

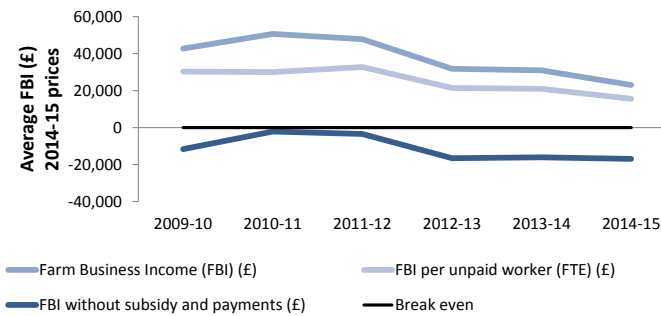
AGRICULTURE, ENVIRONMENT AND MARINE

Annual Estimates of Scottish Farm Business Income (FBI)

22nd March 2016

Introduction

Average Farm Business Income

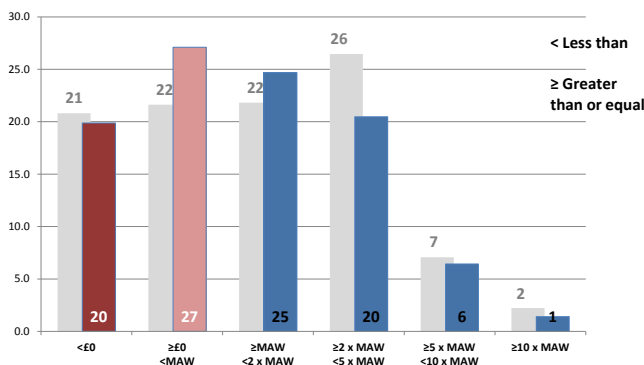


This publication, released today by Scotland’s Chief Statistician, contains farm business level estimates of average incomes for the accounting year 2014-15, relating to the 2014 crop year. Other financial indicators, such as productivity and financial strength, are also presented.

Source: Table 1

In 2014-15, the average Farm Business Income (FBI) was £23,000, the lowest level over the six year series. This represents a fall of 26 per cent over the last year (down £8,000) and a fall of 55 per cent since 2010-11 (down £28,000). When FBI is calculated without the addition of subsidy payments, the value results in a loss of £17,000.

Average FBI/FTE, relative to minimum agricultural wage (MAW)



Source: Table 5

From the farm accounts sample almost half of farm businesses (47 per cent) generated income roughly equivalent to less than the minimum agricultural wage, per hour of unpaid labour. This figure has increased by five percentage points compared to the previous year. The figure includes the one in five farm businesses that made a loss.

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Methodology Note

Estimates of average farm income in Scotland come from the Farm Accounts Survey (FAS) for Scotland, which is based on a sample of 500 farms. The FAS sample is stratified by farm type, and size. The survey does not currently include farms predominantly engaged in horticulture, poultry, egg production or pig production. The coverage of the survey is restricted to those farms which have considerable economic activity (at least 25,000 Euros of output) and are not considered as spare-time farms (have a Standard Labour Requirement (SLR) of more than 0.5).

Farm typology has been amended since 2014 and farms are now classified by standard outputs (SOs) rather than standard gross margins (SGMs).

Time series in this report are presented in 2014-15 prices, unless stated otherwise. In line with methodologies throughout the UK and standard methodologies within the European Commission (EC) this is now done using the Office for National Statistics (ONS) GDP deflator (implicit price deflator for gross domestic product).

More details on the methodology, quality of the Farm Accounts Survey and results are available online in the [methodology and quality note](#). More [detailed data tables](#) are also available online, from the [Agriculture Statistics website](#).

1. Summary – 2014-15 Crop Year

2014-15 income estimates focus on the 2014 crop year. 2014 had the benefit of generally reasonable weather throughout. Cereal production increased compared to 2013 and lamb numbers also rose while longer term declines in other livestock stopped. However, market prices for cereals, potatoes and milk were down, combined with the less favourable euro exchange rate and entitlement reduction created a downward pressure on profitability from agriculture.

Profitability

In 2014-15 the average Farm Business Income (FBI) was £23,000, the lowest level since 2009-10. This represents a fall of 26 per cent (down £8,000) over the last year and of 55 per cent (down £28,000) since a peak in 2010-11.

While spending on inputs fell, the benefit was outweighed by the decline in output revenue, driven by poor prices for crops and the reduced value of subsidy payments. Since 2009-10, livestock revenue has improved, but crop revenue has fallen. The value of subsidy payments has declined considerably leading to a general downward trend in profitability over the last few years.

From the farm accounts sample almost half (47 per cent) generated income roughly equivalent to less than the minimum agricultural wage, per hour of unpaid labour. This includes the one in five farm businesses that made a loss.

All lower quartile farms, with the exception of dairy farms (which broke even on average) made an overall loss in terms of FBI in 2014-15. The average FBI of lower quartile farms ranged from a loss of £300 for LFA cattle and sheep farms to a loss of £32,600 for cereal farms. Dairy farms had the highest average farm business income in 2014-15, at £68,000, followed by general cropping farms at £27,000. The upper quartile farms (businesses with the highest 25 per cent of FBI values) had incomes ranging from £36,000 for specialist sheep (LFA) farms to £161,000 for dairy farms.

Farm business income is the primary measure of farm level income in the UK but has only been calculated since 2009. A related measure, net farm income, has a longer series and shows the average income in 2014 was the lowest since 2005. Farm incomes often show large fluctuations from year to year, but the decline over the last four years is the most severe decrease in income since the BSE outbreaks in the mid 90s

A time series of FBI values for individual farm types is available on the [agriculture statistics website](#).

Components of profitability

In 2014-15, losses from agricultural farming activities were comparable to the previous year (a loss of £22,000 on average). The average farm business still made a loss after accounting for diversification (£2,000), contracting (£3,000) and agri-environment activities (£8,000), and was reliant on subsidies (£31,000) for profit.

Diversified farm businesses achieved incomes, on average, £15,000 higher than non-diversified farms (70 per cent greater). Two thirds of farms in 2014-15 (65 per cent) received additional income from diversified activities, most often renting out buildings (other than for tourist accommodation), although land used for mobile phone masts generated the greatest profit.

Productivity (Output/ Input Ratio)

The overall average output to input ratio is 1.14, meaning that for every £1 spent on inputs, Scottish farm businesses are generating £1.14 worth of outputs. The average for high performing farms is around £1.34, while for lower performers it is around £0.92; an average loss of £0.08 for every £1 spent.

Financial strength (Assets and Liabilities) (Table 10)

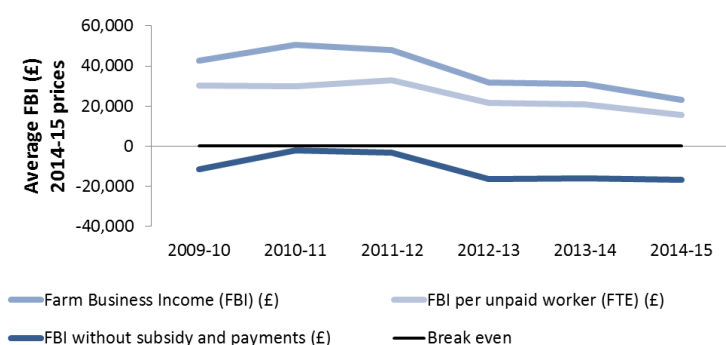
The net worth of farm businesses increased by £14,000 in 2014-15 to a closing balance of £1.3m in 2014-15. Average liabilities increased by around two per cent (£2,000), while average asset values increased by around one per cent (£17,000). The average debt ratio (liabilities as a percentage of assets) is relatively low, with liabilities equal to nine per cent of assets. Low debt ratio can make businesses more resilient in low income years and helps in securing better rates on loans.

2. Profitability

2.1 Farm Business Income (Table 1)

Farm Business Income (FBI) is the average headline business-level measure of farm income in the UK. FBI represents the return to the whole farm business, that is, the total income available to all unpaid labour and their capital invested in the business. Returns from diversified activities (non-agricultural activities that use farm resources, for example: renting out farm cottages for tourism; income from small-medium scale wind turbines; etc.) are included in overall FBI.

Figure 1: Average FBI of Scottish farms



In 2014-15, the average Farm Business Income (FBI) was £23,000, the lowest level in the last six years. This is 26 per cent lower than the previous year; down (£8,000) and down 46 per cent since 2009-10.

When subsidy payments are excluded, the average FBI is a loss of £17,000 in 2014-15. In each of the last six years, FBI without subsidy payments has been a loss.

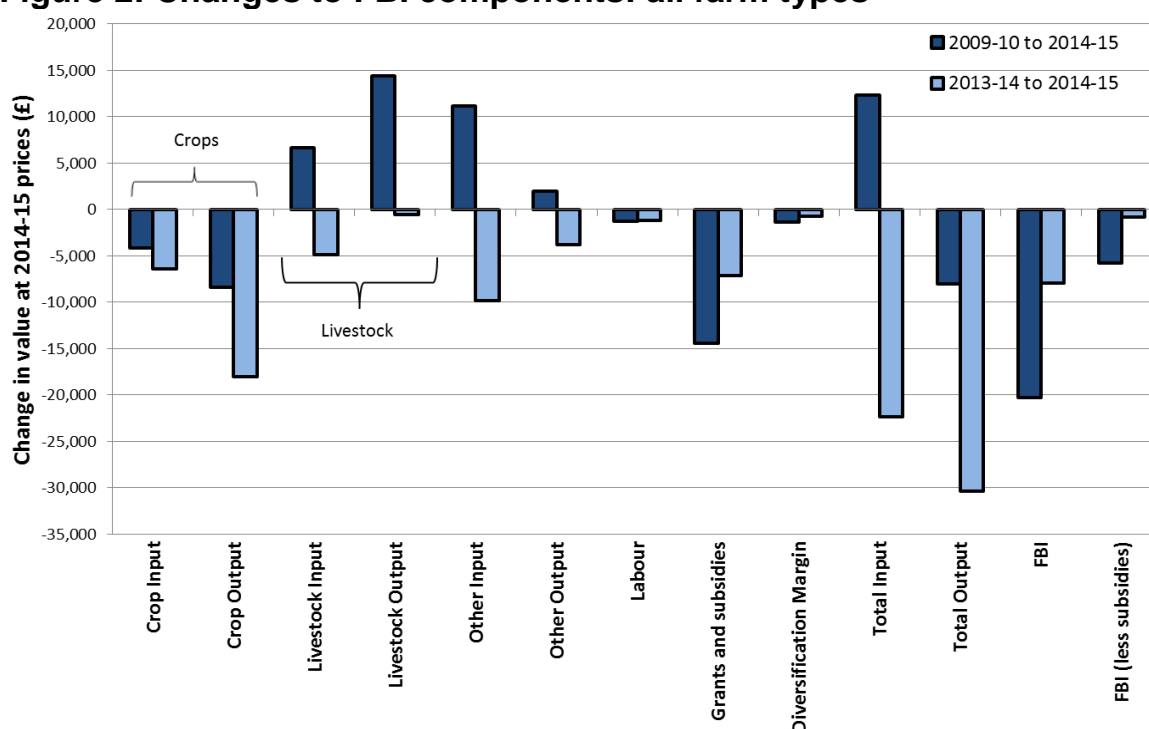
Figure 2 on the next page shows a breakdown of factors affecting changes in FBI over the six year series in comparison to the changes in the latest year. This shows that all spending on inputs and revenues fell over the last year. Crop revenues saw larger reductions than spending on inputs, putting a downward pressure on margins from cropping enterprises. Livestock production costs fell, considerably more than the revenues, with the opposite effect for such enterprises. The value of subsidy payments also fell. Overall, revenues saw greater reductions than spending on inputs, resulting in a fall in income. Had the level of subsidy payments remained unchanged, the overall average FBI would have fallen by only £800. However, it is the decline in crop revenue which has contributed the most to the decline in profitability of Scottish farm businesses in 2014-15.

From the farm accounts survey, the average value of single farm payment subsidy fell by around £7,000 to an average of £31,000 per farm in 2014-15. This was largely due to unfavourable exchange rates as well as subsidy payments reductions.

While revenues for livestock have improved over the longer term, these have been outweighed by a rise in spending on inputs (in particular “other” costs such as: machinery; land and buildings; depreciation; and miscellaneous costs) combined with a declining average value of subsidy payments. Labour costs are largely unchanged when compared over six years, but have fallen by around £1,000.

Cattle farms have seen small rises in FBI in 2014-15: lowland cattle and sheep farms up six per cent (£1,000); LFA cattle farms up two per cent (£600); cattle and sheep farms up one per cent (£200). Cropping, LFA sheep and dairy farms have all seen decreases in overall FBI: LFA sheep down 53 per cent (by £13,000); cereal farms down 38 per cent (by £10,000); general cropping farms down 25 per cent (by £9,000); dairy down 14 per cent (by £11,000). Mixed farms have seen the largest fall in profitability in the latest year, with an average decrease in FBI of 63 per cent (down by £19,000), largely due to decreased revenues for crops (down £27,000) and livestock (down £26,000). Analysis of individual farm types is presented in section 7.

Figure 2: Changes to FBI components: all farm types



2.2 Return to unpaid labour (Table 1)

FBI does not include costs for unpaid labour (farmer, spouse, other partners, directors and managers) that are, to some extent, dependent on the income of the farm business. The unpaid FTE (full-time equivalent) of a farm is the number of hours worked by regular unpaid labour. One FTE is equal to 1,900 hours a year. Figure 1 shows the average FBI of Scottish farms per unit of unpaid labour.

Trends in FBI/FTE roughly mirror overall FBI at a reduced level; typically around a third lower. In 2014-15 the overall average FBI/FTE was £16,000 and it can be seen in Figure 1, that the difference between FBI and FBI/FTE was largest in 2010-11; reducing the value of FBI/FTE in that year. Over the last year, the average FTE has remained relatively unchanged.

FBI/FTE reveals more than FBI alone. When looking in more detail, for example by farm type (covered in later sections of this report), it can be seen that the average FTE varies. Therefore the finance available to remunerate unpaid labour, those with an entrepreneurial interest in the farm business, will also vary.

We can put the FBI/FTE into context by comparing it to the minimum agricultural wage (MAW) which farm owners are required to pay farm workers. This minimum is set in legislation each October. As the FAS does not fit within a single year of the legislation we have estimated a weighted MAW for comparison at £7.03 in 2014-15.

Figure 3: Average FBI/FTE, relative to minimum agricultural wage (MAW)

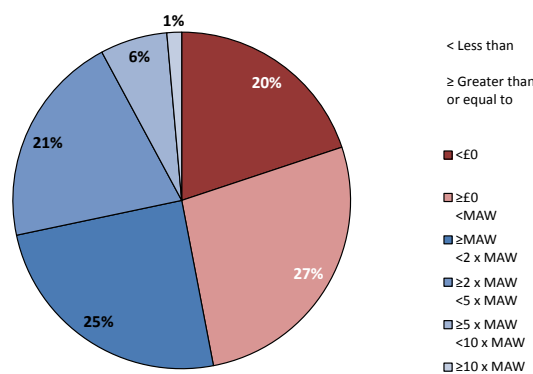


Figure 3 shows that from the farm accounts sample almost half of farms (47 per cent) generated income roughly equivalent to less than the minimum agricultural wage, per hour of unpaid labour. At the top end, seven per cent generated an FBI/FTE of at least five times the minimum agricultural wage, that is, at

least £35.15 and per hour of unpaid labour.

Although the MAW may be less than what the person involved in this unpaid labour would expect to be paid, due to level of experience or qualifications, it is the legal minimum. It should also be noted that the income described by FBI should cover more than just the labour provided by the farm owner: there is also the unpaid management, provision for return on capital and provision of funds for further investment (beyond the depreciation charges included in costs). Comparison against the MAW is nonetheless a helpful indicator of the performance of farm businesses.

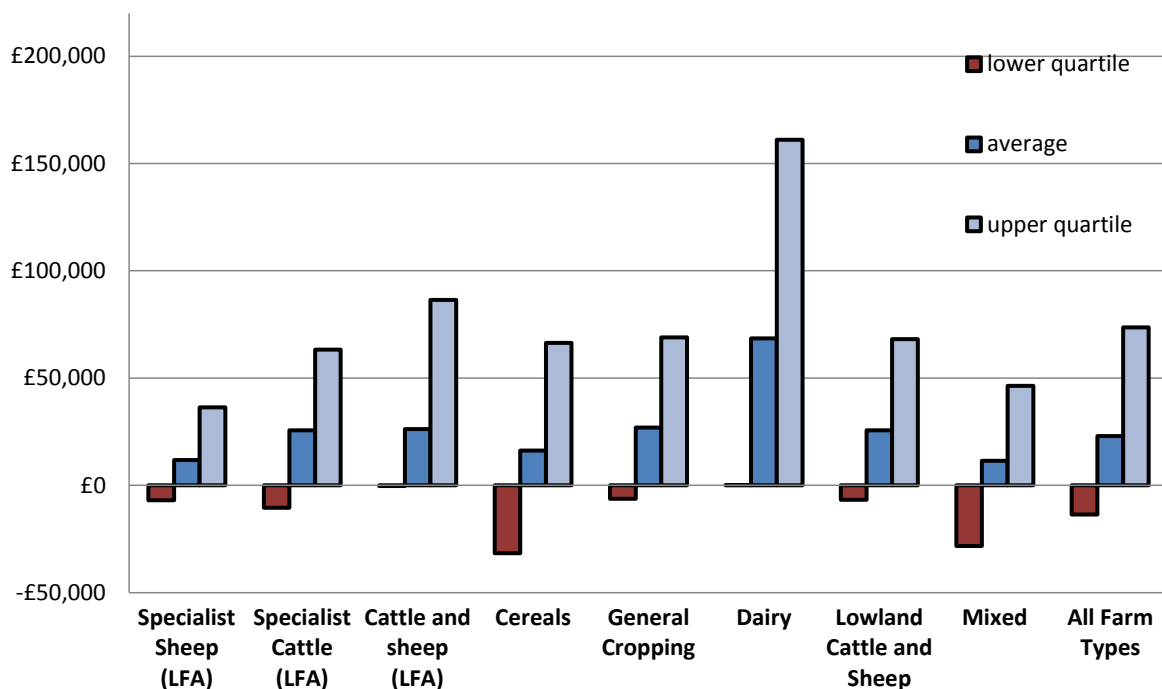
2.3 Relative performance (Table 2)

There are many factors which contribute to the relative performance of a farm business. These include: tenure of the farm (with tenant farms having relatively higher overheads); prices and duration of contract for produce; supply costs and efficiency of application of inputs; level of indebtedness; as well as the motivations for farming and preferences for methods of farming of individual farm owners/managers. There are also factors which farm owners and managers have no control over, such as weather conditions, demand and the market context (for example prices of inputs). Due to these factors the profitability of farm businesses can vary greatly.

Figure 4 shows the average FBI of all farm types by quartile, i.e. the average for all farm businesses with the lowest 25 per cent of FBI values, the overall average, and the average of those farm businesses with the highest 25 per cent of FBI values. The quartile data provides an indication of how performance varies for each farm type but does not account for differences in the size and structure of the farms.

Across all farm types there was a considerable difference between higher and lower performing businesses. The overall average FBI of farms in the lower quartile was a loss of £14,000, while those in the upper quartile generated an average income of £74,000 (more than three times the average FBI).

Figure 4: Average FBI by farm type and quartile (lowest 25 per cent, average and upper 25 per cent)



All lower quartile farms, with the exception of dairy farms (which broke even on average) made an overall loss in terms of FBI in 2014-15. The average FBI of lower quartile farms ranged from a loss of £300 for LFA cattle and sheep farms to a loss of £32,600 for cereal farms. Dairy farms had the highest average farm business income at £68,000 in 2014-15.

The average FBI for upper quartile farms ranged from two to four times the overall average for each farm type. Dairy farms had the highest upper quartile income at £161,000. Specialist cattle and sheep (LFA) farms had the second highest upper quartile income.

As previously mentioned, the variation seen between the quartiles does not take into account the overall size of farms. Larger farm business will have larger input costs as well as revenue compared to smaller equivalent business but both could be working with equal efficiency.

Productivity of the various farm types per quartile is further discussed in Section 4.

3. Comparison of Profitability

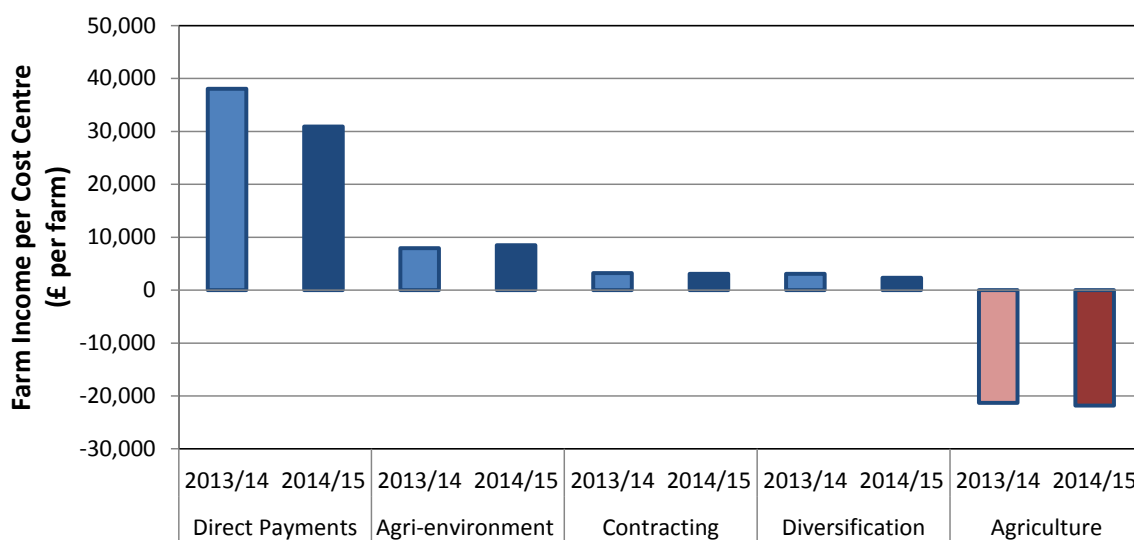
3.1 Cost centres (Table 7)

The purpose of cost centre analysis is to identify the contribution to the overall business profit or loss of different sources of income within the business. Although referred to as ‘cost centres’ it is worth noting that these parts of the business also generate income and not just costs. All inputs and outputs have been counted against one of five cost centres: agricultural; agri-environment (land management to support environmental objectives); diversification; agricultural contracting (off-farm use of farm business resources); and income from the direct payments scheme (costs could be incurred against this centre if, for example, accountants are hired to manage claims).

Figure 5 below shows the overall average income from each cost centre in 2013-14 and 2014-15. In both years, losses were accumulated against farming activity (the agricultural cost centre).

In 2014-15, losses made against agricultural farming activities were partly off-set by income generated through diversification, contracting and agri-environment activities, though the profitability of the average Scottish farm business is heavily reliant on income from the Direct Payment Schemes. In 2014-15, losses from agricultural farming activities were comparable to those in 2013-14 (£21,000 in 2013-14 and £22,000 in 2014-15).

Figure 5: Farm Business Income by cost centre



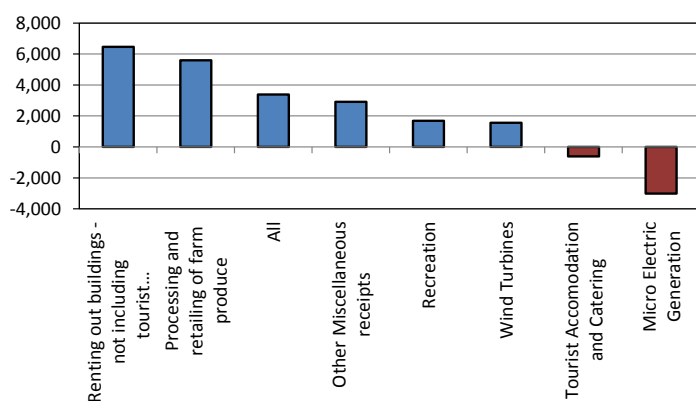
In 2014-15 the average income to Scottish farm businesses from direct payments was £31,000, a decrease of 19 per cent on the previous year (due to a less favourable exchange rate and reduction in the value of direct payments). There was little change in the value derived from agri-environment schemes and contracting in the latest year, with these activities generating an

average of £8,000 and £3,000 respectively. In 2014-15, diversified activities generated around £2,000 on average, as described below. Despite the low average income from diversified activities, farms engaged in such activities reported notably higher incomes than non-diversified farms on average.

3.2 Diversified activities (Tables 8, 9)

Most farms in 2014-15 (84 per cent) received additional income from diversified activities. Figure 6 shows the main activities undertaken and the average income from each. Of farms engaged in diversified activities, the overall average income from such activities was £3,000. The most common diversified activity was renting out buildings for uses (other than tourist accommodation) (41 per cent of activities), but it was income from land used for mobile phone masts that generated the greatest margins from diversification.

Figure 6: Average income from diversified activities



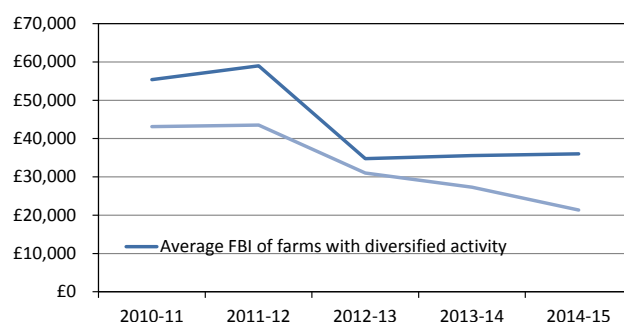
Micro electric generation and tourist accommodation were the only activities which made an average loss (£3,000 and £600 respectively). The largest increase in number of activities in the sample was seen in micro electric generation. Losses in this category may be due to high start-up costs compared to

initial income as well as high depreciation costs.

Figure 7 shows, from a matched sample (comparing the same farms each year), the average FBI of those farms engaged in any diversified activity and those with no diversified activities. Diversification is only assessed over a five year period to allow for a reasonable sample size. Note that the matched sample is un-weighted and therefore describes sample averages only.

Figure 7: Comparison of average income of farms with and without diversified activities

Average income was greater for farms engaged in diversified activities at £36,000, which has remained relatively unchanged to that seen in 2013-14, while the average income on non-



diversified farms has fallen by around £6,000. The average difference in FBI between diversified and non-diversified farms is around £15,000.

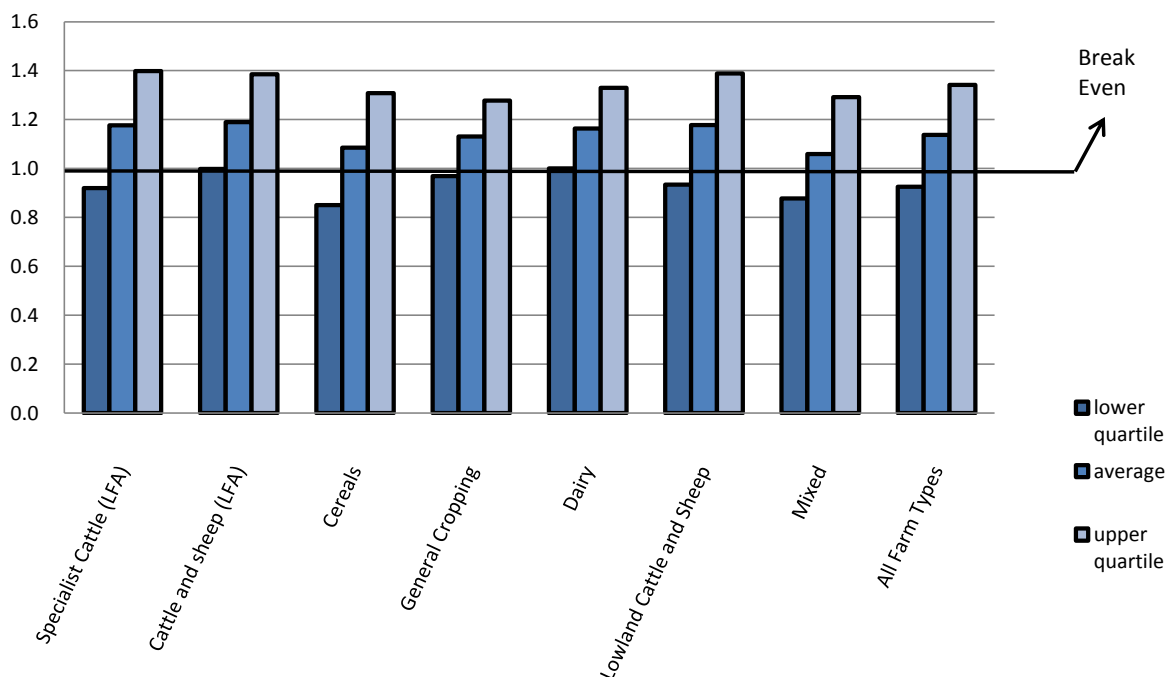
The unmatched sample shows that average income from diversified activities has fallen in the latest year. However, income from wind turbines, processing and retailing of farm produce and from mobile phone masts have all increased (by around £2,000 each).

4. Productivity (Output/ Input Ratio)

(Table 2)

The output to input ratio can be viewed as a measure of productivity, that is, how much output can be produced per unit of input. Figure 8 shows the differences in the relationship between revenues and spending on inputs which contribute to the differences in FBI. The overall average output to input ratio is 1.14, meaning that for every £1 spent on inputs, Scottish farm businesses are generating £1.14 worth of outputs. The average for farms in the upper quartile (relatively high performers) is around £1.34, while for those in the lower quartile (relatively low performers) it is around £0.92; an average loss of £0.08 for every £1 spent. This translates into an average FBI of £74,000 for high performers, £23,000 for the sample average and a loss of £14,000 for low performers.

Figure 8: Average output:input ratio by farm type and quartile (lowest 25 per cent, average and upper 25 per cent)



It should be noted, however, that a higher output to input ratio does not necessarily lead to a higher FBI when comparing across farm type. FBI

depends on both the ratio between and the absolute levels of outputs and inputs. For example, whereas the upper quartile output:input ratio of specialist sheep (LFA) farms, £1.44, was the highest of all farm types, the upper quartile of specialist sheep (LFA) farms, £36,000, was the lowest of all farm types. This was due to the relatively low absolute value of outputs and inputs.

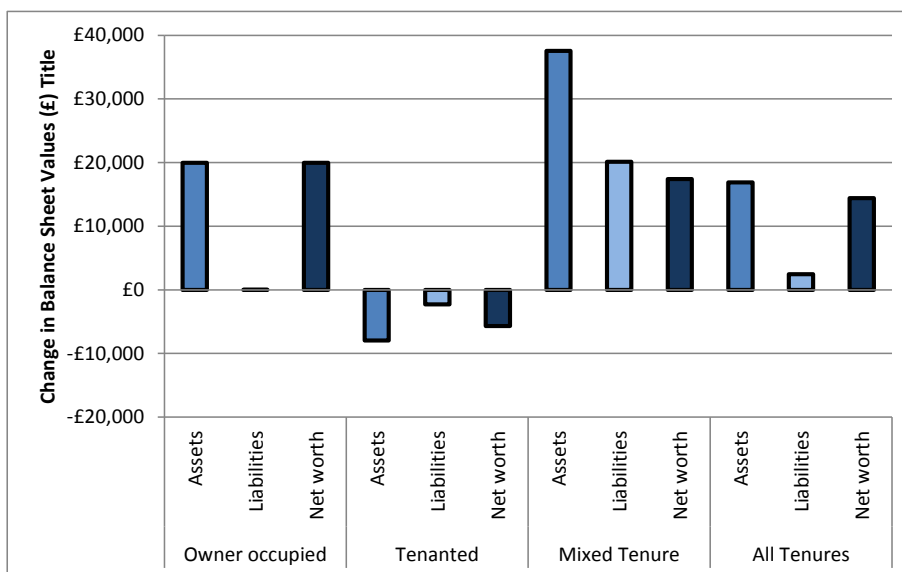
5. Financial Strength (Assets and Liabilities)

5.1 Net worth (Table 10)

The net worth of farm businesses is an important determinant of the value of the business. Farm businesses are capital intensive and typically have high asset values which are not included in income measures. The average appreciation of business assets in 2014-15 was £17,000 (ranging from a loss of £8,000 for tenanted farms to an appreciation of £38,000 for mixed tenure farms). The average net worth of farm businesses in Scotland was £1.3m, an increase of one per cent in 2014-15.

Figure 9 shows the average change between 2013-14 and 2014-15 (in actual prices) of assets, liabilities and net worth of Scottish farm businesses by tenure type and the overall average for all tenures.

Figure 9: Change in assets, liabilities and net worth by tenure



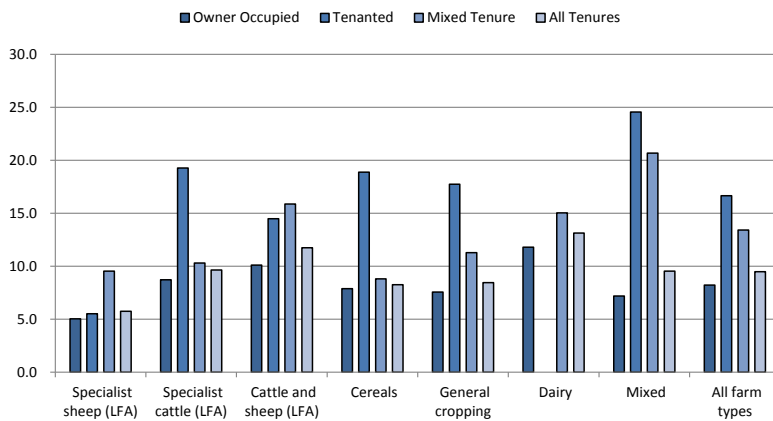
Overall, asset values increased by around one per cent (£17,000) while liabilities increased by around two per cent (£2,000), resulting in an overall increase of one per cent (£14,000) in net worth.

5.2 Debt ratio (Table 10)

Figure 10 shows the debt ratio (liabilities: assets) expressed as percentages for each farm type and tenure. The debt ratio provides an insight into how indebted the sector is and its ability to service those debts. Overall, Scottish farm businesses have, on average, relatively low debt ratios (liabilities nine per cent of assets), reflecting the fact that their assets heavily outweigh their liabilities.

Tenanted farm businesses, where relatively little capital is owned, have higher debt ratios, though on average assets still outweigh liabilities by about six to one; that is, for every pound of debt, the tenanted business has at least six pounds of assets. For owner occupied farm businesses assets are on average around 12 times greater than liabilities.

Figure 10: Liabilities as a percentage of assets



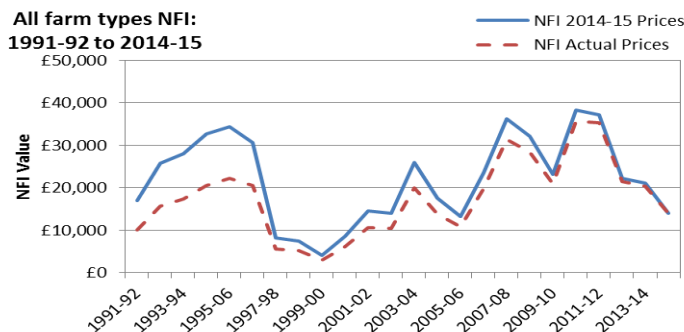
Specialist (LFA) sheep, had the lowest debt ratio, at six per cent. Dairy farms had the highest ratio at 14 per cent, while those of other farm types lay between eight per cent and 12 per cent; the overall average debt ratio was nine per cent.

6. Long term trends – Net Farm Income (NFI) (Table 11)

While FBI is the headline business-level measure of farm income, it is a relatively new measure of income and only allows comparisons over the last six years. Net Farm Income (NFI) has a much longer time series available for comparing income levels and examining trends. This measure places all farms on a tenanted basis, with imputed rent costs applied to owner occupiers. It is quite a different measure from FBI, estimating the return only to the farmer and spouse for their managerial input to the farm business.

Looking at the general trend over the last 20 years in actual prices, for the average over all farm types, suggests that, while farm incomes are subject to a considerable level of fluctuation, they have more than tripled between 1997-98 and 2010-11. Farm incomes were at their lowest between 1997-98 and 2000-01, due to the ban on beef exports following outbreaks of bovine spongiform encephalopathy (BSE), a strong pound and weak world commodity prices.

Figure 11 – NFI in actual and 2014-15 prices

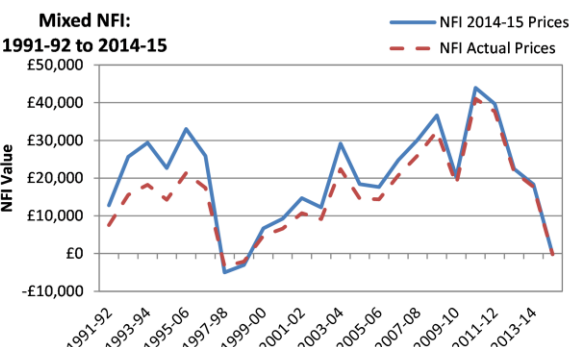
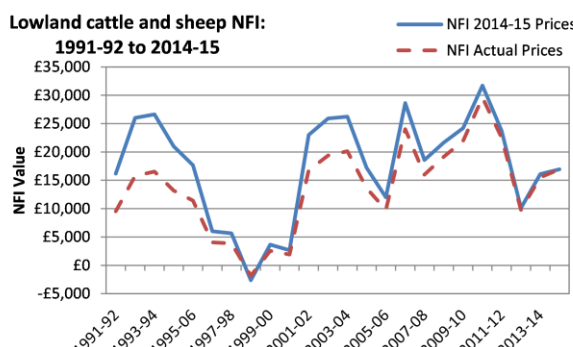
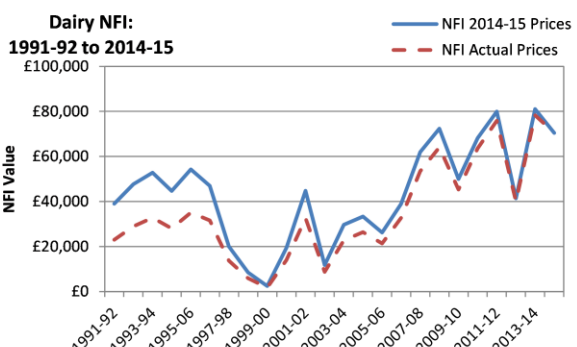
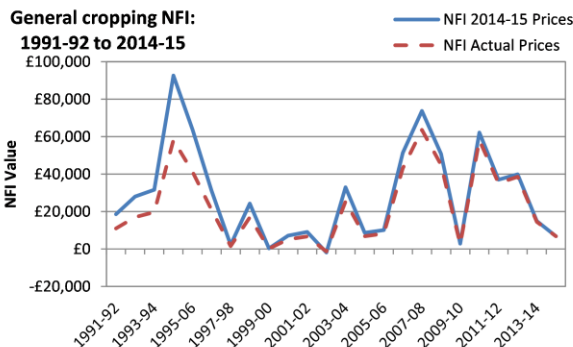
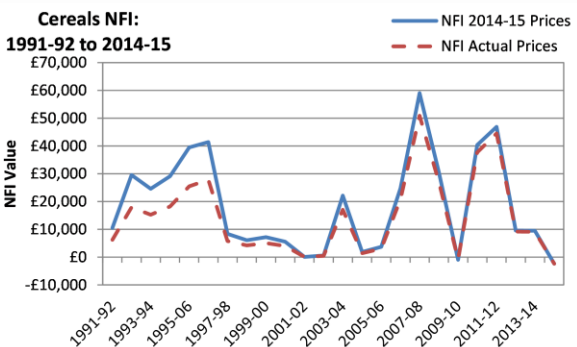
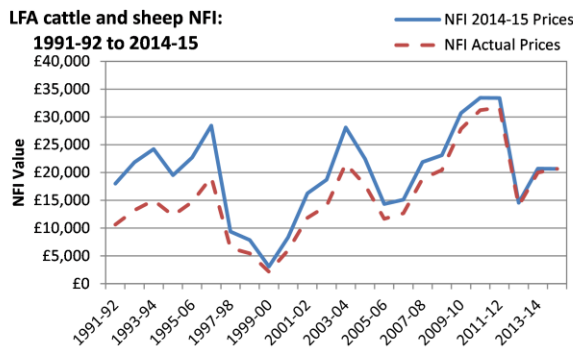
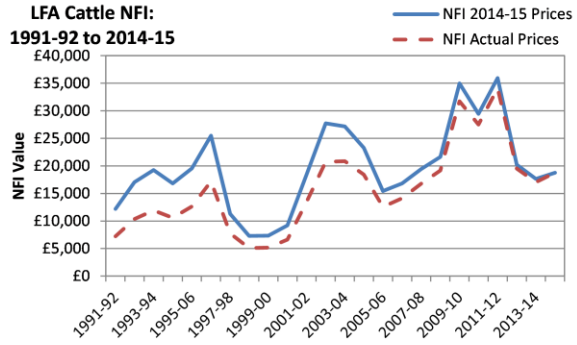
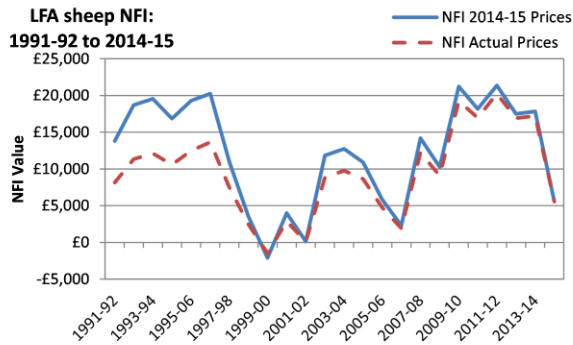


However, when accounting for inflation the picture is quite different. When the time series is converted into 2014-15 prices - the equivalent value of incomes in today's economy - we see that the decline in farm incomes in the mid-1990s was more severe

and was followed by a slower recovery.

Trends vary by farm type, but the general trend described above is witnessed across all farm types. 2014-15 farm incomes are the lowest since 2005-06.

Long Term Trends – Net Farm Income by farm type



7. Sector Results

7.1 Specialist Sheep (LFA) Farms – 2014-15 Crop Year

Profitability

Accounting for inflation, between 2009-10 and 2014-15, the average FBI of specialist sheep (LFA) farms decreased by around 65 per cent. This decrease was due to a rise in spending on inputs, especially inputs other than direct livestock inputs and a fall in livestock revenue.

In the last year, revenue for specialist sheep (LFA) farms decreased, along with a fall in revenue and a decrease in the value of subsidy payments, leading to a decrease in profits. The FBI value of specialist sheep (LFA) farms was £12,000 in 2014-15.

Return to unpaid labour

The average FBI/FTE for specialist sheep (LFA) farms of £9,000 is roughly equivalent to an hourly wage for unpaid labour of £4.88, around two thirds of the minimum agricultural wage (MAW) in Scotland. Around 55 per cent of specialist sheep (LFA) farms generated incomes equivalent to less than the MAW, whereas three per cent generated more than five times MAW.

Relative performance

At £36,000 high performing specialist sheep farms generated incomes roughly three times the overall average. The fall in FBI for the upper quartile reflects this change to the sample. Low performing farm businesses made an average loss of £7,000.

Drivers of profitability

The total average revenue, including income from diversification and subsidy payments for specialist sheep (LFA) farms was £89,000. Spending on inputs averaged at £77,000. The largest portion of the input costs were due to other inputs such as machinery, land and buildings costs and those related directly to livestock production (such as feed).

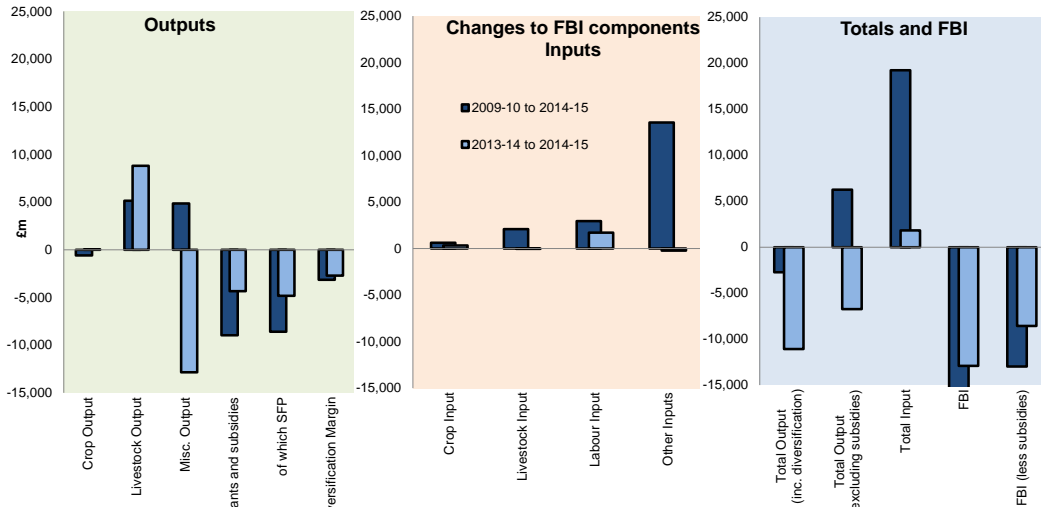
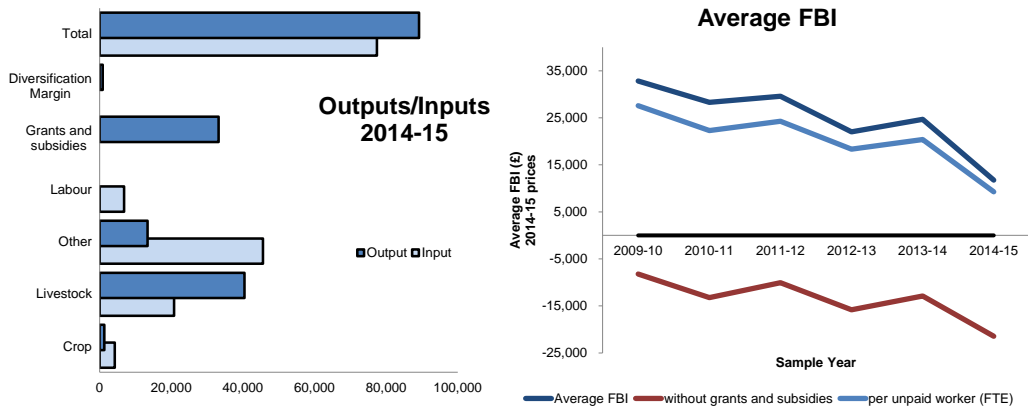
Losses were recorded in each of the last six years when excluding subsidy payments. There is a generally decreasing trend, with losses ranging from £8,000 in 2009-10 to £21,000 in 2014-15.

Over the last year, cost centres for specialist sheep (LFA) farms show a decrease in profits from agricultural, diversification and direct payment cost centres. There have been small increases in profits from agri-environment and contracting activities.

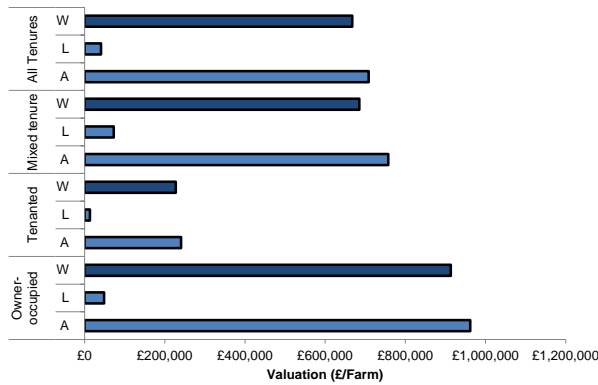
Financial strength

The average net worth (assets minus liabilities) of specialist sheep (LFA) farms was £668,000 in 2014-15. The average debt ratio (liabilities: assets) remained unchanged at six per cent overall and ranged between five per cent for owner-occupied farms and 10 per cent for mixed tenure farms.

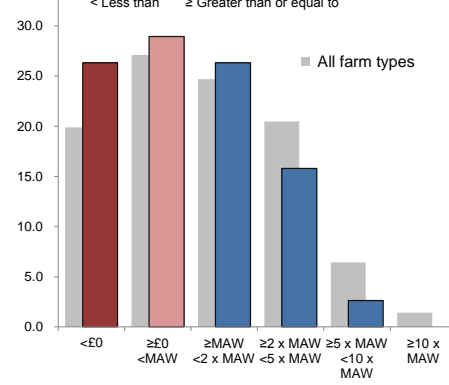
Specialist sheep (LFA) Farms – FBI (2014-15): £12,000



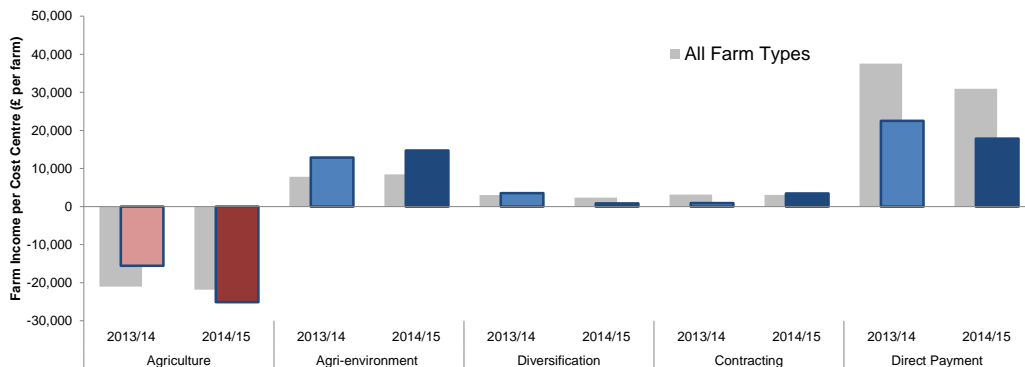
Assets (A), Liabilities (L) and Net Worth (W)



FBI/FTE, relative to MAW for LFA Sheep



Cost Centres for LFA Sheep



7.2 Specialist Cattle (LFA) Farms – 2014-15 Crop Year

Profitability

Accounting for inflation, between 2009-10 and 2014-15 the average FBI of specialist cattle (LFA) farms decreased by around 49 per cent, to the second lowest level over the series. This decrease was due to a rise in spending on inputs, and a fall in livestock revenue.

In the last year spending on inputs as well as revenue for specialist cattle (LFA) farms have both decreased, along with a fall in subsidy value, resulting in an overall decline in profits for 2014-15. The FBI value of specialist cattle (LFA) farms was £26,000.

Return to unpaid labour

The average FBI/FTE for specialist cattle farms of £18,000 is roughly equivalent to an hourly wage for unpaid labour of £9.39, around a third more than the minimum agricultural wage in Scotland. Around 44 per cent of specialist cattle (LFA) farms generated incomes equivalent to less than the minimum agricultural wage (MAW) whereas nine per cent generated more than five times MAW.

Relative performance

At £63,000, on average, high performing specialist cattle (LFA) farms generated incomes around two and a half times the overall average. Low performing farm businesses made an average loss of £10,000.

Drivers of profitability

The total average revenue, including income from diversification and subsidy payments for specialist cattle farms was £171,000. Spending on inputs averaged at £145,000. The largest portion of the input costs was due to feed and other inputs such as machinery and land and buildings.

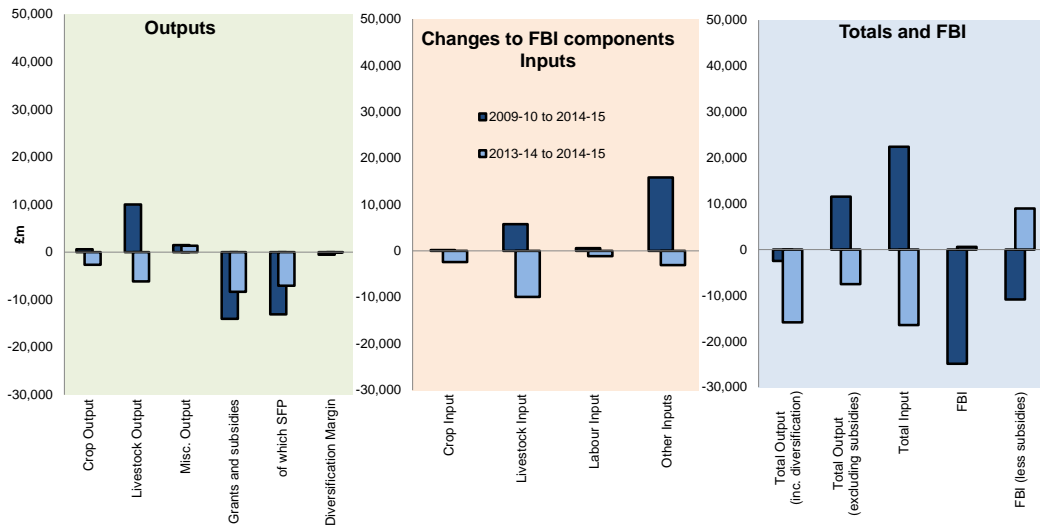
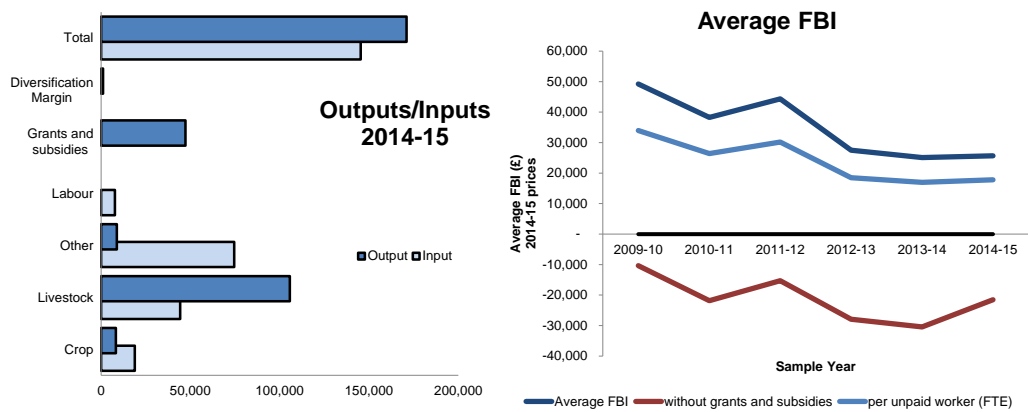
Losses were recorded in each of the last six years when excluding subsidy payments. The losses ranged from £10,000 in 2009-10 to their highest level of £30,000 in 2013-14. In 2014-15 losses of £22,000 were recorded.

In the last year, cost centres for specialist cattle (LFA) farms show an increase in income from agricultural activities and decrease in direct payments. There has been little change to income from other cost centres.

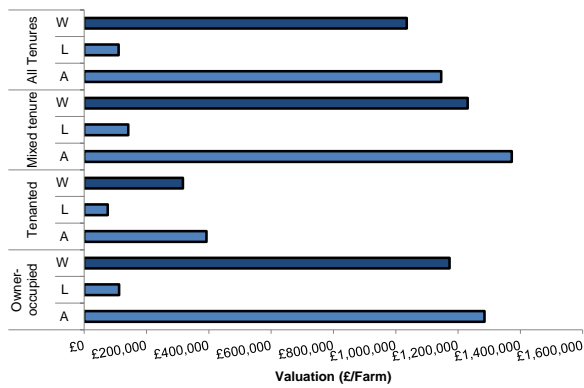
Financial strength

The average net worth (assets minus liabilities) of specialist cattle (LFA) farms was £1m in 2014-15. The average debt ratio (liabilities: assets) remained unchanged at ten per cent for all tenures of specialist cattle (LFA) farms but ranged between nine per cent for owner-occupied and 19 per cent for tenanted farms.

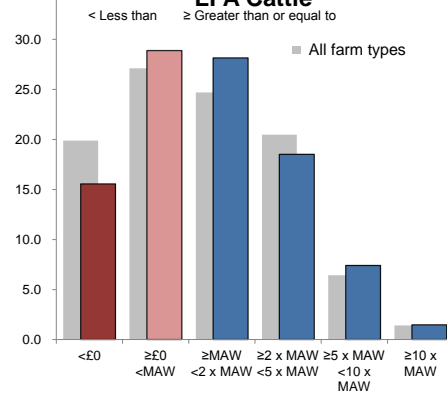
Specialist Cattle Farms (LFA) – FBI (2014-15): £26,000



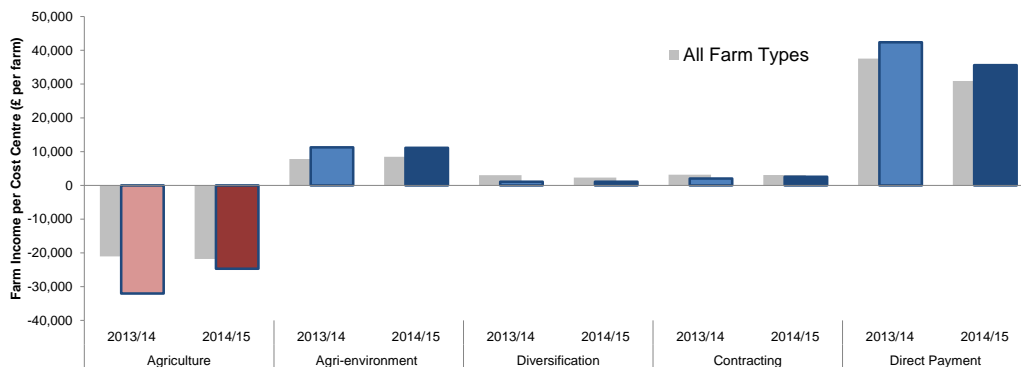
Assets (A), Liabilities (L) and Net Worth (W)



FBI/FTE, relative to MAW for LFA Cattle



Cost Centres for LFA Cattle



7.3 Specialist cattle and sheep (LFA) Farms – 2014-15 Crop Year

Profitability

Accounting for inflation, between 2009-10 and 2014-15 the average FBI of specialist cattle and sheep (LFA) farms decreased by around 44 per cent, although there has been some fluctuation between these years. This decrease was due to a rise in spending on inputs, especially direct livestock costs, such as feed and medicine and machinery and depreciation costs.

In the last year, reduced spending on inputs for specialist cattle and sheep (LFA) farms have outweighed decreased revenue (notably subsidy payments) to slightly lift the average FBI for these farms. The FBI value of specialist cattle and sheep (LFA) farms was £26,000 in 2014-15.

Return to unpaid labour

The average FBI/FTE for specialist cattle and sheep (LFA) of £16,000 is roughly equivalent to an hourly wage for unpaid labour of £8.67, almost equivalent to one and a quarter times the minimum agricultural wage (MAW) in Scotland. Around 39 per cent of specialist cattle and sheep (LFA) farms generated incomes equivalent to less than the MAW, whereas four per cent generated more than five times MAW.

Relative performance

At £86,000, on average, high performing specialist cattle and sheep (LFA) farms generated incomes more than three times the overall average. Low performing farm businesses made an average loss of £300.

Drivers of profitability

The total average outputs, including income from diversification and subsidy payments for specialist cattle and sheep (LFA) farms was £164,000. Spending on inputs averaged at £138,000. The largest portion of the input costs was due to feed and other inputs such as machinery and land and buildings.

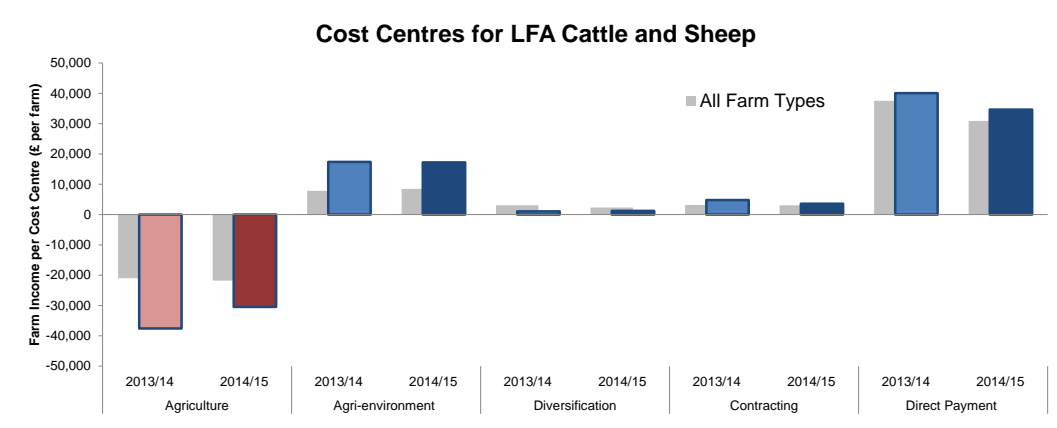
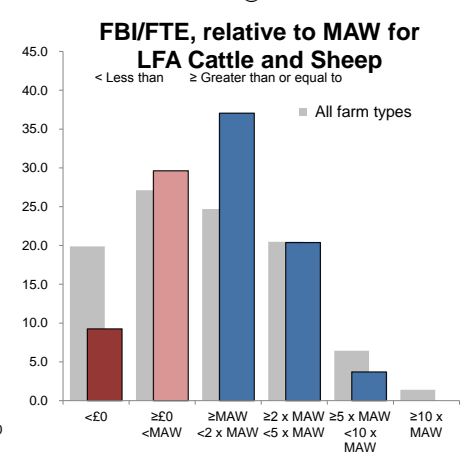
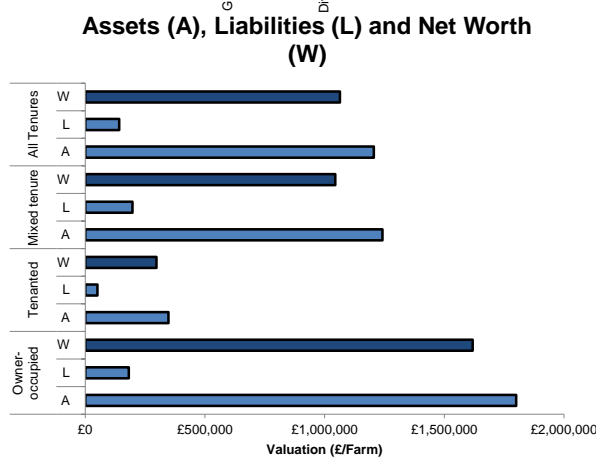
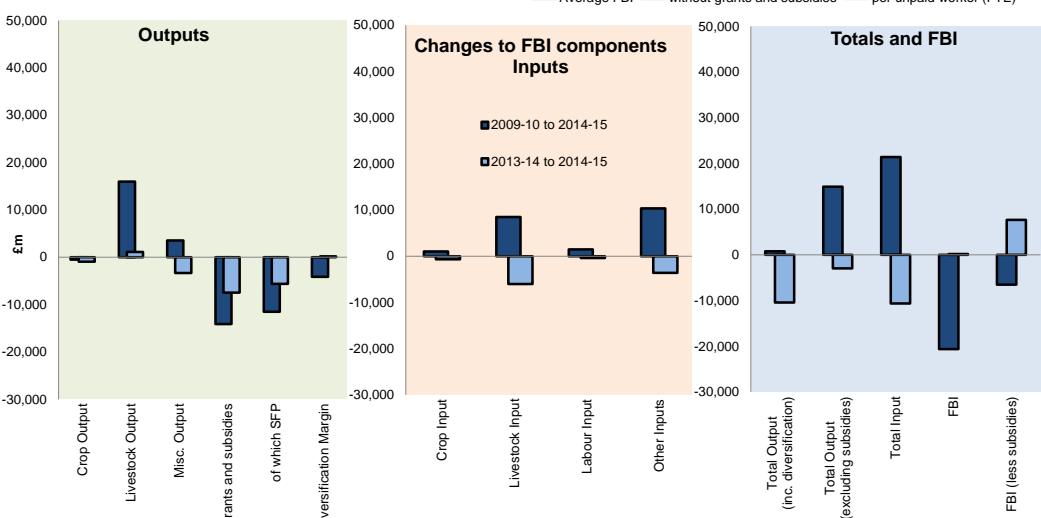
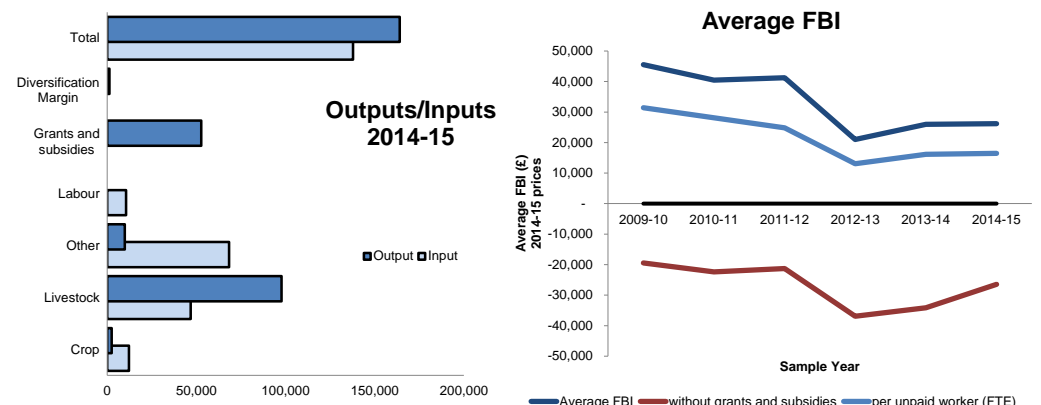
Over the last six years, losses were recorded in each year when excluding subsidy payments. They ranged from losses of £19,000 in 2009-10 to their highest of £37,000 in 2012-13. Since 2012-13, FBI without subsidy payments has seen the losses recovering to £26,000 in 2014-15.

Over the last year, cost centres for specialist cattle and sheep (LFA) farms show an increase in income from agricultural activities, while direct payments and income from contracting activities has fallen. There was little change in incomes from agri-environment activities and diversification.

Financial strength

The average net worth (assets minus liabilities) of specialist cattle and sheep (LFA) farms was £1.1m in 2014-15. The average debt ratio (liabilities: assets) remained unchanged at 12 per cent for all tenures of LFA cattle and sheep farms but ranged between 10 per cent for owner-occupied and 16 per cent for mixed tenure farms.

Specialist Cattle and Sheep Farms (LFA) – FBI (2014-15): £26,000



7.4 Cereal Farms – 2014-15 Crop Year

Profitability

Accounting for inflation, between 2009-10 and 2014-15 the average FBI of cereal farms decreased by around 43 per cent, and by 74 per cent from the peak in income of £63,000 between 2010-11 and 2011-12. This was due largely to the decreased value of crop revenues and subsidy payments.

In the last year, both spending on inputs and revenue for cereal farms have decreased. As revenue saw a larger decrease at the same time as a fall in subsidy payments, this resulted in an overall decrease in income for 2014-15 to leave the FBI value of cereal farms at £16,000.

Return to unpaid labour

The average FBI/FTE for cereal farms of £12,000 is roughly equivalent to an hourly wage for unpaid labour of £6.37, equivalent to 91 per cent of the minimum agricultural wage in Scotland. Around 54 per cent of cereal farms generated incomes equivalent to less than the minimum agricultural wage (MAW), whereas 11 per cent generated more than five times MAW.

Relative performance

At £66,000, on average, high performing cereal farms generated incomes roughly four times the overall average. Low performing farm businesses made an average loss of £32,000.

Drivers of profitability

The total average revenue, including income from diversification and subsidy payments for cereal farms was £206,000. Spending on inputs averaged £190,000. The largest portion of the input costs was due to other inputs such as machinery, land and buildings and fertilisers.

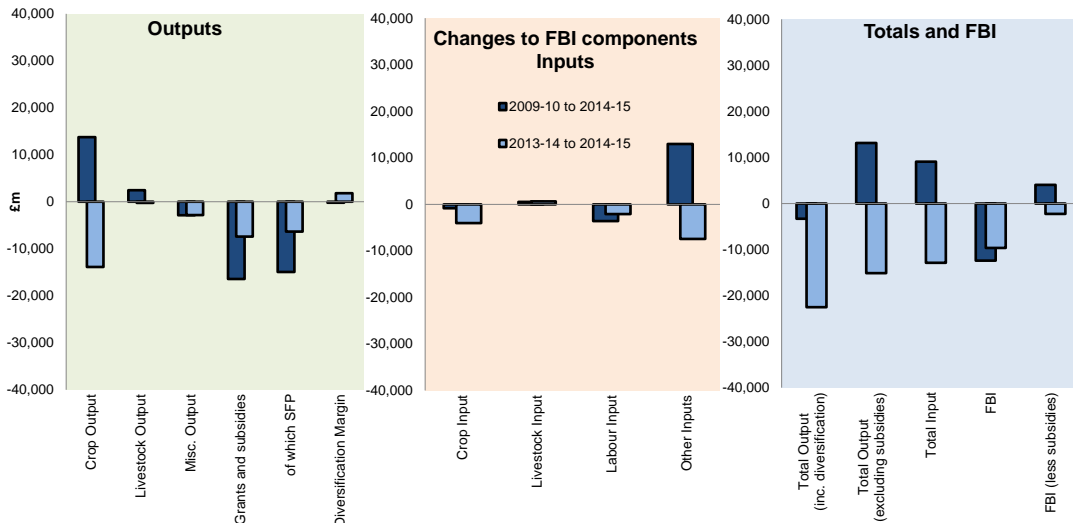
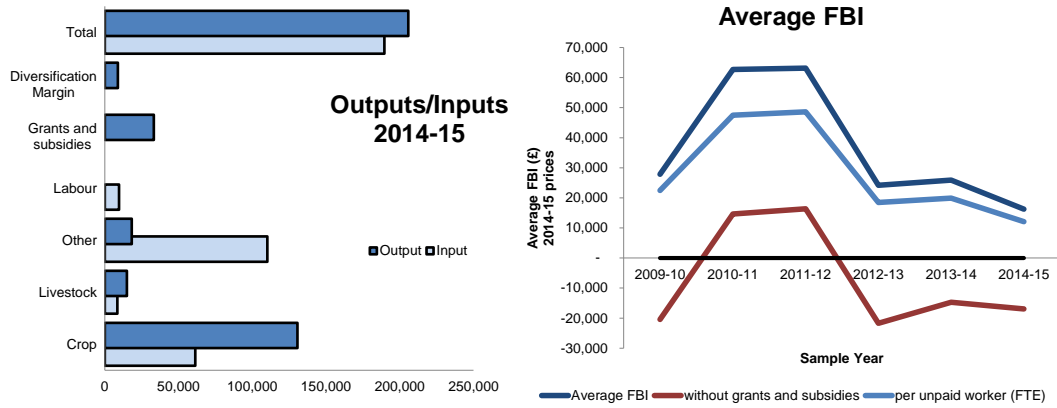
Over the last three years, FBI without subsidy payments has been a loss. Over the series this figure ranged from a loss of £22,000 in 2012-13 to a profit of £16,000 in 2011-12. Over the last year, FBI without subsidy payments has slightly worsened to a loss of £17,000.

Over the last year, cost centres for cereal farms show a small increase in income from diversification, but decreased income from agricultural activities and direct payments. There has been little change to the income from agri-environment and contracting activities.

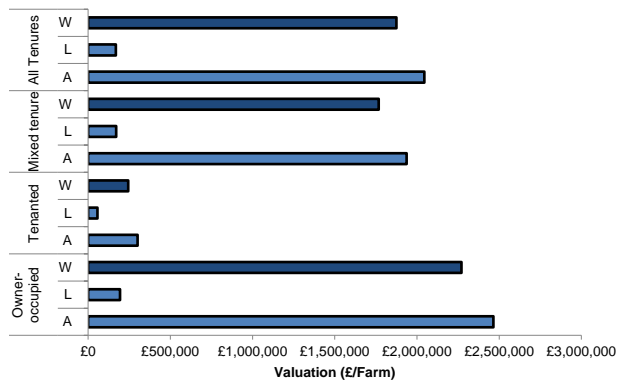
Financial strength

The average net worth (assets minus liabilities) of cereal farms was £1.9m in 2014-15. The average debt ratio (liabilities: assets) remained unchanged at eight per cent for all tenures of cereals farms but ranged between eight per cent for owner-occupied and 19 per cent for tenanted farms.

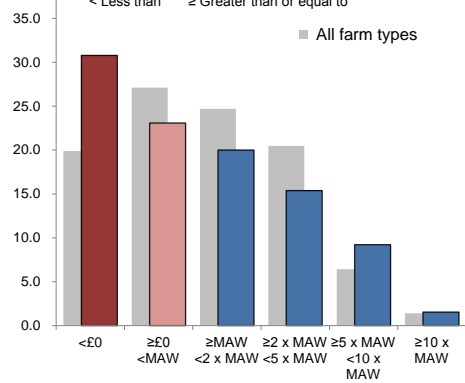
Cereals Farms – FBI (2014-15): £16,000



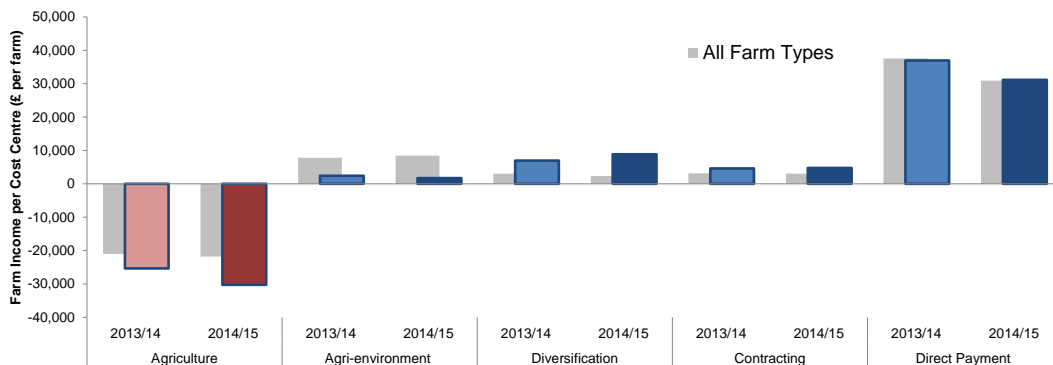
Assets (A), Liabilities (L) and Net Worth (W)



FBI/FTE, relative to MAW for Cereal



Cost Centres for Cereals



7.5 General Cropping Farms – 2014-15 Crop Year

Profitability

Accounting for inflation, between 2009-10 and 2014-15 the average FBI of general cropping farms decreased by around four per cent, and by 65 per cent since the peak in income of £77,000 in 2010-11. This was due to a decrease in the revenue value of crops and fall in the value of subsidy payments.

In the last year both spending on inputs and revenue for general cropping farms have decreased. As revenues fell by considerably more, the effect has been an overall decrease in income for 2014-15 to leave the FBI value of general cropping farms at £27,000.

Return to unpaid labour

The average FBI/FTE for general cropping farms of £20,000 is roughly equivalent to an hourly wage for unpaid labour of £10.50, almost equivalent to one and a half times the minimum agricultural wage (MAW) in Scotland. Around 45 per cent of general cropping farms generated incomes equivalent to less than the MAW whereas 12 per cent generated over 10 times MAW.

Relative performance

At £69,000, on average, high performing general cropping farms generated incomes more than two and a half times the overall average. Low performing farm businesses made an average loss of £6,000.

Drivers of profitability

The total average revenue, including income from diversification and subsidy payments for general cropping farms was £232,000. Spending on inputs averaged at £205,000. The largest portion of the input costs was due to fertiliser and other inputs such as machinery and land and buildings.

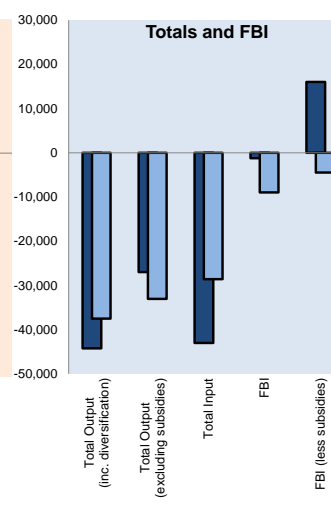
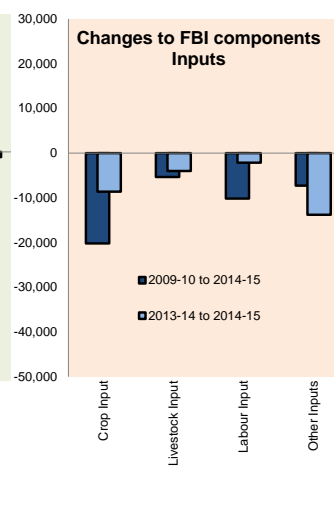
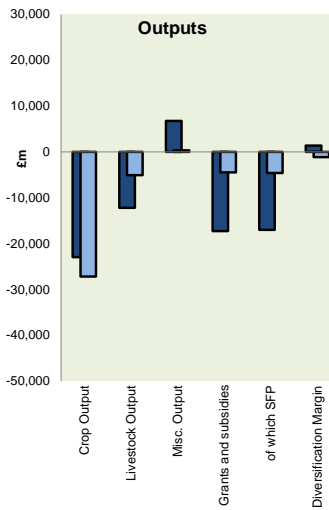
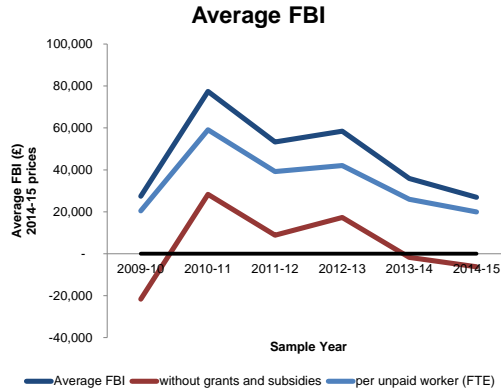
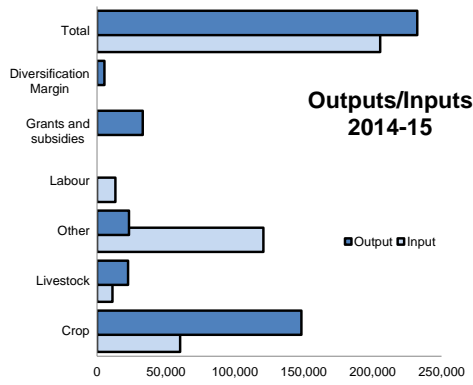
Over the last five years, FBI without subsidy payments has been on a general downward trend, with partial recovery in 2012-13. Recently, it has recorded losses since 2013-14. Over the six year time series, the figures ranged from a loss of £22,000 in 2009-10 to a profit of £28,000 in 2010-11. In 2014-15, FBI without subsidy payments was a loss of £6,000.

Over the last year cost centres for general cropping farms show decreased income from agricultural activities and direct payments, but little other change.

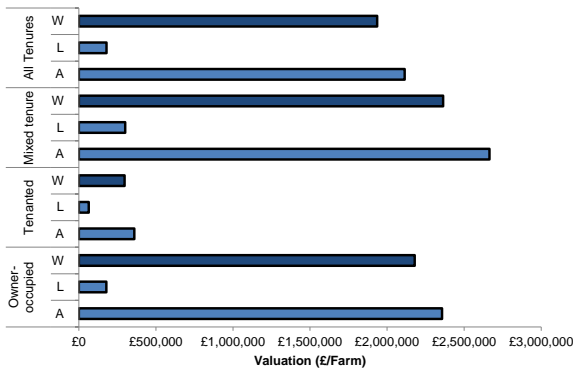
Financial strength

The average net worth (assets minus liabilities) of general cropping farms was £1.9m in 2014-15. The average debt ratio (liabilities: assets) increased by one percentage point in 2014-15 to eight per cent for all tenures of general cropping farms and ranged between eight per cent for owner-occupied and 18 per cent for tenanted farms.

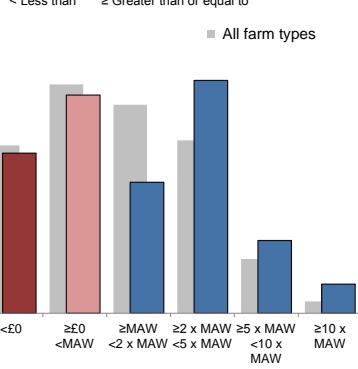
General Cropping Farms – FBI (2014-15): £27,000



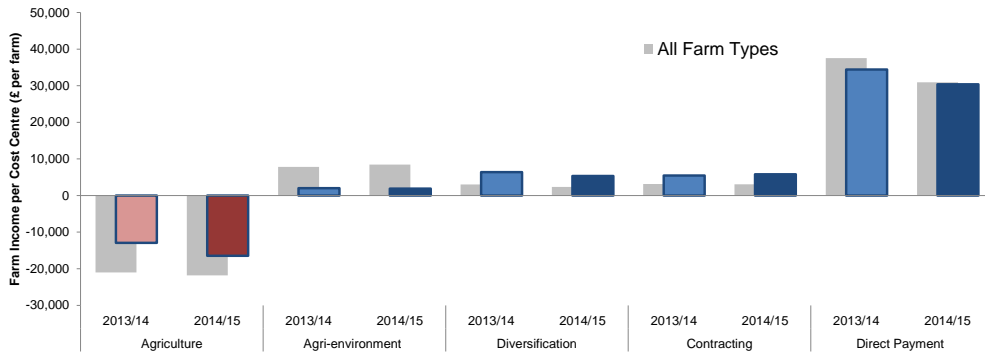
Assets (A), Liabilities (L) and Net Worth (W)



FBI/FTE, relative to MAW for General Cropping



Cost Centres for General Cropping



7.6 Dairy Farms – 2014-15 Crop Year

Profitability

Accounting for inflation, between 2009-10 and 2014-15, the average FBI of dairy farms decreased by around 22 per cent. Incomes for dairy farms fell considerably in 2012-13 from £86,000 to the lowest level over the series at £47,000. Incomes partially recovered to £79,000 in 2013-14, before falling once more in 2014-15. The latest decrease in income was due to an increase in the input costs for livestock, machinery and land and buildings.

In 2014-15, revenue for dairy farms decreased along with a decrease in the value of subsidy payments, resulting in an overall decrease in income. In 2014-15 the FBI value of dairy farms was £68,000.

Return to unpaid labour

The average FBI/FTE for dairy farms of £34,000 is roughly equivalent to an hourly wage for unpaid labour of £17.84, almost equivalent to two and a half times the minimum agricultural wage in Scotland. Around 30 per cent of dairy farms generated incomes equivalent to less than the minimum agricultural wage (MAW) whereas 15 per cent generated more than five times MAW.

Relative performance

At £161,000, on average, high performing dairy farms generated incomes around two and a half times the overall average. Low performing farm businesses broke even on average.

Drivers of profitability

The total average revenue, including income from diversification and subsidy payments for dairy farms was £489,000. Spending on inputs averaged at £420,000. The largest portion of the input costs was due to livestock costs such as feed and other inputs such as machinery and land and buildings.

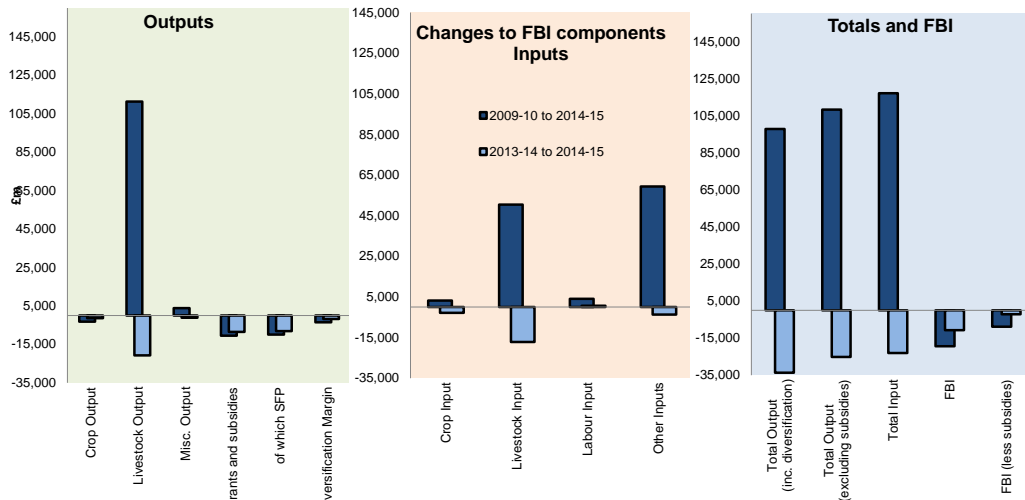
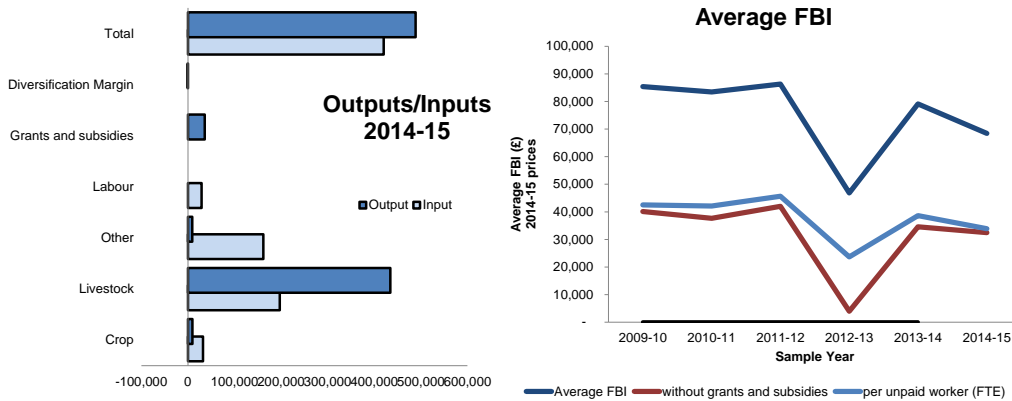
Over the last six years, FBI without subsidy payments has recorded a profit. It ranges from £4,000 in 2012-13 to the highest figure of £42,000 in 2011-12. In 2014-15, the average FBI without subsidies of dairy farms was £32,000.

Over the last year cost centres for dairy farms show little change in income from agricultural activities. Direct payments have decreased and there has been a small decrease in income from diversification, while other cost centres have seen little change.

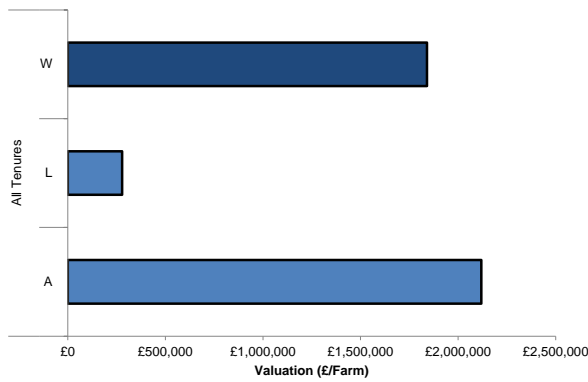
Financial strength

The average net worth (assets minus liabilities) of dairy farms was £1.8m in 2014-15. The average debt ratio (liabilities: assets) remained unchanged at 13 per cent for all tenures of dairy farms. Tenant tenure type is not available for dairy farms due to small sample sizes.

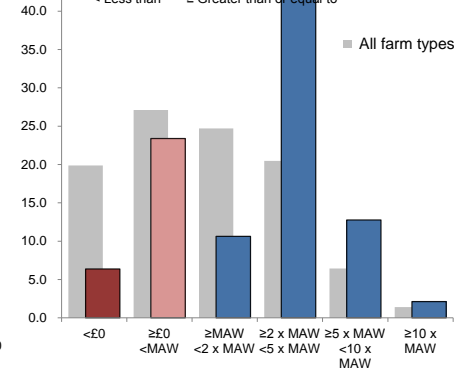
Dairy Farms – FBI (2014-15): £68,000



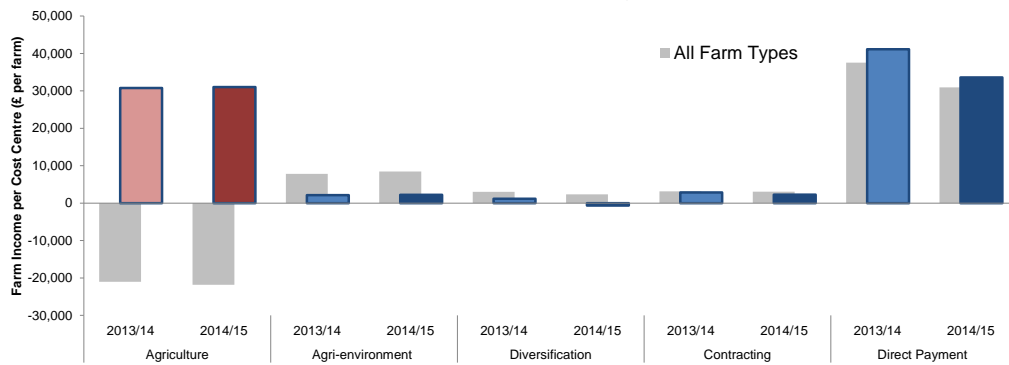
Assets (A), Liabilities (L) and Net Worth (W)



FBI/FTE, relative to MAW for Dairy



Cost Centres for Dairy



7.7 Lowland Cattle and Sheep Farms – 2014-15 Crop Year

Profitability

Accounting for inflation, between 2009-10 and 2014-15 the average FBI of lowland cattle and sheep farms decreased by around 40 per cent, though this has improved over the last two years from the lowest value of £18,000 in 2012-13. This was due to an increase in the spending on inputs for livestock, machinery, land and buildings and a decrease in the value of subsidy payments.

In the last year both spending on inputs and revenue for lowland cattle and sheep farms have decreased. The reduction in spending on inputs was slightly greater than that of revenue and resulted in an overall increase in FBI value for 2014-15 despite reduction in subsidy payments. The FBI value of lowland cattle and sheep farms was £26,000.

Return to unpaid labour

The average FBI/FTE for lowland cattle and sheep farms of £17,000 is roughly equivalent to an hourly wage for unpaid labour of £9.17. Around 62 per cent of lowland cattle and sheep farms generated incomes equivalent to less than the minimum agricultural wage (MAW) whereas seven per cent generated more than five times MAW.

Relative performance

At £68,000, on average, high performing lowland cattle and sheep farms generated incomes roughly two and a half times the overall average. Low performing farm businesses made an average loss of £7,000.

Drivers of profitability

The total average revenue, including income from diversification and subsidy payments for lowland cattle and sheep farms was £170,000. Spending on inputs averaged at £144,000. The largest portion of the input costs was due to feed and other inputs such as machinery and land and buildings.

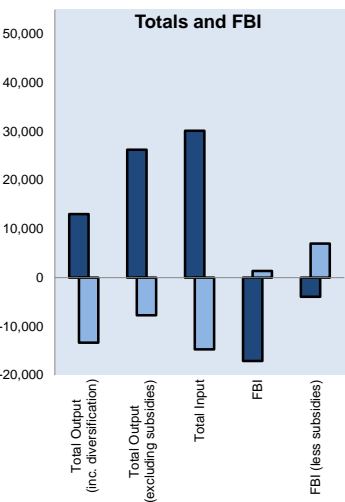
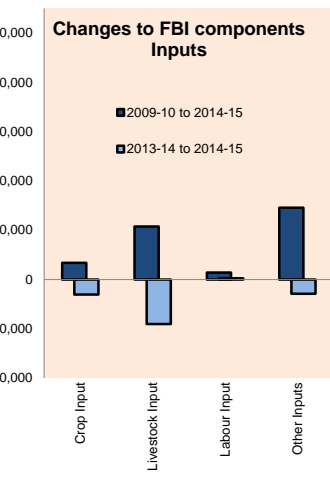
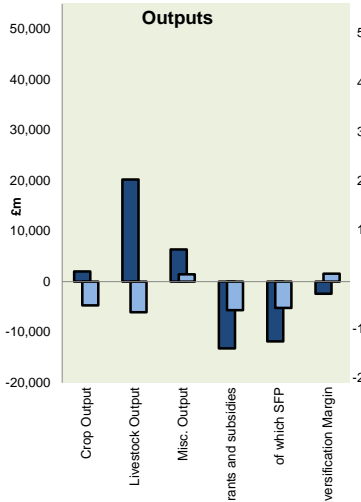
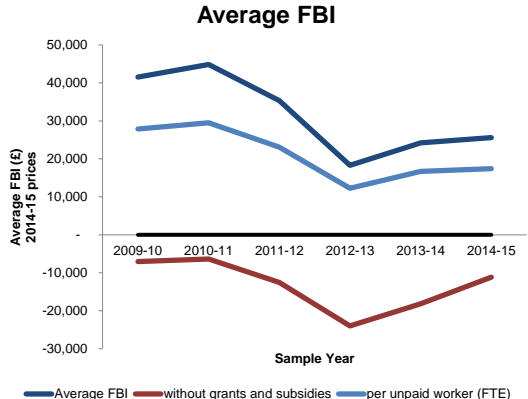
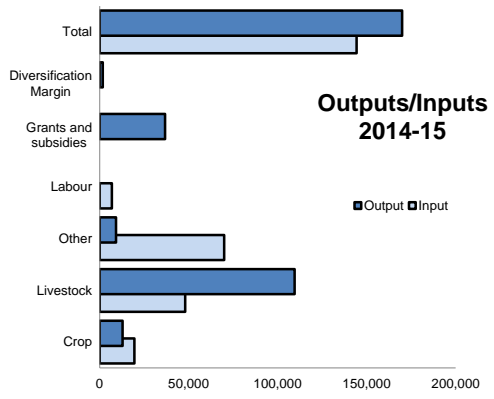
Over the last six years, FBI without subsidy payments has been a loss. It has ranged from a loss of £24,000 in 2012-13 to a loss of £6,000 in 2010-11. Over the last year, FBI without subsidy payments has reduced its losses from a figure of £18,000 to £11,000.

Over the last year cost centres for lowland cattle and sheep farms show an increase in income from agricultural activities and diversification, while direct payments have fallen. There has been little change in other cost centres over the year.

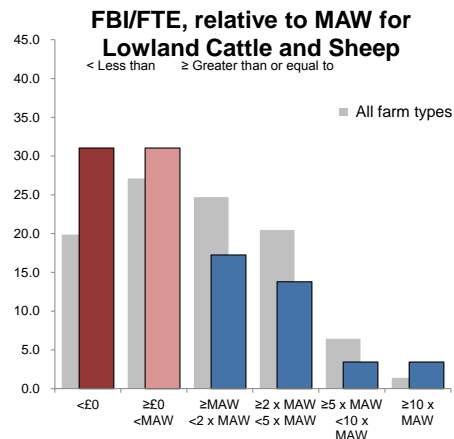
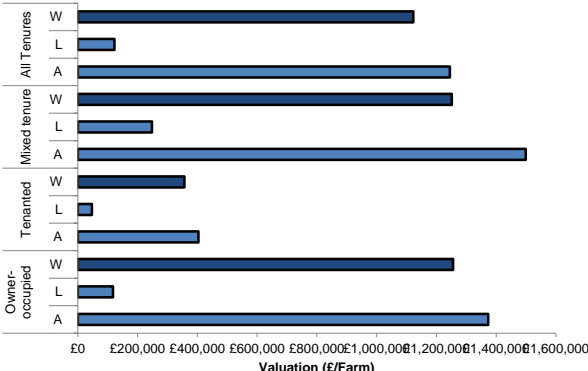
Financial strength

The average net worth (assets minus liabilities) of lowland cattle and sheep farms was £1.1m in 2014-15. The average debt ratio (liabilities: assets) remained unchanged at 10 per cent for all tenures of lowland cattle and sheep farms but ranged between nine per cent for owner-occupied and 17 per cent for mixed farms.

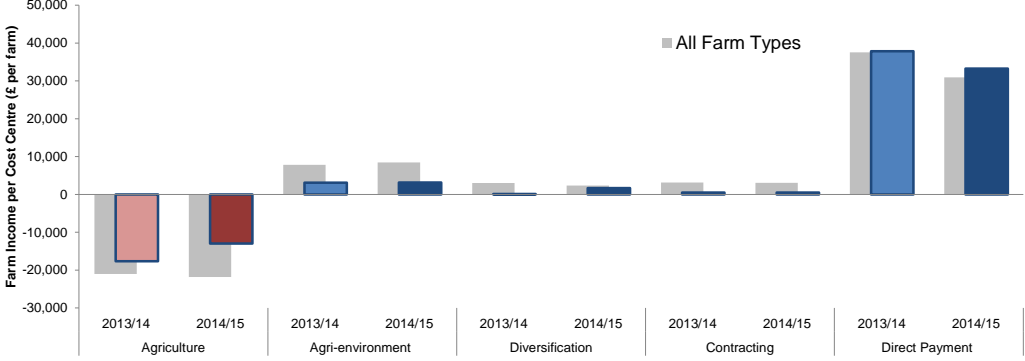
Lowland Cattle and Sheep Farms – FBI (2014-15): £26,000



Assets (A), Liabilities (L) and Net Worth (W)



Cost Centres for Lowland Cattle and Sheep



7.8 Mixed Farms – 2014-15 Crop Year

Profitability

Accounting for inflation, between 2009-10 and 2014-15 the average FBI of mixed farms decreased by around 72 per cent, and by 80 per cent from the highest value over the series of £58,000 in 2010-11. The latest decrease was due to a reduction in crop area and livestock numbers in addition to a large decrease in the value of subsidy payments.

In the last year revenue for mixed farms decreased more than input costs. Coupled with a decrease in the value of subsidy payments, this has resulted in an overall decline in FBI value. The FBI value of mixed farms was £12,000.

Return to unpaid labour

The average FBI/FTE for mixed farms of £7,000 is equivalent to an hourly wage for unpaid labour of £3.74, around half the minimum agricultural wage (MAW) in Scotland. Around 54 per cent of mixed farms generated incomes equivalent to less than the MAW, whereas one per cent generated over five times MAW.

Relative performance

At £46,000, on average, high performing mixed farms generated incomes roughly four times the overall average. Low performing farm businesses made an average loss of £28,000.

Drivers of profitability

The total average revenue, including income from diversification and subsidy payments for mixed farms was £206,000. Spending on inputs averaged at £195,000. The largest portion of the input costs was due to other inputs such as machinery, land and buildings and feed costs.

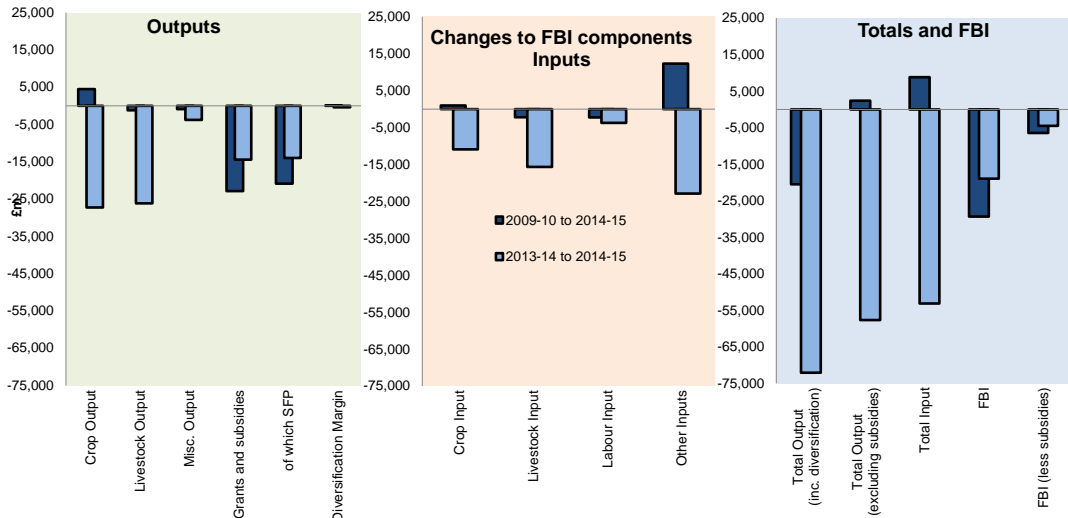
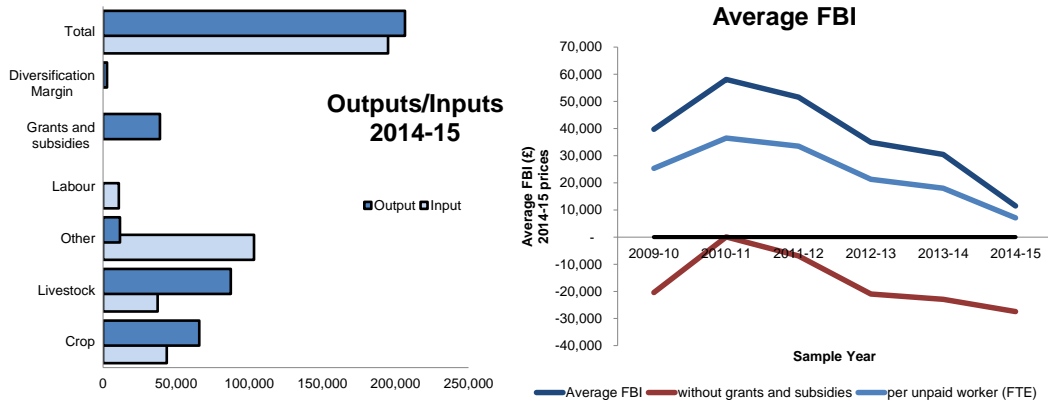
Over the last five years, FBI without subsidy payments has been on a declining trend, with losses recorded in each year, with the exception of 2010-11 when it recorded a small profit of £100. In 2014-15 it reached the lowest level over the series, recording a loss of £27,000.

Over the last year cost centres for mixed farms show decreased income as part of agricultural and contracting activities, as well as from direct payments. There has been little change in other cost centres.

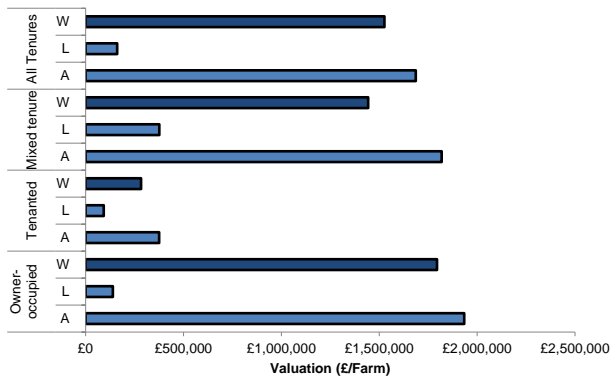
Financial strength

The average net worth (assets minus liabilities) of mixed farms was £1.5m in 2014-15. The average debt ratio (liabilities: assets) remained unchanged at 10 per cent for all tenures of mixed farms but ranged between seven per cent for owner-occupied farms and 25 per cent for tenanted farms.

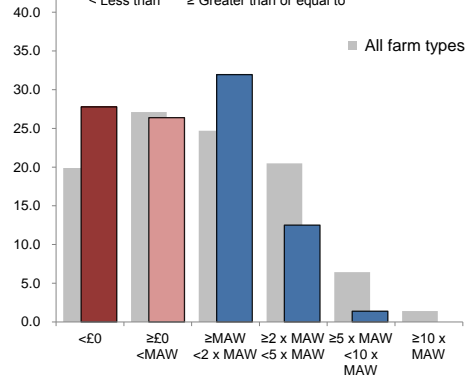
Mixed Farms – FBI (2014-15): £12,000



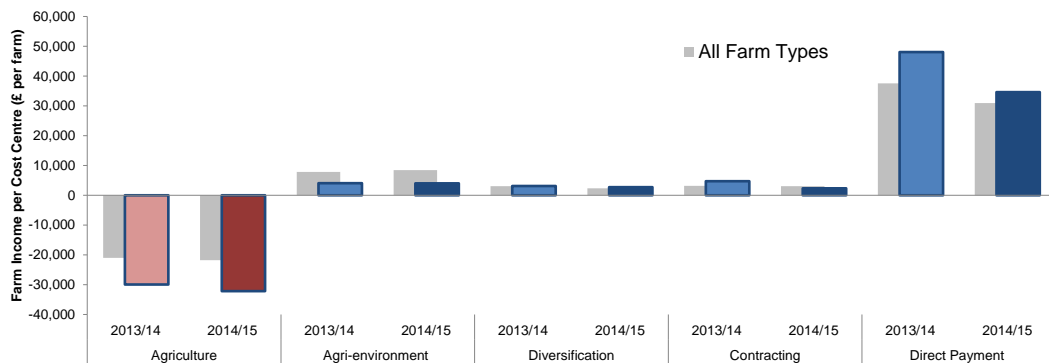
Assets (A), Liabilities (L) and Net Worth (W)



FBI/FTE, relative to MAW for Mixed



Cost Centres for Mixed



8. Reference Tables

Table 1: FAS summary table: 2009-10 to 2014-15 (2014-15 prices)

	Measure	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15
Average	Output (£)	140,860	167,552	184,620	178,022	171,146	148,726
	Input (£)	155,674	173,472	191,784	197,260	190,315	167,955
	Susbsidy and payments (£)	54,355	52,770	51,337	48,279	47,062	39,885
	Diversified income (£)	3,738	3,758	3,670	2,695	3,075	2,334
	FBI (£)	42,685	50,608	47,844	31,736	30,967	22,991
	FBI/FTE (£)	30,266	29,945	32,770	21,443	20,924	15,534
	FBI without grants and subsidies	-11,670	-2,162	-3,493	-16,543	-16,094	-16,895
	Output:Input ratio	1.28	1.29	1.25	1.16	1.16	1.14
	Off farm income (£)	10,702	9,659	9,046	9,820	10,030	10,810
	Off farm income/FTE (£)	7,381	5,715	6,196	6,635	6,777	7,304
Hourly income	Average hourly income (£)	15.93	15.76	17.25	11.29	11.01	8.18
	Minimum agricultural wage (£)	6.76	6.82	6.89	6.91	6.89	7.03
	Average hourly income as % of MAW	235.7	231.2	250.4	163.3	1.6	116.3
Quartiles	FBI upper quartile (£)	97,720	115,193	119,885	91,725	104,916	73,640
	FBI lower quartile (£)	-8,630	1,345	120	-14,794	-15,857	-13,596
	Output:Input ratio upper quartile	1.55	1.45	1.47	1.40	1.46	1.34
	Output:Input ratio lower quartile	0.96	1.01	1.00	0.93	0.92	0.92
Balance Sheets (All Tenures)	Net worth (£) closing valuation (CV)	953,916	1,277,981	1,332,071	1,361,859	1,349,912	1,259,107
	Liabilities as % of assets (CV)	10.5	9.6	9.4	9.7	9.5	9.5

Full-Time equivalent (FTE) is 1,900 hours.

Off farm Income is only collected for farmers and their spouse as the midpoint of the range in which their income falls.

Table 2: FAS summary table 2014-15

	Measure	Specialist Sheep (LFA)	Specialist Cattle (LFA)	Cattle and Sheep (LFA)	Cereal	General Cropping	Dairy	Lowland Cattle and Sheep	Mixed	All Types
Average	Output (£)	55,111	122,713	110,095	163,764	193,877	453,158	131,514	164,808	148,726
	Input (£)	77,403	145,309	137,794	189,550	205,430	420,075	144,327	194,985	167,955
	Susbsidy and payments (£)	33,209	47,191	52,658	33,180	33,152	36,033	36,746	38,950	39,885
	Diversified income (£)	855	1,083	1,226	8,837	5,336	-644	1,681	2,734	2,334
	FBI (£)	11,772	25,678	26,185	16,231	26,935	68,471	25,613	11,506	22,991
	FBI/FTE (£)	9,269	17,832	16,468	12,112	19,952	33,896	17,424	7,102	15,534
	Output:Input ratio	1.15	1.18	1.19	1.09	1.13	1.16	1.18	1.06	1.14
	Off farm income (£)	12,145	10,451	9,780	10,063	8,236	5,937	10,682	14,210	10,810
Off farm income/FTE (£)	9,563	7,258	6,151	7,510	6,101	2,939	7,266	8,772	7,304	
Balance Sheets (All Tenures)	Net worth (£) closing valuation (CV)	667,684	1,035,283	1,064,015	1,875,556	1,935,564	1,840,884	1,122,445	1,525,734	1,259,107
	Liabilities as % of assets (CV)	5.8	10	12	8	8	13	10	10	9
Hourly income	Average hourly income (£)	4.88	9.39	8.67	6.37	10.50	17.84	9.17	3.74	8.18
	Minimum agricultural wage (£)	7.03	7.03	7.03	7.03	7.03	7.03	7.03	7.03	7.03
	Average hourly income as % of MAW	69.4	133.5	123.3	90.7	149.4	253.8	130.4	53.2	116.3
Quartiles	FBI upper quartile (£)	36,372	63,273	86,434	66,390	69,022	161,086	68,203	46,426	73,640
	FBI lower quartile (£)	-6,899	-10,389	-274	-31,648	-6,249	14	-6,730	-28,191	-13,596
	Output:Input ratio upper quartile	1.44	1.40	1.39	1.31	1.28	1.33	1.39	1.29	1.34
	Output:Input ratio lower quartile	0.93	0.92	1.00	0.85	0.97	1.00	0.93	0.88	0.92

Full-Time equivalent (FTE) is 1,900 hours.

Off farm Income is only collected for farmers and their spouse as the midpoint of the range in which their income falls.

The minimum agricultural wage (MAW) is the weighted average for 2014 calendar year.

Table 3: Percentage distribution of farms according to farm business incomes, 2014-15

Type of farm	Farm Business Income in 2014/15								
	Less than £0	£0 to £4,999	£5,000 to £9,999	£10,000 to £19,999	£20,000 to £29,999	£30,000 to £39,999	£40,000 to £49,999	£50,000 to £99,999	£100,000 and over
Specialist Sheep (LFA)	24.0	14.5	6.1	32.0	10.9	5.8	3.9	1.3	1.3
Specialist Beef (LFA)	16.6	6.3	5.9	23.6	13.3	13.4	3.7	11.7	5.5
Cattle and Sheep (LFA)	15.1	6.9	17.6	10.3	15.1	10.3	7.8	14.2	2.6
Cereals	32.6	6.4	7.5	13.2	10.5	11.1	4.1	9.3	5.4
General cropping	15.2	9.5	4.1	19.3	12.4	13.5	6.7	15.6	3.7
Dairy	5.7	1.9	5.6	11.4	5.7	13.2	11.3	28.3	17.0
Lowground cattle and sheep	35.8	4.2	2.5	23.3	11.8	0.0	2.6	9.4	10.5
Mixed	28.3	6.6	14.9	11.4	8.3	18.2	4.4	7.9	0.0
All farm types	22	8	8	20	11	11	5	10	5

Table 4a: Average cropping and stocking, output, inputs, and Farm Business Income by type of farm : 2014-15

Type of farm	Specialist Sheep (LFA)	Specialist Cattle (LFA)	Cattle and sheep (LFA)	Cereals
Number of farms in sample	38	135	54	65
Average size of business (SLR)	3	2	4	2
Average size of farm (hectares)	721	202	609	166
Area of cereals (hectares)	0	10	3	114
Area of potatoes (hectares)	0	0	0	0
Area of oilseed rape (hectares)	0	0	0	14
Area of other crops (hectares)	0	0	0	4
Area of fodder	0	3	2	2
Area of grass	63	114	120	27
Number of ewes	585	184	671	22
Number of suckler cows	6	86	54	6
Number of dairy cows	0	3	0	0
<i>Output yield per dairy cow (ltrs)</i>				
<i>Revenue value pence per litre</i>				
Number of other cattle	9	133	74	24
Headcount of unpaid workers	1.8	1.9	2.0	1.8
Number of unpaid workers (FTE)	1.3	1.4	1.6	1.3
Average output £ per farm				
Total crop output	1,300	8,288	2,510	130,560
Total livestock output	40,434	105,652	97,723	14,990
Miscellaneous output	13,377	8,773	9,863	18,213
Total average output	55,111	122,713	110,095	163,764
Subsidy and Payments	33,209	47,191	52,658	33,180
Average inputs - £ per farm				
Crop expenses	4,240	18,835	12,177	61,306
Livestock expenses	20,765	44,274	46,807	8,467
Other fixed costs	52,398	82,199	78,809	119,778
Total average inputs	77,403	145,309	137,794	189,550
Diversification Margin	855	1,083	1,226	8,837
of which: Diversification Output	2,273	4,981	5,336	14,224
Diversification Input	1,419	3,898	4,110	5,387
FARM BUSINESS INCOME (FBI)	11,772	25,678	26,185	16,231
FBI per unpaid worker (FTE)	9,269	17,832	16,468	12,112
Output:Input ratio (including subsidies)	1.2	1.2	1.2	1.1
Output:Input ratio (excluding subsidies)	0.7	0.9	0.8	0.9
Off farm income (OFI)	12,145	10,451	9,780	10,063
OFI per unpaid worker (FTE)	9,563	7,258	6,151	7,510

Table 4b: Average cropping and stocking, output, inputs, and Farm Business Income by type of farm : 2014-15

Type of farm	General Cropping	Dairy	Lowland Cattle and	Mixed	All Farm Types
Number of farms in sample	58	47	29	72	498
Average size of business (SLR)	3	5	3	2	3
Average size of farm (hectares)	166	153	135	175	319
Area of cereals (hectares)	96	8	16	69	34
Area of potatoes (hectares)	14	0	0	1	1
Area of oilseed rape (hectares)	7	0	0	3	2
Area of other crops (hectares)	8	1	0	1	1
Area of fodder	2	7	4	3	2
Area of grass	33	126	101	77	84
Number of ewes	25	17	226	90	254
Number of suckler cows	9	1	51	42	39
Number of dairy cows	0	167	0	1	13
<i>Output yield per dairy cow (ltrs)</i>		7,221			
<i>Revenue value pence per litre</i>		29.83			
Number of other cattle	34	202	150	119	90
Headcount of unpaid workers	2.0	2.4	2.1	2.1	2.0
Number of unpaid workers (FTE)	1.4	2.0	1.5	1.6	1.5
Average output £ per farm					
Total crop output	148,268	9,708	12,872	65,839	38,208
Total livestock output	22,477	434,294	109,485	87,381	98,331
Miscellaneous output	23,131	9,157	9,157	11,587	12,188
Total average output	193,877	453,158	131,514	164,808	148,726
Subsidy and Payments	33,152	36,033	36,746	38,950	39,885
Average inputs - £ per farm					
Crop expenses	60,270	32,266	19,526	43,588	27,653
Livestock expenses	11,125	196,974	48,037	37,343	44,148
Other fixed costs	134,034	190,836	76,765	114,054	96,154
Total average inputs	205,430	420,075	144,327	194,985	167,955
Diversification Margin	5,336	-644	1,681	2,734	2,334
of which: Diversification Output	9,584	4,761	4,462	5,059	5,751
Diversification Input	4,248	5,405	2,781	2,326	3,417
FARM BUSINESS INCOME (FBI)	26,935	68,471	25,613	11,506	22,991
FBI per unpaid worker (FTE)	19,952	33,896	17,424	7,102	15,534
Output:Input ratio (including subsidies)	1.1	1.2	1.2	1.1	1.1
Output:Input ratio (excluding subsidies)	1.0	1.1	0.9	0.9	0.9
Off farm income (OFI)	8,236	5,937	10,682	14,210	10,810
OFI per unpaid worker (FTE)	6,101	2,939	7,266	8,772	7,304

Table 5: Percentage distribution of farms according to farm business incomes per unpaid labour (FTE), relative to the minimum agricultural wage (MAW): 2014-15

Type of farm	Farm Business Income in 2014/15					
	<£0	≥£0 <MAW	≥MAW <2 x MAW	≥2 x MAW <5 x MAW	≥5 x MAW <10 x MAW	≥10 x MAW
Specialist sheep (LFA)	26.3	29.0	26.3	15.8	2.6	0.0
Specialist cattle (LFA)	15.6	28.9	28.2	18.5	7.4	1.5
Cattle and sheep (LFA)	9.3	29.6	37.0	20.4	3.7	0.0
Cereals	30.8	23.1	20.0	15.4	9.2	1.5
General cropping	19.0	25.9	15.5	27.6	8.6	3.5
Dairy	6.4	23.4	10.6	44.7	12.8	2.1
Lowground cattle and sheep	31.0	31.0	17.2	13.8	3.5	3.5
Mixed	27.8	26.4	31.9	12.5	1.4	0.0
All farm types	19.9	27.1	24.7	20.5	6.4	1.4

Minimum Agricultural Wage is £7.03 per hour

≥ greater than or equal to

< less than

Table 6a: Farm business income, outputs and inputs performance bands by quartile: 2014-15

Type of farm	Specialist Sheep (LFA)			Specialist Cattle (LFA)		
	Lower 25%	Average	Upper 25%	Lower 25%	Average	Upper 25%
Performance band						
Number of farms in sample	10	38	10	34	135	34
Average size of business (SLR)	3	3	4	2	2	3
Average size of farm (hectares)	631	721	1008	314	202	209
Area of cereals (hectares)	1	0	0	4	10	9
Area of potatoes (hectares)	0	0	0	0	0	0
Area of oilseed rape (hectares)	0	0	0	0	0	0
Area of other crops (hectares)	0	0	0	0	0	0
Area of fodder	1	0	0	2	3	4
Area of grass	41	63	128	108	114	133
Number of ewes	538	585	744	205	184	192
Number of suckler cows	9	6	6	69	86	99
Number of dairy cows	0	0	0	0	3	3
<i>Output yield per dairy cow (ltrs)</i>						
<i>Revenue value pence per litre</i>						
Number of other cattle	12	9	15	107	133	172
Headcount of unpaid workers	1.8	1.8	2.2	2.1	1.9	1.7
Number of unpaid workers (FTE)	1.4	1.3	1.6	1.7	1.4	1.3
Average output £ per farm						
Total crop output	1,242	1,300	1,515	6,219	8,288	6,593
Total livestock output	35,083	40,434	61,754	71,000	105,652	136,467
Miscellaneous output	24,179	13,377	9,641	4,443	8,773	12,229
Total average output	60,504	55,111	72,910	81,662	122,713	155,289
Subsidy and Payments	23,923	33,209	44,268	39,177	47,191	63,319
Average inputs - £ per farm						
Crop expenses	4,278	4,240	4,105	13,443	18,835	21,980
Livestock expenses	20,213	20,765	22,771	37,816	44,274	48,859
Other fixed costs	68,296	52,398	55,252	77,788	82,199	88,179
Total average inputs	92,787	77,403	82,127	129,047	145,309	159,019
Diversification Margin	1,461	855	1,322	-2,180	1,083	3,684
of which: Diversification Output	2,290	2,273	7,811	1,464	4,981	5,412
Diversification Input	829	1,419	6,490	3,644	3,898	1,727
FARM BUSINESS INCOME (FBI)	-6,899	11,772	36,372	-10,389	25,678	63,273
FBI per unpaid worker (FTE)	-5,073	9,269	23,315	-6,005	17,832	47,574
Output:Input ratio (including subsid	0.9	1.2	1.4	0.9	1.2	1.4
Output:Input ratio (excluding subsi	0.7	0.7	0.9	0.6	0.9	1.0
Off farm income (OFI)	12,696	12,145	24,818	6,317	10,451	6,123
OFI per unpaid worker (FTE)	9,335	9,563	15,909	3,652	7,258	4,604

Table 6b: Farm business income, outputs and inputs performance bands by quartile: 2014-15

Type of farm	Cattle and sheep (LFA)			Cereals		
	Lower 25%	Average	Upper 25%	Lower 25%	Average	Upper 25%
Performance band						
Number of farms in sample	14	54	14	17	65	17
Average size of business (SLR)	4	4	7	2	2	2
Average size of farm (hectares)	703	609	1221	173	166	181
Area of cereals (hectares)	5	3	5	117	114	126
Area of potatoes (hectares)	0	0	0	0	0	0
Area of oilseed rape (hectares)	0	0	0	17	14	21
Area of other crops (hectares)	0	0	0	3	4	2
Area of fodder	4	2	4	1	2	2
Area of grass	100	120	221	30	27	27
Number of ewes	605	671	1151	4	22	26
Number of suckler cows	51	54	94	8	6	8
Number of dairy cows	0	0	0	0	0	0
<i>Output yield per dairy cow (ltrs)</i>						
<i>Revenue value pence per litre</i>						
Number of other cattle	81	74	141	28	24	22
Headcount of unpaid workers	1.8	2.0	2.5	1.6	1.8	2.1
Number of unpaid workers (FTE)	1.6	1.6	2.2	1.3	1.3	1.4
Average output £ per farm						
Total crop output	4,053	2,510	4,778	112,585	130,560	161,834
Total livestock output	99,266	97,723	197,009	14,761	14,990	16,784
Miscellaneous output	2,667	9,863	10,598	16,414	18,213	37,816
Total average output	105,986	110,095	212,385	143,760	163,764	216,434
Subsidy and Payments	46,991	52,658	91,547	31,697	33,180	39,690
Average inputs - £ per farm						
Crop expenses	13,436	12,177	22,833	62,959	61,306	70,444
Livestock expenses	50,491	46,807	77,305	11,122	8,467	8,700
Other fixed costs	85,324	78,809	124,272	137,130	119,778	136,526
Total average inputs	149,251	137,794	224,410	211,211	189,550	215,670
Diversification Margin	-3,998	1,226	6,912	4,107	8,837	25,937
of which: Diversification Output	2,321	5,336	12,682	11,764	14,224	35,054
Diversification Input	6,319	4,110	5,770	7,657	5,387	9,117
FARM BUSINESS INCOME (FBI)	-274	26,185	86,434	-31,648	16,231	66,390
FBI per unpaid worker (FTE)	-171	16,468	39,832	-25,117	12,112	47,763
Output:Input ratio (including subsid	1.0	1.2	1.4	0.9	1.1	1.3
Output:Input ratio (excluding subsi	0.7	0.8	1.0	0.7	0.9	1.1
Off farm income (OFI)	12,874	9,780	12,307	11,047	10,063	2,592
OFI per unpaid worker (FTE)	8,046	6,151	5,671	8,767	7,510	1,865

Table 6c: Farm business income, outputs and inputs performance bands by quartile: 2014-15

Type of farm	General Cropping			Dairy		
Performance band	Lower 25%	Average	Upper 25%	Lower 25%	Average	Upper 25%
Number of farms in sample	15	58	15	12	47	12
Average size of business (SLR)	3	3	3	5	5	6
Average size of farm (hectares)	157	166	176	162	153	180
Area of cereals (hectares)	92	96	106	10	8	6
Area of potatoes (hectares)	13	14	14	0	0	0
Area of oilseed rape (hectares)	8	7	9	0	0	0
Area of other crops (hectares)	9	8	7	3	1	0
Area of fodder	3	2	1	6	7	12
Area of grass	26	33	32	123	126	153
Number of ewes	17	25	32	34	17	10
Number of suckler cows	9	9	9	2	1	0
Number of dairy cows	0	0	0	163	167	211
<i>Output yield per dairy cow (ltrs)</i>				6,397	7,221	7,834
<i>Revenue value pence per litre</i>				28.12	29.83	31.63
Number of other cattle	24	34	29	176	202	254
Headcount of unpaid workers	2.0	2.0	2.0	2.2	2.4	2.9
Number of unpaid workers (FTE)	1.5	1.4	1.6	1.8	2.0	2.4
Average output £ per farm						
Total crop output	131,901	148,268	173,345	12,927	9,708	7,112
Total livestock output	16,530	22,477	32,685	370,274	434,294	584,078
Miscellaneous output	18,784	23,131	62,204	6,093	9,157	8,190
Total average output	167,215	193,877	268,233	389,294	453,158	599,381
Subsidy and Payments	27,464	33,152	33,108	31,754	36,033	51,928
Average inputs - £ per farm						
Crop expenses	57,196	60,270	68,337	36,819	32,266	35,746
Livestock expenses	8,009	11,125	19,238	186,840	196,974	237,493
Other fixed costs	136,274	134,034	161,029	197,040	190,836	215,017
Total average inputs	201,479	205,430	248,604	420,699	420,075	488,256
Diversification Margin	552	5,336	16,285	-335	-644	-1,967
of which: Diversification Output	2,009	9,584	22,909	6,043	4,761	2,510
Diversification Input	1,457	4,248	6,625	6,378	5,405	4,477
FARM BUSINESS INCOME (FBI)	-6,249	26,935	69,022	14	68,471	161,086
FBI per unpaid worker (FTE)	-4,310	19,952	43,139	8	33,896	66,291
Output:Input ratio (including subsid	1.0	1.1	1.3	1.0	1.2	1.3
Output:Input ratio (excluding subsi	0.8	1.0	1.1	0.9	1.1	1.2
Off farm income (OFI)	9,535	8,236	6,894	9,047	5,937	4,361
OFI per unpaid worker (FTE)	6,576	6,101	4,309	4,998	2,939	1,795

Table 6d: Farm business income, outputs and inputs performance bands by quartile: 2014-15

Type of farm	Lowland Cattle and Sheep			Mixed		
Performance band	Lower 25%	Average	Upper 25%	Lower 25%	Average	Upper 25%
Number of farms in sample	8	29	8	18	72	18
Average size of business (SLR)	2	3	3	2	2	2
Average size of farm (hectares)	92	135	167	202	175	133
Area of cereals (hectares)	4	16	21	69	69	63
Area of potatoes (hectares)	0	0	0	2	1	1
Area of oilseed rape (hectares)	0	0	0	4	3	2
Area of other crops (hectares)	0	0	0	1	1	0
Area of fodder	3	4	4	3	3	2
Area of grass	76	101	124	76	77	58
Number of ewes	231	226	179	80	90	47
Number of suckler cows	39	51	71	46	42	26
Number of dairy cows	1	0	0	0	1	4
<i>Output yield per dairy cow (ltrs)</i>						
<i>Revenue value pence per litre</i>						
Number of other cattle	87	150	186	117	119	124
Headcount of unpaid workers	2.1	2.1	1.4	2.0	2.1	2.2
Number of unpaid workers (FTE)	1.3	1.5	1.3	1.8	1.6	1.4
Average output £ per farm						
Total crop output	3,371	12,872	23,792	68,782	65,839	56,442
Total livestock output	60,239	109,485	167,000	75,675	87,381	108,764
Miscellaneous output	3,878	9,157	5,153	14,443	11,587	7,452
Total average output	67,488	131,514	195,945	158,900	164,808	172,658
Subsidy and Payments	27,773	36,746	41,725	39,002	38,950	31,307
Average inputs - £ per farm						
Crop expenses	11,088	19,526	26,577	46,195	43,588	34,256
Livestock expenses	34,549	48,037	60,865	36,003	37,343	42,659
Other fixed costs	56,483	76,765	88,114	147,794	114,054	82,508
Total average inputs	102,120	144,327	175,557	229,992	194,985	159,423
Diversification Margin	130	1,681	6,091	3,899	2,734	1,884
of which: Diversification Output	871	4,462	10,246	4,672	5,059	4,319
Diversification Input	742	2,781	4,155	773	2,326	2,434
FARM BUSINESS INCOME (FBI)	-6,730	25,613	68,203	-28,191	11,506	46,426
FBI per unpaid worker (FTE)	-5,299	17,424	53,284	-15,927	7,102	32,466
Output:Input ratio (including subsid	0.9	1.2	1.4	0.9	1.1	1.3
Output:Input ratio (excluding subsi	0.7	0.9	1.2	0.7	0.9	1.1
Off farm income (OFI)	19,799	10,682	3,725	13,992	14,210	3,898
OFI per unpaid worker (FTE)	15,590	7,266	2,910	7,905	8,772	2,726

Table 6e: Farm business income, outputs and inputs performance bands by quartile: 2014-15

Type of farm	All Farm Types		
	Lower 25%	Average	Upper 25%
Performance band			
Number of farms in sample	125	498	125
Average size of business (SLR)	3	3	4
Average size of farm (hectares)	278	319	541
Area of cereals (hectares)	33	34	38
Area of potatoes (hectares)	1	1	1
Area of oilseed rape (hectares)	3	2	5
Area of other crops (hectares)	2	1	1
Area of fodder	3	2	3
Area of grass	78	84	104
Number of ewes	230	254	492
Number of suckler cows	35	39	54
Number of dairy cows	14	13	14
<i>Output yield per dairy cow (ltrs)</i>			
<i>Revenue value pence per litre</i>			
Number of other cattle	80	90	130
Headcount of unpaid workers	1.9	2.0	2.3
Number of unpaid workers (FTE)	1.6	1.5	1.7
Average output £ per farm			
Total crop output	36,998	38,208	47,996
Total livestock output	86,023	98,331	149,494
Miscellaneous output	10,130	12,188	19,856
Total average output	133,152	148,726	217,345
Subsidy and Payments	33,553	39,885	65,020
Average inputs - £ per farm			
Crop expenses	28,182	27,653	33,667
Livestock expenses	47,882	44,148	59,916
Other fixed costs	104,951	96,154	121,834
Total average inputs	181,015	167,955	215,417
Diversification Margin	714	2,334	6,692
of which: Diversification Output	3,234	5,751	12,738
Diversification Input	2,520	3,417	6,046
FARM BUSINESS INCOME (FBI)	-13,596	22,991	73,640
FBI per unpaid worker (FTE)	-8,605	15,534	42,322
Output:Input ratio (including subsid	0.9	1.1	1.3
Output:Input ratio (excluding subsi	0.7	0.9	1.0
Off farm income (OFI)	12,055	10,810	6,763
OFI per unpaid worker (FTE)	7,630	7,304	3,887

Table 7: Farm Business Income by Cost Centres: 2013-15

		Cost Centre (£ per Farm)											
		Agriculture		Agri-environment		Diversification		Contracting		Direct Payment		Farm Business (£ per Farm)	
		2013/14	2014/15	2013/14	2014/15	2013/14	2014/15	2013/14	2014/15	2013/14	2014/15	2013/14	2014/15
Specialist sheep (LFA)	Total Output	56,161	44,694	13,266	15,125	4,603	2,273	4,386	10,617	22,875	17,885	101,292	90,593
	Total Costs	71,906	69,779	195	400	1,036	1,419	3,440	7,166	37	58	76,614	78,821
	Farm Business Income	-15,745	-25,085	13,072	14,725	3,567	855	946	3,451	22,839	17,827	24,678	11,772
Specialist cattle (LFA)	Total Output	126,181	116,717	11,836	11,460	4,105	4,981	4,673	6,033	43,062	35,693	189,858	174,884
	Total Costs	158,659	141,417	411	340	2,997	3,898	2,621	3,468	79	83	164,766	149,207
	Farm Business Income (d)	-32,478	-24,700	11,425	11,120	1,109	1,083	2,052	2,566	42,983	35,610	25,091	25,678
Cattle and sheep (LFA)	Total Output	105,415	104,161	18,409	17,780	4,483	5,336	8,736	6,108	40,807	34,705	177,849	168,089
	Total Costs	143,532	134,630	804	587	3,436	4,110	3,872	2,528	215	49	151,860	141,904
	Farm Business Income (d)	-38,117	-30,469	17,605	17,193	1,046	1,226	4,863	3,579	40,592	34,657	25,989	26,185
Cereals	Total Output	166,874	152,075	2,636	1,922	12,697	14,224	14,206	11,744	37,573	31,203	233,987	211,168
	Total Costs	192,597	182,328	224	204	5,668	5,387	9,535	6,985	81	33	208,105	194,937
	Farm Business Income (d)	-25,723	-30,253	2,413	1,718	7,030	8,837	4,671	4,759	37,492	31,170	25,882	16,231
General cropping	Total Output	210,321	178,751	2,347	2,672	17,321	9,584	15,705	15,178	35,012	30,428	280,705	236,613
	Total Costs	223,446	195,209	288	781	10,857	4,248	10,172	9,384	83	55	244,845	209,678
	Farm Business Income (d)	-13,125	-16,458	2,059	1,891	6,464	5,336	5,533	5,794	34,929	30,373	35,861	26,935
Dairy	Total Output	472,160	449,663	2,698	2,421	4,657	4,761	4,378	3,495	41,771	33,611	525,665	493,952
	Total Costs	440,978	418,641	548	183	3,465	5,405	1,472	1,220	61	32	446,522	425,481
	Farm Business Income (d)	31,182	31,022	2,152	2,238	1,192	-644	2,906	2,275	41,710	33,580	79,142	68,471
Lowland cattle and sheep	Total Output	140,363	130,210	3,328	3,273	2,825	4,462	914	1,311	38,571	33,466	186,000	172,722
	Total Costs	158,262	143,168	171	109	2,724	2,781	397	829	204	221	161,760	147,108
	Farm Business Income (d)	-17,899	-12,959	3,155	3,164	100	1,681	516	482	38,367	33,245	24,240	25,613
Mixed	Total Output	212,086	156,665	4,277	4,162	5,774	5,059	10,300	8,217	48,780	34,714	281,216	208,817
	Total Costs	242,430	188,847	159	172	2,618	2,325	5,505	5,890	47	77	250,758	197,311
	Farm Business Income (d)	-30,344	-32,181	4,118	3,990	3,156	2,733	4,795	2,327	48,734	34,637	30,457	11,506
All types	Total Output	163,801	140,854	8,268	8,804	7,075	5,751	7,979	7,958	38,160	30,996	225,282	194,363
	Total Costs	185,115	162,664	333	336	4,000	3,417	4,782	4,883	86	73	194,315	171,372
	Farm Business Income (d)	-21,314	-21,810	7,935	8,468	3,074	2,334	3,198	3,075	38,073	30,924	30,967	22,991

Table 8: Number of diversified activities and average income in FAS sample 2010-11 to 2014-15

	2010-11		2011-12		2012-13		2013-14		2014-15	
	Number	Average Income (£)	Number	Average Income (£)	Number	Average Income (£)	Number	Average Income (£)	Number	Average Income (£)
All	305	5,996	333	5,403	371	3,816	379	3,928	420	3,386
Processing and retailing of farm produce	11	296	7	4,365	7	6,463	8	3,386	3	5,590
Recreation	19	2,229	19	1,569	13	1,544	12	1,904	16	1,689
Renting out buildings - not including tourist accommodation	173	6,087	166	6,715	165	5,919	164	5,946	173	6,459
Tourist Accommodation and Catering	16	-1,304	16	4,373	16	1,765	17	1,186	17	-613
Mobile Phone Masts	23	6,856	25	6,539	23	7,225	26	7,161	24	8,674
Wind Turbines	28	4,896	29	1,061	37	-6,523	40	-891	45	1,554
Micro Electric Generation	n/a	n/a	n/a	n/a	38	-3,402	50	-927	71	-3,012
Other Miscellaneous receipts	35	13,035	59	7,080	72	7,638	62	5,471	71	2,917

n/a - micro electric generation was not recorded as a separate category until 2011-12

Table 9: Diversified activity and incomes (matched sample): 2010-11 to 2014-15

	2010-11	2011-12	2012-13	2013-14	2014-15
Total number of farms in matched sample	420	420	420	420	420
Percentage of farms engaged in diversified activity	46%	52%	56%	57%	65%
Average number of diversified activities on farms with any diversified activity	1.3	1.3	1.5	1.5	1.5
Average diversified income of farms with diversified activity	£8,282.40	£7,467	£5,901	£5,791	£5,349
Average diversified income of farms with diversified activity (% of FBI)	15%	13%	17%	16%	15%
Average FBI of farms with diversified activity	£55,377	£59,020	£34,764	£35,558	£36,013
Average FBI of farms without diversified activity	£43,115	£43,544	£30,996	£27,333	£21,336

Table 10a: Average opening and closing balance sheets by tenure and type of farm: 2014-15

Tenure of farm	Type of farm	Specialist sheep (LFA)		Specialist cattle (LFA)		Cattle and sheep (LFA)		Cereals		General cropping	
		Valuation (£/farm)		Valuation (£/farm)		Valuation (£/farm)		Valuation (£/farm)		Valuation (£/farm)	
		Opening	Closing	Opening	Closing	Opening	Closing	Opening	Closing	Opening	Closing
Owner-occupied farms	Sample Size	20		57		20		32		22	
	Total assets	957,858	961,846	1,259,273	1,284,790	1,781,736	1,800,629	2,439,238	2,465,059	2,299,953	2,357,009
	Total external liabilities	48,492	48,404	112,108	112,147	184,170	181,912	193,100	194,460	147,484	178,269
	Net worth	909,366	913,442	1,147,165	1,172,643	1,597,566	1,618,717	2,246,138	2,270,599	2,152,468	2,178,740
	<i>Liabilities as a percentage of assets</i>	5.1	5.0	8.9	8.7	10.3	10.1	7.9	7.9	6.4	7.6
Tenanted farms	Sample Size	5		34		16		11		10	
	Total assets	247,175	240,345	399,032	392,764	350,763	347,447	299,121	301,199	381,848	360,052
	Total external liabilities	14,055	13,249	73,377	75,676	53,341	50,331	53,394	56,883	64,694	63,906
	Net worth	233,121	227,096	325,655	317,088	297,422	297,117	245,727	244,316	317,154	296,146
	<i>Liabilities as a percentage of assets</i>	5.7	5.5	18.4	19.3	15.2	14.5	17.9	18.9	16.9	17.7
Mixed tenure farms	Sample Size	13		42		18		19		22	
	Total assets	738,288	757,497	1,338,228	1,372,532	1,163,281	1,241,573	1,940,153	1,937,516	2,630,750	2,664,018
	Total external liabilities	66,293	72,319	125,262	141,534	160,638	197,175	159,617	170,704	278,715	300,609
	Net worth	671,995	685,177	1,212,967	1,230,998	1,002,644	1,044,398	1,780,536	1,766,812	2,352,035	2,363,409
	<i>Liabilities as a percentage of assets</i>	9.0	9.5	9.4	10.3	13.8	15.9	8.2	8.8	10.6	11.3
All Tenures	Sample Size	38		133		54		62		54	
	Total assets	705,726	708,462	1,124,345	1,145,798	1,181,829	1,205,675	2,025,792	2,044,394	2,071,834	2,114,364
	Total external liabilities	40,237	40,777	107,540	110,514	136,147	141,660	166,007	168,838	153,745	178,800
	Net worth	665,488	667,684	1,016,805	1,035,283	1,045,683	1,064,015	1,859,786	1,875,556	1,918,090	1,935,564
	<i>Liabilities as a percentage of assets</i>	5.7	5.8	9.6	9.6	11.5	11.7	8.2	8.3	7.4	8.5

Table 10b: Average opening and closing balance sheets by tenure and type of farm: 2014-15

Tenure of farm	Type of farm	Dairy		Lowland cattle and sheep		Mixed		All farm types	
		Valuation (£/farm)		Valuation (£/farm)		Valuation (£/farm)		Valuation (£/farm)	
		Opening	Closing	Opening	Closing	Opening	Closing	Opening	Closing
Owner-occupied farms	Sample Size	21		11		25		208	
	Total assets	2,177,151	2,216,185	1,350,837	1,373,301	1,935,528	1,933,592	1,659,430	1,679,409
	Total external liabilities	270,263	261,701	117,726	117,649	147,687	138,929	138,162	138,174
	Net worth	1,906,888	1,954,484	1,233,112	1,255,652	1,787,841	1,794,663	1,521,268	1,541,235
	<i>Liabilities as a percentage of assets</i>	12.4	11.8	8.7	8.6	7.6	7.2	8.3	8.2
Tenanted farms	Sample Size	c		5		11		95	
	Total assets	c	c	407,539	403,396	396,123	374,949	357,975	350,035
	Total external liabilities	c	c	45,147	46,981	103,649	92,060	60,566	58,294
	Net worth	c	c	362,392	356,414	292,475	282,889	297,409	291,741
	<i>Liabilities as a percentage of assets</i>	c	c	11.1	11.6	26.2	24.6	16.9	16.7
Mixed tenure farms	Sample Size	23		12		33		182	
	Total assets	2,635,686	2,700,964	1,491,557	1,499,367	1,768,305	1,818,905	1,502,636	1,540,174
	Total external liabilities	376,967	406,263	258,394	247,808	334,050	376,105	186,454	206,578
	Net worth	2,258,719	2,294,701	1,233,163	1,251,560	1,434,255	1,442,800	1,316,182	1,333,596
	<i>Liabilities as a percentage of assets</i>	14.3	15.0	17.3	16.5	18.9	20.7	12.4	13.4
All Tenures	Sample Size	47		28		69		485	
	Total assets	2,082,790	2,119,346	1,228,048	1,244,873	1,684,939	1,686,520	1,374,142	1,391,016
	Total external liabilities	283,122	278,462	123,450	122,428	163,783	160,787	129,459	131,909
	Net worth	1,799,668	1,840,884	1,104,598	1,122,445	1,521,156	1,525,734	1,244,682	1,259,107
	<i>Liabilities as a percentage of assets</i>	13.6	13.1	10.1	9.8	9.7	9.5	9.4	9.5

'c' means cell values have been suppressed due to small sample sizes.

Table 11: Trends in NFI (2014-15 prices) by farm type⁽¹⁾

	Specialist sheep (LFA)	Specialist beef (LFA)	Cattle and sheep (LFA)	Cereals	General cropping	Dairy	Lowland cattle and sheep	Mixed	All types
1991-92	13,798	12,190	17,988	10,563	18,516	38,988	16,168	12,799	17,030
1992-93	18,709	17,054	21,848	29,540	28,034	47,706	26,022	25,693	25,806
1993-94	19,558	19,226	24,213	24,614	31,695	52,790	26,640	29,375	27,991
1994-95	16,855	16,825	19,527	29,102	92,625	44,687	21,011	22,681	32,694
1995-06	19,299	19,548	22,717	39,452	63,702	54,244	17,683	33,030	34,386
1996-97	20,236	25,500	28,433	41,395	31,157	46,953	6,018	25,904	30,528
1997-98	10,935	11,305	9,371	8,419	2,223	19,948	5,658	-4,974	8,183
1998-99	3,557	7,294	7,848	6,111	24,312	8,450	-2,641	-3,029	7,459
1999-00	-2,111	7,325	3,093	7,181	326	2,460	3,646	6,676	4,096
2000-01	4,004	9,200	8,342	5,565	7,096	19,321	2,676	9,236	8,448
2001-02	147	18,440	16,263	95	9,157	44,742	23,011	14,690	14,434
2002-03	11,835	27,714	18,704	647	-1,823	11,711	25,897	12,230	13,900
2003-04	12,741	27,152	28,121	22,171	33,004	29,619	26,227	29,184	25,888
2004-05	10,920	23,275	22,432	1,846	8,660	33,340	17,221	18,403	17,481
2005-06	5,841	15,437	14,343	3,746	10,052	26,167	12,018	17,641	13,271
2006-07	2,303	16,831	15,103	24,741	51,329	38,940	28,632	24,771	23,589
2007-08	14,186	19,439	21,879	58,995	73,739	61,957	18,561	30,134	36,246
2008-09	10,275	21,627	23,097	30,455	50,793	72,330	21,645	36,657	32,131
2009-10	21,224	34,984	30,715	-920	2,838	49,943	24,213	20,324	23,049
2010-11	18,173	29,443	33,438	40,355	62,232	68,110	31,711	43,966	38,205
2011-12	21,362	35,926	33,418	46,919	37,057	79,965	23,779	39,715	37,237
2012-13	17,511	20,210	14,553	9,541	39,941	41,378	10,133	22,454	22,183
2013-14	17,849	17,645	20,704	9,463	14,972	81,052	16,092	18,339	21,018
2014-15	5,561	18,745	20,661	-2,374	6,854	70,424	16,942	-222	13,974

(1) Farm Classification groupings were revised in 1993 and re-calculated retrospectively. 1991/92 figures are the first available with the current grouping.

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