Overdrafts	54,303	38,519			104,199	74,053
<b>TOTAL</b>	<b>424,869</b>	<b>367,591</b>			<b>434,789</b>	<b>493,540</b>

**NET WORTH**

	<b>1,518,519</b>	<b>1,486,732</b>			<b>826,692</b>	<b>890,775</b>
Owner equity (%)	78	80			66	64

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

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

Number of farms in sample	60	60
Average business size (ESU)	165	159
<b>OUTPUTS</b>	<b>2015/16</b>	<b>2014/15</b>
Dairy	222,365	278,055
Other cattle	38,110	40,372
Sheep	13,953	15,465
Other livestock	3,886	4,360
Main crops	827	1,290
By-products, forage and cultivations	814	3,044
Miscellaneous	3,386	3,259
Basic Payment Scheme	18,520	21,880
Income from energy generation	2,071	1,823
Environmental payments	1,009	1,121
<b>TOTAL OUTPUTS</b>	<b>304,941</b>	<b>370,669</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	74,911	87,497
- homegrown concentrates	3,116	3,752
Coarse fodder, tack and stock keep	13,086	16,369
Veterinary and medicines	10,898	11,481
Other livestock costs	26,543	27,862
Fertilisers	18,089	20,691
Seeds - purchased and homegrown	1,319	1,959
Other crop costs	16,299	16,982
Labour - paid	10,553	9,574
- unpaid	11,852	11,526
- casual	4,168	4,032
Machinery - contract	3,927	4,369
- repairs	8,401	9,782
- fuels	7,908	10,583
- depreciation	20,383	19,783
General farming costs	20,157	21,246
Land expenses	8,052	9,310
Rent	6,558	6,727
Rental value	24,484	24,479
<b>TOTAL INPUTS</b>	<b>290,704</b>	<b>318,004</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>14,237</b>	<b>52,665</b>
Plus :		
Unpaid labour (excludes farmer and spouse)	11,852	11,526
Imputed property costs	24,353	24,316
Less :		
Interest charges	9,902	8,806
Ownership charges	12,949	13,021
<b>FARM BUSINESS INCOME</b>	<b>27,591</b>	<b>66,680</b>

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

<b>INCOME MEASURES - £ per farm</b>	<u>2015/16</u>	<u>2014/15</u>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>14,237</b>	<b>52,665</b>
minus manual labour of farmer and spouse	21,992	21,627
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-7,755</b>	<b>31,038</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>14,237</b>	<b>52,665</b>
plus net rental value/imputed rent	24,484	24,479
minus occupier's expenses	387	380
minus interest payments	9,902	8,806
minus buildings and works depreciation	13,292	13,416
<b>OCCUPIER'S NET INCOME</b>	<b>15,140</b>	<b>54,542</b>
plus other imputed charges	11,952	11,643
plus fixed asset depreciation	33,675	33,199
minus valuation changes	42	9,757
<b>CASH INCOME</b>	<b>60,725</b>	<b>89,627</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.98	0.90
Roots, fodder and other crops	2.74	4.64
Grassland - hay	0.29	0.39
- silage	36.30	36.94
- pasture	54.02	53.11
Fallow and land let	0.67	0.05
Rough grazing - sole	8.03	8.03
Bare land and forage hired	18.28	19.10
Woods, roads and buildings	3.16	3.16
<b>TOTAL AREA (actual hectares)</b>	<b>124.47</b>	<b>126.32</b>
<b>TOTAL AREA (effective hectares)</b>	<b>115.33</b>	<b>117.83</b>
Rough grazing - common (effective hectares)	0.00	0.09
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	129,922	134,241
Livestock	212,225	210,710
Crops	8,807	9,071
Stores	3,773	4,950
<b>TOTAL</b>	<b>354,727</b>	<b>358,972</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	6,836	6,753
Milk sales per cow (£)	1,498	1,984
Margin over concentrates per cow (£)	1,064	1,467
Milk price (pence per litre)	21.91	29.38
Lambs reared per ewe (numbers)	1.41	1.40
Finished lamb sales per ewe (numbers)	1.32	1.26
Stocking rate (grazing LU per eff.ha.)	2.06	1.95
Return on tenant's capital (%)	-2.19	8.65



**TABLE B1. Hill and upland dairy farms****3. 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	146.5	141.1	146.5	141.1
Beef cows	1.6	1.6	1.2	1.2
Other cattle	120.4	116.1	66.0	64.3
Breeding sheep	215.9	207.3	16.8	16.1
Other sheep	128.6	115.3	5.1	4.6
Other livestock	196.0	191.0		

**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	29	27	1	2	30	31
Average farm size - ESU	166.9	159.6	N/A	N/A	166.9	164.2
- actual ha.	122.15	120.94			128.56	135.38
- eff. ha.	112.70	111.02			119.46	127.80

**ASSETS**

Agricultural land	977,801	898,804			516,888	597,652
Woodland	4,463	4,168			2,945	3,326
Buildings	115,885	119,966			102,280	105,918
Improvements	18,027	16,461			17,717	17,078
Machinery	138,867	140,822			122,901	132,059
Livestock	210,216	198,718			217,988	228,395
Crops, forage and cultivations	10,145	9,530			7,791	9,095
Basic Payment Scheme value	28,746	24,125			27,174	25,282
Stores	3,864	6,321			3,792	3,802
Credit balances	62,356	60,579			39,247	42,214
<b>TOTAL</b>	<b>1,570,370</b>	<b>1,479,494</b>			<b>1,058,723</b>	<b>1,164,821</b>

**EXTERNAL LIABILITIES**

Long and medium term loans	250,614	214,889			236,404	294,533
Other short term loans	23,451	24,249			17,975	23,583
Overdrafts	43,878	32,494			78,484	60,317
<b>TOTAL</b>	<b>317,943</b>	<b>271,632</b>			<b>332,863</b>	<b>378,433</b>

**NET WORTH**

	<b>1,252,427</b>	<b>1,207,862</b>			<b>725,860</b>	<b>786,388</b>
Owner equity (%)	80	82			69	68

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