

TABLE B6. Lowland cattle and sheep farms

1. Under 28 ESU	Farm Business Income (£ per farm)	
Number of farms in sample	31	31
Average business size (ESU)	15	16
OUTPUTS	<u>2015/16</u>	<u>2014/15</u>
Other cattle	19,213	19,875
Sheep	11,442	12,086
Main crops	687	1,114
By-products, forage and cultivations	6,237	6,480
Miscellaneous	4,490	6,466
Basic Payment Scheme	9,400	10,732
Income from energy generation	961	873
Environmental payments	835	1,002
TOTAL OUTPUTS	53,265	58,628
INPUTS		
Feeds - purchased concentrates	4,707	4,313
- homegrown concentrates	501	745
Coarse fodder, tack and stock keep	1,205	1,441
Veterinary and medicines	1,567	1,551
Other livestock costs	3,297	3,444
Fertilisers	3,598	3,518
Seeds - purchased and homegrown	445	404
Other crop costs	2,776	2,693
Labour - paid	171	60
- unpaid	2,524	2,426
- casual	355	300
Machinery - contract	780	593
- repairs	2,602	2,474
- fuels	2,740	3,658
- depreciation	7,226	7,160
General farming costs	7,394	7,364
Land expenses	1,789	2,781
Rent	1,195	1,401
Rental value	6,834	6,753
TOTAL INPUTS	51,706	53,079
NET FARM INCOME (excluding BLSA)	1,559	5,549
Plus :		
Unpaid labour (excludes farmer and spouse)	2,524	2,426
Imputed property costs	6,801	6,720
Less :		
Interest charges	767	750
Ownership charges	1,816	1,770
FARM BUSINESS INCOME	8,301	12,175

TABLE B6. Lowland 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)	1,559	5,549
minus manual labour of farmer and spouse	14,773	14,811
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-13,214	-9,262
NET FARM INCOME (excluding BLSA)	1,559	5,549
plus net rental value/imputed rent	6,834	6,753
minus occupier's expenses	199	186
minus interest payments	767	750
minus buildings and works depreciation	1,738	1,703
OCCUPIER'S NET INCOME	5,689	9,663
plus other imputed charges	2,556	2,458
plus fixed asset depreciation	8,964	8,864
minus valuation changes	-978	-668
CASH INCOME	18,187	21,653
LAND UTILISATION - hectares per farm		
Cereals	0.70	1.26
Roots, fodder and other crops	1.33	0.68
Grassland - hay	2.11	4.09
- silage	11.92	11.07
- pasture	28.46	28.48
Fallow and land let	4.89	3.81
Rough grazing - sole	2.28	2.28
Bare land and forage hired	3.77	3.29
Woods, roads and buildings	2.32	2.58
TOTAL AREA (actual hectares)	57.78	57.54
TOTAL AREA (effective hectares)	49.12	49.69
Rough grazing - common (effective hectares)	1.80	1.80
TENANT'S CAPITAL - £ per farm		
Machinery	45,619	46,092
Livestock	44,381	44,867
Crops	3,275	3,531
Stores	1,964	1,717
TOTAL	95,239	96,207
PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.28	1.36
Finished lamb sales per ewe (numbers)	1.35	1.43
Stocking rate (grazing LU per eff.ha.)	1.22	1.26
Return on tenant's capital (%)	-13.87	-9.63

TABLE B6. Lowland 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>
Dairy cattle	0.0	0.0	0.0	0.0
Beef cows	14.9	14.8	11.2	11.1
Other cattle	49.9	51.9	27.1	28.3
Breeding sheep	160.4	162.6	12.8	13.0
Other sheep	116.8	126.9	4.7	5.1

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	17	16	4	4	10	11
Average farm size - ESU	15.0	15.8	N/A	N/A	15.7	16.7
- actual ha.	66.38	66.09			55.11	55.89
- eff. ha.	54.76	54.39			48.35	51.12

ASSETS

Agricultural land	469,752	440,785			499,104	499,712
Woodland	8,630	9,858			3,693	3,775
Buildings	15,538	14,820			27,429	9,897
Improvements	3,705	4,053			2,339	1,892
Machinery	55,355	58,260			36,422	35,432
Livestock	47,606	48,516			44,601	44,495
Crops, forage and cultivations	3,968	4,846			3,137	2,659
Basic Payment Scheme value	16,883	14,172			12,130	10,314
Stores	3,321	2,917			345	506
Credit balances	19,189	14,620			13,889	10,011
TOTAL	643,947	612,847			643,089	618,693

EXTERNAL LIABILITIES

Long and medium term loans	11,583	6,408			28,314	15,420
Other short term loans	4,868	5,661			1,231	1,959
Overdrafts	19,521	14,734			3,614	7,161
TOTAL	35,972	26,803			33,159	24,540

NET WORTH

NET WORTH	607,975	586,044			609,930	594,153
Owner equity (%)	94	96			95	96

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

TABLE B6. Lowland cattle and sheep farms

2. Over 28 ESU	Farm Business Income (£ per farm)	
Number of farms in sample	17	17
Average business size (ESU)	47	47
OUTPUTS	<u>2015/16</u>	<u>2014/15</u>
Other cattle	52,253	57,503
Sheep	56,704	66,932
Main crops	7,751	8,397
By-products, forage and cultivations	5,279	3,121
Miscellaneous	3,431	2,017
Basic Payment Scheme	22,083	26,887
Income from energy generation	937	609
Environmental payments	1,482	1,290
TOTAL OUTPUTS	149,920	166,756
INPUTS		
Feeds - purchased concentrates	15,602	15,281
- homegrown concentrates	4,170	5,876
Coarse fodder, tack and stock keep	3,262	3,461
Veterinary and medicines	4,872	4,900
Other livestock costs	11,994	12,195
Fertilisers	9,205	11,437
Seeds - purchased and homegrown	1,576	2,066
Other crop costs	7,356	8,905
Labour - paid	6,604	3,589
- unpaid	7,868	7,137
- casual	1,712	2,792
Machinery - contract	1,588	1,351
- repairs	4,548	5,328
- fuels	5,606	7,688
- depreciation	13,656	15,000
General farming costs	12,721	12,690
Land expenses	4,138	3,993
Rent	4,856	3,974
Rental value	16,486	16,455
TOTAL INPUTS	137,820	144,118
NET FARM INCOME (excluding BLSA)	12,100	22,638
Plus :		
Unpaid labour (excludes farmer and spouse)	7,868	7,137
Imputed property costs	16,427	16,450
Less :		
Interest charges	4,379	3,785
Ownership charges	6,651	6,901
FARM BUSINESS INCOME	25,365	35,539

TABLE B6. Lowland cattle and sheep farms**2. Over 28 ESU (continued)**

INCOME MEASURES - £ per farm	<u>2015/16</u>	<u>2014/15</u>
NET FARM INCOME (excluding BLSA)	12,100	22,638
minus manual labour of farmer and spouse	19,893	20,152
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-7,793	2,486
NET FARM INCOME (excluding BLSA)	12,100	22,638
plus net rental value/imputed rent	16,486	16,455
minus occupier's expenses	235	248
minus interest payments	4,379	3,785
minus buildings and works depreciation	6,811	6,957
OCCUPIER'S NET INCOME	17,161	28,103
plus other imputed charges	7,868	7,137
plus fixed asset depreciation	20,467	21,958
minus valuation changes	5,888	-586
CASH INCOME	39,608	57,784
LAND UTILISATION - hectares per farm		
Cereals	8.07	9.33
Roots, fodder and other crops	3.48	4.37
Grassland - hay	7.47	7.83
- silage	22.75	21.88
- pasture	64.85	66.35
Fallow and land let	5.29	0.00
Rough grazing - sole	2.40	2.40
Bare land and forage hired	8.80	6.09
Woods, roads and buildings	2.66	2.66
TOTAL AREA (actual hectares)	125.77	120.91
TOTAL AREA (effective hectares)	116.31	116.74
Rough grazing - common (effective hectares)	23.53	23.53
TENANT'S CAPITAL - £ per farm		
Machinery	88,048	90,890
Livestock	154,509	149,503
Crops	8,639	7,428
Stores	4,336	4,428
TOTAL	255,532	252,249
PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.54	1.49
Finished lamb sales per ewe (numbers)	1.50	1.45
Stocking rate (grazing LU per eff.ha.)	1.47	1.42
Return on tenant's capital (%)	-3.05	0.99

TABLE B6. Lowland cattle and sheep farms**2. Over 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>
Dairy cattle	0.0	0.0	0.0	0.0
Beef cows	19.9	19.4	14.9	14.6
Other cattle	126.6	122.0	75.1	71.1
Breeding sheep	574.6	572.4	46.0	45.8
Other sheep	483.7	496.5	20.1	20.5

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	1	7	7
Average farm size - ESU	37.7	39.1	N/A	N/A	61.5	60.5
- actual ha.	102.47	96.50			158.40	154.28
- eff. ha.	96.43	90.46			144.13	152.86

ASSETS

Agricultural land	949,731	904,116			1,095,886	1,085,036
Woodland	6,512	6,447			944	934
Buildings	34,803	31,983			81,136	87,410
Improvements	6,884	6,644			19,193	19,883
Machinery	76,350	79,058			105,725	107,463
Livestock	113,270	117,101			215,202	199,261
Crops, forage and cultivations	7,947	7,418			9,975	7,924
Basic Payment Scheme value	28,861	22,161			42,756	42,262
Stores	1,683	1,885			8,316	8,273
Credit balances	36,538	29,437			37,664	37,046
TOTAL	1,262,579	1,206,250			1,616,797	1,595,492

EXTERNAL LIABILITIES

Long and medium term loans	76,976	29,449			149,120	158,938
Other short term loans	5,232	5,803			10,758	14,439
Overdrafts	48,847	42,053			17,315	16,742
TOTAL	131,055	77,305			177,193	190,119

NET WORTH

	1,131,524	1,128,945			1,439,604	1,405,373
Owner equity (%)	90	94			89	88

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

TABLE B6. Lowland cattle and sheep farms

3. All sizes	Farm Business Income (£ per farm)	
Number of farms in sample	48	48
Average business size (ESU)	26	27
OUTPUTS	<u>2015/16</u>	<u>2014/15</u>
Other cattle	30,915	33,202
Sheep	27,472	31,511
Main crops	3,189	3,693
By-products, forage and cultivations	5,898	5,290
Miscellaneous	4,115	4,890
Basic Payment Scheme	13,892	16,454
Income from energy generation	953	779
Environmental payments	1,064	1,104
TOTAL OUTPUTS	87,498	96,923
INPUTS		
Feeds - purchased concentrates	8,566	8,197
- homegrown concentrates	1,801	2,562
Coarse fodder, tuck and stock keep	1,934	2,157
Veterinary and medicines	2,737	2,737
Other livestock costs	6,377	6,543
Fertilisers	5,584	6,322
Seeds - purchased and homegrown	845	993
Other crop costs	4,398	4,893
Labour - paid	2,450	1,310
- unpaid	4,417	4,095
- casual	836	1,182
Machinery - contract	1,066	861
- repairs	3,291	3,485
- fuels	3,755	5,085
- depreciation	9,503	9,937
General farming costs	9,280	9,250
Land expenses	2,621	3,210
Rent	2,492	2,312
Rental value	10,253	10,189
TOTAL INPUTS	82,206	85,320
NET FARM INCOME (excluding BLSA)	5,292	11,603
Plus :		
Unpaid labour (excludes farmer and spouse)	4,417	4,095
Imputed property costs	10,210	10,166
Less :		
Interest charges	2,046	1,825
Ownership charges	3,528	3,587
FARM BUSINESS INCOME	14,345	20,452

TABLE B6. Lowland cattle and sheep farms**3. All sizes (continued)**

INCOME MEASURES - £ per farm	<u>2015/16</u>	<u>2014/15</u>
NET FARM INCOME (excluding BLSA)	5,292	11,603
minus manual labour of farmer and spouse	16,586	16,703
plus managerial input of paid managers	0	0
MANAGEMENT and INVESTMENT INCOME	-11,294	-5,100
NET FARM INCOME (excluding BLSA)	5,292	11,603
plus net rental value/imputed rent	10,253	10,189
minus occupier's expenses	211	208
minus interest payments	2,046	1,825
minus buildings and works depreciation	3,534	3,564
OCCUPIER'S NET INCOME	9,754	16,195
plus other imputed charges	4,437	4,115
plus fixed asset depreciation	13,038	13,501
minus valuation changes	1,454	-639
CASH INCOME	25,775	34,450
LAND UTILISATION - hectares per farm		
Cereals	3.31	4.12
Roots, fodder and other crops	2.09	1.99
Grassland - hay	4.01	5.41
- silage	15.75	14.90
- pasture	41.35	41.89
Fallow and land let	5.03	2.46
Rough grazing - sole	2.32	2.32
Bare land and forage hired	5.55	4.28
Woods, roads and buildings	2.44	2.61
TOTAL AREA (actual hectares)	81.85	79.98
TOTAL AREA (effective hectares)	72.92	73.44
Rough grazing - common (effective hectares)	9.49	9.49
TENANT'S CAPITAL - £ per farm		
Machinery	60,646	61,958
Livestock	83,385	81,925
Crops	5,175	4,911
Stores	2,804	2,677
TOTAL	152,010	151,471
PERFORMANCE INDICATORS		
Lambs reared per ewe (numbers)	1.47	1.45
Finished lamb sales per ewe (numbers)	1.45	1.44
Stocking rate (grazing LU per eff.ha.)	1.36	1.35
Return on tenant's capital (%)	-7.43	-3.37

TABLE B6. Lowland cattle and sheep 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	0.0	0.0	0.0	0.0
Beef cows	16.7	16.4	12.5	12.3
Other cattle	77.0	76.8	44.1	43.5
Breeding sheep	307.1	307.8	24.6	24.6
Other sheep	246.8	257.8	10.1	10.6

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	26	25	5	5	17	18
Average farm size - ESU	22.8	24.2	N/A	N/A	34.5	33.7
- actual ha.	78.88	77.03			97.64	94.15
- eff. ha.	69.19	67.38			87.79	90.69

ASSETS

Agricultural land	635,899	607,584			744,838	727,338
Woodland	7,896	8,630			2,561	2,670
Buildings	22,206	20,999			49,543	40,041
Improvements	4,806	4,985			9,279	8,888
Machinery	62,622	65,747			64,959	63,444
Livestock	70,336	73,207			114,848	104,682
Crops, forage and cultivations	5,345	5,772			5,953	4,707
Basic Payment Scheme value	21,029	17,048			24,741	22,738
Stores	2,754	2,545			3,627	3,526
Credit balances	25,195	19,954			23,678	20,524
TOTAL	858,088	826,471			1,044,027	998,558

EXTERNAL LIABILITIES

Long and medium term loans	34,219	14,703			78,058	71,233
Other short term loans	4,994	5,712			5,153	6,812
Overdrafts	29,672	24,569			9,256	10,887
TOTAL	68,885	44,984			92,467	88,932

NET WORTH

	789,203	781,487			951,560	909,626
Owner equity (%)	92	95			91	91

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