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Institute of Biological, Environmental and Rural Sciences

Aberystwyth University

FARM BUSINESS SURVEY IN WALES

STATISTICAL RESULTS FOR

2022/2023



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December 2023

ISSN 0961 – 9321

Price: £ 20.00



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## FOREWORD

This publication continues the University's annual series of statistical results from the Farm Business Survey. The results are presented as a series of tables with a brief introductory commentary, and are intended to serve two purposes. Firstly, they provide regional, national and EU policy-makers with information on the economic condition of different types and sizes of farms in Wales. Secondly, they provide farmers, farm advisers and others with comparative information essential for assessing the performance of individual farms. The results include detailed output and input breakdowns, a selection of income definitions, information on farms' liabilities and assets, and gross margins for the main enterprises found in Wales.

In October 2006, the Welsh Government (WG) undertook a formal consultation on the subject of farm income measures. Similar consultations were conducted in the rest of the UK and the agreed UK response was that Farm Business Income (FBI) should be adopted as the headline measure of farm income. FBI represents the return to all unpaid labour (farmers, spouses, family workers and others with an entrepreneurial interest in the farm business) and to all their capital invested in the farm business including land and farm buildings. It should be noted that FBI excludes the notional rental values for owner-occupied land and values for unpaid labour that are included in Net Farm Income (NFI), and includes interest and other capital charges as well as the profits (or losses) on semi-integrated non-agricultural activities. FBI is designed to better reflect overall business performance including the increasing levels of business diversification currently found on farms. Although FBI has been adopted as the new headline measure of farm income, the traditional measures of farm income (Net Farm Income, Management and Investment Income and Cash Income) will continue to be calculated and published for continuity purposes.

Users of this report of statistical results should exercise caution in interpretation of the Tables, particularly of Tables A and B which show changes in receipts and costs, and consequently farmers' incomes, for an identical sample of farms between 2021/2022 and 2022/2023. These changes should be good indicators of what has happened on other farms of similar type and size, but attention is drawn to the following points:

- the representativeness of a result for any farm type/size group is related to the number of farms of that type and size in the sample (in all cases this is shown in the Tables), but attention is drawn specifically to the relatively small size of sample in some groups.
- results presented for groups are averages for each type and size group.
- the procedures and terms used are defined in the Appendices.

The results presented here are based on financial and physical data from 553 farms in Wales. The Institute would like to acknowledge the collaborative effort of many people including the many farmers throughout Wales who have generously made detailed business information available to us, the farm research, computer and clerical staff of the Farm Business Survey Unit, and the Welsh Government which has financed the work.

December 2023

A. O'Regan  
Director of Farm Business Survey Unit

## METHODOLOGICAL NOTE

The data used in this report originate from the Farm Business Survey (FBS) conducted by the Institute of Biological, Environmental and Rural Sciences of Aberystwyth University (AU), and funded by the Welsh Government (WG). Statistics produced from the same data by WG, however, may appear to differ in some respects from those in this report, and this may be confusing to users of the survey results.

The difference arises largely from differing definitions of inter-year identical samples. Under the AU methodology, a farm is included in the identical sample for 2022/2023 and 2021/2022 if it appears in the FBS sample in both years **and** if it is classified into the same broad farm type and broad size group in each of those years. Under the WG methodology, a farm is included in the identical sample for 2022/2023 and 2021/2022 simply if it appears in the FBS sample in both years. Farms which change type or size between the two years are included in the sample according to their 2022/2023 farm type or size. The WG results are also weighted, according to numbers of farms in the relevant farm types in the agricultural census, whereas the AU results are un-weighted.

In 2016 the basis for classifying farms changed from using Standard Gross Margins to Standard Outputs (SOs). SOs are calculated per hectare of crops and per head of livestock, and are used to calculate the standard output associated with each part of the farm business. The relative contributions of different crop or livestock types to the farm's total SOs will define how a farm is classified. Farms are classified as Small, Medium and Large according to their total Standard Outputs. See below.

<b>Farm Type</b>	<b>Small</b>	<b>Medium</b>	<b>Large</b>
Hill & Upland Dairy	<400k		>400k
Lowland Dairy	<500k		>500k
Hill Sheep	<55k	55k - 95k	>95k
Hill Cattle and Sheep	<75k	75k - 115k	>115k
Upland Cattle & Sheep	<55k	55k - 95k	>95k
Lowland Cattle & Sheep	<85k		>85k

(Further details of the classification procedures employed are given in Appendices 1 and 2.)

## INTRODUCTION

This report presents the results of the Farm Business Survey in Wales for 2022/2023. The Survey covered a sample of 553 farms with accounting years ending between 31st December 2022 and 31st March 2023 and therefore reflect farming conditions between January 2022 and March 2023. This overview is intended to provide context and insight into the period the results represent.

The reasonable 2021 harvest and mild, but wet, 21/22 winter whilst easing pressure on winter stocks, delayed turnout. A dry, mild spring limited grass growth and a long, dry, warm summer gave ideal harvest conditions although yields were poor, particularly forage. A warm autumn gave good forage growth and a mild, dry and early 22/23 spring eased pressures on winter forage. However, many farms still ran short of stocks and so forced forage purchases and premature stock sales.

The spring weather provided good lambing and finishing conditions. Sheep prices remained similar to the previous year for most of the season for all types of stock, but fell late on. Cull prices were strong, but wool prices, whilst up on 2021, were still historically low. Finished cattle prices remained buoyant for most of the season until forage shortage forced early sales for some. Cull and store cattle prices remained strong as did heifer prices. Higher input prices in all sectors significantly impacted margins.

Milk price increased throughout spring and summer peaking at over 50ppl for some and remaining high for the rest of the period. However, some of this increase was offset by higher input costs. Dairy stock prices remained strong for the whole period, although variability between regions, contracts, buyers and systems remained as did the ever-present pressures and stresses of bTB.

With low stocks and high demand for crops at the start of the period, prices were strong and remained so the whole season. The dry season and agrochemical supply/cost issues offset some of the increased prices. Continued uncertainty reduced the planting areas of some oilseeds and input intensive crops. Potato and maize yields again struggled with dry conditions and prices were variable.

Farm profitability concern as a result of increasing inputs' inflation and related pressures plus continued negative public perception of farming and climate change etc. are leading to business planning issues, increased anxiety, stress and a deterioration in farmer mental wellbeing.

Other aspects of note during the period included:- Trade/Conflict related large rises in input costs and in particular fuel and electricity; Increased pressures on farm finances and significantly increasing interest rates; Higher import prices for agrochemicals, record and unpredictable fertiliser prices, and building materials costs; Availability and costs of machinery, equipment and parts; Continued concern over replacing lost BPS income, future environmental schemes/eligibility and future UK agricultural policies; Poor labour availability and higher labour costs; Reduced availability of and increased cost of land and rented grazing; Significantly increased and continuous pressures on pig and poultry enterprises with many ceasing production; Making Tax Digital compliance and cost concerns for smaller farmers; Expansion of NVZs and slurry/FYM storage/use implications; Water use and extraction issues.

### Results

**Tables A and B** present results for an identical sample of 429 farms in the dairy and livestock-rearing sectors – i.e. those dairy and livestock-rearing farms which were included in the Survey in both 2021/2022 and 2022/2023 and which remained unchanged in terms of type and size between the two years. **Table C** presents gross margins for 2022/2023 for the main enterprises found on Welsh farms.

*Farm Business Income* (FBI) is presented alongside *Cash Income* (CI) and *Net Farm Income* (NFI). In essence FBI is the same as Net Profit and encompasses all farm-based business activities - that is, all activities that use farmland, buildings and machinery, including non-agricultural diversification. FBI treats the tenure of farms as it is. More detailed commentary is given below for the “all sizes” of farm types. Full details are shown in Table B.



In the presentation of CI and NFI results, all farms are effectively treated as tenanted, and a rental value is imputed as an expense for owner-occupied land. The cost of permanent improvements to farms, together with any capital grants relating to such work, are therefore excluded from these income calculations, although such landlord-type improvements will be reflected in higher rent or rental value charges. Debt servicing charges incurred by farmers on farm-related borrowing or the leasing of equipment are ignored for the purposes of calculating NFI and *Management and Investment Income* (MII), but such charges are taken into account in calculating *Occupier's Net Income*, CI and FBI.

### **Dairy farms**

Results for all sizes hill & upland dairy farms in the identical sample show that the value of outputs rose by 40% but inputs also rose by 26%. FBI rose by 103%. The milk price rose from 31.06p per litre to 44.96p per litre during the period, a rise of 44.8%.

On the all sizes lowland dairy farms in the identical sample, the value of output rose by 39% but inputs rose by 24% between 2021/2022 and 2022/2023. FBI on these farms increased by 104%. The milk price rose from 32.09p per litre to 45.71p per litre during the period, a rise of 42.4%.

### **Hill farms**

The identical sample for hill farms of all sizes with sheep show outputs fell by 7% while inputs rose by 7%. FBI fell by 39%.

On hill farms of all sizes with cattle and sheep the identical sample for 2021/2022 and 2022/2023 show the total value of outputs rose by 1% and inputs rose by 7%. FBI fell by 25% between the two years.

### **Upland and lowland livestock farms**

The output in the all sizes upland cattle and sheep farms in the identical sample rose by 4% while the value of inputs rose by 11% between 2021/2022 and 2022/2023. There was a fall of 22% in FBI between these years.

The value of outputs on the all sizes lowland cattle and sheep farms in the identical sample rose by 4% while inputs rose by 11%. FBI fell by 24% between 2021/2022 and 2022/2023.

### **Assets and liabilities**

Where the number of sampled farms is sufficient, liabilities and assets data are given in each type and size category, broken down by tenure group. Of the 429 farms in the identical sample in 2022/2023, 49% were owner-occupied, 6% were wholly tenanted and 45% were of mixed tenure.

### **Gross margins**

The gross margins given in Table C are based on the results of all the relevant enterprises found on the 553 farms in the 2022/2023 sample. The number of enterprises surveyed (109 dairy herds, 160 beef cattle herds and 287 sheep flocks) suggests that they should be a reasonable guide to the average margins obtained from the main enterprises found in Welsh farming in 2022/2023.

**TABLE A**

**FARM BUSINESS SURVEY IN WALES**

**SUMMARY OF RESULTS**

**2022/2023 – 2021/2022**

**TABLE A Average per farm indicators by farm type and size for the 2022/23 and 2021/22 FBS identical sample in Wales.**

	Number of farms	Net Farm Income		Cash Income		Farm Business Income	
		2022/23	2021/22	2022/23	2021/22	2022/23	2021/22
<b>Hill and upland dairy farms</b>							
Under 450k SO	27	56,013	23,571	90,701	46,915	71,079	43,415
Over 450k SO	30	247,690	105,451	296,669	166,964	254,515	117,580
All sizes	57	156,895	66,665	199,106	110,097	167,623	82,449
<b>Lowland dairy farms</b>							
Under 500k SO	21	87,151	35,106	118,510	68,862	102,285	51,292
Over 500k SO	26	294,406	124,404	393,325	263,960	326,979	159,768
All sizes	47	201,804	84,507	270,536	176,790	226,585	111,302
<b>Hill sheep farms</b>							
Under 55k SO	30	5,772	16,228	18,314	27,124	11,731	21,554
55 - 95k SO	26	8,165	27,747	26,488	49,743	15,967	34,987
Over 95k SO	18	32,969	52,528	78,869	87,315	57,826	79,274
All sizes	74	13,229	29,103	35,916	49,710	24,432	40,311
<b>Hill cattle and sheep farms</b>							
Under 75k SO	41	5,063	6,449	29,702	26,563	13,831	15,289
75 - 115k SO	48	11,973	23,888	39,744	43,825	23,416	35,856
Over 115k SO	42	35,055	48,366	81,567	85,308	55,680	71,173
All sizes	131	17,212	26,280	50,010	51,725	30,762	40,743
<b>Upland cattle and sheep farms</b>							
Under 55k SO	26	-2,104	10,902	23,312	33,417	6,227	19,779
55 - 95k SO	25	16,898	15,719	35,705	33,128	23,960	22,768
Over 95k SO	24	24,105	30,128	59,563	66,879	40,668	48,085
All sizes	75	12,613	18,659	39,041	44,029	23,156	29,833
<b>Lowland cattle and sheep farms</b>							
Under 85k SO	21	4,368	11,475	19,808	25,840	11,949	18,871
Over 85k SO	24	34,206	41,845	67,561	61,882	41,926	52,361
All sizes	45	20,285	27,671	45,281	45,061	27,940	36,731

## TABLE B

### FARM BUSINESS SURVEY IN WALES, 2022/2023

#### INTER-YEAR COMPARISONS FOR AN IDENTICAL SAMPLE

2022/2023 – 2021/2022

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

<b>1. Under 450k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	27	27
Average business size (SO)	295,514	293,453
<b>OUTPUTS</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
Dairy	259,102	176,030
Other cattle	37,691	37,731
Sheep	13,622	13,924
Other livestock	619	557
Main crops	436	355
By-products, forage and cultivations	1,810	2,285
Miscellaneous	11,340	11,270
Basic Payment Scheme	15,359	15,236
Income from energy generation	1,347	1,596
Environmental payments	293	420
<b>TOTAL OUTPUTS</b>	<b>341,619</b>	<b>259,404</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	80,751	62,370
- homegrown concentrates	5,330	3,017
Coarse fodder, tack and stock keep	7,203	7,291
Veterinary and medicines	7,386	6,786
Other livestock costs	28,839	21,964
Fertilisers	25,656	12,135
Seeds - purchased and homegrown	999	719
Other crop costs	12,628	14,657
Labour - paid	2,835	2,859
- unpaid	15,153	15,190
- casual	1,513	959
Machinery - contract	2,626	2,184
- repairs	8,396	8,750
- fuels	12,074	7,408
- depreciation	17,767	17,796
General farming costs	20,860	18,317
Land expenses	11,248	9,642
Rent	3,296	3,529
Rental value	21,046	20,260
<b>TOTAL INPUTS</b>	<b>285,606</b>	<b>235,833</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>56,013</b>	<b>23,571</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	15,153	15,190
Imputed property costs	20,829	20,032
Less:		
Interest charges	12,204	6,675
Ownership charges	8,712	8,703
<b>FARM BUSINESS INCOME</b>	<b>71,079</b>	<b>43,415</b>

**TABLE B1. Hill and upland dairy farms****1. Under 450k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>56,013</b>	<b>23,571</b>
minus manual labour of farmer and spouse	25,896	24,126
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>30,117</b>	<b>-555</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>56,013</b>	<b>23,571</b>
plus net rental value/imputed rent	21,046	20,260
minus occupier's expenses	295	288
minus interest payments	12,204	6,675
minus buildings and works depreciation	9,254	9,231
<b>OCCUPIER'S NET INCOME</b>	<b>55,306</b>	<b>27,637</b>
plus other imputed charges	15,227	3,893
plus fixed asset depreciation	27,021	27,027
minus valuation changes	6,853	11,642
<b>CASH INCOME</b>	<b>90,701</b>	<b>46,915</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.31	0.25
Roots, fodder and other crops	0.97	0.98
Grassland - hay	1.39	0.88
- silage	35.43	35.46
- pasture	38.44	38.59
Fallow and land let out	1.44	1.44
Rough grazing - sole	6.52	6.52
Bare land and forage hired	10.25	8.86
Woods, roads and buildings	1.96	1.96
<b>TOTAL AREA (actual hectares)</b>	<b>96.71</b>	<b>94.94</b>
<b>TOTAL AREA (effective hectares)</b>	<b>89.76</b>	<b>88.00</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	142,206	131,653
Livestock	152,877	150,594
Crops	6,305	5,983
Stores	11,206	8,265
<b>TOTAL</b>	<b>312,594</b>	<b>296,495</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	6,716	7,014
Milk sales per cow (£)	2,993	2,091
Margin over concentrates per cow (£)	2,186	1,461
Milk price (pence per litre)	44.56	29.81
Lambs reared per ewe (numbers)	1.24	1.30
Finished lamb sales per ewe (numbers)	1.02	1.01
Stocking rate (grazing LU per eff.ha.)	1.67	1.71
Return on tenant's capital (%)	9.63	-0.19

**TABLE B1. Hill and upland dairy farms****1. Under 450k SO (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2022/23	2021/22	2022/23	2021/22
Dairy cattle	83.8	82.2	83.8	82.2
Beef cows	0.2	0.2	0.2	0.2
Other cattle	89.4	91.5	51.0	53.5
Breeding sheep	150.4	155.2	11.2	11.5
Other sheep	79.9	78.7	3.2	3.1
Other livestock	7.1	5.9		

**ASSETS AND LIABILITIES - £ per farm**

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2022/23	2021/22	2022/23	2021/22	2022/23	2021/22
Number of farms	11	11	0	0	16	16
Aver. farm size - SO	286,093	284,615	N/A	N/A	301,990	299,530
- actual ha.	82.16	81.56			106.74	104.18
- eff. ha.	73.49	72.89			100.94	98.38

**ASSETS**

Agricultural land	1,025,024	882,119			1,123,779	1,066,050
Woodland	3,161	3,069			4,173	4,052
Buildings	78,152	76,326			68,254	68,514
Improvements	22,350	22,353			8,046	8,385
Machinery	129,256	124,732			151,111	136,412
Livestock	132,846	123,781			166,649	169,029
Crops, forage & cultivations	6,072	5,041			6,466	6,631
BPS value	16,677	15,910			18,208	17,860
Stores	9,218	7,415			12,573	8,850
Credit balances	81,905	55,283			52,268	39,987
<b>TOTAL</b>	<b>1,504,661</b>	<b>1,316,029</b>			<b>1,611,527</b>	<b>1,525,770</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	116,662	120,231			303,539	292,873
Other short term loans	14,576	15,879			43,275	34,074
Overdrafts	8,189	18,924			30,944	32,614
<b>TOTAL</b>	<b>139,427</b>	<b>155,034</b>			<b>377,758</b>	<b>359,561</b>

<b>NET WORTH</b>	<b>1,365,234</b>	<b>1,160,995</b>			<b>1,233,769</b>	<b>1,166,209</b>
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Owner equity (%)	91	88			77	76
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N/A - liabilities and assets results are not shown when the sub-samples by tenure have 5 or fewer farms.





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

<b>2. Over 450k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	30	30
Average business size (SO)	898,847	861,270
<b>OUTPUTS</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
Dairy	914,778	598,180
Other cattle	100,064	94,391
Sheep	19,944	21,617
Main crops	5,545	2,857
By-products, forage and cultivations	-202	2,859
Miscellaneous	6,896	7,554
Basic Payment Scheme	24,453	23,628
Income from energy generation	5,822	4,903
Environmental payments	583	569
<b>TOTAL OUTPUTS</b>	<b>1,077,883</b>	<b>756,558</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	278,997	201,747
- homegrown concentrates	14,769	9,735
Coarse fodder, tack and stock keep	46,396	38,570
Veterinary and medicines	20,663	19,728
Other livestock costs	74,360	58,607
Fertilisers	54,358	27,442
Seeds - purchased and homegrown	4,508	3,247
Other crop costs	43,053	48,226
Labour - paid	30,806	28,004
- unpaid	19,824	18,549
- casual	12,831	10,066
Machinery - contract	2,768	3,115
- repairs	26,364	20,273
- fuels	29,968	17,895
- depreciation	41,326	36,837
General farming costs	48,081	38,847
Land expenses	18,519	14,511
Rent	10,902	9,240
Rental value	51,700	46,468
<b>TOTAL INPUTS</b>	<b>830,193</b>	<b>651,107</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>247,690</b>	<b>105,451</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	19,824	18,549
Imputed property costs	51,546	46,368
Less:		
Interest charges	32,971	25,137
Ownership charges	31,574	27,651
<b>FARM BUSINESS INCOME</b>	<b>254,515</b>	<b>117,580</b>

**TABLE B1. Hill and upland dairy farms****2. Over 450k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>247,690</b>	<b>105,451</b>
minus manual labour of farmer and spouse	25,787	23,626
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>221,903</b>	<b>81,825</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>247,690</b>	<b>105,451</b>
plus net rental value/imputed rent	51,700	46,468
minus occupier's expenses	530	498
minus interest payments	32,971	25,137
minus buildings and works depreciation	32,780	28,584
<b>OCCUPIER'S NET INCOME</b>	<b>233,109</b>	<b>97,700</b>
plus other imputed charges	19,924	38,170
plus fixed asset depreciation	74,107	65,422
minus valuation changes	30,471	34,328
<b>CASH INCOME</b>	<b>296,669</b>	<b>166,964</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	2.48	1.88
Roots, fodder and other crops	8.23	7.92
Grassland - hay	1.23	1.51
- silage	66.56	64.95
- pasture	77.97	74.01
Fallow and land let out	0.00	1.05
Rough grazing - sole	7.99	7.94
Bare land and forage hired	32.78	26.10
Woods, roads and buildings	5.06	5.04
<b>TOTAL AREA (actual hectares)</b>	<b>202.30</b>	<b>190.40</b>
<b>TOTAL AREA (effective hectares)</b>	<b>191.69</b>	<b>179.85</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	329,590	276,603
Livestock	431,754	419,088
Crops	17,718	18,125
Stores	38,244	19,173
<b>TOTAL</b>	<b>817,306</b>	<b>732,989</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	7,308	7,018
Milk sales per cow (£)	3,293	2,205
Margin over concentrates per cow (£)	2,396	1,549
Milk price (pence per litre)	45.06	31.41
Lambs reared per ewe (numbers)	1.42	1.47
Finished lamb sales per ewe (numbers)	1.08	1.21
Stocking rate (grazing LU per eff.ha.)	2.22	2.28
Return on tenant's capital (%)	27.15	11.16

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

**2. Over 450k SO (continued)**

**LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	<u>2022/23</u>	<u>2021/22</u>	<u>2022/23</u>	<u>2021/22</u>
Dairy cattle	272.0	262.0	272.0	262.0
Beef cows	0.2	0.5	0.2	0.4
Other cattle	230.0	223.9	129.8	124.2
Breeding sheep	182.1	171.1	14.3	13.4
Other sheep	126.3	109.9	5.1	4.4

**ASSETS AND LIABILITIES - £ per farm**

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2022/23</u>	<u>2021/22</u>	<u>2022/23</u>	<u>2021/22</u>	<u>2022/23</u>	<u>2021/22</u>
Number of farms	11	11	1	1	18	18
Aver. farm size - SO	892,559	834,524	N/A	N/A	918,291	894,403
- actual ha.	173.25	171.02			224.19	205.73
- eff. ha.	166.29	164.06			213.77	195.40

**ASSETS**

Agricultural land	1,907,019	1,699,495			1,869,188	1,716,784
Woodland	5,802	5,633			19,391	18,827
Buildings	292,768	271,692			264,030	216,361
Improvements	74,383	68,246			32,770	29,956
Machinery	283,426	261,447			363,905	294,810
Livestock	404,478	376,659			454,805	451,619
Crops, forage & cultivations	17,868	19,228			18,528	18,083
BPS value	27,200	26,746			28,026	27,159
Stores	38,729	15,218			38,080	21,320
Credit balances	231,187	158,059			127,980	86,165
<b>TOTAL</b>	<b>3,282,860</b>	<b>2,902,423</b>			<b>3,216,703</b>	<b>2,881,084</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	495,262	518,429			956,931	853,169
Other short term loans	71,208	72,964			121,679	101,224
Overdrafts	14,604	49,334			98,715	113,659
<b>TOTAL</b>	<b>581,074</b>	<b>640,727</b>			<b>1,177,325</b>	<b>1,068,052</b>

**NET WORTH**

	<b>2,701,786</b>	<b>2,261,696</b>			<b>2,039,378</b>	<b>1,813,032</b>
Owner equity (%)	82	78			63	63

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



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

<b>3. All sizes</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	57	57
Average business size (SO)	613,058	592,304
<b>OUTPUTS</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
Dairy	604,194	398,214
Other cattle	70,519	67,552
Sheep	16,950	17,973
Other livestock	293	263
Main crops	3,125	1,672
By-products, forage and cultivations	751	2,587
Miscellaneous	9,001	9,314
Basic Payment Scheme	20,145	19,653
Income from energy generation	3,702	3,337
Environmental payments	446	498
<b>TOTAL OUTPUTS</b>	<b>729,126</b>	<b>521,063</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	185,091	135,726
- homegrown concentrates	10,298	6,553
Coarse fodder, tack and stock keep	27,831	23,753
Veterinary and medicines	14,374	13,598
Other livestock costs	52,797	41,249
Fertilisers	40,762	20,192
Seeds - purchased and homegrown	2,846	2,049
Other crop costs	28,641	32,325
Labour - paid	17,557	16,093
- unpaid	17,611	16,958
- casual	7,470	5,752
Machinery - contract	2,701	2,674
- repairs	17,853	14,815
- fuels	21,492	12,927
- depreciation	30,166	27,818
General farming costs	35,187	29,122
Land expenses	15,075	12,205
Rent	7,299	6,535
Rental value	37,180	34,054
<b>TOTAL INPUTS</b>	<b>572,231</b>	<b>454,398</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>156,895</b>	<b>66,665</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	17,611	16,958
Imputed property costs	36,996	33,893
Less:		
Interest charges	23,134	16,392
Ownership charges	20,745	18,675
<b>FARM BUSINESS INCOME</b>	<b>167,623</b>	<b>82,449</b>

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

<b>INCOME MEASURES - £ per farm</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>156,895</b>	<b>66,665</b>
minus manual labour of farmer and spouse	25,839	23,863
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>131,056</b>	<b>42,802</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>156,895</b>	<b>66,665</b>
plus net rental value/imputed rent	37,180	34,054
minus occupier's expenses	418	399
minus interest payments	23,134	16,392
minus buildings and works depreciation	21,636	19,417
<b>OCCUPIER'S NET INCOME</b>	<b>148,887</b>	<b>64,511</b>
plus other imputed charges	17,699	21,933
plus fixed asset depreciation	51,803	47,235
minus valuation changes	19,283	23,582
<b>CASH INCOME</b>	<b>199,106</b>	<b>110,097</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	1.45	1.11
Roots, fodder and other crops	4.79	4.63
Grassland - hay	1.31	1.21
- silage	51.81	50.98
- pasture	59.24	57.23
Fallow and land let out	0.68	1.24
Rough grazing - sole	7.29	7.27
Bare land and forage hired	22.11	17.94
Woods, roads and buildings	3.59	3.58
<b>TOTAL AREA (actual hectares)</b>	<b>152.27</b>	<b>145.19</b>
<b>TOTAL AREA (effective hectares)</b>	<b>143.41</b>	<b>136.34</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	240,829	207,942
Livestock	299,654	291,906
Crops	12,312	12,373
Stores	25,437	14,006
<b>TOTAL</b>	<b>578,232</b>	<b>526,227</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	7,179	7,017
Milk sales per cow (£)	3,228	2,179
Margin over concentrates per cow (£)	2,351	1,530
Milk price (pence per litre)	44.96	31.06
Lambs reared per ewe (numbers)	1.34	1.39
Finished lamb sales per ewe (numbers)	1.06	1.12
Stocking rate (grazing LU per eff.ha.)	2.06	2.10
Return on tenant's capital (%)	22.66	8.13

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

**3. All sizes (continued)**

**LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2022/23	2021/22	2022/23	2021/22
Dairy cattle	182.8	176.8	182.8	176.8
Beef cows	0.2	0.4	0.2	0.3
Other cattle	163.4	161.2	92.5	90.7
Breeding sheep	167.0	163.5	12.9	12.5
Other sheep	104.3	95.1	4.2	3.8
Other livestock	3.4	2.8		

**ASSETS AND LIABILITIES - £ per farm**

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2022/23	2021/22	2022/23	2021/22	2022/23	2021/22
Number of farms	22	22	1	1	34	34
Aver. farm size - SO	589,326	559,569	N/A	N/A	628,267	614,463
- actual ha.	127.70	126.29			168.92	157.94
- eff. ha.	119.89	118.47			160.67	149.74

**ASSETS**

Agricultural land	1,466,022	1,290,807			1,518,407	1,410,556
Woodland	4,482	4,351			12,230	11,874
Buildings	185,460	174,009			171,900	146,786
Improvements	48,367	45,300			21,135	19,805
Machinery	206,341	193,089			263,767	220,270
Livestock	268,662	250,220			319,202	318,635
Crops, forage & cultivations	11,970	12,135			12,852	12,694
BPS value	21,938	21,328			23,406	22,783
Stores	23,974	11,316			26,077	15,452
Credit balances	156,546	106,671			92,351	64,434
<b>TOTAL</b>	<b>2,393,762</b>	<b>2,109,226</b>			<b>2,461,327</b>	<b>2,243,289</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	305,962	319,330			649,452	589,500
Other short term loans	42,892	44,422			84,783	69,624
Overdrafts	11,396	34,129			66,823	75,520
<b>TOTAL</b>	<b>360,250</b>	<b>397,881</b>			<b>801,058</b>	<b>734,644</b>

**NET WORTH**

	<b>2,033,512</b>	<b>1,711,345</b>			<b>1,660,269</b>	<b>1,508,645</b>
Owner equity (%)	85	81			67	67

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





**TABLE B2. Lowland dairy farms**

<b>1. Under 500k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	21	21
Average business size (SO)	349,939	351,488
<b>OUTPUTS</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
Dairy	331,365	227,526
Other cattle	48,593	44,919
Sheep	6,593	5,335
Main crops	3,806	4,892
By-products, forage and cultivations	-1,278	4,404
Miscellaneous	4,297	4,558
Basic Payment Scheme	14,398	14,251
Income from energy generation	268	54
Environmental payments	340	209
<b>TOTAL OUTPUTS</b>	<b>408,382</b>	<b>306,148</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	90,656	70,247
- homegrown concentrates	7,654	6,364
Coarse fodder, tack and stock keep	8,726	6,280
Veterinary and medicines	9,112	8,370
Other livestock costs	31,177	26,055
Fertilisers	23,912	12,357
Seeds - purchased and homegrown	3,278	2,584
Other crop costs	16,730	21,455
Labour - paid	8,239	7,311
- unpaid	9,796	10,055
- casual	3,744	3,571
Machinery - contract	1,124	1,508
- repairs	10,312	9,313
- fuels	12,276	8,416
- depreciation	18,022	16,814
General farming costs	27,199	24,331
Land expenses	8,052	6,193
Rent	8,810	8,877
Rental value	22,412	20,941
<b>TOTAL INPUTS</b>	<b>321,231</b>	<b>271,042</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>87,151</b>	<b>35,106</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	9,796	10,055
Imputed property costs	22,251	20,795
Less:		
Interest charges	5,531	4,063
Ownership charges	11,382	10,601
<b>FARM BUSINESS INCOME</b>	<b>102,285</b>	<b>51,292</b>

**TABLE B2. Lowland dairy farms****1. Under 500k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b>2022/23</b>	<b>2021/22</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>87,151</b>	<b>35,106</b>
minus manual labour of farmer and spouse	25,002	23,685
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>62,149</b>	<b>11,421</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>87,151</b>	<b>35,106</b>
plus net rental value/imputed rent	22,412	20,941
minus occupier's expenses	284	268
minus interest payments	5,531	4,063
minus buildings and works depreciation	11,465	10,592
<b>OCCUPIER'S NET INCOME</b>	<b>92,283</b>	<b>41,124</b>
plus other imputed charges	9,915	11,001
plus fixed asset depreciation	29,488	27,406
minus valuation changes	13,176	10,669
<b>CASH INCOME</b>	<b>118,510</b>	<b>68,862</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	2.45	3.70
Roots, fodder and other crops	7.65	5.57
Grassland - hay	1.48	1.37
- silage	33.01	31.91
- pasture	33.76	35.96
Fallow and land let out	0.26	0.26
Rough grazing - sole	1.30	1.30
Bare land and forage hired	9.11	9.10
Woods, roads and buildings	2.63	2.69
<b>TOTAL AREA (actual hectares)</b>	<b>91.65</b>	<b>91.86</b>
<b>TOTAL AREA (effective hectares)</b>	<b>87.96</b>	<b>88.11</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	154,469	135,284
Livestock	170,158	161,430
Crops	10,116	12,594
Stores	18,487	11,561
<b>TOTAL</b>	<b>353,230</b>	<b>320,869</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	6,978	7,079
Milk sales per cow (£)	3,164	2,208
Margin over concentrates per cow (£)	2,399	1,612
Milk price (pence per litre)	45.34	31.19
Lambs reared per ewe (numbers)	1.26	1.12
Finished lamb sales per ewe (numbers)	0.99	0.90
Stocking rate (grazing LU per eff.ha.)	2.00	2.01
Return on tenant's capital (%)	17.59	3.56

**TABLE B2. Lowland dairy farms**

**1. Under 500k SO (continued)**

**LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2022/23	2021/22	2022/23	2021/22
Dairy cattle	100.5	101.1	100.5	101.1
Beef cows	1.5	1.3	1.1	1.0
Other cattle	113.3	112.2	62.5	61.0
Breeding sheep	74.2	72.6	5.9	5.8
Other sheep	37.3	31.4	1.5	1.3
Other livestock	1.0	1.0		

**ASSETS AND LIABILITIES - £ per farm**

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2022/23	2021/22	2022/23	2021/22	2022/23	2021/22
Number of farms	9	8	2	2	10	11
Aver. farm size - SO	334,122	342,903	N/A	N/A	349,676	340,177
- actual ha.	83.39	88.85			96.36	91.63
- eff. ha.	79.34	84.56			92.60	87.89

**ASSETS**

Agricultural land	999,119	1,024,703			783,424	732,995
Woodland	7,273	6,973			7,935	6,924
Buildings	112,629	102,757			89,752	88,633
Improvements	16,148	11,258			25,616	19,649
Machinery	173,313	166,637			143,021	116,066
Livestock	154,586	161,513			180,529	158,281
Crops, forage & cultivations	8,877	10,148			8,713	10,102
BPS value	15,803	16,443			15,965	15,121
Stores	14,330	13,340			19,812	9,532
Credit balances	108,470	92,419			62,975	55,576
<b>TOTAL</b>	<b>1,610,548</b>	<b>1,606,191</b>			<b>1,337,742</b>	<b>1,212,879</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	33,609	30,527			147,618	128,338
Other short term loans	34,704	38,264			20,587	24,249
Overdrafts	13,718	19,339			9,864	13,430
<b>TOTAL</b>	<b>82,031</b>	<b>88,130</b>			<b>178,069</b>	<b>166,017</b>

<b>NET WORTH</b>	<b>1,528,517</b>	<b>1,518,061</b>			<b>1,159,673</b>	<b>1,046,862</b>
Owner equity (%)	95	95			87	86

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



**TABLE B2. Lowland dairy farms**

<b>2. Over 500k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	26	26
Average business size (SO)	959,378	946,400
<b>OUTPUTS</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
Dairy	1,103,957	740,601
Other cattle	113,373	103,718
Sheep	3,909	5,117
Main crops	14,332	14,221
By-products, forage and cultivations	-1,475	3,727
Miscellaneous	6,888	7,040
Basic Payment Scheme	26,579	26,099
Income from energy generation	3,721	3,893
Environmental payments	694	713
<b>TOTAL OUTPUTS</b>	<b>1,271,978</b>	<b>905,129</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	314,089	225,402
- homegrown concentrates	16,353	10,092
Coarse fodder, tack and stock keep	55,081	32,271
Veterinary and medicines	22,212	22,689
Other livestock costs	96,090	76,285
Fertilisers	55,294	31,688
Seeds - purchased and homegrown	8,009	6,743
Other crop costs	45,980	56,143
Labour - paid	70,890	71,202
- unpaid	21,329	20,192
- casual	6,174	4,866
Machinery - contract	3,284	2,453
- repairs	25,830	21,437
- fuels	35,864	23,214
- depreciation	43,307	38,803
General farming costs	56,354	46,761
Land expenses	18,714	17,493
Rent	12,469	11,385
Rental value	70,249	61,606
<b>TOTAL INPUTS</b>	<b>977,572</b>	<b>780,725</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>294,406</b>	<b>124,404</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	21,329	20,192
Imputed property costs	70,091	61,452
Less:		
Interest charges	19,571	14,001
Ownership charges	39,276	32,279
<b>FARM BUSINESS INCOME</b>	<b>326,979</b>	<b>159,768</b>

**TABLE B2. Lowland dairy farms****2. Over 500k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>294,406</b>	<b>124,404</b>
minus manual labour of farmer and spouse	24,656	23,431
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>269,750</b>	<b>100,973</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>294,406</b>	<b>124,404</b>
plus net rental value/imputed rent	70,249	61,606
minus occupier's expenses	387	365
minus interest payments	19,571	14,001
minus buildings and works depreciation	40,710	33,512
<b>OCCUPIER'S NET INCOME</b>	<b>303,987</b>	<b>138,132</b>
plus other imputed charges	21,482	76,222
plus fixed asset depreciation	84,017	72,316
minus valuation changes	16,161	22,710
<b>CASH INCOME</b>	<b>393,325</b>	<b>263,960</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	9.14	9.63
Roots, fodder and other crops	22.07	21.47
Grassland - hay	1.43	1.12
- silage	72.32	72.38
- pasture	73.59	71.12
Fallow and land let out	0.00	0.00
Rough grazing - sole	1.98	1.98
Bare land and forage hired	15.25	13.10
Woods, roads and buildings	5.76	5.76
<b>TOTAL AREA (actual hectares)</b>	<b>201.54</b>	<b>196.56</b>
<b>TOTAL AREA (effective hectares)</b>	<b>194.87</b>	<b>189.89</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	377,007	321,570
Livestock	440,176	435,514
Crops	21,428	25,239
Stores	39,073	23,763
<b>TOTAL</b>	<b>877,684</b>	<b>806,086</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	8,217	8,006
Milk sales per cow (£)	3,764	2,587
Margin over concentrates per cow (£)	2,794	1,874
Milk price (pence per litre)	45.80	32.32
Lambs reared per ewe (numbers)	1.00	1.17
Finished lamb sales per ewe (numbers)	1.68	1.99
Stocking rate (grazing LU per eff.ha.)	2.32	2.33
Return on tenant's capital (%)	30.73	12.53

**TABLE B2. Lowland dairy farms****2. Over 500k SO (continued)****LIVESTOCK CARRIED - per farm**

	<b>Average number</b>		<b>Livestock Units</b>	
	<b>2022/23</b>	<b>2021/22</b>	<b>2022/23</b>	<b>2021/22</b>
Dairy cattle	287.9	283.7	287.9	283.7
Other cattle	245.2	235.9	139.3	133.0
Breeding sheep	39.5	41.8	3.2	3.3
Other sheep	45.4	34.6	1.8	1.4

**ASSETS AND LIABILITIES - £ per farm**

	<b>OWNER OCCUPIED</b>		<b>TENANTED</b>		<b>MIXED TENURE</b>	
	<b>2022/23</b>	<b>2021/22</b>	<b>2022/23</b>	<b>2021/22</b>	<b>2022/23</b>	<b>2021/22</b>
Number of farms	11	11	0	0	15	15
Aver. farm size - SO	934,772	909,517	N/A	N/A	977,423	973,447
- actual ha.	191.35	189.61			209.01	201.66
- eff. ha.	182.60	180.85			203.88	196.52

**ASSETS**

Agricultural land	2,360,359	2,311,024			2,187,497	2,123,363
Woodland	20,612	20,011			9,846	9,559
Buildings	288,413	240,164			365,021	301,151
Improvements	85,890	67,408			44,316	40,308
Machinery	359,348	322,941			389,957	320,566
Livestock	435,630	423,927			443,511	444,012
Crops, forage & cultivations	18,850	20,853			23,319	28,456
BPS value	29,424	28,037			31,156	30,260
Stores	45,781	30,329			34,155	18,948
Credit balances	387,648	195,686			269,688	160,825
<b>TOTAL</b>	<b>4,031,955</b>	<b>3,660,380</b>			<b>3,798,466</b>	<b>3,477,448</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	310,943	334,170			423,186	412,285
Other short term loans	94,811	48,637			108,381	77,377
Overdrafts	39,835	62,909			26,369	46,996
<b>TOTAL</b>	<b>445,589</b>	<b>445,716</b>			<b>557,936</b>	<b>536,658</b>

<b>NET WORTH</b>	<b>3,586,366</b>	<b>3,214,664</b>			<b>3,240,530</b>	<b>2,940,790</b>
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Owner equity (%)	89	88			85	85
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N/A - liabilities and assets results are not shown when the sub-samples by tenure have 5 or fewer farms.





**TABLE B2. Lowland dairy farms**

<b>3. All sizes</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	47	47
Average business size (SO)	687,076	680,588
<b>OUTPUTS</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
Dairy	758,757	511,354
Other cattle	84,429	77,446
Sheep	5,108	5,215
Main crops	9,629	10,053
By-products, forage and cultivations	-1,387	4,030
Miscellaneous	5,730	5,931
Basic Payment Scheme	21,136	20,805
Income from energy generation	2,178	2,178
Environmental payments	536	488
<b>TOTAL OUTPUTS</b>	<b>886,116</b>	<b>637,500</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	214,258	156,077
- homegrown concentrates	12,466	8,426
Coarse fodder, tack and stock keep	34,369	20,658
Veterinary and medicines	16,358	16,291
Other livestock costs	67,086	53,842
Fertilisers	41,272	23,051
Seeds - purchased and homegrown	5,895	4,885
Other crop costs	32,911	40,644
Labour - paid	42,897	42,655
- unpaid	16,176	15,663
- casual	5,088	4,287
Machinery - contract	2,319	2,031
- repairs	18,897	16,020
- fuels	25,325	16,602
- depreciation	32,009	28,978
General farming costs	43,327	36,739
Land expenses	13,950	12,444
Rent	10,834	10,264
Rental value	48,875	43,436
<b>TOTAL INPUTS</b>	<b>684,312</b>	<b>552,993</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>201,804</b>	<b>84,507</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	16,176	15,663
Imputed property costs	48,716	43,286
Less:		
Interest charges	13,298	9,561
Ownership charges	26,813	22,593
<b>FARM BUSINESS INCOME</b>	<b>226,585</b>	<b>111,302</b>

**TABLE B2. Lowland dairy farms****3. All sizes (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>201,804</b>	<b>84,507</b>
minus manual labour of farmer and spouse	24,811	23,544
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>176,993</b>	<b>60,963</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>201,804</b>	<b>84,507</b>
plus net rental value/imputed rent	48,875	43,436
minus occupier's expenses	341	322
minus interest payments	13,298	9,561
minus buildings and works depreciation	27,643	23,271
<b>OCCUPIER'S NET INCOME</b>	<b>209,397</b>	<b>94,789</b>
plus other imputed charges	16,314	47,081
plus fixed asset depreciation	59,653	52,250
minus valuation changes	14,828	17,330
<b>CASH INCOME</b>	<b>270,536</b>	<b>176,790</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	6.15	6.98
Roots, fodder and other crops	15.63	14.37
Grassland - hay	1.46	1.23
- silage	54.76	54.30
- pasture	55.79	55.41
Fallow and land let out	0.12	0.12
Rough grazing - sole	1.68	1.68
Bare land and forage hired	12.51	11.31
Woods, roads and buildings	4.36	4.39
<b>TOTAL AREA (actual hectares)</b>	<b>152.46</b>	<b>149.79</b>
<b>TOTAL AREA (effective hectares)</b>	<b>147.10</b>	<b>144.42</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	277,575	238,336
Livestock	319,530	313,051
Crops	16,374	19,589
Stores	29,875	18,311
<b>TOTAL</b>	<b>643,354</b>	<b>589,287</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	7,945	7,799
Milk sales per cow (£)	3,632	2,503
Margin over concentrates per cow (£)	2,707	1,816
Milk price (pence per litre)	45.71	32.09
Lambs reared per ewe (numbers)	1.17	1.14
Finished lamb sales per ewe (numbers)	1.23	1.31
Stocking rate (grazing LU per eff.ha.)	2.24	2.25
Return on tenant's capital (%)	27.51	10.35

**TABLE B2. Lowland dairy farms****3. All sizes (continued)****LIVESTOCK CARRIED - per farm**

	<b>Average number</b>		<b>Livestock Units</b>	
	<b>2022/23</b>	<b>2021/22</b>	<b>2022/23</b>	<b>2021/22</b>
Dairy cattle	204.1	202.1	204.1	202.1
Beef cows	0.7	0.6	0.5	0.5
Other cattle	186.3	180.6	105.0	100.8
Breeding sheep	55.0	55.6	4.4	4.4
Other sheep	41.7	33.2	1.7	1.3

**ASSETS AND LIABILITIES - £ per farm**

	<b>OWNER OCCUPIED</b>		<b>TENANTED</b>		<b>MIXED TENURE</b>	
	<b>2022/23</b>	<b>2021/22</b>	<b>2022/23</b>	<b>2021/22</b>	<b>2022/23</b>	<b>2021/22</b>
Number of farms	20	19	2	2	25	26
Aver. farm size - SO	664,480	670,942	N/A	N/A	726,324	705,525
- actual ha.	142.77	147.18			163.95	155.11
- eff. ha.	136.13	140.31			159.36	150.56

**ASSETS**

Agricultural land	1,747,801	1,769,415			1,625,867	1,535,130
Woodland	14,609	14,521			9,081	8,444
Buildings	209,310	182,309			254,913	211,239
Improvements	54,506	43,766			36,836	31,568
Machinery	275,633	257,129			291,183	234,047
Livestock	309,160	313,437			338,318	323,126
Crops, forage & cultivations	14,362	16,345			17,476	20,691
BPS value	23,294	23,156			25,080	23,856
Stores	31,628	23,176			28,418	14,964
Credit balances	262,018	152,206			187,003	116,296
<b>TOTAL</b>	<b>2,942,321</b>	<b>2,795,460</b>			<b>2,814,175</b>	<b>2,519,361</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	186,143	206,320			312,958	292,154
Other short term loans	67,763	44,269			73,264	54,899
Overdrafts	28,082	44,564			19,767	32,795
<b>TOTAL</b>	<b>281,988</b>	<b>295,153</b>			<b>405,989</b>	<b>379,848</b>

**NET WORTH**

	<b>2,660,333</b>	<b>2,500,307</b>			<b>2,408,186</b>	<b>2,139,513</b>
Owner equity (%)	90	89			86	85

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



**TABLE B3. Hill sheep farms**

<b>1. Under 55k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	30	30
Average business size (SO)	37,673	38,482
<b>OUTPUTS</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
Other cattle	2,138	2,186
Sheep	25,957	33,384
By-products, forage and cultivations	1,046	1,578
Miscellaneous	3,707	3,748
Basic Payment Scheme	20,030	19,552
Income from energy generation	228	193
Environmental payments	3,218	3,126
<b>TOTAL OUTPUTS</b>	<b>56,324</b>	<b>63,767</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	6,544	6,385
Coarse fodder, tack and stock keep	1,214	911
Veterinary and medicines	2,365	2,383
Other livestock costs	2,693	2,525
Fertilisers	2,903	2,196
Seeds - purchased and homegrown	193	163
Other crop costs	1,202	1,982
Labour - paid	552	747
- unpaid	1,732	1,228
- casual	768	544
Machinery - contract	677	498
- repairs	2,656	2,829
- fuels	3,481	2,641
- depreciation	6,423	6,225
General farming costs	7,384	6,910
Land expenses	2,226	2,165
Rent	1,468	1,441
Rental value	6,071	5,766
<b>TOTAL INPUTS</b>	<b>50,552</b>	<b>47,539</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>5,772</b>	<b>16,228</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	1,732	1,228
Imputed property costs	6,037	5,733
Less:		
Interest charges	367	328
Ownership charges	1,443	1,307
<b>FARM BUSINESS INCOME</b>	<b>11,731</b>	<b>21,554</b>

**TABLE B3. Hill sheep farms****1. Under 55k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>5,772</b>	<b>16,228</b>
minus manual labour of farmer and spouse	17,203	17,056
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-11,431</b>	<b>-828</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>5,772</b>	<b>16,228</b>
plus net rental value/imputed rent	6,071	5,766
minus occupier's expenses	266	245
minus interest payments	367	328
minus buildings and works depreciation	1,679	1,575
<b>OCCUPIER'S NET INCOME</b>	<b>9,531</b>	<b>19,846</b>
plus other imputed charges	1,766	1,325
plus fixed asset depreciation	8,103	7,800
minus valuation changes	1,086	1,847
<b>CASH INCOME</b>	<b>18,314</b>	<b>27,124</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.00	0.00
Roots, fodder and other crops	0.31	0.42
Grassland - hay	1.85	2.24
- silage	5.77	6.77
- pasture	52.52	50.97
Fallow and land let out	5.12	5.19
Rough grazing - sole	23.78	23.78
Bare land and forage hired	2.79	2.09
Woods, roads and buildings	3.79	3.79
<b>TOTAL AREA (actual hectares)</b>	<b>95.93</b>	<b>95.25</b>
<b>TOTAL AREA (effective hectares)</b>	<b>70.36</b>	<b>69.59</b>
Rough grazing - common (effective hectares)	11.02	11.02
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	45,281	46,291
Livestock	32,657	31,409
Crops	758	998
Stores	1,650	1,572
<b>TOTAL</b>	<b>80,346</b>	<b>80,270</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.11	1.21
Finished lamb sales per ewe (numbers)	0.63	0.69
Stocking rate (grazing LU per eff.ha.)	0.53	0.58
Return on tenant's capital (%)	-14.23	-1.03

## TABLE B3. Hill sheep farms

### 1. Under 55k SO (continued)

#### LIVESTOCK CARRIED - per farm

	Average number		Livestock Units	
	<u>2022/23</u>	<u>2021/22</u>	<u>2022/23</u>	<u>2021/22</u>
Beef cows	1.3	1.9	0.9	1.4
Other cattle	2.9	3.8	1.5	2.0
Breeding sheep	402.8	409.6	26.0	26.4
Other sheep	230.5	256.7	9.2	10.3

#### ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2022/23</u>	<u>2021/22</u>	<u>2022/23</u>	<u>2021/22</u>	<u>2022/23</u>	<u>2021/22</u>
Number of farms	18	18	4	4	8	8
Aver. farm size - SO	37,146	37,325	N/A	N/A	42,879	44,888
- actual ha.	92.81	92.81			109.52	106.89
- eff. ha.	69.26	69.26			79.12	76.27
<b>ASSETS</b>						
Agricultural land	733,344	643,969			881,245	763,294
Woodland	8,906	8,647			13,971	13,564
Buildings	4,387	4,075			10,098	8,226
Improvements	5,256	5,249			20,714	19,580
Machinery	36,331	38,403			72,000	71,885
Livestock	30,239	30,058			41,327	37,493
Crops, forage & cultivations	551	824			1,301	1,634
BPS value	21,282	21,186			25,493	25,086
Stores	753	1,016			4,192	3,561
Credit balances	43,870	50,091			35,588	50,034
<b>TOTAL</b>	<b>884,919</b>	<b>803,518</b>			<b>1,105,929</b>	<b>994,357</b>
<b>EXTERNAL LIABILITIES</b>						
Long & medium term loans	4,575	4,918			7,361	11,828
Other short term loans	2,416	1,602			3,081	5,470
Overdrafts	3,649	4,587			0	0
<b>TOTAL</b>	<b>10,640</b>	<b>11,107</b>			<b>10,442</b>	<b>17,298</b>
<b>NET WORTH</b>	<b>874,279</b>	<b>792,411</b>			<b>1,095,487</b>	<b>977,059</b>
Owner equity (%)	99	99			99	98

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





**TABLE B3. Hill sheep farms**

<b>2. 55 - 95k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	26	26
Average business size (SO)	71,854	72,596
<b>OUTPUTS</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
Other cattle	7,786	6,779
Sheep	58,791	67,138
Main crops	1,315	1,145
By-products, forage and cultivations	2,909	1,425
Miscellaneous	5,873	9,695
Basic Payment Scheme	26,242	26,070
Income from energy generation	1,022	1,064
Environmental payments	4,451	4,906
<b>TOTAL OUTPUTS</b>	<b>108,389</b>	<b>118,222</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	19,071	14,355
- homegrown concentrates	1,143	941
Coarse fodder, tack and stock keep	4,520	4,732
Veterinary and medicines	4,483	5,313
Other livestock costs	6,925	6,240
Fertilisers	5,451	4,363
Seeds - purchased and homegrown	474	513
Other crop costs	2,485	3,361
Labour - paid	2,072	1,655
- unpaid	3,363	2,800
- casual	897	1,307
Machinery - contract	563	509
- repairs	5,574	4,537
- fuels	6,021	4,401
- depreciation	11,763	10,937
General farming costs	10,649	9,893
Land expenses	4,065	4,144
Rent	2,235	2,605
Rental value	8,470	7,869
<b>TOTAL INPUTS</b>	<b>100,224</b>	<b>90,475</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>8,165</b>	<b>27,747</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	3,363	2,800
Imputed property costs	8,393	7,792
Less:		
Interest charges	653	423
Ownership charges	3,301	2,929
<b>FARM BUSINESS INCOME</b>	<b>15,967</b>	<b>34,987</b>

## TABLE B3. Hill sheep farms

### 2. 55 - 95k SO (continued)

INCOME MEASURES - £ per farm	<u>2022/23</u>	<u>2021/22</u>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>8,165</b>	<b>27,747</b>
minus manual labour of farmer and spouse	23,082	21,467
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-14,917</b>	<b>6,280</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>8,165</b>	<b>27,747</b>
plus net rental value/imputed rent	8,470	7,869
minus occupier's expenses	301	254
minus interest payments	653	423
minus buildings and works depreciation	3,287	2,957
<b>OCCUPIER'S NET INCOME</b>	<b>12,394</b>	<b>31,982</b>
plus other imputed charges	3,440	3,039
plus fixed asset depreciation	15,050	13,895
minus valuation changes	4,396	-827
<b>CASH INCOME</b>	<b>26,488</b>	<b>49,743</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.84	0.96
Roots, fodder and other crops	0.63	0.50
Grassland - hay	3.92	3.56
- silage	12.59	13.01
- pasture	76.28	76.24
Fallow and land let out	0.93	0.93
Rough grazing - sole	27.23	27.23
Bare land and forage hired	9.71	9.45
Woods, roads and buildings	7.56	7.56
<b>TOTAL AREA (actual hectares)</b>	<b>139.69</b>	<b>139.44</b>
<b>TOTAL AREA (effective hectares)</b>	<b>114.63</b>	<b>114.38</b>
Rough grazing - common (effective hectares)	23.50	23.50
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	80,569	83,811
Livestock	74,223	70,416
Crops	3,211	2,921
Stores	3,004	2,528
<b>TOTAL</b>	<b>161,007</b>	<b>159,676</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.13	1.15
Finished lamb sales per ewe (numbers)	0.59	0.66
Stocking rate (grazing LU per eff.ha.)	0.68	0.70
Return on tenant's capital (%)	-9.26	3.93

## TABLE B3. Hill sheep farms

### 2. 55 - 95k SO (continued)

#### LIVESTOCK CARRIED - per farm

	Average number		Livestock Units	
	2022/23	2021/22	2022/23	2021/22
Beef cows	7.6	8.0	5.4	5.7
Other cattle	11.3	10.7	5.7	5.3
Breeding sheep	769.3	785.9	49.0	50.0
Other sheep	425.6	463.5	17.0	18.5
Other livestock	0.3	0.3		

#### ASSETS AND LIABILITIES - £ per farm

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2022/23	2021/22	2022/23	2021/22	2022/23	2021/22
Number of farms	15	15	1	1	10	10
Aver. farm size - SO	69,637	71,604	N/A	N/A	75,420	74,501
- actual ha.	124.74	125.47			163.24	161.48
- eff. ha.	103.67	104.40			133.84	132.08
<b>ASSETS</b>						
Agricultural land	994,346	948,182			555,528	544,635
Woodland	29,470	28,612			4,145	4,024
Buildings	17,280	17,126			23,078	18,199
Improvements	13,552	12,901			12,752	10,825
Machinery	84,540	85,706			80,984	87,463
Livestock	76,128	72,147			73,044	69,357
Crops, forage & cultivations	3,869	3,625			2,111	1,646
BPS value	28,618	28,177			32,000	31,273
Stores	2,863	1,470			3,517	4,369
Credit balances	42,329	61,210			57,392	63,806
<b>TOTAL</b>	<b>1,292,995</b>	<b>1,259,156</b>			<b>844,551</b>	<b>835,597</b>
<b>EXTERNAL LIABILITIES</b>						
Long & medium term loans	6,261	5,041			5,829	7,337
Other short term loans	6,453	6,320			4,949	5,265
Overdrafts	314	0			2,410	1,821
<b>TOTAL</b>	<b>13,028</b>	<b>11,361</b>			<b>13,188</b>	<b>14,423</b>
<b>NET WORTH</b>	<b>1,279,967</b>	<b>1,247,795</b>			<b>831,363</b>	<b>821,174</b>
Owner equity (%)	99	99			98	98

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



**TABLE B3. Hill sheep farms**

<b>3. Over 95k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	18	18
Average business size (SO)	149,646	150,124
<b>OUTPUTS</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
Other cattle	24,022	20,652
Sheep	112,711	126,828
Main crops	440	436
By-products, forage and cultivations	289	1,077
Miscellaneous	8,558	8,053
Basic Payment Scheme	54,098	53,555
Income from energy generation	2,138	2,593
Environmental payments	17,870	18,099
<b>TOTAL OUTPUTS</b>	<b>220,126</b>	<b>231,293</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	31,663	26,825
- homegrown concentrates	333	240
Coarse fodder, tack and stock keep	14,382	13,452
Veterinary and medicines	8,662	9,187
Other livestock costs	14,590	11,577
Fertilisers	10,692	9,375
Seeds - purchased and homegrown	1,159	1,041
Other crop costs	4,650	7,797
Labour - paid	1,653	3,076
- unpaid	11,112	11,877
- casual	2,362	2,254
Machinery - contract	1,356	881
- repairs	7,256	7,951
- fuels	11,792	8,961
- depreciation	17,871	15,292
General farming costs	15,997	15,120
Land expenses	3,729	7,408
Rent	3,686	3,475
Rental value	24,212	22,976
<b>TOTAL INPUTS</b>	<b>187,157</b>	<b>178,765</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>32,969</b>	<b>52,528</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	11,112	11,877
Imputed property costs	24,156	22,921
Less:		
Interest charges	5,092	3,050
Ownership charges	5,319	5,002
<b>FARM BUSINESS INCOME</b>	<b>57,826</b>	<b>79,274</b>

## TABLE B3. Hill sheep farms

### 3. Over 95k SO (continued)

INCOME MEASURES - £ per farm	<u>2022/23</u>	<u>2021/22</u>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>32,969</b>	<b>52,528</b>
minus manual labour of farmer and spouse	23,590	21,151
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>9,379</b>	<b>31,377</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>32,969</b>	<b>52,528</b>
plus net rental value/imputed rent	24,212	22,976
minus occupier's expenses	339	339
minus interest payments	5,092	3,050
minus buildings and works depreciation	5,956	5,662
<b>OCCUPIER'S NET INCOME</b>	<b>45,794</b>	<b>66,453</b>
plus other imputed charges	11,167	5,386
plus fixed asset depreciation	23,828	20,954
minus valuation changes	1,920	5,478
<b>CASH INCOME</b>	<b>78,869</b>	<b>87,315</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.34	0.27
Roots, fodder and other crops	2.70	2.09
Grassland - hay	1.75	1.66
- silage	23.43	23.02
- pasture	171.47	173.02
Fallow and land let out	0.45	0.36
Rough grazing - sole	162.13	162.13
Bare land and forage hired	22.83	24.42
Woods, roads and buildings	8.40	8.40
<b>TOTAL AREA (actual hectares)</b>	<b>393.50</b>	<b>395.37</b>
<b>TOTAL AREA (effective hectares)</b>	<b>282.22</b>	<b>284.20</b>
Rough grazing - common (effective hectares)	30.85	30.85
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	136,147	132,576
Livestock	153,928	151,243
Crops	2,146	2,551
Stores	4,859	4,993
<b>TOTAL</b>	<b>297,080</b>	<b>291,363</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.10	1.14
Finished lamb sales per ewe (numbers)	0.78	0.82
Stocking rate (grazing LU per eff.ha.)	0.60	0.60
Return on tenant's capital (%)	3.16	10.77

**TABLE B3. Hill sheep farms**

**3. Over 95k SO (continued)**

**LIVESTOCK CARRIED - per farm**

	<b>Average number</b>		<b>Livestock Units</b>	
	<b>2022/23</b>	<b>2021/22</b>	<b>2022/23</b>	<b>2021/22</b>
Beef cows	20.8	21.2	15.0	15.2
Other cattle	39.7	36.4	20.7	18.4
Breeding sheep	1,479.4	1,522.0	95.4	97.9
Other sheep	973.9	993.7	39.0	39.8
Other livestock	0.8	0.8		

**ASSETS AND LIABILITIES - £ per farm**

	<b>OWNER OCCUPIED</b>		<b>TENANTED</b>		<b>MIXED TENURE</b>	
	<b>2022/23</b>	<b>2021/22</b>	<b>2022/23</b>	<b>2021/22</b>	<b>2022/23</b>	<b>2021/22</b>
Number of farms	8	8	1	1	9	9
Aver. farm size - SO	130,043	129,424	N/A	N/A	153,647	152,423
- actual ha.	378.23	377.39			359.01	359.04
- eff. ha.	248.12	247.28			260.42	260.63

**ASSETS**

Agricultural land	2,271,063	2,226,532			1,226,807	1,202,752
Woodland	23,478	22,794			11,070	10,748
Buildings	46,562	40,461			20,589	21,200
Improvements	27,523	26,705			36,417	34,276
Machinery	120,536	119,241			156,456	149,089
Livestock	124,412	124,359			160,387	162,190
Crops, forage & cultivations	1,845	1,687			1,487	2,554
BPS value	55,040	54,020			63,750	62,768
Stores	4,658	3,946			4,634	6,480
Credit balances	107,156	125,376			111,041	111,601
<b>TOTAL</b>	<b>2,782,273</b>	<b>2,745,121</b>			<b>1,792,638</b>	<b>1,763,658</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	60,231	26,145			115,200	124,482
Other short term loans	6,398	55,432			24,617	36,785
Overdrafts	22,364	24,419			9,863	12,748
<b>TOTAL</b>	<b>88,993</b>	<b>105,996</b>			<b>149,680</b>	<b>174,015</b>

**NET WORTH**

	<b>2,693,280</b>	<b>2,639,125</b>			<b>1,642,958</b>	<b>1,589,643</b>
Owner equity (%)	97	96			92	90

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





**TABLE B3. Hill sheep farms**

<b>4. All sizes</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	74	74
Average business size (SO)	76,919	77,624
<b>OUTPUTS</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
Other cattle	9,446	8,291
Sheep	58,596	67,973
Main crops	569	508
By-products, forage and cultivations	1,516	1,402
Miscellaneous	5,648	6,884
Basic Payment Scheme	30,499	30,113
Income from energy generation	972	1,083
Environmental payments	7,215	7,394
<b>TOTAL OUTPUTS</b>	<b>114,461</b>	<b>123,648</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	17,055	14,157
- homegrown concentrates	482	389
Coarse fodder, tack and stock keep	5,579	5,304
Veterinary and medicines	4,641	5,067
Other livestock costs	7,074	6,032
Fertilisers	5,693	4,704
Seeds - purchased and homegrown	527	500
Other crop costs	2,491	3,881
Labour - paid	1,354	1,633
- unpaid	4,587	4,370
- casual	1,201	1,228
Machinery - contract	802	595
- repairs	4,800	4,675
- fuels	6,395	4,797
- depreciation	11,084	10,086
General farming costs	10,626	9,955
Land expenses	3,238	4,136
Rent	2,277	2,345
Rental value	11,326	10,691
<b>TOTAL INPUTS</b>	<b>101,232</b>	<b>94,545</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>13,229</b>	<b>29,103</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	4,587	4,370
Imputed property costs	11,272	10,637
Less:		
Interest charges	1,617	1,023
Ownership charges	3,039	2,776
<b>FARM BUSINESS INCOME</b>	<b>24,432</b>	<b>40,311</b>

## TABLE B3. Hill sheep farms

### 4. All sizes (continued)

<b>INCOME MEASURES - £ per farm</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>13,229</b>	<b>29,103</b>
minus manual labour of farmer and spouse	20,822	19,602
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-7,593</b>	<b>9,501</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>13,229</b>	<b>29,103</b>
plus net rental value/imputed rent	11,326	10,691
minus occupier's expenses	296	271
minus interest payments	1,617	1,023
minus buildings and works depreciation	3,284	3,055
<b>OCCUPIER'S NET INCOME</b>	<b>19,358</b>	<b>35,445</b>
plus other imputed charges	4,641	2,915
plus fixed asset depreciation	14,369	13,141
minus valuation changes	2,452	1,791
<b>CASH INCOME</b>	<b>35,916</b>	<b>49,710</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.38	0.40
Roots, fodder and other crops	1.00	0.85
Grassland - hay	2.55	2.56
- silage	12.46	12.92
- pasture	89.80	89.53
Fallow and land let out	2.52	2.52
Rough grazing - sole	58.64	58.64
Bare land and forage hired	10.10	10.11
Woods, roads and buildings	6.24	6.24
<b>TOTAL AREA (actual hectares)</b>	<b>177.45</b>	<b>177.53</b>
<b>TOTAL AREA (effective hectares)</b>	<b>137.45</b>	<b>137.53</b>
Rough grazing - common (effective hectares)	20.23	20.23
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	79,782	80,462
Livestock	76,760	74,263
Crops	1,957	2,052
Stores	2,906	2,740
<b>TOTAL</b>	<b>161,405</b>	<b>159,517</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.11	1.16
Finished lamb sales per ewe (numbers)	0.68	0.74
Stocking rate (grazing LU per eff.ha.)	0.61	0.63
Return on tenant's capital (%)	-4.70	5.96

**TABLE B3. Hill sheep farms**

**4. All sizes (continued)**

**LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2022/23	2021/22	2022/23	2021/22
Beef cows	8.3	8.8	5.9	6.2
Other cattle	14.8	14.1	7.6	7.1
Breeding sheep	793.4	812.4	50.9	52.1
Other sheep	479.9	508.6	19.2	20.4
Other livestock	0.3	0.3		

**ASSETS AND LIABILITIES - £ per farm**

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2022/23	2021/22	2022/23	2021/22	2022/23	2021/22
Number of farms	41	41	6	6	27	27
Aver. farm size - SO	67,159	67,837	76,409	81,157	91,854	91,701
- actual ha.	160.18	160.28	214.29	221.02	212.58	211.16
- eff. ha.	116.75	116.85	178.20	184.94	159.82	158.39
<b>ASSETS</b>						
Agricultural land	1,128,875	1,064,059	0	0	875,797	828,795
Woodland	19,273	18,711	0	0	9,365	9,092
Buildings	17,333	15,949	2,033	2,131	18,402	16,244
Improvements	12,636	12,235	7,005	6,836	22,999	21,236
Machinery	70,399	71,482	37,269	38,657	103,479	103,389
Livestock	65,403	63,857	82,370	70,692	92,761	90,860
Crops, forage & cultivations	2,017	2,017	2,880	2,773	1,663	1,945
BPS value	30,553	30,150	29,823	29,372	40,655	39,938
Stores	2,287	1,754	1,820	68	4,089	4,833
Credit balances	55,655	68,849	48,389	46,308	68,814	75,657
<b>TOTAL</b>	<b>1,404,431</b>	<b>1,349,063</b>	<b>211,589</b>	<b>196,837</b>	<b>1,238,024</b>	<b>1,191,989</b>
<b>EXTERNAL LIABILITIES</b>						
Long & medium term loans	16,052	9,105	35,439	38,899	42,740	47,716
Other short term loans	4,670	13,832	9,516	7,870	10,951	15,832
Overdrafts	6,080	6,778	3,781	2,283	4,180	4,924
<b>TOTAL</b>	<b>26,802</b>	<b>29,715</b>	<b>48,736</b>	<b>49,052</b>	<b>57,871</b>	<b>68,472</b>
<b>NET WORTH</b>	<b>1,377,629</b>	<b>1,319,348</b>	<b>162,853</b>	<b>147,785</b>	<b>1,180,153</b>	<b>1,123,517</b>
Owner equity (%)	98	98	77	75	95	94



**TABLE B4. Hill cattle and sheep farms**

<b>1. Under 75k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	41	41
Average business size (SO)	54,516	57,457
<b>OUTPUTS</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
Other cattle	23,522	20,778
Sheep	23,510	26,269
Other livestock	25	42
Main crops	619	755
By-products, forage and cultivations	2,318	2,840
Miscellaneous	4,462	4,568
Basic Payment Scheme	19,146	18,884
Income from energy generation	1,797	1,856
Environmental payments	4,390	4,495
<b>TOTAL OUTPUTS</b>	<b>79,789</b>	<b>80,487</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	9,978	8,053
- homegrown concentrates	208	182
Coarse fodder, tack and stock keep	2,363	2,494
Veterinary and medicines	2,764	3,094
Other livestock costs	5,126	4,615
Fertilisers	3,501	3,807
Seeds - purchased and homegrown	288	339
Other crop costs	2,904	3,348
Labour - paid	857	709
- unpaid	3,022	2,879
- casual	223	593
Machinery - contract	376	471
- repairs	4,129	4,436
- fuels	4,954	3,650
- depreciation	9,386	9,038
General farming costs	10,360	11,020
Land expenses	2,318	3,654
Rent	1,648	1,774
Rental value	10,321	9,882
<b>TOTAL INPUTS</b>	<b>74,726</b>	<b>74,038</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>5,063</b>	<b>6,449</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	3,022	2,879
Imputed property costs	10,248	9,809
Less:		
Interest charges	1,557	992
Ownership charges	2,945	2,856
<b>FARM BUSINESS INCOME</b>	<b>13,831</b>	<b>15,289</b>

## TABLE B4. Hill cattle and sheep farms

### 1. Under 75k SO (continued)

INCOME MEASURES - £ per farm	<u>2022/23</u>	<u>2021/22</u>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>5,063</b>	<b>6,449</b>
minus manual labour of farmer and spouse	19,681	18,750
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-14,618</b>	<b>-12,301</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>5,063</b>	<b>6,449</b>
plus net rental value/imputed rent	10,321	9,882
minus occupier's expenses	265	246
minus interest payments	1,557	992
minus buildings and works depreciation	3,577	3,431
<b>OCCUPIER'S NET INCOME</b>	<b>9,985</b>	<b>11,662</b>
plus other imputed charges	3,095	1,376
plus fixed asset depreciation	12,964	12,470
minus valuation changes	-3,658	-1,055
<b>CASH INCOME</b>	<b>29,702</b>	<b>26,563</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.44	0.67
Roots, fodder and other crops	0.96	0.89
Grassland - hay	3.62	3.80
- silage	12.78	13.25
- pasture	53.60	53.33
Fallow and land let out	5.63	5.55
Rough grazing - sole	24.70	24.70
Bare land and forage hired	1.94	1.91
Woods, roads and buildings	6.10	6.10
<b>TOTAL AREA (actual hectares)</b>	<b>109.77</b>	<b>110.20</b>
<b>TOTAL AREA (effective hectares)</b>	<b>80.59</b>	<b>81.09</b>
Rough grazing - common (effective hectares)	7.03	7.03
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	76,372	72,783
Livestock	62,461	66,694
Crops	2,181	2,240
Stores	2,468	1,834
<b>TOTAL</b>	<b>143,482</b>	<b>143,551</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.22	1.27
Finished lamb sales per ewe (numbers)	0.83	0.87
Stocking rate (grazing LU per eff.ha.)	0.77	0.82
Return on tenant's capital (%)	-10.19	-8.57

**TABLE B4. Hill cattle and sheep farms****1. Under 75k SO (continued)****LIVESTOCK CARRIED - per farm**

	<u>Average number</u>		<u>Livestock Units</u>	
	<u>2022/23</u>	<u>2021/22</u>	<u>2022/23</u>	<u>2021/22</u>
Beef cows	19.7	21.1	14.1	15.0
Other cattle	40.1	43.6	20.7	22.5
Breeding sheep	293.2	312.1	19.0	20.3
Other sheep	193.3	197.0	7.7	7.9
Other livestock	1.1	1.2		

**ASSETS AND LIABILITIES - £ per farm**

	<u>OWNER OCCUPIED</u>		<u>TENANTED</u>		<u>MIXED TENURE</u>	
	<u>2022/23</u>	<u>2021/22</u>	<u>2022/23</u>	<u>2021/22</u>	<u>2022/23</u>	<u>2021/22</u>
Number of farms	23	21	1	1	17	19
Aver. farm size - SO	53,253	55,073	N/A	N/A	55,583	59,650
- actual ha.	112.47	111.75			106.01	108.39
- eff. ha.	77.74	75.89			82.99	85.58

**ASSETS**

Agricultural land	1,004,544	950,957			685,620	656,599
Woodland	16,294	16,890			10,745	9,817
Buildings	17,120	16,057			44,544	43,914
Improvements	20,243	8,285			14,562	19,860
Machinery	81,210	85,822			71,398	59,279
Livestock	58,424	65,947			67,965	67,736
Crops, forage & cultivations	1,786	1,892			2,766	2,680
BPS value	21,443	21,620			20,777	19,726
Stores	2,127	1,827			3,077	1,939
Credit balances	31,004	32,881			29,503	23,625
<b>TOTAL</b>	<b>1,254,195</b>	<b>1,202,178</b>			<b>950,957</b>	<b>905,175</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	17,192	17,379			43,903	45,068
Other short term loans	4,936	8,089			9,046	4,386
Overdrafts	4,584	5,007			11,947	9,960
<b>TOTAL</b>	<b>26,712</b>	<b>30,475</b>			<b>64,896</b>	<b>59,414</b>

**NET WORTH**

	<b>1,227,483</b>	<b>1,171,703</b>			<b>886,061</b>	<b>845,761</b>
Owner equity (%)	98	97			93	93

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





**TABLE B4. Hill cattle and sheep farms**

<b>2. 75 - 115k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	48	48
Average business size (SO)	94,268	96,491
<b>OUTPUTS</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
Other cattle	44,677	41,957
Sheep	52,724	58,019
Main crops	1,778	1,244
By-products, forage and cultivations	2,183	1,627
Miscellaneous	4,298	5,376
Basic Payment Scheme	26,186	25,892
Income from energy generation	2,409	1,818
Environmental payments	5,589	6,235
<b>TOTAL OUTPUTS</b>	<b>139,844</b>	<b>142,168</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	21,839	19,538
- homegrown concentrates	940	658
Coarse fodder, tack and stock keep	3,589	3,679
Veterinary and medicines	5,352	5,466
Other livestock costs	10,666	8,859
Fertilisers	8,225	6,173
Seeds - purchased and homegrown	585	545
Other crop costs	5,309	6,123
Labour - paid	1,952	2,433
- unpaid	6,240	6,152
- casual	1,638	957
Machinery - contract	723	986
- repairs	5,663	5,945
- fuels	7,932	5,794
- depreciation	13,208	12,921
General farming costs	13,074	11,921
Land expenses	4,931	4,613
Rent	3,401	3,426
Rental value	12,604	12,091
<b>TOTAL INPUTS</b>	<b>127,871</b>	<b>118,280</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>11,973</b>	<b>23,888</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	6,240	6,152
Imputed property costs	12,518	12,006
Less:		
Interest charges	3,511	2,378
Ownership charges	3,804	3,812
<b>FARM BUSINESS INCOME</b>	<b>23,416</b>	<b>35,856</b>

**TABLE B4. Hill cattle and sheep farms**

**2.75 - 115k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>11,973</b>	<b>23,888</b>
minus manual labour of farmer and spouse	22,921	21,445
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-10,948</b>	<b>2,443</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>11,973</b>	<b>23,888</b>
plus net rental value/imputed rent	12,604	12,091
minus occupier's expenses	293	274
minus interest payments	3,511	2,378
minus buildings and works depreciation	4,286	4,267
<b>OCCUPIER'S NET INCOME</b>	<b>16,487</b>	<b>29,060</b>
plus other imputed charges	6,323	3,473
plus fixed asset depreciation	17,494	17,188
minus valuation changes	560	5,896
<b>CASH INCOME</b>	<b>39,744</b>	<b>43,825</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	1.09	0.90
Roots, fodder and other crops	0.99	0.31
Grassland - hay	3.31	2.97
- silage	21.13	22.24
- pasture	83.77	84.30
Fallow and land let out	0.00	0.00
Rough grazing - sole	46.99	46.99
Bare land and forage hired	6.24	6.69
Woods, roads and buildings	5.07	5.07
<b>TOTAL AREA (actual hectares)</b>	<b>168.59</b>	<b>169.47</b>
<b>TOTAL AREA (effective hectares)</b>	<b>129.98</b>	<b>130.89</b>
Rough grazing - common (effective hectares)	13.60	13.60
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	103,105	97,727
Livestock	120,764	120,963
Crops	4,384	4,317
Stores	3,966	3,562
<b>TOTAL</b>	<b>232,219</b>	<b>226,569</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.23	1.27
Finished lamb sales per ewe (numbers)	0.87	0.85
Stocking rate (grazing LU per eff.ha.)	0.88	0.89
Return on tenant's capital (%)	-4.71	1.08

**TABLE B4. Hill cattle and sheep farms**

**2. 75 - 115k SO (continued)**

**LIVESTOCK CARRIED - per farm**

	<u>Average number</u>		<u>Livestock Units</u>	
	<u>2022/23</u>	<u>2021/22</u>	<u>2022/23</u>	<u>2021/22</u>
Beef cows	32.4	33.6	23.3	24.1
Other cattle	67.9	72.5	35.3	38.1
Breeding sheep	577.8	583.3	37.7	38.1
Other sheep	411.3	385.9	16.5	15.5

**ASSETS AND LIABILITIES - £ per farm**

	<u>OWNER OCCUPIED</u>		<u>TENANTED</u>		<u>MIXED TENURE</u>	
	<u>2022/23</u>	<u>2021/22</u>	<u>2022/23</u>	<u>2021/22</u>	<u>2022/23</u>	<u>2021/22</u>
Number of farms	24	23	4	4	20	21
Aver. farm size - SO	92,787	93,930	N/A	N/A	93,613	96,167
- actual ha.	139.29	138.40			210.93	210.54
- eff. ha.	119.85	118.21			145.70	148.33

**ASSETS**

Agricultural land	1,434,201	1,281,959			1,120,886	1,066,324
Woodland	19,224	19,291			8,442	8,008
Buildings	34,288	35,995			31,563	27,964
Improvements	23,951	24,261			11,462	11,071
Machinery	100,375	97,170			107,553	98,376
Livestock	119,718	116,352			118,327	122,763
Crops, forage & cultivations	4,994	4,992			3,472	3,668
BPS value	24,718	24,187			33,790	32,966
Stores	3,917	2,659			4,084	4,047
Credit balances	43,940	39,907			62,131	68,947
<b>TOTAL</b>	<b>1,809,326</b>	<b>1,646,773</b>			<b>1,501,710</b>	<b>1,444,134</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	73,090	83,564			40,577	44,474
Other short term loans	9,102	7,270			14,156	13,917
Overdrafts	4,517	6,374			25,681	25,210
<b>TOTAL</b>	<b>86,709</b>	<b>97,208</b>			<b>80,414</b>	<b>83,601</b>

**NET WORTH** **1,722,617** **1,549,565** **1,421,296** **1,360,533**

Owner equity (%) 95 94 95 94

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



**TABLE B4. Hill cattle and sheep farms**

<b>3. Over 115k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	42	42
Average business size (SO)	173,424	171,191
<b>OUTPUTS</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
Other cattle	81,596	72,151
Sheep	95,062	107,033
Other livestock	630	352
Main crops	1,879	1,223
By-products, forage and cultivations	912	1,043
Miscellaneous	14,156	13,889
Basic Payment Scheme	36,080	35,712
Income from energy generation	34,520	27,365
Environmental payments	6,427	6,630
<b>TOTAL OUTPUTS</b>	<b>271,262</b>	<b>265,398</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	45,367	36,554
- homegrown concentrates	1,355	972
Coarse fodder, tack and stock keep	9,334	8,363
Veterinary and medicines	8,838	9,226
Other livestock costs	17,913	15,212
Fertilisers	13,700	10,972
Seeds - purchased and homegrown	1,516	1,333
Other crop costs	7,952	10,254
Labour - paid	2,465	2,498
- unpaid	16,546	15,784
- casual	3,945	3,409
Machinery - contract	1,496	1,185
- repairs	10,253	10,729
- fuels	13,306	10,907
- depreciation	23,125	22,053
General farming costs	17,897	16,748
Land expenses	8,420	9,645
Rent	5,352	5,283
Rental value	27,427	25,905
<b>TOTAL INPUTS</b>	<b>236,207</b>	<b>217,032</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>35,055</b>	<b>48,366</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	16,546	15,784
Imputed property costs	27,206	25,686
Less:		
Interest charges	11,702	7,913
Ownership charges	11,425	10,750
<b>FARM BUSINESS INCOME</b>	<b>55,680</b>	<b>71,173</b>

**TABLE B4. Hill cattle and sheep farms**

**3. Over 115k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>35,055</b>	<b>48,366</b>
minus manual labour of farmer and spouse	22,971	21,765
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>12,084</b>	<b>26,601</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>35,055</b>	<b>48,366</b>
plus net rental value/imputed rent	27,427	25,905
minus occupier's expenses	515	476
minus interest payments	11,702	7,913
minus buildings and works depreciation	12,676	11,910
<b>OCCUPIER'S NET INCOME</b>	<b>37,589</b>	<b>53,972</b>
plus other imputed charges	16,761	6,121
plus fixed asset depreciation	35,802	33,964
minus valuation changes	8,585	8,749
<b>CASH INCOME</b>	<b>81,567</b>	<b>85,308</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	1.54	1.06
Roots, fodder and other crops	3.66	3.54
Grassland - hay	4.77	3.47
- silage	32.15	34.83
- pasture	144.19	142.28
Fallow and land let out	0.03	0.00
Rough grazing - sole	41.96	41.96
Bare land and forage hired	15.50	14.44
Woods, roads and buildings	6.71	6.60
<b>TOTAL AREA (actual hectares)</b>	<b>250.51</b>	<b>248.18</b>
<b>TOTAL AREA (effective hectares)</b>	<b>213.84</b>	<b>211.60</b>
Rough grazing - common (effective hectares)	22.02	22.02
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	186,727	178,447
Livestock	229,634	221,882
Crops	5,510	5,144
Stores	8,088	7,655
<b>TOTAL</b>	<b>429,959</b>	<b>413,128</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.22	1.27
Finished lamb sales per ewe (numbers)	0.90	0.94
Stocking rate (grazing LU per eff.ha.)	1.01	1.01
Return on tenant's capital (%)	2.81	6.44

**TABLE B4. Hill cattle and sheep farms**

**3. Over 115k SO (continued)**

**LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2022/23	2021/22	2022/23	2021/22
Beef cows	59.6	60.1	42.9	43.4
Other cattle	135.4	132.1	70.8	69.3
Breeding sheep	1,037.1	1,054.1	70.3	71.7
Other sheep	716.1	716.5	29.5	28.9
Other livestock	3.4	3.4		

**ASSETS AND LIABILITIES - £ per farm**

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2022/23	2021/22	2022/23	2021/22	2022/23	2021/22
Number of farms	17	18	1	1	24	23
Aver. farm size - SO	178,419	183,764	N/A	N/A	168,992	161,349
- actual ha.	258.60	302.05			251.89	213.32
- eff. ha.	230.02	251.80			208.08	186.00

**ASSETS**

Agricultural land	2,034,619	2,032,452			1,612,547	1,518,156
Woodland	20,325	17,117			9,458	9,243
Buildings	87,052	82,937			84,027	75,223
Improvements	75,411	62,694			59,128	49,030
Machinery	191,709	184,090			180,252	170,694
Livestock	247,047	244,544			220,608	209,524
Crops, forage & cultivations	7,562	7,002			4,283	3,914
BPS value	38,086	43,726			43,125	37,835
Stores	7,170	9,481			8,309	6,170
Credit balances	47,666	57,260			58,587	41,711
<b>TOTAL</b>	<b>2,756,647</b>	<b>2,741,303</b>			<b>2,280,324</b>	<b>2,121,500</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	275,650	259,209			219,505	234,844
Other short term loans	39,768	35,956			21,264	16,987
Overdrafts	33,611	29,449			32,094	29,559
<b>TOTAL</b>	<b>349,029</b>	<b>324,614</b>			<b>272,863</b>	<b>281,390</b>

**NET WORTH**

	<b>2,407,618</b>	<b>2,416,689</b>			<b>2,007,461</b>	<b>1,840,110</b>
Owner equity (%)	87	88			88	87

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





**TABLE B4. Hill cattle and sheep farms**

<b>4. All sizes</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	131	131
Average business size (SO)	107,205	108,224
<b>OUTPUTS</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
Other cattle	49,893	45,009
Sheep	57,155	63,797
Other livestock	210	126
Main crops	1,448	1,084
By-products, forage and cultivations	1,818	1,819
Miscellaneous	7,510	7,852
Basic Payment Scheme	27,155	26,847
Income from energy generation	12,512	10,021
Environmental payments	5,483	5,817
<b>TOTAL OUTPUTS</b>	<b>163,184</b>	<b>162,372</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	25,670	21,399
- homegrown concentrates	844	610
Coarse fodder, tack and stock keep	5,047	4,810
Veterinary and medicines	5,660	5,929
Other livestock costs	11,256	9,568
Fertilisers	8,502	6,971
Seeds - purchased and homegrown	790	733
Other crop costs	5,404	6,579
Labour - paid	1,774	1,914
- unpaid	8,537	8,215
- casual	1,935	1,629
Machinery - contract	862	888
- repairs	6,654	7,006
- fuels	8,723	6,762
- depreciation	15,191	14,633
General farming costs	13,771	13,187
Land expenses	5,232	5,926
Rent	3,478	3,504
Rental value	16,642	15,829
<b>TOTAL INPUTS</b>	<b>145,972</b>	<b>136,092</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>17,212</b>	<b>26,280</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	8,537	8,215
Imputed property costs	16,517	15,704
Less:		
Interest charges	5,526	3,719
Ownership charges	5,978	5,737
<b>FARM BUSINESS INCOME</b>	<b>30,762</b>	<b>40,743</b>

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

<b>INCOME MEASURES - £ per farm</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>17,212</b>	<b>26,280</b>
minus manual labour of farmer and spouse	21,923	20,704
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-4,711</b>	<b>5,576</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>17,212</b>	<b>26,280</b>
plus net rental value/imputed rent	16,642	15,829
minus occupier's expenses	356	330
minus interest payments	5,526	3,719
minus buildings and works depreciation	6,754	6,456
<b>OCCUPIER'S NET INCOME</b>	<b>21,218</b>	<b>31,604</b>
plus other imputed charges	8,659	3,666
plus fixed asset depreciation	21,946	21,090
minus valuation changes	1,813	4,635
<b>CASH INCOME</b>	<b>50,010</b>	<b>51,725</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	1.03	0.88
Roots, fodder and other crops	1.83	1.53
Grassland - hay	3.87	3.39
- silage	22.05	23.46
- pasture	93.70	93.19
Fallow and land let out	1.77	1.74
Rough grazing - sole	38.40	38.40
Bare land and forage hired	7.86	7.68
Woods, roads and buildings	5.92	5.88
<b>TOTAL AREA (actual hectares)</b>	<b>170.51</b>	<b>170.27</b>
<b>TOTAL AREA (effective hectares)</b>	<b>141.41</b>	<b>141.18</b>
Rough grazing - common (effective hectares)	14.24	14.24
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	121,548	115,800
Livestock	137,422	136,333
Crops	4,055	3,932
Stores	4,819	4,334
<b>TOTAL</b>	<b>267,844</b>	<b>260,399</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.22	1.27
Finished lamb sales per ewe (numbers)	0.88	0.90
Stocking rate (grazing LU per eff.ha.)	0.92	0.94
Return on tenant's capital (%)	-1.76	2.14

**TABLE B4. Hill cattle and sheep farms**

**4. All sizes (continued)**

**LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2022/23	2021/22	2022/23	2021/22
Beef cows	37.2	38.2	26.7	27.5
Other cattle	80.8	82.6	42.1	43.2
Breeding sheep	636.0	649.4	42.3	43.3
Other sheep	440.8	432.8	17.9	17.4
Other livestock	1.4	1.5		

**ASSETS AND LIABILITIES - £ per farm**

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2022/23	2021/22	2022/23	2021/22	2022/23	2021/22
Number of farms	64	62	6	6	61	63
Aver. farm size - SO	101,326	106,849	114,340	114,803	112,672	108,951
- actual ha.	161.34	176.88	120.30	120.30	197.81	180.75
- eff. ha.	133.98	142.66	105.17	105.17	152.76	143.16

**ASSETS**

Agricultural land	1,439,279	1,387,730	0	0	1,193,023	1,107,711
Woodland	18,464	17,847	0	0	9,484	9,004
Buildings	42,134	42,870	21,381	22,662	55,822	50,028
Improvements	36,287	30,008	9,181	8,682	31,080	27,580
Machinery	117,749	118,561	116,015	116,815	126,080	112,987
Livestock	131,512	136,497	128,163	118,817	144,534	137,842
Crops, forage & cultivations	4,523	4,526	3,766	2,768	3,594	3,460
BPS value	27,092	28,990	32,874	32,336	33,836	30,751
Stores	4,138	4,358	5,520	5,640	5,465	4,187
Credit balances	40,281	42,565	6,810	18,736	51,643	45,335
<b>TOTAL</b>	<b>1,861,459</b>	<b>1,813,952</b>	<b>323,710</b>	<b>326,456</b>	<b>1,654,561</b>	<b>1,528,885</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	106,807	112,140	16,641	22,423	111,902	114,153
Other short term loans	15,751	15,876	28,628	33,333	15,528	12,163
Overdrafts	12,269	12,610	36,408	27,017	24,377	22,199
<b>TOTAL</b>	<b>134,827</b>	<b>140,626</b>	<b>81,677</b>	<b>82,773</b>	<b>151,807</b>	<b>148,515</b>

**NET WORTH**

<b>NET WORTH</b>	<b>1,726,632</b>	<b>1,673,326</b>	<b>242,033</b>	<b>243,683</b>	<b>1,502,754</b>	<b>1,380,370</b>
Owner equity (%)	93	92	75	75	91	90



**TABLE B5. Upland cattle and sheep farms**

<b>1. Under 55k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	26	26
Average business size (SO)	40,736	43,261
<b>OUTPUTS</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
Other cattle	15,148	18,013
Sheep	19,451	27,132
Other livestock	266	49
Main crops	553	231
By-products, forage and cultivations	5,395	4,122
Miscellaneous	10,163	13,256
Basic Payment Scheme	14,238	14,070
Income from energy generation	30	31
Environmental payments	733	1,097
<b>TOTAL OUTPUTS</b>	<b>65,977</b>	<b>78,001</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	5,683	7,236
- homegrown concentrates	192	0
Coarse fodder, tack and stock keep	1,330	738
Veterinary and medicines	2,447	2,885
Other livestock costs	4,379	4,397
Fertilisers	4,216	3,220
Seeds - purchased and homegrown	402	320
Other crop costs	3,099	3,457
Labour - paid	1,487	932
- unpaid	3,531	3,825
- casual	367	958
Machinery - contract	800	823
- repairs	2,891	3,113
- fuels	3,914	3,173
- depreciation	8,812	8,283
General farming costs	8,990	8,905
Land expenses	2,981	2,740
Rent	2,263	2,238
Rental value	10,297	9,856
<b>TOTAL INPUTS</b>	<b>68,081</b>	<b>67,099</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>-2,104</b>	<b>10,902</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	3,531	3,825
Imputed property costs	10,193	9,753
Less:		
Interest charges	1,750	1,212
Ownership charges	3,643	3,489
<b>FARM BUSINESS INCOME</b>	<b>6,227</b>	<b>19,779</b>

**TABLE B5. Upland cattle and sheep farms****1. Under 55k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>-2,104</b>	<b>10,902</b>
minus manual labour of farmer and spouse	16,797	16,661
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-18,901</b>	<b>-5,759</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>-2,104</b>	<b>10,902</b>
plus net rental value/imputed rent	10,297	9,856
minus occupier's expenses	274	230
minus interest payments	1,750	1,212
minus buildings and works depreciation	3,601	3,473
<b>OCCUPIER'S NET INCOME</b>	<b>2,568</b>	<b>15,843</b>
plus other imputed charges	3,608	1,967
plus fixed asset depreciation	12,413	11,756
minus valuation changes	-4,723	-3,851
<b>CASH INCOME</b>	<b>23,312</b>	<b>33,417</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	0.31	0.12
Roots, fodder and other crops	1.00	0.54
Grassland - hay	2.62	2.66
- silage	14.64	14.46
- pasture	45.03	46.66
Fallow and land let out	3.44	3.00
Rough grazing - sole	5.32	5.32
Bare land and forage hired	1.29	1.04
Woods, roads and buildings	3.40	3.31
<b>TOTAL AREA (actual hectares)</b>	<b>77.05</b>	<b>77.11</b>
<b>TOTAL AREA (effective hectares)</b>	<b>66.20</b>	<b>66.79</b>
Rough grazing - common (effective hectares)	1.19	1.19
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	65,441	62,159
Livestock	48,043	52,223
Crops	2,590	3,285
Stores	1,381	1,361
<b>TOTAL</b>	<b>117,455</b>	<b>119,028</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.24	1.38
Finished lamb sales per ewe (numbers)	0.91	0.95
Stocking rate (grazing LU per eff.ha.)	0.78	0.83
Return on tenant's capital (%)	-16.09	-4.84

**TABLE B5. Upland cattle and sheep farms****1. Under 55k SO (continued)****LIVESTOCK CARRIED - per farm**

	<b>Average number</b>		<b>Livestock Units</b>	
	<b>2022/23</b>	<b>2021/22</b>	<b>2022/23</b>	<b>2021/22</b>
Beef cows	16.0	17.6	11.5	12.6
Other cattle	27.0	28.7	13.8	14.4
Breeding sheep	213.5	242.8	17.1	19.4
Other sheep	120.0	159.2	4.8	6.4
Other livestock	3.0	2.0		

**ASSETS AND LIABILITIES - £ per farm**

	<b>OWNER OCCUPIED</b>		<b>TENANTED</b>		<b>MIXED TENURE</b>	
	<b>2022/23</b>	<b>2021/22</b>	<b>2022/23</b>	<b>2021/22</b>	<b>2022/23</b>	<b>2021/22</b>
Number of farms	17	17	2	2	7	7
Aver. farm size - SO	39,568	41,667	N/A	N/A	43,525	46,819
- actual ha.	71.46	70.73			89.36	91.35
- eff. ha.	60.76	60.83			78.72	80.70
<b>ASSETS</b>						
Agricultural land	786,047	761,115			670,022	656,885
Woodland	8,584	8,334			9,962	9,672
Buildings	11,838	12,408			52,952	54,729
Improvements	9,612	8,274			19,530	15,019
Machinery	58,335	56,626			93,183	87,982
Livestock	47,793	53,894			50,430	53,010
Crops, forage & cultivations	3,286	4,391			1,209	1,014
BPS value	15,405	15,121			17,852	17,509
Stores	1,092	1,527			2,384	1,324
Credit balances	21,795	20,147			47,455	44,426
<b>TOTAL</b>	<b>963,787</b>	<b>941,837</b>			<b>964,979</b>	<b>941,570</b>
<b>EXTERNAL LIABILITIES</b>						
Long & medium term loans	25,104	26,786			102,505	100,106
Other short term loans	6,308	6,776			5,675	3,832
Overdrafts	11,605	10,071			297	934
<b>TOTAL</b>	<b>43,017</b>	<b>43,633</b>			<b>108,477</b>	<b>104,872</b>
<b>NET WORTH</b>	<b>920,770</b>	<b>898,204</b>			<b>856,502</b>	<b>836,698</b>
Owner equity (%)	96	95			89	89

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





**TABLE B5. Upland cattle and sheep farms**

<b>2. 55 - 95k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	25	25
Average business size (SO)	72,477	71,585
<b>OUTPUTS</b>	<b>2022/23</b>	<b>2021/22</b>
Other cattle	48,330	41,308
Sheep	26,246	25,909
Main crops	2,006	1,298
By-products, forage and cultivations	2,156	3,951
Miscellaneous	31,631	23,278
Basic Payment Scheme	14,683	14,533
Environmental payments	1,034	1,413
<b>TOTAL OUTPUTS</b>	<b>126,086</b>	<b>111,690</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	14,476	11,083
- homegrown concentrates	1,046	753
Coarse fodder, tack and stock keep	1,992	3,082
Veterinary and medicines	2,934	3,230
Other livestock costs	7,957	6,017
Fertilisers	6,588	5,229
Seeds - purchased and homegrown	656	641
Other crop costs	5,235	5,506
Labour - paid	2,547	2,067
- unpaid	3,195	2,116
- casual	1,722	3,450
Machinery - contract	3,034	1,428
- repairs	5,578	4,695
- fuels	6,694	4,984
- depreciation	12,439	11,758
General farming costs	12,400	11,716
Land expenses	6,470	5,100
Rent	2,807	2,098
Rental value	11,418	11,018
<b>TOTAL INPUTS</b>	<b>109,188</b>	<b>95,971</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>16,898</b>	<b>15,719</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	3,195	2,116
Imputed property costs	11,374	10,975
Less:		
Interest charges	3,559	2,257
Ownership charges	3,948	3,785
<b>FARM BUSINESS INCOME</b>	<b>23,960</b>	<b>22,768</b>

**TABLE B5. Upland cattle and sheep farms****2. 55 - 95k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>16,898</b>	<b>15,719</b>
minus manual labour of farmer and spouse	20,701	19,554
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-3,803</b>	<b>-3,835</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>16,898</b>	<b>15,719</b>
plus net rental value/imputed rent	11,418	11,018
minus occupier's expenses	420	320
minus interest payments	3,559	2,257
minus buildings and works depreciation	4,059	4,021
<b>OCCUPIER'S NET INCOME</b>	<b>20,278</b>	<b>20,139</b>
plus other imputed charges	3,235	5,953
plus fixed asset depreciation	16,498	15,779
minus valuation changes	4,306	8,743
<b>CASH INCOME</b>	<b>35,705</b>	<b>33,128</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	1.47	1.20
Roots, fodder and other crops	0.74	0.86
Grassland - hay	3.42	4.69
- silage	19.94	18.55
- pasture	50.28	48.67
Fallow and land let out	1.56	1.56
Rough grazing - sole	1.65	1.65
Bare land and forage hired	4.65	7.49
Woods, roads and buildings	3.79	3.79
<b>TOTAL AREA (actual hectares)</b>	<b>87.50</b>	<b>88.46</b>
<b>TOTAL AREA (effective hectares)</b>	<b>81.14</b>	<b>82.11</b>
Rough grazing - common (effective hectares)	1.06	1.06
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	104,815	92,407
Livestock	98,777	96,336
Crops	4,609	4,539
Stores	4,694	2,898
<b>TOTAL</b>	<b>212,895</b>	<b>196,180</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.26	1.40
Finished lamb sales per ewe (numbers)	0.93	1.05
Stocking rate (grazing LU per eff.ha.)	1.07	1.04
Return on tenant's capital (%)	-1.79	-1.95

**TABLE B5. Upland cattle and sheep farms****2. 55 - 95k SO (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2022/23	2021/22	2022/23	2021/22
Beef cows	22.1	22.3	15.9	16.0
Other cattle	73.9	73.3	41.1	40.6
Breeding sheep	248.9	254.2	19.9	20.3
Other sheep	186.4	190.6	7.5	7.6
Other livestock	0.5	0.6		

**ASSETS AND LIABILITIES - £ per farm**

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2022/23	2021/22	2022/23	2021/22	2022/23	2021/22
Number of farms	16	15	2	2	7	8
Aver. farm size - SO	72,954	72,163	N/A	N/A	71,734	71,208
- actual ha.	90.58	93.41			76.86	77.52
- eff. ha.	81.97	84.50			74.56	75.00

**ASSETS**

Agricultural land	911,743	861,476			506,977	561,336
Woodland	12,035	11,302			2,958	4,691
Buildings	35,493	20,687			26,244	44,702
Improvements	8,396	8,335			9,917	9,095
Machinery	98,356	92,830			126,061	93,532
Livestock	79,297	75,366			146,214	137,173
Crops, forage & cultivations	3,863	4,229			7,118	5,796
BPS value	17,720	17,374			14,595	14,847
Stores	2,868	2,105			9,078	4,862
Credit balances	31,357	27,175			27,673	27,500
<b>TOTAL</b>	<b>1,201,128</b>	<b>1,120,879</b>			<b>876,835</b>	<b>903,534</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	36,935	32,512			85,530	97,723
Other short term loans	15,182	18,344			25,843	15,724
Overdrafts	12,607	5,423			17,302	10,599
<b>TOTAL</b>	<b>64,724</b>	<b>56,279</b>			<b>128,675</b>	<b>124,046</b>

**NET WORTH**

	<b>1,136,404</b>	<b>1,064,600</b>			<b>748,160</b>	<b>779,488</b>
Owner equity (%)	95	95			85	86

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



**TABLE B5. Upland cattle and sheep farms**

<b>3. Over 95k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	24	24
Average business size (SO)	138,767	139,786
<b>OUTPUTS</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
Other cattle	66,624	58,771
Sheep	77,409	73,187
Main crops	12,469	11,674
By-products, forage and cultivations	6,216	7,607
Miscellaneous	11,197	10,520
Basic Payment Scheme	23,659	22,918
Income from energy generation	4,325	2,936
Environmental payments	3,343	3,437
<b>TOTAL OUTPUTS</b>	<b>205,242</b>	<b>191,050</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	23,221	17,959
- homegrown concentrates	6,427	5,646
Coarse fodder, tack and stock keep	7,449	6,381
Veterinary and medicines	6,750	7,529
Other livestock costs	12,951	10,826
Fertilisers	17,278	10,991
Seeds - purchased and homegrown	1,835	1,658
Other crop costs	8,105	10,605
Labour - paid	3,709	3,617
- unpaid	7,999	8,551
- casual	2,394	2,654
Machinery - contract	1,442	1,301
- repairs	6,581	7,484
- fuels	11,655	7,355
- depreciation	16,975	15,265
General farming costs	14,336	12,139
Land expenses	7,217	7,155
Rent	6,951	6,521
Rental value	17,862	17,285
<b>TOTAL INPUTS</b>	<b>181,137</b>	<b>160,922</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>24,105</b>	<b>30,128</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	7,999	8,551
Imputed property costs	17,740	17,162
Less:		
Interest charges	3,842	2,733
Ownership charges	5,334	5,023
<b>FARM BUSINESS INCOME</b>	<b>40,668</b>	<b>48,085</b>

**TABLE B5. Upland cattle and sheep farms****3. Over 95k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>24,105</b>	<b>30,128</b>
minus manual labour of farmer and spouse	20,594	19,789
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>3,511</b>	<b>10,339</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>24,105</b>	<b>30,128</b>
plus net rental value/imputed rent	17,862	17,285
minus occupier's expenses	540	521
minus interest payments	3,842	2,733
minus buildings and works depreciation	5,656	5,287
<b>OCCUPIER'S NET INCOME</b>	<b>31,929</b>	<b>38,872</b>
plus other imputed charges	8,082	6,355
plus fixed asset depreciation	22,632	20,552
minus valuation changes	3,080	-1,100
<b>CASH INCOME</b>	<b>59,563</b>	<b>66,879</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	6.90	6.72
Roots, fodder and other crops	2.24	1.72
Grassland - hay	4.54	3.79
- silage	27.70	30.20
- pasture	106.49	104.39
Fallow and land let out	5.90	4.56
Rough grazing - sole	6.84	6.84
Bare land and forage hired	17.17	16.83
Woods, roads and buildings	3.71	3.71
<b>TOTAL AREA (actual hectares)</b>	<b>181.49</b>	<b>178.76</b>
<b>TOTAL AREA (effective hectares)</b>	<b>167.42</b>	<b>166.03</b>
Rough grazing - common (effective hectares)	2.48	2.48
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	131,040	118,659
Livestock	165,427	162,991
Crops	7,256	8,749
Stores	9,355	7,218
<b>TOTAL</b>	<b>313,078</b>	<b>297,617</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.44	1.39
Finished lamb sales per ewe (numbers)	1.27	1.32
Stocking rate (grazing LU per eff.ha.)	1.03	1.04
Return on tenant's capital (%)	1.12	3.47

**TABLE B5. Upland cattle and sheep farms**

**3. Over 95k SO (continued)**

**LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2022/23	2021/22	2022/23	2021/22
Beef cows	37.7	37.9	27.4	27.5
Other cattle	123.3	126.4	70.7	72.5
Breeding sheep	601.1	592.7	48.1	47.4
Other sheep	455.9	405.6	18.2	16.2

**ASSETS AND LIABILITIES - £ per farm**

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2022/23	2021/22	2022/23	2021/22	2022/23	2021/22
Number of farms	10	10	0	0	14	14
Aver. farm size - SO	130,558	134,329	N/A	N/A	144,630	143,684
- actual ha.	153.97	156.26			201.15	194.83
- eff. ha.	128.08	133.59			195.53	189.20

**ASSETS**

Agricultural land	1,790,768	1,757,151			1,018,193	1,000,196
Woodland	3,984	3,868			12,842	12,468
Buildings	29,228	25,162			42,726	36,903
Improvements	10,166	9,891			21,498	19,626
Machinery	99,873	89,758			153,302	139,303
Livestock	161,733	161,735			168,067	163,888
Crops, forage & cultivations	5,119	5,681			8,783	10,941
BPS value	24,958	24,434			28,146	26,852
Stores	5,444	4,009			12,150	9,512
Credit balances	48,932	61,159			67,292	47,918
<b>TOTAL</b>	<b>2,180,205</b>	<b>2,142,848</b>			<b>1,532,999</b>	<b>1,467,607</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	15,600	18,243			115,214	146,977
Other short term loans	8,656	12,168			20,685	21,185
Overdrafts	18,134	14,117			27,727	33,878
<b>TOTAL</b>	<b>42,390</b>	<b>44,528</b>			<b>163,626</b>	<b>202,040</b>

**NET WORTH**

	<b>2,137,815</b>	<b>2,098,320</b>			<b>1,369,373</b>	<b>1,265,567</b>
Owner equity (%)	98	98			89	86

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





**TABLE B5. Upland cattle and sheep farms**

<b>4. All sizes</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	75	75
Average business size (SO)	82,686	83,590
<b>OUTPUTS</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
Other cattle	42,681	38,821
Sheep	40,262	41,462
Other livestock	92	17
Main crops	4,850	4,248
By-products, forage and cultivations	4,578	5,180
Miscellaneous	17,650	15,721
Basic Payment Scheme	17,401	17,056
Income from energy generation	1,394	950
Environmental payments	1,669	1,951
<b>TOTAL OUTPUTS</b>	<b>130,577</b>	<b>125,406</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	14,226	11,950
- homegrown concentrates	2,472	2,058
Coarse fodder, tack and stock keep	3,509	3,325
Veterinary and medicines	3,987	4,486
Other livestock costs	8,315	6,994
Fertilisers	9,187	6,376
Seeds - purchased and homegrown	945	855
Other crop costs	5,413	6,427
Labour - paid	2,551	2,170
- unpaid	4,849	4,768
- casual	1,468	2,331
Machinery - contract	1,750	1,178
- repairs	4,968	5,039
- fuels	7,318	5,115
- depreciation	12,633	11,675
General farming costs	11,837	10,877
Land expenses	5,499	4,940
Rent	3,945	3,562
Rental value	13,092	12,621
<b>TOTAL INPUTS</b>	<b>117,964</b>	<b>106,747</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>12,613</b>	<b>18,659</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	4,849	4,768
Imputed property costs	13,002	12,531
Less:		
Interest charges	3,022	2,047
Ownership charges	4,286	4,078
<b>FARM BUSINESS INCOME</b>	<b>23,156</b>	<b>29,833</b>

**TABLE B5. Upland cattle and sheep farms****4. All sizes (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>12,613</b>	<b>18,659</b>
minus manual labour of farmer and spouse	19,313	18,627
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-6,700</b>	<b>32</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>12,613</b>	<b>18,659</b>
plus net rental value/imputed rent	13,092	12,621
minus occupier's expenses	408	353
minus interest payments	3,022	2,047
minus buildings and works depreciation	4,411	4,236
<b>OCCUPIER'S NET INCOME</b>	<b>17,864</b>	<b>24,644</b>
plus other imputed charges	4,915	4,700
plus fixed asset depreciation	17,045	15,912
minus valuation changes	783	1,227
<b>CASH INCOME</b>	<b>39,041</b>	<b>44,029</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	2.81	2.59
Roots, fodder and other crops	1.31	1.02
Grassland - hay	3.50	3.70
- silage	20.59	20.86
- pasture	66.45	65.80
Fallow and land let out	3.60	3.02
Rough grazing - sole	4.58	4.58
Bare land and forage hired	7.49	8.24
Woods, roads and buildings	3.63	3.60
<b>TOTAL AREA (actual hectares)</b>	<b>110.33</b>	<b>109.81</b>
<b>TOTAL AREA (effective hectares)</b>	<b>103.57</b>	<b>103.65</b>
Rough grazing - common (effective hectares)	1.56	1.56
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	99,557	90,321
Livestock	102,518	102,373
Crops	4,756	5,452
Stores	5,037	3,748
<b>TOTAL</b>	<b>211,868</b>	<b>201,894</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.36	1.39
Finished lamb sales per ewe (numbers)	1.12	1.17
Stocking rate (grazing LU per eff.ha.)	0.99	0.99
Return on tenant's capital (%)	-3.16	0.02

**TABLE B5. Upland cattle and sheep farms****4. All sizes (continued)****LIVESTOCK CARRIED - per farm**

	<b>Average number</b>		<b>Livestock Units</b>	
	<b>2022/23</b>	<b>2021/22</b>	<b>2022/23</b>	<b>2021/22</b>
Beef cows	25.0	25.7	18.1	18.5
Other cattle	73.5	74.8	41.1	41.7
Breeding sheep	349.3	358.6	27.9	28.7
Other sheep	249.6	248.5	10.0	9.9
Other livestock	1.2	0.9		

**ASSETS AND LIABILITIES - £ per farm**

	<b>OWNER OCCUPIED</b>		<b>TENANTED</b>		<b>MIXED TENURE</b>	
	<b>2022/23</b>	<b>2021/22</b>	<b>2022/23</b>	<b>2021/22</b>	<b>2022/23</b>	<b>2021/22</b>
Number of farms	43	42	4	4	28	29
Aver. farm size - SO	73,151	74,621	N/A	N/A	101,130	100,309
- actual ha.	97.76	99.19			142.13	137.49
- eff. ha.	84.30	86.61			136.08	131.51

**ASSETS**

Agricultural land	1,066,473	1,034,110			803,347	796,263
Woodland	8,798	8,331			9,651	9,648
Buildings	24,684	18,402			41,162	43,357
Improvements	9,288	8,681			18,111	15,609
Machinery	82,886	77,445			131,462	114,288
Livestock	86,013	87,239			133,195	129,755
Crops, forage & cultivations	3,927	4,640			6,473	7,126
BPS value	18,488	18,143			22,185	21,285
Stores	2,765	2,324			8,941	6,253
Credit balances	31,664	32,422			52,428	41,442
<b>TOTAL</b>	<b>1,334,986</b>	<b>1,291,737</b>			<b>1,226,955</b>	<b>1,185,026</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	27,296	26,797			104,615	122,076
Other short term loans	10,156	12,191			18,222	15,490
Overdrafts	13,496	9,374			18,263	19,504
<b>TOTAL</b>	<b>50,948</b>	<b>48,362</b>			<b>141,100</b>	<b>157,070</b>

**NET WORTH**

	<b>1,284,038</b>	<b>1,243,375</b>			<b>1,085,855</b>	<b>1,027,956</b>
Owner equity (%)	96	96			88	87

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



**TABLE B6. Lowland cattle and sheep farms**

<b>1. Under 85k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	21	21
Average business size (SO)	53,012	56,784
<b>OUTPUTS</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
Other cattle	29,575	30,341
Sheep	27,016	28,095
Main crops	1,709	2,583
By-products, forage and cultivations	7,296	6,307
Miscellaneous	4,821	2,636
Basic Payment Scheme	13,854	14,265
Income from energy generation	1,572	1,476
Environmental payments	414	456
<b>TOTAL OUTPUTS</b>	<b>86,257</b>	<b>86,159</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	10,131	7,793
- homegrown concentrates	1,597	1,897
Coarse fodder, tack and stock keep	1,936	1,859
Veterinary and medicines	2,732	2,927
Other livestock costs	6,123	5,384
Fertilisers	5,986	4,838
Seeds - purchased and homegrown	932	489
Other crop costs	3,537	5,092
Labour - paid	1,081	1,030
- unpaid	2,980	2,830
- casual	685	431
Machinery - contract	852	550
- repairs	3,675	3,417
- fuels	4,896	3,712
- depreciation	7,681	7,507
General farming costs	9,581	8,866
Land expenses	4,228	3,150
Rent	4,189	4,496
Rental value	9,067	8,416
<b>TOTAL INPUTS</b>	<b>81,889</b>	<b>74,684</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>4,368</b>	<b>11,475</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	2,980	2,830
Imputed property costs	8,925	8,273
Less:		
Interest charges	1,339	1,078
Ownership charges	2,985	2,629
<b>FARM BUSINESS INCOME</b>	<b>11,949</b>	<b>18,871</b>

**TABLE B6. Lowland cattle and sheep farms****1. Under 85k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>4,368</b>	<b>11,475</b>
minus manual labour of farmer and spouse	18,106	17,157
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>-13,738</b>	<b>-5,682</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>4,368</b>	<b>11,475</b>
plus net rental value/imputed rent	9,067	8,416
minus occupier's expenses	293	254
minus interest payments	1,339	1,078
minus buildings and works depreciation	2,896	2,560
<b>OCCUPIER'S NET INCOME</b>	<b>8,907</b>	<b>15,999</b>
plus other imputed charges	3,123	1,604
plus fixed asset depreciation	10,578	10,067
minus valuation changes	2,800	1,830
<b>CASH INCOME</b>	<b>19,808</b>	<b>25,840</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	1.73	2.42
Roots, fodder and other crops	0.25	0.89
Grassland - hay	4.93	5.63
- silage	12.14	14.47
- pasture	45.72	43.91
Fallow and land let out	3.32	2.49
Rough grazing - sole	3.22	3.22
Bare land and forage hired	3.67	4.11
Woods, roads and buildings	2.27	2.27
<b>TOTAL AREA (actual hectares)</b>	<b>77.25</b>	<b>79.41</b>
<b>TOTAL AREA (effective hectares)</b>	<b>70.46</b>	<b>72.97</b>
Rough grazing - common (effective hectares)	0.00	0.00
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	61,555	59,016
Livestock	60,470	59,239
Crops	3,998	3,154
Stores	4,157	3,432
<b>TOTAL</b>	<b>130,180</b>	<b>124,841</b>
<b>PERFORMANCE INDICATORS</b>		
Lambs reared per ewe (numbers)	1.41	1.49
Finished lamb sales per ewe (numbers)	1.33	1.22
Stocking rate (grazing LU per eff.ha.)	0.93	0.97
Return on tenant's capital (%)	-10.55	-4.55

**TABLE B6. Lowland cattle and sheep farms****1. Under 85k SO (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	2022/23	2021/22	2022/23	2021/22
Beef cows	15.5	15.8	11.2	11.5
Other cattle	44.2	48.8	24.1	26.3
Breeding sheep	247.1	250.8	19.8	20.1
Other sheep	167.5	187.7	6.7	7.5
Other livestock	0.4	0.4		

**ASSETS AND LIABILITIES - £ per farm**

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	2022/23	2021/22	2022/23	2021/22	2022/23	2021/22
Number of farms	11	11	3	3	7	7
Aver. farm size - SO	48,028	48,721	N/A	N/A	54,420	63,946
- actual ha.	79.12	77.73			79.26	84.08
- eff. ha.	70.47	70.28			72.85	76.91

**ASSETS**

Agricultural land	927,896	908,518			554,325	543,456
Woodland	9,300	9,029			462	449
Buildings	22,444	22,918			45,530	40,989
Improvements	30,721	26,394			4,839	5,073
Machinery	68,503	64,258			56,542	54,996
Livestock	61,929	59,851			47,980	47,474
Crops, forage & cultivations	2,542	3,044			7,389	3,968
BPS value	16,158	15,809			17,089	16,631
Stores	6,002	4,620			2,378	1,765
Credit balances	14,984	16,888			22,389	24,648
<b>TOTAL</b>	<b>1,160,479</b>	<b>1,131,329</b>			<b>758,923</b>	<b>739,449</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	6,125	8,027			17,645	19,935
Other short term loans	6,681	6,200			5,508	7,244
Overdrafts	20,158	19,946			4,419	2,260
<b>TOTAL</b>	<b>32,964</b>	<b>34,173</b>			<b>27,572</b>	<b>29,439</b>

<b>NET WORTH</b>	<b>1,127,515</b>	<b>1,097,156</b>			<b>731,351</b>	<b>710,010</b>
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Owner equity (%)	97	97			96	96
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N/A - liabilities and assets results are not shown when the sub-samples by tenure have 5 or fewer farms.





**TABLE B6. Lowland cattle and sheep farms**

<b>2. Over 85k SO</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	24	24
Average business size (SO)	144,092	140,605
<b>OUTPUTS</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
Dairy	0	2,858
Other cattle	95,394	88,853
Sheep	49,098	48,784
Main crops	11,702	10,942
By-products, forage and cultivations	9,040	9,220
Miscellaneous	15,676	11,241
Basic Payment Scheme	20,644	20,353
Income from energy generation	6,337	6,447
Environmental payments	3,993	3,228
<b>TOTAL OUTPUTS</b>	<b>211,884</b>	<b>201,926</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	15,468	13,476
- homegrown concentrates	6,350	5,388
Coarse fodder, tack and stock keep	8,424	6,559
Veterinary and medicines	4,807	4,757
Other livestock costs	13,423	12,136
Fertilisers	16,007	9,443
Seeds - purchased and homegrown	3,027	2,021
Other crop costs	11,357	12,386
Labour - paid	4,191	4,768
- unpaid	6,126	5,836
- casual	629	861
Machinery - contract	703	838
- repairs	8,569	7,896
- fuels	10,419	7,551
- depreciation	17,715	17,648
General farming costs	16,072	14,294
Land expenses	5,978	7,226
Rent	8,864	7,844
Rental value	19,549	19,153
<b>TOTAL INPUTS</b>	<b>177,678</b>	<b>160,081</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>34,206</b>	<b>41,845</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	6,126	5,836
Imputed property costs	19,416	19,023
Less:		
Interest charges	8,114	4,558
Ownership charges	9,708	9,785
<b>FARM BUSINESS INCOME</b>	<b>41,926</b>	<b>52,361</b>

**TABLE B6. Lowland cattle and sheep farms****2. Over 85k SO (continued)**

<b>INCOME MEASURES - £ per farm</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>34,206</b>	<b>41,845</b>
minus manual labour of farmer and spouse	20,898	19,925
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>13,308</b>	<b>21,920</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>34,206</b>	<b>41,845</b>
plus net rental value/imputed rent	19,549	19,153
minus occupier's expenses	292	301
minus interest payments	8,114	4,558
minus buildings and works depreciation	9,943	10,036
<b>OCCUPIER'S NET INCOME</b>	<b>35,406</b>	<b>46,103</b>
plus other imputed charges	6,168	5,755
plus fixed asset depreciation	27,658	27,685
minus valuation changes	1,671	17,661
<b>CASH INCOME</b>	<b>67,561</b>	<b>61,882</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	7.95	7.62
Roots, fodder and other crops	5.43	5.52
Grassland - hay	3.49	3.51
- silage	30.70	28.78
- pasture	61.96	63.05
Fallow and land let out	5.93	6.14
Rough grazing - sole	5.76	5.76
Bare land and forage hired	10.00	8.15
Woods, roads and buildings	4.11	4.11
<b>TOTAL AREA (actual hectares)</b>	<b>135.33</b>	<b>132.64</b>
<b>TOTAL AREA (effective hectares)</b>	<b>123.52</b>	<b>119.78</b>
Rough grazing - common (effective hectares)	16.67	16.67
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	144,176	136,568
Livestock	162,485	161,950
Crops	10,889	10,818
Stores	14,909	13,844
<b>TOTAL</b>	<b>332,459</b>	<b>323,180</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	0	7,669
Milk sales per cow (£)	0	2,114
Margin over concentrates per cow (£)	0	1,905
Milk price (pence per litre)	0.00	27.56
Lambs reared per ewe (numbers)	1.38	1.47
Finished lamb sales per ewe (numbers)	1.20	1.36
Stocking rate (grazing LU per eff.ha.)	1.39	1.37
Return on tenant's capital (%)	4.00	6.78

**TABLE B6. Lowland cattle and sheep farms**

**2. Over 85k SO (continued)**

**LIVESTOCK CARRIED - per farm**

	<b>Average number</b>		<b>Livestock Units</b>	
	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
Dairy cattle	0.0	1.2	0.0	1.2
Beef cows	25.7	25.6	18.7	18.5
Other cattle	176.7	164.3	100.5	94.3
Breeding sheep	342.8	341.7	27.4	27.3
Other sheep	255.8	266.5	10.4	10.8
Other livestock	0.2	0.2		

**ASSETS AND LIABILITIES - £ per farm**

	<b>OWNER OCCUPIED</b>		<b>TENANTED</b>		<b>MIXED TENURE</b>	
	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
Number of farms	10	11	3	3	11	10
Aver. farm size - SO	112,495	120,127	N/A	N/A	177,161	163,325
- actual ha.	109.89	103.11			159.67	165.51
- eff. ha.	98.36	90.05			145.64	151.19

**ASSETS**

Agricultural land	1,261,847	1,148,587			1,219,146	1,238,734
Woodland	5,952	8,183			19,731	17,849
Buildings	79,440	74,442			131,052	142,884
Improvements	21,063	19,794			21,695	18,355
Machinery	131,225	120,235			176,662	174,027
Livestock	127,256	123,965			211,348	225,783
Crops, forage & cultivations	10,975	10,741			9,735	10,726
BPS value	22,180	21,763			27,382	27,656
Stores	13,734	9,660			19,303	20,905
Credit balances	74,991	73,241			63,948	49,498
<b>TOTAL</b>	<b>1,748,663</b>	<b>1,610,611</b>			<b>1,900,002</b>	<b>1,926,417</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	51,401	51,747			217,167	266,199
Other short term loans	20,702	20,317			38,296	44,721
Overdrafts	26,845	25,857			41,959	41,247
<b>TOTAL</b>	<b>98,948</b>	<b>97,921</b>			<b>297,422</b>	<b>352,167</b>

**NET WORTH**

	<b>1,649,715</b>	<b>1,512,690</b>			<b>1,602,580</b>	<b>1,574,250</b>
Owner equity (%)	94	94			84	82

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



**TABLE B6. Lowland cattle and sheep farms**

<b>3. All sizes</b>	<b>Farm Business Income (£ per farm)</b>	
Number of farms in sample	45	45
Average business size (SO)	101,588	101,489
<b>OUTPUTS</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
Dairy	0	1,524
Other cattle	64,678	61,547
Sheep	38,793	39,129
Main crops	7,039	7,041
By-products, forage and cultivations	8,226	7,860
Miscellaneous	10,611	7,225
Basic Payment Scheme	17,475	17,512
Income from energy generation	4,114	4,127
Environmental payments	2,323	1,935
<b>TOTAL OUTPUTS</b>	<b>153,259</b>	<b>147,900</b>
<b>INPUTS</b>		
Feeds - purchased concentrates	12,978	10,824
- homegrown concentrates	4,132	3,759
Coarse fodder, tack and stock keep	5,396	4,365
Veterinary and medicines	3,839	3,903
Other livestock costs	10,016	8,985
Fertilisers	11,330	7,294
Seeds - purchased and homegrown	2,049	1,306
Other crop costs	7,708	8,982
Labour - paid	2,739	3,024
- unpaid	4,658	4,433
- casual	655	660
Machinery - contract	772	704
- repairs	6,285	5,806
- fuels	7,841	5,759
- depreciation	13,032	12,916
General farming costs	13,043	11,761
Land expenses	5,161	5,324
Rent	6,682	6,282
Rental value	14,658	14,142
<b>TOTAL INPUTS</b>	<b>132,974</b>	<b>120,229</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>20,285</b>	<b>27,671</b>
Plus:		
Unpaid labour (excludes farmer and spouse)	4,658	4,433
Imputed property costs	14,520	14,007
Less:		
Interest charges	4,952	2,934
Ownership charges	6,571	6,446
<b>FARM BUSINESS INCOME</b>	<b>27,940</b>	<b>36,731</b>

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

<b>INCOME MEASURES - £ per farm</b>	<b><u>2022/23</u></b>	<b><u>2021/22</u></b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>20,285</b>	<b>27,671</b>
minus manual labour of farmer and spouse	19,595	18,633
plus managerial input of paid managers	0	0
<b>MANAGEMENT and INVESTMENT INCOME</b>	<b>690</b>	<b>9,038</b>
<b>NET FARM INCOME (excluding BLSA)</b>	<b>20,285</b>	<b>27,671</b>
plus net rental value/imputed rent	14,658	14,142
minus occupier's expenses	292	279
minus interest payments	4,952	2,934
minus buildings and works depreciation	6,654	6,547
<b>OCCUPIER'S NET INCOME</b>	<b>23,045</b>	<b>32,053</b>
plus other imputed charges	4,747	3,818
plus fixed asset depreciation	19,687	19,463
minus valuation changes	2,198	10,273
<b>CASH INCOME</b>	<b>45,281</b>	<b>45,061</b>
<b>LAND UTILISATION - hectares per farm</b>		
Cereals	5.05	5.19
Roots, fodder and other crops	3.01	3.36
Grassland - hay	4.16	4.50
- silage	22.04	22.10
- pasture	54.38	54.12
Fallow and land let out	4.71	4.43
Rough grazing - sole	4.58	4.58
Bare land and forage hired	7.04	6.27
Woods, roads and buildings	3.25	3.25
<b>TOTAL AREA (actual hectares)</b>	<b>108.22</b>	<b>107.80</b>
<b>TOTAL AREA (effective hectares)</b>	<b>98.76</b>	<b>97.94</b>
Rough grazing - common (effective hectares)	8.89	8.89
<b>TENANT'S CAPITAL - £ per farm</b>		
Machinery	105,619	100,377
Livestock	114,878	114,018
Crops	7,673	7,241
Stores	9,891	8,985
<b>TOTAL</b>	<b>238,061</b>	<b>230,621</b>
<b>PERFORMANCE INDICATORS</b>		
Milk yield per cow (litres)	0	7,669
Milk sales per cow (£)	0	2,114
Margin over concentrates per cow (£)	0	1,905
Milk price (pence per litre)	0.00	27.56
Lambs reared per ewe (numbers)	1.39	1.48
Finished lamb sales per ewe (numbers)	1.24	1.31
Stocking rate (grazing LU per eff.ha.)	1.23	1.23
Return on tenant's capital (%)	0.29	3.92

**TABLE B6. Lowland cattle and sheep farms****3. All sizes (continued)****LIVESTOCK CARRIED - per farm**

	Average number		Livestock Units	
	<u>2022/23</u>	<u>2021/22</u>	<u>2022/23</u>	<u>2021/22</u>
Dairy cattle	0.0	0.6	0.0	0.6
Beef cows	20.9	21.0	15.2	15.2
Other cattle	114.9	110.4	64.8	62.6
Breeding sheep	298.1	299.3	23.8	23.9
Other sheep	214.6	229.8	8.7	9.3
Other livestock	0.3	0.3		

**ASSETS AND LIABILITIES - £ per farm**

	OWNER OCCUPIED		TENANTED		MIXED TENURE	
	<u>2022/23</u>	<u>2021/22</u>	<u>2022/23</u>	<u>2021/22</u>	<u>2022/23</u>	<u>2021/22</u>
Number of farms	21	22	6	6	18	17
Aver. farm size - SO	78,727	84,424	98,080	104,799	129,429	122,404
- actual ha.	93.77	90.42	98.34	103.02	128.40	131.98
- eff. ha.	83.75	80.17	95.55	98.87	117.33	120.60

**ASSETS**

Agricultural land	1,086,920	1,028,552	0	0	960,604	952,443
Woodland	7,706	8,606	0	0	12,238	10,684
Buildings	49,585	48,680	1,007	1,055	97,793	100,927
Improvements	26,122	23,094	8,174	6,996	15,140	12,886
Machinery	98,371	92,246	58,006	60,391	129,949	125,014
Livestock	93,037	91,908	92,513	86,453	147,816	152,362
Crops, forage & cultivations	6,557	6,893	8,133	6,534	8,823	7,943
BPS value	19,026	18,786	21,022	20,990	23,379	23,116
Stores	9,684	7,140	2,129	4,310	12,721	13,024
Credit balances	43,559	45,064	18,595	11,577	47,786	39,266
<b>TOTAL</b>	<b>1,440,567</b>	<b>1,370,969</b>	<b>209,579</b>	<b>198,306</b>	<b>1,456,249</b>	<b>1,437,665</b>

**EXTERNAL LIABILITIES**

Long & medium term loans	27,685	29,887	8,351	11,360	139,575	164,796
Other short term loans	13,358	13,259	11,278	14,722	25,545	29,289
Overdrafts	23,342	22,902	4,282	5,721	27,360	25,194
<b>TOTAL</b>	<b>64,385</b>	<b>66,048</b>	<b>23,911</b>	<b>31,803</b>	<b>192,480</b>	<b>219,279</b>

<b>NET WORTH</b>	<b>1,376,182</b>	<b>1,304,921</b>	<b>185,668</b>	<b>166,503</b>	<b>1,263,769</b>	<b>1,218,386</b>
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Owner equity (%)	96	95	89	84	87	85
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## TABLE C

### FARM BUSINESS SURVEY IN WALES, 2022/2023

#### GROSS MARGINS BY ENTERPRISE TYPE

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**TABLE C1. Hill and upland dairy gross margins in Wales, 2022/23.**

<b>Herd Size</b>	<b>&lt;100</b>	<b>100 - 200</b>	<b>&gt;200</b>	<b>All herds</b>
Number of herds	20	20	19	59
Average farm area - actual hectares	91	143	228	153
- effective hectares	84	137	215	144
Average size of farm business (SO)	250,123	509,225	1,097,962	610,987
Average size of herd (numbers)	67	145	335	179
Average milk yield (litres per cow)	6,433	7,723	7,500	7,214
Milk price (pence per litre)	43.93	46.03	45.90	45.71
<b>OUTPUT (£ per cow)</b>				
Milk sales	2,843.56	3,527.51	3,247.94	3,273.26
Milk consumed	75.11	47.27	36.30	44.20
Cow and bull sales	241.99	297.08	192.79	227.49
Calf sales	35.98	51.99	58.01	53.59
Transfers out	118.29	109.09	78.49	91.87
Miscellaneous output	0.00	0.00	0.02	0.01
Change in valuation	-2.33	83.90	-14.28	14.04
Less cow and bull purchases	67.46	26.82	38.83	39.16
Less transfers in	320.65	372.76	291.12	317.15
<b>Gross output</b>	<b>2,924.48</b>	<b>3,717.27</b>	<b>3,269.33</b>	<b>3,348.15</b>
<b>VARIABLE COSTS (£ per cow)</b>				
Purchased concentrates	821.18	904.62	855.74	864.73
Home grown concentrates	5.58	0.00	9.08	6.16
Coarse fodder and tack	10.04	65.95	93.52	75.45
Veterinary and medicines	61.63	73.38	59.51	63.56
Other livestock costs	235.93	226.66	177.76	198.46
Allocatable contracting and hire	39.28	38.41	60.94	52.05
<b>Total variable costs</b>	<b>1,173.64</b>	<b>1,309.02</b>	<b>1,256.54</b>	<b>1,260.41</b>
<b>Gross margin before forage costs</b>	<b>1,750.84</b>	<b>2,408.25</b>	<b>2,012.79</b>	<b>2,087.74</b>
Forage variable costs per cow	239.84	291.80	278.15	277.04
<b>Gross margin after forage costs</b>	<b>1,511.00</b>	<b>2,116.45</b>	<b>1,734.64</b>	<b>1,810.70</b>
<b>DAIRY FORAGE VARIABLE COSTS (£ per cow)</b>				
Fertilisers, lime and manures	152.61	164.55	125.55	139.62
Seeds	3.64	9.69	11.06	9.75
Sprays	3.58	4.53	4.48	4.38
Forage contracting	52.35	78.93	85.13	79.30
Grass keep	16.61	17.46	38.95	30.26
Other forage costs	11.05	16.64	12.97	13.73
<b>Total forage variable costs to dairy</b>	<b>239.84</b>	<b>291.80</b>	<b>278.15</b>	<b>277.04</b>
% of forage variable costs to dairy	52.64	59.11	69.49	60.26

**TABLE C2. Lowland dairy gross margins in Wales, 2022/23.**

<b>Herd Size</b>	<b>&lt;130</b>	<b>130 - 220</b>	<b>&gt;220</b>	<b>All herds</b>
Number of herds	18	15	17	50
Average farm area - actual hectares	94	145	238	158
- effective hectares	90	140	229	152
Average size of farm business (SO)	333,221	567,103	1,236,360	710,453
Average size of herd (numbers)	94	162	376	210
Average milk yield (litres per cow)	6,946	7,455	8,449	7,609
Milk price (pence per litre)	45.98	46.42	45.95	46.06
<b>OUTPUT (£ per cow)</b>				
Milk sales	3,227.91	3,431.36	3,865.85	3,662.89
Milk consumed	47.86	48.44	15.95	28.59
Cow and bull sales	259.51	259.41	269.90	265.81
Calf sales	25.13	39.00	50.27	43.62
Transfers out	116.10	106.37	99.41	103.70
Miscellaneous output	0.08	0.00	4.90	2.99
Change in valuation	11.62	19.45	-16.50	-3.68
Less cow and bull purchases	30.66	25.65	45.47	38.51
Less transfers in	286.91	330.12	324.46	319.71
<b>Gross output</b>	<b>3,370.66</b>	<b>3,548.26</b>	<b>3,919.85</b>	<b>3,745.69</b>
<b>VARIABLE COSTS (£ per cow)</b>				
Purchased concentrates	692.41	962.68	916.29	890.91
Home grown concentrates	25.84	35.70	19.79	24.43
Coarse fodder and tack	49.56	38.35	119.66	89.62
Veterinary and medicines	77.32	67.25	71.97	71.75
Other livestock costs	210.25	205.23	266.75	243.46
Allocatable contracting and hire	71.78	50.97	54.46	56.45
<b>Total variable costs</b>	<b>1,127.16</b>	<b>1,360.18</b>	<b>1,448.92</b>	<b>1,376.61</b>
<b>Gross margin before forage costs</b>	<b>2,243.50</b>	<b>2,188.08</b>	<b>2,470.93</b>	<b>2,369.08</b>
Forage variable costs per cow	266.60	232.76	294.59	275.83
<b>Gross margin after forage costs</b>	<b>1,976.89</b>	<b>1,955.32</b>	<b>2,176.34</b>	<b>2,093.26</b>
<b>DAIRY FORAGE VARIABLE COSTS (£ per cow)</b>				
Fertilisers, lime and manures	133.41	117.46	141.48	134.64
Seeds	15.72	17.42	15.24	15.82
Sprays	6.44	10.10	9.34	9.05
Forage contracting	80.08	60.24	95.05	84.61
Grass keep	18.66	15.08	17.14	16.91
Other forage costs	12.30	12.45	16.35	14.80
<b>Total forage variable costs to dairy</b>	<b>266.60</b>	<b>232.76</b>	<b>294.59</b>	<b>275.83</b>
% of forage variable costs to dairy	58.94	61.92	73.33	64.73

**TABLE C3. Hill cattle gross margins in Wales, 2022/23.**

<b>Herd Size</b>	<b>&lt;25 Cows</b>	<b>25-40 Cows</b>	<b>&gt;40 Cows</b>	<b>All herds</b>
Number of herds	32	35	40	107
Average farm area - actual hectares	178	179	285	218
- effective hectares	131	144	217	168
Average size of farm business (SO)	79,372	94,203	157,907	113,582
Average size of herd (numbers)	19	32	65	40
Calves reared per cow	0.92	0.91	0.86	0.88
Finished cattle sale price - £/head	1,366	1,393	1,490	1,457
Store cattle sale price - £/head	1000	984	1093	1045
<b>OUTPUT (£ per cow)</b>				
Calf sales	99.54	226.69	89.83	126.65
Store cattle sales and transfers out	776.99	654.55	739.76	722.85
Finished cattle sales	214.31	225.00	345.22	295.86
Cow and bull sales and transfers out	204.43	148.72	203.15	189.22
Miscellaneous output	0.00	0.17	0.00	0.04
Change in valuation	-72.79	-12.50	88.98	40.18
Less purchases	55.32	99.21	101.99	94.78
Less transfers in	124.23	127.69	199.41	170.36
<b>Gross output</b>	<b>1,042.93</b>	<b>1,015.73</b>	<b>1,165.54</b>	<b>1,109.66</b>
<b>VARIABLE COSTS (£ per cow)</b>				
Purchased concentrates	238.29	213.19	257.04	243.07
Home grown concentrates	24.63	6.97	19.31	16.85
Coarse fodder and tack	25.74	17.83	26.04	23.87
Veterinary and medicines	46.63	47.63	43.24	44.85
Other livestock costs	116.48	100.99	99.17	102.05
Allocatable contracting and hire	11.12	10.94	11.08	11.05
<b>Total variable costs</b>	<b>462.90</b>	<b>397.55</b>	<b>455.88</b>	<b>441.74</b>
<b>Gross margin before forage costs</b>	<b>580.03</b>	<b>618.18</b>	<b>709.66</b>	<b>667.93</b>
Forage variable costs per cow	163.68	173.28	198.46	187.10
<b>Gross margin including forage costs</b>	<b>416.35</b>	<b>444.90</b>	<b>511.20</b>	<b>480.83</b>
<b>BEEF FORAGE VARIABLE COSTS (£ per cow)</b>				
Fertilisers, lime and manures	83.32	92.66	110.28	101.97
Seeds	7.42	6.16	11.95	9.82
Sprays	5.40	2.94	5.20	4.64
Forage contracting	43.61	38.93	39.99	40.22
Grass keep	11.95	18.45	17.21	16.80
Other forage costs	11.98	14.15	13.82	13.65
<b>Total forage variable costs to beef</b>	<b>163.68</b>	<b>173.28</b>	<b>198.46</b>	<b>187.10</b>
% of forage variable costs to beef	39.19	50.16	52.94	47.92

**TABLE C4. Upland cattle gross margins in Wales, 2022/23.**

<b>Herd Size</b>	<b>&lt;40 Cows</b>	<b>&gt;40 cows</b>	<b>All herds</b>
Number of herds	17	14	31
Average farm area - actual hectares	98	141	117
- effective hectares	91	129	108
Average size of farm business (SO)	59,301	117,231	85,463
Average size of herd (numbers)	28	68	46
Calves reared per cow	0.86	0.88	0.88
Finished cattle sale price - £/head	1,336	1,526	1,502
Store cattle sale price - £/head	1023	1003	1011
<b>OUTPUT (£ per cow)</b>			
Calf sales	101.07	208.98	172.84
Store cattle sales and transfers out	728.37	508.03	581.82
Finished cattle sales	108.55	425.93	319.64
Cow and bull sales and transfers out	163.83	236.07	211.88
Miscellaneous output	0.00	0.00	0.00
Change in valuation	129.48	28.17	62.10
Less purchases	66.15	38.62	47.84
Less transfers in	157.91	197.51	184.25
<b>Gross output</b>	<b>1,007.24</b>	<b>1,171.06</b>	<b>1,116.19</b>
<b>VARIABLE COSTS (£ per cow)</b>			
Purchased concentrates	150.42	138.84	142.72
Home grown concentrates	12.98	45.04	34.30
Coarse fodder and tack	8.43	7.19	7.61
Veterinary and medicines	57.33	61.03	59.79
Other livestock costs	112.87	95.07	101.03
Allocatable contracting and hire	18.93	20.02	19.66
<b>Total variable costs</b>	<b>360.96</b>	<b>367.20</b>	<b>365.11</b>
<b>Gross margin before forage costs</b>	<b>646.28</b>	<b>803.86</b>	<b>751.08</b>
Forage variable costs per cow	215.92	240.05	231.97
<b>Gross margin including forage costs</b>	<b>430.36</b>	<b>563.80</b>	<b>519.11</b>
<b>BEEF FORAGE VARIABLE COSTS (£ per cow)</b>			
Fertilisers, lime and manures	114.30	125.47	121.73
Seeds	5.27	6.81	6.30
Sprays	3.42	5.32	4.68
Forage contracting	71.21	50.21	57.24
Grass keep	1.37	31.39	21.33
Other forage costs	20.34	20.86	20.69
<b>Total forage variable costs to beef</b>	<b>215.92</b>	<b>240.05</b>	<b>231.97</b>
% of forage variable costs to beef	74.42	77.47	75.80

**TABLE C5. Lowland cattle gross margins in Wales, 2022/23.**

<b>Herd Size</b>	<b>&lt;38 Cows</b>	<b>&gt;38 Cows</b>	<b>All herds</b>
Number of herds	11	11	22
Average farm area - actual hectares	87	139	113
- effective hectares	81	128	105
Average size of farm business (SO)	61,475	116,005	88,740
Average size of herd (numbers)	31	73	52
Calves reared per cow	0.97	0.87	0.90
Finished cattle sale price - £/head	1,521	1,485	1,496
Store cattle sale price - £/head	944	1063	1023
<b>OUTPUT (£ per cow)</b>			
Calf sales	173.77	58.06	92.70
Store cattle sales and transfers out	502.19	585.84	560.79
Finished cattle sales	537.45	498.36	510.06
Cow and bull sales and transfers out	143.41	192.86	178.05
Miscellaneous output	0.00	1.12	0.78
Change in valuation	40.16	-13.15	2.81
Less purchases	53.91	30.45	37.48
Less transfers in	151.24	155.67	154.34
<b>Gross output</b>	<b>1,191.83</b>	<b>1,136.96</b>	<b>1,153.39</b>
<b>VARIABLE COSTS (£ per cow)</b>			
Purchased concentrates	194.09	84.04	116.99
Home grown concentrates	56.20	84.64	76.13
Coarse fodder and tack	25.31	22.18	23.12
Veterinary and medicines	44.99	35.08	38.05
Other livestock costs	136.74	109.75	117.83
Allocatable contracting and hire	27.53	24.29	25.26
<b>Total variable costs</b>	<b>484.87</b>	<b>359.98</b>	<b>397.37</b>
<b>Gross margin before forage costs</b>	<b>706.96</b>	<b>776.99</b>	<b>756.02</b>
Forage variable costs per cow	265.84	238.13	246.42
<b>Gross margin including forage costs</b>	<b>441.12</b>	<b>538.86</b>	<b>509.59</b>
<b>BEEF FORAGE VARIABLE COSTS (£ per cow)</b>			
Fertilisers, lime and manures	154.68	108.81	122.54
Seeds	15.05	8.42	10.41
Sprays	3.72	4.24	4.09
Forage contracting	52.62	71.83	66.08
Grass keep	22.44	31.25	28.61
Other forage costs	17.33	13.57	14.70
<b>Total forage variable costs to beef</b>	<b>265.84</b>	<b>238.13</b>	<b>246.42</b>
% of forage variable costs to beef	69.22	76.34	72.78

**TABLE C6. Hill sheep gross margins in Wales, 2022/23.**

<b>Flock Size</b>	<b>&lt;450 Ewes</b>	<b>450 - 700 Ewes</b>	<b>&gt;700 Ewes</b>	<b>All flocks</b>
Number of flocks	66	58	63	187
Average farm area - actual hectares	108	176	287	189
- effective hectares	86	134	226	148
Average size of farm business (SO)	67,359	95,206	156,822	106,136
Average flock size (numbers)	316	549	1,068	642
Lambs reared per ewe	1.18	1.17	1.18	1.18
Finished lambs sold per ewe	0.76	0.80	0.77	0.78
<b>OUTPUT (£ per ewe)</b>				
Lamb sales - store	8.54	7.58	9.15	8.63
- finished	71.38	73.61	72.69	72.71
Breeding ewe and ram sales	8.43	4.80	7.91	7.18
Other sheep sales	14.19	13.16	12.33	12.87
Wool sales	0.98	0.90	0.92	0.93
Miscellaneous output	0.02	0.02	0.01	0.01
Change in valuation	5.22	3.84	1.02	2.50
Less purchases	10.61	9.46	7.05	8.31
<b>Gross output</b>	<b>98.15</b>	<b>94.46</b>	<b>96.98</b>	<b>96.51</b>
<b>VARIABLE COSTS (£ per ewe)</b>				
Purchased concentrates	26.92	20.22	23.55	23.25
Home grown concentrates	0.22	0.79	0.18	0.35
Coarse fodder and tack	2.99	2.86	4.01	3.53
Veterinary and medicines	7.79	6.93	6.40	6.78
Other livestock costs	8.12	7.85	7.44	7.67
Allocatable contracting and hire	638.65	1,071.45	2,486.08	1,395.28
<b>Total variable costs</b>	<b>684.69</b>	<b>1,110.09</b>	<b>2,527.66</b>	<b>1,436.86</b>
<b>Gross margin before forage costs</b>	<b>50.09</b>	<b>53.87</b>	<b>53.07</b>	<b>52.76</b>
Forage variable costs per ewe	12.10	14.00	15.84	14.70
<b>Gross margin including forage costs</b>	<b>37.99</b>	<b>39.87</b>	<b>37.23</b>	<b>38.06</b>
<b>SHEEP FORAGE VARIABLE COSTS (£ per ewe)</b>				
Fertilisers, lime and manures	6.76	8.10	7.17	7.35
Seeds	0.51	0.55	0.75	0.65
Sprays	0.26	0.28	0.47	0.38
Forage contracting	3.30	2.88	2.65	2.82
Grass keep	0.45	1.30	4.14	2.74
Other forage costs	0.82	0.89	0.68	0.76
<b>Total forage variable costs to sheep</b>	<b>12.10</b>	<b>14.00</b>	<b>15.84</b>	<b>14.70</b>
% of forage variable costs to sheep	62.54	60.04	68.44	63.75

**TABLE C7. Upland sheep gross margins in Wales, 2022/23.**

<b>Flock Size</b>	<b>&lt;400 Ewes</b>	<b>&gt;400 Ewes</b>	<b>All flocks</b>
Number of flocks	36	30	66
Average farm area - actual hectares	107	159	131
- effective hectares	96	152	121
Average size of farm business (SO)	174,756	159,609	167,871
Average flock size (numbers)	224	763	469
Lambs reared per ewe	1.34	1.40	1.39
Finished lambs sold per ewe	1.09	1.07	1.07
<b>OUTPUT (£ per ewe)</b>			
Lamb sales - store	3.44	9.37	7.83
- finished	115.26	116.59	116.24
Breeding ewe and ram sales	6.46	5.05	5.42
Other sheep sales	15.75	17.61	17.13
Wool sales	0.88	0.98	0.95
Miscellaneous output	0.01	0.02	0.02
Change in valuation	2.02	2.53	2.40
Less purchases	15.88	14.71	15.01
<b>Gross output</b>	<b>127.95</b>	<b>137.43</b>	<b>134.96</b>
<b>VARIABLE COSTS (£ per ewe)</b>			
Purchased concentrates	20.50	23.03	22.37
Home grown concentrates	0.60	1.76	1.46
Coarse fodder and tack	1.24	3.60	2.98
Veterinary and medicines	7.68	7.11	7.26
Other livestock costs	10.30	9.89	10.00
Allocatable contracting and hire	329.83	1,773.60	986.09
<b>Total variable costs</b>	<b>370.15</b>	<b>1,818.99</b>	<b>1,030.16</b>
<b>Gross margin before forage costs</b>	<b>86.17</b>	<b>89.72</b>	<b>88.80</b>
Forage variable costs per ewe	18.89	24.36	22.94
<b>Gross margin including forage costs</b>	<b>67.27</b>	<b>65.36</b>	<b>65.86</b>
<b>SHEEP FORAGE VARIABLE COSTS (£ per ewe)</b>			
Fertilisers, lime and manures	10.73	12.92	12.35
Seeds	0.74	1.23	1.10
Sprays	0.60	0.64	0.63
Forage contracting	4.78	4.82	4.81
Grass keep	0.71	3.78	2.98
Other forage costs	1.33	0.98	1.07
<b>Total forage variable costs to sheep</b>	<b>18.89</b>	<b>24.36</b>	<b>22.94</b>
% of forage variable costs to sheep	36.81	67.71	50.86

**TABLE C8. Lowland sheep gross margins in Wales, 2022/23.**

<b>Flock Size</b>	<b>&lt;300 Ewes</b>	<b>&gt;300 Ewes</b>	<b>All flocks</b>
Number of flocks	15	19	34
Average farm area - actual hectares	100	135	120
- effective hectares	94	127	113
Average size of farm business (SO)	126,283	161,069	145,722
Average flock size (numbers)	186	539	383
Lambs reared per ewe	1.42	1.38	1.39
Finished lambs sold per ewe	1.24	1.17	1.19
<b>OUTPUT (£ per ewe)</b>			
Lamb sales - store	2.16	1.07	1.30
- finished	138.27	139.78	139.46
Breeding ewe and ram sales	2.23	2.51	2.45
Other sheep sales	18.51	22.40	21.57
Wool sales	0.81	1.03	0.98
Miscellaneous output	0.00	0.00	0.00
Change in valuation	-1.73	6.51	4.75
Less purchases	16.56	24.91	23.13
<b>Gross output</b>	<b>143.68</b>	<b>148.40</b>	<b>147.39</b>
<b>VARIABLE COSTS (£ per ewe)</b>			
Purchased concentrates	22.93	25.10	24.64
Home grown concentrates	2.29	2.61	2.54
Coarse fodder and tack	2.26	3.35	3.12
Veterinary and medicines	6.32	7.94	7.60
Other livestock costs	12.07	11.80	11.86
Allocatable contracting and hire	240.33	1,183.05	767.15
<b>Total variable costs</b>	<b>286.21</b>	<b>1,233.86</b>	<b>816.90</b>
<b>Gross margin before forage costs</b>	<b>96.51</b>	<b>95.40</b>	<b>95.64</b>
Forage variable costs per ewe	12.03	18.17	16.86
<b>Gross margin including forage costs</b>	<b>84.48</b>	<b>77.23</b>	<b>78.78</b>
<b>SHEEP FORAGE VARIABLE COSTS (£ per ewe)</b>			
Fertilisers, lime and manures	5.36	9.72	8.79
Seeds	0.71	1.40	1.25
Sprays	0.59	0.41	0.45
Forage contracting	3.23	3.46	3.41
Grass keep	1.50	2.08	1.96
Other forage costs	0.64	1.10	1.00
<b>Total forage variable costs to sheep</b>	<b>12.03</b>	<b>18.17</b>	<b>16.86</b>
% of forage variable costs to sheep	26.07	53.13	41.19





## APPENDIX 1

### THE FARM CLASSIFICATION SYSTEM EMPLOYED

For each farm in the survey, each hectare of crop area and each head of livestock is weighted in terms of a Standard Output (SO).

Farm size is measured for a particular farm by the number of SOs registered in total, and this is therefore a measure of the size of the farm business. For simplicity the results are given for small, medium and large farm categories only – their SO measurement is given at the head of each section of Table B.

Farm type is determined for a particular farm by the proportion of the SO total accounted for by each enterprise. Precise details of the typology are complex, but may be summarised as follows:

<i>Farm type</i>	<i>Characteristics</i>
Hill and upland dairy	Farms in the Less Favoured Areas on which dairy cows contribute more than two-thirds of total SO.
Lowland dairy	Farms outside the Less Favoured Areas on which dairy cows contribute more than two-thirds of total SO.
Hill sheep	Farms in the Severely Disadvantaged Areas on which sheep contribute more than two-thirds of total SO.
Hill cattle & sheep	Farms in the Severely Disadvantaged Areas on which non-dairy cattle and/or sheep together contribute the bulk of total SO.
Upland cattle & sheep	Farms in the Disadvantaged Areas on which non-dairy cattle and/or sheep contribute the bulk of total SO.
Lowland cattle & sheep	Farms outside the Less Favoured Areas on which non-dairy cattle and/or sheep contribute the bulk of total SO.

## APPENDIX 2

### DEFINITION OF TERMS

#### **Breeding Livestock Appreciation (BLSA)**

BLSA is that element of Net Farm Income resulting from changes in breeding livestock prices between the opening and closing valuations.

#### **Cash Income (CI)**

Cash income is based on actual receipts and actual expenditure. It represents the difference between receipts and expenditure on current account, before gross depreciation charges and investment spending.

#### **Effective Hectares (eff.ha.)**

The effective hectareage constitutes the total farm area minus the area occupied by roads, woodland, wasteland and buildings, and with rough grazings expressed in terms of their pasture equivalent. For example on a particular farm, 20 hectares of rough grazing in terms of its capacity to carry stock may be worth 4 hectares of permanent pasture - it is therefore regarded as being 4 effective hectares. A notional area is also estimated for the use made of any common grazings.

#### **Enterprise Output**

Enterprise output is all returns from an enterprise, plus the market value of any of its products transferred out to another enterprise, plus the market value of any production from the enterprise given to workers or consumed on the farm. In the case of livestock enterprises, the value of purchased livestock and the market value of livestock transferred in from another enterprise are deducted. All totals are adjusted for changes in valuation. Milk output includes quota transactions, and any superlevies paid have been deducted. Sheep output includes compensation payments for the Chernobyl compensation scheme.

#### **Farm Business Income (FBI)**

FBI represents the return to all unpaid labour (farmers, spouses and others with an entrepreneurial interest in the farm business) and to all their capital invested in the farm business including land and farm buildings. In essence FBI encompasses all farm based business activities, that is, all activities that use farmland, buildings and machinery, including non-agricultural diversification. FBI treats the tenure of farms as it is: tenants as tenants, owner occupiers as owner occupiers and those with both types of tenure as mixed.

#### **General Farming Costs**

General farming costs include electricity, water, telephone charges, licences, insurances, subscriptions, etc.

#### **Imputed Property Costs**

These are the charges for rental value less the cost of imputed rent on farmhouses and cottages.

**Income from Energy Generation** includes income from farmer and non-farmer owned energy generating projects, including wind, solar, biomass, hydro, AD etc

#### **Livestock Units (LU) and Grazing Livestock Units (GLU)**

Livestock numbers are converted to livestock units, which are based on estimated energy requirements, in order to calculate the total stocking of grazing livestock on the farm. The following conversion factors are used:

Dairy cow	1.00	Hill ewe	0.06
Beef/Hill cow	0.75	Upland ewe	0.08
Beef/Dairy bull	0.65	Lowland ewe	0.11
Beef/Dairy heifer	0.80	Ram	0.08
Other cattle - 2 years old and over	0.80	Ewe lamb	0.08
- 1 to 2 years old	0.65	Other sheep 1 year old and over	0.08
- under 1 year old	0.34	Store lamb under 1 year	0.04

**Management and Investment Income (MII)**

MII is total farm enterprise output less total inputs (including the value of the labour input of the farmer and spouse). It represents the reward for the farmer's (and spouse's) management and interest on the tenant's capital employed on the farm.

**Margin Over Concentrates**

Margin over concentrates is the difference between revenue from milk sales and the cost of purchased and homegrown concentrates used for the dairy herd.

**Miscellaneous Output**

Miscellaneous output includes contract work, farm cottage rents, benefit value of farmhouses, and profit on resale of purchased agricultural produce.

**Net Farm Income (NFI)**

NFI is total farm enterprise output less total inputs (excluding the value of the labour of the farmer and spouse). It is calculated as if all farms were tenanted, and represents the return to the farmer and spouse for their labour and management, and on the tenant-type capital of the business.

**Non-agricultural Output**

Non-agricultural activities are those that are semi-independent of the farm business. Such activities make use of farm resources but have separate management and financial accounts. Any profit or loss on sale of machinery is also included.

**Net Worth**

Net worth is the difference between total assets and total liabilities and represents the value of assets available to the business, all other claims against these assets having been met.

**Occupier's Net Income**

Occupier's net income is based on actual tenure and indebtedness. It represents the return to the farmer and spouse for their labour, management and investment in the farm business.

**Other Crop Costs**

Other crop costs include crop protection chemicals and other costs incurred specifically for crop enterprises and forage.

**Other Livestock Costs**

Other livestock costs include purchased bedding materials and other costs incurred specifically for livestock enterprises.

**Owner Equity**

Owner equity is net worth expressed as a percentage of total assets.

**Ownership Charges**

These are the costs of building depreciation, insurance and landlord repairs.

**Rental Value**

For owner-occupied farms, a rental value is imputed to make it possible to compare rSOlts with farms on which rents have to be paid.

**Return on Tenant's Capital**

Return on tenant's capital is management and investment income expressed as a percentage of total tenant's capital.

**Tenant's Capital**

Tenant's capital is the value of livestock, machinery, crops (including cultivations) and stores. In the tables, it is expressed as the average of the opening and closing valuations for these items.

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