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# VERY SMALL FARMS:

An Economic Study

D. J. Ansell, A. K. Giles and J. R. Rendell

11 Special Studies in Agricultural Economics  
Report No 1

1988

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Department of  
Agricultural Economics & Management

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## PREFACE AND ACKNOWLEDGEMENTS

It is appropriate that the first in this new series of Special Studies in Agricultural Economics should be one that has involved all of the Provincial Centres in England, Wales and Northern Ireland, and one that has broken new ground in its subject matter. The country's very small farms may not represent a major part of this country's agriculture in land use or output terms, but those who occupy these farms are a numerically large and significant part of our rural society.

Financed by MAFF and DANI, this study presents the results of the first national attempt to evaluate the role of this particular sector of UK agriculture. It has presented new challenges to those who have conducted and co-ordinated it. The privilege of co-ordination has fallen to this University, which wishes to thank all those who have been involved: members of the planning group responsible for the design of the study; the local co-ordinators and authors; investigational staff at all centres and, here at Reading, the three local authors. Perhaps special mention should be made, however, of John Rendell for the major commitment he has made to the 'mechanics' of designing the recording forms and the accompanying instructions, for handling the flow of data between other centres and Reading, and for writing the programmes which generated the analyses on which this report and local 'feedback' has been based.

Finally, a very special expression of thanks is due to all those small farmers, up and down the country, who, in the midst of their long working hours, found time to put themselves in the unaccustomed situation of talking to agricultural economists. The experience was valued by those who were asking the questions, and, we hope, by those who provided the answers.

Professor J. S. Marsh,  
Head of Department.

## SUMMARY

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1. This study has been carried out by nine universities and colleges in England and Wales and the Department of Agriculture for Northern Ireland. It has been part of the ongoing programme of investigational research into the economics of the agriculture sector that is financed by Government.
2. The study breaks new ground in examining, for the first time, the operations and financial results on those 'very small farms' that, because of their smallness, are not included in the annual Farm Business Survey. The study involved visits to nearly 600 holdings, from which data relating to the 1986 calendar year (or a closely related twelve month period) was obtained.
3. Results and comment are presented in three separate ways: for seven main farming types, from the ten investigating centres and for five European Community regions.
4. The general picture to emerge from this study is that while there are varying motives for the occupants of the holdings to be involved in farming, they cannot, in the main, (especially out of the south of the country) be described as hobby farms. Labour input on the holdings is significant - mainly that of the farmer and spouse - and is generally disproportionate to income being generated. Most time is being spent on the holdings and most income is derived from elsewhere.
5. Although there are some individual holdings that are financially successful, there is no indication that any particular farming system is capable, at this scale, of generating a significant income and no indication that any one farming type is markedly more successful than any other. There are, however, some regional variations, with circumstances in Wales and Northern Ireland looking bleak, both in farming and non-farming income terms.
6. There is no evidence that the holdings surveyed are being intensively farmed in the sense that larger and more conventional small farms often are, nor that the level of capital invested, outside the farm house, is other than relatively low.
7. The study has been a pilot one. It is currently being repeated on the same sample, in slightly modified form, to monitor the situation as it was in 1987, and to permit comparisons between that and the previous year. A development of the study, with a fresh and enlarged sample and some change of emphasis is being planned for a subsequent two years.

## INTRODUCTION

For more than fifty years agricultural economics departments of universities and colleges in various parts of the United Kingdom have been engaged in investigations of one kind and another into the economics of agriculture. This work has been financed by the agricultural Ministries of England and Wales, Scotland and Northern Ireland - and, traditionally, the work has been concerned either with whole-farm profits (the Farm Management Survey, now renamed the Farm Business Survey), or with the economics of individual farm enterprises.

Now, in the last 1980's, new social and economic problems - often with origins and ramifications well beyond our own national boundaries - confront the whole of British agriculture and the rural economy of which it is part. New questions are being asked; new policies are being evolved; and new solutions being sought for new problems.

It is in response to this changing background that the programme of agricultural economic investigations that has evolved in this country is itself undergoing change. There are many signs of this within the detail of the Farm Business Survey, with an increased emphasis on capital aspects of farm businesses and on income generated from non-farming activities. At the same time, the traditional programme of enterprise studies has been broadened to encompass a wider range of topics and the programme renamed with the less restrictive title of Special Studies.

This report is the first one reporting on one of those Special Studies, and in examining in a systematic way the economic circumstances of the nation's 'very small farms', it breaks entirely new ground. Other studies, often outside the programme of work commissioned by Government, have examined various aspects of the small farm sector - sometimes in a particular geographical location and sometimes focussing on particular facets of small farming businesses. At the same time, the nationally conducted Farm Business Survey - with its sample of nearly 4,000 farms - has had a 'cut off' point at the lower end of the size range of 4 British Size Units. BSU's are a measure of size, based on the financial concept of Standard Gross Margins (SGM's) adopted throughout the European Commission. No farm is eligible for inclusion in the FBS that does not have the potential (in terms of its cropping and stocking) to produce in Standard Gross Margin terms the equivalent of 4 British Size Units. In layman's language, this is the size below which a farm business is deemed not to be large enough to provide full-time employment for one person. It is these farms that are excluded from the Farm Business Survey, and about which, although numerically significant (in 1986, around 110,000 of a total number of agricultural holdings of 250,000) so little has hitherto been known. It is these farms, therefore, that have been included in this Very Small Farm Survey; the results from which, combined with those from the FBS, provide, for the first time, a comprehensive picture of the economics of farming in England, Wales and Northern Ireland.

It was against the background of ignorance about these holdings - beyond their existence - that three main objectives were set for this study:-

1. To provide detailed information about the farming activities being practised.
2. To measure levels of farming profitability.
3. To identify other existing kinds of employment and income.

A fourth, secondary but important objective, would follow automatically from the conduct of the necessary survey on a national basis, namely, to identify variations in the results from different regions and from different types of farms.

The absence of any previous financial details about these very small farms, meant that no statistical optimising technique could be used in determining the optimal size and distribution of the sample. Taking account also of the inevitable limitations on the resources with which to mount the study, a 1% sample was therefore chosen with as even a distribution between the six chosen farming types as the known information about the population would allow. At the same time, the sample was distributed across the regions in proportion to the number of farms in the population. The result of this approach was a sample of 400 holdings for three major regions in England, to which was added 75 holdings for Wales and 100 for Northern Ireland. Table I.1 shows the distribution of the population and sample of very small farms by region and type for England and Wales and Table I.2 their distribution between the centres involved in the study.

It was the task of the investigational staff at each participating centre to recruit farmers into the survey and experiences varied in the ease, or lack of it, with which this was done. As in all such surveys co-operation has to be voluntary although the names of those approached were drawn randomly, in accordance with the specified requirements of the sample, from the June 1985 Census. Initial approaches were usually made by an introductory letter and/or a telephone call, followed, where co-operation was agreed, by a visit. Although it varied between regions, the average response rate of just over 40% was regarded as encouraging for a survey of this kind directed towards a sector of farming probably not often involved in such surveys. The main reason for non-co-operation (nearly one third of the total) was simply that the farmer was 'too busy' or 'not interested' - which may have amounted to the same thing. There were others who could not be contacted, some whose farming activities had been clearly wrongly designated and others who for various personal reasons (i.e. ill health, death in the family, imminent retirement) preferred not to take part. Only a very small number (28) refused because they believed that participation 'would not be of benefit to the small farmer'.

Not surprisingly, at this particular end of the farming spectrum, there proved to be some deficiencies in the recruitment lists, both in terms of the believed farming type, but also in terms of scale as defined for this survey. In general the policy was to include all those who were approached and who agreed to take part; but once recruited all farms were re-classified in accordance with actually recorded gross margins (as opposed to the standard gross margin approach of the census), and Table I.3 shows the actual classification of farm, by region and farming type for the 587 holdings eventually included in the survey.

The various characteristics of the survey holdings will be described at the appropriate places as this report unfolds. Suffice to say here, by way of introduction, that the average total area of the holdings was 12.63 hectares (82% owned and 18% rented, with an average

Table I.1: Distribution of the Population and Sample of Small Farms  
by Region and Type of Farming

Region	Northern Region		Eastern Region		Western Region		Wales		England and Wales	
	Type of Farming	Population	Sample	Population	Sample	Population	Sample	Population	Sample	Population
Dairying	313	16	332	16	662	33	456	20	1,763	85
LFA										
Livestock	1,878	48	-	-	629	17	2,639	25	5,146	90
Lowland										
Livestock	4,131	19	6,018	19	9,209	37	4,663	30	24,021	105
Cropping	1,308	16	3,535	32	1,609	17	383	-	6,835	65
Pigs &										
Poultry	1,020	16	1,746	28	1,353	21	458	-	4,579	65
Horticulture	1,015	13	2,701	34	1,430	18	162	-	5,308	65
All Types	9,665	128	14,332	129	14,892	143	8,761	75	47,650	475

Table I.2: Distribution of the Population and Sample of Small Farms  
by Centre

Centre	Number of Holdings in the Population at June 1984	Number of Holdings in the Sample
Newcastle University	2,100	45
Askham Bryan College of Agriculture & Horticulture	3,710	48
Manchester University	6,094	65
Nottingham University	3,535	32
Cambridge University	4,756	48
Wye College	3,548	32
Reading University	7,704	65
Exeter University	7,472	65
University College of Wales, Aberystwyth	8,763	75
Total	47,682	475

Table I.3: Classification Table - Actual Farming Type by Regions

Type: Region	Dairying	LFA L/S	Lowland L/S	Cropping	Pigs	Horti- culture	No Farm Ent.	Not Small Farm	TOTAL
England N.	6	45	37	4	15	9	8	7	131
England E.	6	0	26	26	14	31	14	10	127
England W.	15	18	51	3	17	18	23	4	149
Sub-Total	27	63	114	33	46	58	45	21	407
Wales	16	28	34	2	0	0	0	0	80
Sub-Total	43	91	148	35	46	58	45	21	487
N.Ireland	12	56	16	9	1	1	2	3	100
Total	55	147	164	44	47	59	47	24	587

agriculturally 'utilised area' of 11.8 hectares). Size, of course, varied between farming types from an average of nearly 3 ha for the Horticultural Holdings to nearly 20 ha for the Livestock Holdings in the Less Favoured Areas. Not surprisingly, perhaps, the age distribution of those surveyed was skewed towards the upper years with one quarter of the sample over 65 years of age, more than a half over 50 and nearly three quarters over 35.

The financial information collected from these farmers and their businesses formed a major part of this survey, as it does of this report. Conceptually the approach adopted was close to the methods used in the Farm Business Survey. It was accepted at the outset, however, that investigational staff would be unlikely to find themselves working from audited accounts - if only because of the closeness in time between the accounting period chosen (as close as possible to the calendar year) and the visiting programme starting early in 1987. The data have, therefore, been collected using the 'survey method', i.e. question and answer. The validity of this technique depends greatly on the knowledge and skill of the interviewer. That is especially the case in a sensitive enquiry of this type so that the professionalism of the investigational staff involved, throughout the country, has been a crucial factor in the reliability that can be attached to the data collected, and subsequently, analysed at this University. It will become clear to the reader, especially in the local reports of Section B, that meeting the farmers concerned and other members of their families, and discussing the varied combinations of farming and non-farming activities that have been found, has, for the field workers concerned, been a rich experience. It has not at all times been easy, but many field workers will look back on an experience that has been in sharp contrast to their hitherto more normal investigations into more orthodox elements of farming.

The 1986/87 results, reported here, were in the nature of a pilot survey of a previously undocumented sector of the industry. The variability of the farming seasons, however, always points to the

inadvisability of a single year survey. This study will, therefore, be repeated, with the same sample, in 1988, recording 1987/88 data. Minor changes will exist in the questioning and the Scottish Colleges - unable to participate in the first year - will be taking part, giving a total United Kingdom coverage. The smallness of the sample, however, (half that of the FBS) and the extreme variability of the circumstances that have been encountered have caused government to seek further work in this still relatively unchartered field. Plans are, therefore, in hand for an extension of the study with a fresh, larger sample, for two years following the initial two pilot years.

The main body of this report now follows in three sections: Section A analysing and commenting on the results, nationally, on a farming type basis; Section B offering local provincial comment on local results; and, Section C presenting the data, with minimal comment, for the European Community's regions into which Britain is divided and for which data are available.

It has not been possible, in view of the extent of the data that have been generated by this survey, and the timetable imposed upon the preparation of this report, to have presented more of the results than are contained here. To the inquiring reader, however, who may be seeking that piece of information that he suspects exists, but which he does not find here, we suggest that he asks if we can produce it.

## SECTION A: ANALYSIS OF SURVEY RESULTS BY TYPE OF HOLDING

### Introduction

This section presents financial and other data for the survey, stratified by type of holding. Seven different types of holding have been defined, including one which represents holdings on which there was no agricultural activity controlled by the occupier. In addition to the presentation of the results, which have been summarised in Tables A1 to A7, there are four appendix tables which provide additional information on land, capital and labour used on the surveyed holdings. Appendix Table A4 summarises the results of the survey and makes the additional calculation of 'Occupier's Income'. The Net Farm Income calculation which appears in Tables A1 to A7 is basically the same as the concept used in the Farm Business Survey. The definitions and conventions used in classifying farms into type groups, and in defining concepts, such as occupier's income are given at the end of this report.

### Dairy Holdings

There were 55 dairy holdings in the sample, situated mainly in the West of England, Wales and Northern Ireland. A summary of their activities is shown in Table A.1.

Table A.1: Dairy Holdings Farm and Non-farm Income

Farm Income	£/Holding/Year	%
<b>Output:</b>		
Dairy Products	5,115	78
Beef and Calves	582	10
Sheep	128	2
Pigs	38	-
Poultry	35	-
Crops	194	3
Livestock Subsidies	115	2
Miscellaneous Revenue	346	5
<b>Total Output</b>	<b>6,553</b>	<b>100</b>
<b>Costs:</b>		
Total Variable Costs	3,263	
Total Gross Margin	3,290	
Total Fixed Costs	2,783	
Net Farm Income	507	
Non-farm Income	£/Year	%
Employed	1,796	40
Self-employed	519	12
Unearned	2,049	48
<b>Total</b>	<b>4,364</b>	<b>100</b>
<b>Total Farm and Non-Farm Income</b>	<b>4,871</b>	

It is clear from Table A.1 that farm profitability on dairy holdings is low and that non-farm income contributes 89% of total income. There is some variability in these results across regions, with dairy farms in the East of England showing slightly higher farm and non-farm incomes amounting to just under £10,000, whilst at the other extreme is Northern Ireland, where holdings showed negative farm incomes (-£720) and non-farm income was only £2,610 per holding. The situation in Wales was similar, although the return to agricultural activities was a little higher. Dairy holdings, in the sample, are highly specialised businesses with over 80% of output derived from the dairy herd.

Despite the fact that net farm income was low for farms in this category, labour inputs were relatively high. Family labour inputs were 2,045 hours per year (255 man days) compared with 632 hours (79 man days) allocated to non-farm work.

The total labour inputs in dairy farms were 2,078 hours per holding per year, which can be roughly converted into 260 man days, which is approaching full-time employment for livestock work. This does not, of course, take into account the seasonality of farm work or the need for milking cows twice daily for 365 days of the year. The impact of the latter is strikingly revealed by the much lower quantity of non-farm work undertaken by dairy farmers and their spouses, compared with any of the other farm type groups. The amount of non-farm work undertaken is, however, influenced by demand as well as supply factors. Thus dairy farmers in the East of England worked 1,556 hours off-farm, whilst those in Wales worked only 268 hours, and in Northern Ireland 367 hours. This, of course was reflected in significantly differing levels of non-farm income.

Regional differences are one of the reasons why there are large variations in the results achieved by different holdings. The range in net farm income in the 55 sampled farms was from -£5,589 to £7,412. Whilst the mean value for farm income was £506, the standard error was £2,527. Twenty-one holdings in the sample had negative values for net farm income.

The capital assets belonging to surveyed holdings is shown in Appendix Table A.2. The value of the occupiers' home and the land occupied by the holding (on average, just under 8 hectares) make up 87% of the total capital assets of the occupier. There is, of course, a distinct regional pattern to these figures. The capital value of farm houses in Northern Ireland and Wales were estimated to be only 25% of their value in Eastern England. This is an important consideration in determining the ease of entry and exit from this sector of the economy.

#### Livestock Holdings in Less Favoured Areas

Table A.2 summarises financial data for farms in this category. There were 147 in the sample. Most were in Northern Ireland (56), the North of England (45) and Wales (28).

Table A.2: Livestock Holdings in Less Favoured Areas  
Farm and Non-farm Income

Farm Income	£/Holding/Year	%
<b>Output:</b>		
Dairy Products	21	-
Beef/Calves	2,496	50
Sheep	1,104	22
Pigs	103	2
Poultry	47	1
Other Livestock	54	1
Livestock Subsidies	719	14
Crops	275	5
Miscellaneous Revenue	275	5
Total Output	5,094	100
<b>Costs:</b>		
Total Variable Costs	2,109	
Total Gross Margin	2,985	
Total Fixed Costs	3,077	
Net Farm Income	-91	
Non-farm Income	£/Year	%
Employed	2,990	46
Self-employed	1,655	25
Unearned	1,936	29
Total Non-farm income	6,581	100
Total Farm and Non-farm Income	6,490	

Of the 147 holdings of this type in the sample, 70 made losses. The total range was from -£13,479 to £9,738. The mean was -£91 and the standard error £2,724.

Although most households were heavily dependent on non-farm sources of income, the farm still represented an important part of the total work commitment. (See Appendix Table A.1.) Farmers spent 70% of their total working hours on farm work, and the total labour input on LFA farms was 1,861 hours or 232 man days. A negligible amount of this was paid labour. As in other ways, Northern Ireland provides a contrast with most other regions. There, off-farm work and income are significantly lower than elsewhere.

As might be expected, livestock holdings in Less Favoured Areas occupy more land area than other small farms (see Appendix Table A.3), but output per hectare is low. The sample mean for LFA farms was £270 per hectare, whereas it was £739 for dairy farms.

The capital investment in such farms is shown in Appendix Table A.2. It can be seen from that table that the value of house and land constitute 84% of the total current capital value of the business.

### Lowland Livestock Holdings

Lowland livestock farms are amongst the least profitable in British agriculture. This applies at all scales of operation. Thirty per cent of the small farms surveyed were in the lowland livestock category, and they were scattered generally through the survey area, with some concentration in the West of England. The financial performance of these 164 farms is shown in Table A.3.

Table A.3: Lowland Livestock Holdings Farm and Non-farm Income

Farm Income	£/Holding/Year	%
<b>Output:</b>		
Dairy Products	80	1
Beef and Calves	2,291	43
Sheep	687	13
Pigs	72	1
Poultry	62	1
Other Livestock	414	7
Livestock Subsidies	189	3
Crops	584	9
Miscellaneous Revenue	1,238	22
<b>Total Output</b>	<b>5,617</b>	<b>100</b>
<b>Costs:</b>		
Total Variable Costs	1,863	
Total Gross Margin	3,754	
Total Fixed Costs	3,542	
Net Farm Income	210	
Non-farm Income	£/Year	%
Employed	3,617	33
Self-employed	3,490	32
Unearned	3,727	35
<b>Total Non-farm Income</b>	<b>10,834</b>	<b>100</b>
<b>Total Farm and Non-farm Income</b>	<b>11,044</b>	

Total incomes in this group are higher than in most others. This is mainly a result of a difference in balance between farm and non-farm labour compared, for example, with diarying and LFA livestock farms. Lowland livestock farms tend to work fewer hours on the holding and more hours off it (see Appendix Table A.3). This is a reflection of two forces at work. Firstly, the labour requirements of the system are lower than, for example, for dairying, and the opportunities for non-farm employment better than on LFA farms. Those on lowland livestock farms in Wales and Northern Ireland have fewer off-farm employment opportunities, and their non-farm incomes are lower than elsewhere. They work longer hours on their farms, but this is not matched by an increase in output. Output per total labour hours is £3.9 in Northern England, £4.0 in Eastern

England, and £2.3 in Northern Ireland. The figures suggest that there is a considerable level of under-employment in agriculture in Northern Ireland. Output per hectare (£310/ha) is also considerably lower in Northern Ireland than elsewhere. The highest intensity is achieved in Northern England (£661/ha), and the average for all lowland livestock farms is £535/ha. As a result of these influences, profitability of farms in Northern Ireland (-£904) is lower than elsewhere. Sixty per cent of the total farms in this group made losses. Average net farm income was £210, and the standard error £3,730. The lowest level of recorded profit was -£17,959 and the highest was £15,532.

Table A.3 shows that a considerable proportion of output comes under the heading 'Miscellaneous Revenue'. This is made up of a number of components including rents, hirework and the resale of agricultural produce.

The capital investment in the holdings was found to be principally in the farmhouse and land, which accounted for over 90% of the estimated capital value of the holding, its live and dead stock. Northern Ireland and Wales differ from this pattern to some degree, as a result of the lower asset value of residential property in those regions.

Compared with livestock farms in less favoured areas, lowland livestock farms receive much less revenue in the form of subsidies. The figures are £719/holding for LFA farms, and £189/holding on lowland farms. The only apparent justification for this is that lowland farmers find it easier to obtain non-farm work.

#### Cropping Holdings

There are comparatively few farms in this category and they are nearly all to be found in the east of England and Northern Ireland. There were 44 in total: 26 of which were in Eastern England, 9 in Northern Ireland and the balance scattered through the other regions. As the characteristics of cropping farms in the two regions differ so markedly, the financial data is presented separately for the two groups and then combined together (see Table A.4).

Cropping holdings in the east of England have two major sources of income. One is cereals; the other is agricultural contracting, which accounts for most of the miscellaneous revenue of £6,789. Non-farm income is also relatively high for this group, and almost half of that is self-employed income. This, on the whole, is non-agricultural contracting by the same group of people. The notion that agricultural contracting is a 'farm' activity and a source of 'farm' income is not immediately obvious. The justification is that it uses 'farm' resources in the form of labour and machinery. However, investment in machinery is much higher than in any other type group and reflects the use of these resources for non-farm work.

Another atypical feature of these farms is the rather low input of family labour on the farm: only 629 hours (or 78 man days) for the farmer and 112 hours (or 14 man days) for the spouse. This particular group of farms represents the only situation where the average hours worked off the farm exceeded the hours worked on it.

Table A.4: Cropping Holdings Farm and Non-farm Income

Farm Income	Eastern England £/Holding/Year	%	Northern Ireland £/Holding/Year	%	Total £/Holding	%
<b>Output:</b>						
Cereals	4,127	31	1,341	14	3,528	33
Other Cash Crops	989	8	3,926	42	1,474	13
Horticultural Crops	15	-	0	-	31	-
By-products & Forage	635	5	1,061	11	855	7
Dairying	0	-	0	-	35	-
Beef/Calves	565	4	1,883	20	983	10
Sheep	22	-	640	7	137	1
Pigs	0	-	175	2	82	1
Poultry	15	-	14	-	70	-
Other Livestock	-	-	56	1	12	-
Livestock Subsidies	-	-	158	2	46	-
Miscellaneous Revenue	6,789	52	111	1	3,944	35
Total Output	13,155	100	9,365	100	11,197	100
<b>Costs:</b>						
Total Variable Costs	1,811		3,923		2,452	
Total Gross Margin	11,344		5,442		8,745	
Total Fixed Costs	7,085		4,353		5,873	
Net Income	4,259		1,089		2,872	
Non-farm Income	£/Year	%	£/Year	%	£/Year	%
Employed	2,348	25	639	28	2,272	32
Self-employed	4,146	44	0	-	2,500	35
Unearned	2,872	31	1,611	72	2,397	33
Total	9,366	100	2,250	100	7,169	100
Total Farm & Non-farm Income	13,625		3,339		10,041	

The cropping farms in Northern Ireland are different in most respects. They are larger in area (17 ha as opposed to 11 ha). Their main crop is potatoes, rather than cereals. They are not involved in agricultural contracting to any significant extent. They have higher variable production costs (mainly associated with supplementary livestock enterprises); and, as a consequence of all this, the level of farm profitability is much lower. At the same time, the level of non-farm income is only about one quarter what it is in Eastern England. There is no income from self-employment in this group. The greater dependence on the farm is reflected in the much higher input of labour; 1,652 hours (206 man days) in the case of the farmer and 223 hours (28 man days) on the part of the spouse. If all labour sources are summed, the total of 2,516 hours (315 man days) suggests that these are full-time holdings in the sense of labour requirement, if not in the sense that they are capable of generating an acceptable level of income.

Capital investment on these farms is mainly in the house and land. There is less investment in machinery than on the English cropping farms. In summary, English cropping farms are highly specialised, whereas the Irish ones are a different variant of the 'mixed' smallholding with diversified income sources.

#### Pig and Poultry Holdings

Pig and poultry enterprises have, in historical terms been a staple activity of small farmers, economical as they are in the use of land. The huge, scale economies associated with large scale production levels has, however, forced out the small producers, in a situation where margins have been contracting anyway. The pig cycle and the unprotected nature of poultry production have also played their part. Thus, only 47 pig/poultry holdings were surveyed which represented 8% of the total sample. Their financial performance is set out in Table A.5.

Like most of the other groups, farm income is low and in this case non-farm income accounts for 90% of total income. Labour inputs into the farm are, however, quite high at 1,861 hours (232 man days) per year, and bear no relationship to the income generated

As is the case with most other holdings, most of the capital value rests in the house and land, although in this case the land areas are small (see Appendix Table A.3), and so total land values are lower than in most other categories of holdings. Investment in farm buildings, at £3,144 is higher than for other farm types. A breakdown of the capital structure of these holdings is given in Appendix Table A.2.

All but one of the 47 holdings in this category were located in England. Those in the north displayed a rather different pattern to the rest of the country. They were less dependent on pig and poultry production, and derived a considerable revenue from the resale of agricultural produce. As a result of this, their output was higher, their variable costs lower and their net income higher than elsewhere.

Twenty four of the holdings in this category made losses, the biggest being £7,252. Only 3 holdings made profits of more than £10,000.

#### Horticultural Holdings

The results for horticultural holdings are shown in Table A.6. There were 59 such holdings in the sample, and they were, with one exception, all in England. Indeed over half the sample were in Eastern England. They are highly specialised holdings with 84% of output being generated by horticultural enterprises. These holdings, more than any others, made heavy demands on the farmers' own labour, and that of the spouse, and they used more hired labour (see Appendix Table A.1). The total input of man days was 317. Although they generated a higher Gross Margin than all but cropping farms, their fixed costs were higher and net income was low. Non-farm income made up 90% of total income, whilst 70% of the family labour was used on the holdings.

Table A.5: Pig and Poultry Holdings Farm and Non-farm Income

Farm Income	£/Holdings/Year	%
<b>Output:</b>		
Crops	321	3
Dairying	28	-
Beef/Calving Rearing	448	5
Sheep	236	2
Pigs	3,352	38
Poultry	3,311	36
Other Livestock	81	1
Livestock Subsidies	20	-
Miscellaneous Revenue	1,327	15
Total Output	9,124	100
<b>Costs:</b>		
Variable Costs	5,107	
Total Gross Margin	4,017	
Total Fixed Costs	3,245	
Net Farm Income	772	
 <b>Non-farm Income</b>		
 £/Year		
Employed	6,246	63
Self-employed	1,861	19
Unearned	1,804	18
Total Non-farm Income	9,911	100
Total Farm & Non-farm Income	10,680	

Table A.6: Horticultural Holdings Farm and Non-farm Income

Farm Income	£/Holding/Year	%
<b>Output:</b>		
Horticultural Crops	6,718	84
Other Crops	524	6
Livestock & Livestock Products	83	1
Miscellaneous Revenue	687	9
<b>Total Output</b>	<b>8,017</b>	<b>100</b>
<b>Costs:</b>		
Total Variable Costs	2,839	
Total Gross Margin	5,171	
Total Fixed Costs	4,310	
<b>Net Farm Income</b>	<b>861</b>	
Non-Farm Income	£/Year	%
Employed	4,135	37
Self-employed	4,391	39
Unearned	2,796	24
<b>Total Non-Farm Income</b>	<b>11,323</b>	<b>100</b>
<b>Total Farm &amp; Non-Farm Income</b>	<b>12,184</b>	

The capital values of these holdings were relatively high, mainly because a high proportion were situated in Eastern England.

Horticultural holdings were smallest in terms of land area of all the small farms surveyed (see Appendix Table A.3). The range was from just over 1 hectare in the north of England to 4 hectares in the west.

### Holdings with No Farming Enterprises

Forty seven holdings in the survey proved to have no farming activities at all, except that they sold standing crops of hay or let land for grazing. They were nearly all situated in England. The holdings did not generate a positive net income, but the non-farm income was higher than for any other group. Labour inputs, into the farm were much lower than for any other group. That these are mainly 'hobby' farmers is partially revealed by the fact that the asset value of house and land is much higher than for other groups. A summary of the financial details is given in Table A.7.

Table A.7: Holdings with No Farming Enterprises : Financial Data

	£/Holdings/Year	%
<b>Output:</b>		
By-products and Fodder	967	73
Livestock	4	-
Miscellaneous Revenue	348	27
Total Output	1,319	100
<b>Costs:</b>		
Variable Costs	249	
Total Gross Margin	1,070	
Fixed Costs	1,758	
Net Farm Income	-688	
Non-Farm Income	£/Year	%
Employed	4,274	31
Self-employed	3,940	29
Unearned	5,579	40
Total Non-Farm Income	13,793	100
Total Farm & Non-Farm Income	13,105	

Appendix Table A.1: Labour Hours Allocated to Farm and Non-Farm Work  
(Hours per Year)

Labour on Farm	Dairy- ing	LFA Livestock	Lowland Livestock	Crop- ping	Pigs & Poultry	Horti- culture	No Farm Ents.
Farmer	1,527	1,426	1,102	1,013	1,257	1,398	257
Spouse	289	284	318	136	267	535	68
Unpaid	229	78	196	159	206	107	32
Casual	33	30	42	107	29	234	35
Regular	0	43	122	66	102	263	26
<b>Total</b>	<b>2,078</b>	<b>1,861</b>	<b>1,779</b>	<b>1,481</b>	<b>1,861</b>	<b>2,537</b>	<b>419</b>
<u>Off Farm</u>							
Farmer	402	615	760	795	655	578	586
Spouse	154	266	372	124	447	308	108
Unpaid	76	28	40	139	23	8	0
Casual	0	0	3	95	2	1	0
Regular	0	0	15	190	22	29	32
<b>Total</b>	<b>632</b>	<b>909</b>	<b>1,190</b>	<b>1,343</b>	<b>1,149</b>	<b>925</b>	<b>726</b>
<b>Total Farm &amp; Non-Farm</b>	<b>2,710</b>	<b>2,770</b>	<b>2,969</b>	<b>2,824</b>	<b>3,010</b>	<b>3,462</b>	<b>1,145</b>

Appendix Table A.2: Capital Valuation by Type of Holding

	Dairy- ing	LFA Livestock	Lowland Livestock	Crop- ping	Pigs & Poultry	Horti- culture	No Farm Ents.
House	37,176	32,976	60,649	55,841	63,117	78,092	98,771
Land	26,769	37,424	35,092	38,814	14,093	13,842	29,826
<b>Sub-Total</b>	<b>63,945</b>	<b>70,400</b>	<b>95,731</b>	<b>94,655</b>	<b>77,210</b>	<b>91,934</b>	<b>128,597</b>
Buildings	1,211	2,686	2,370	1,902	3,144	1,596	135
Greenhouses	2	1	2	0	0	1,997	0
Permanent Crops	0	9	34	27	7	128	158
Machinery	2,995	3,036	3,222	9,704	2,187	3,599	1,065
Livestock	4,953	6,511	4,765	2,036	2,744	121	134
<b>Total</b>	<b>73,106</b>	<b>82,642</b>	<b>106,134</b>	<b>108,322</b>	<b>85,292</b>	<b>99,374</b>	<b>130,089</b>
<b>Interest Payments</b>	<b>364</b>	<b>456</b>	<b>905</b>	<b>353</b>	<b>992</b>	<b>1,943</b>	<b>554</b>

Appendix Table A.3: Areas of Holdings in Hectares and System of Tenure  
by Type of Holding

	Dairy- ing	LFA Livestock	Lowland Livestock	Crop- ping	Pigs & Poultry	Horti- culture	No Farm Ents.
<b>Owner-</b>							
Occupied	7.91	16.50	10.66	10.01	3.76	2.67	9.06
Rented	1.88	4.39	1.74	3.92	0.27	0.80	0.29
<b>Part Owner-</b>							
Occupied & Part							
Tenanted	0.00	0.03	0.03	0.00	0.00	0.00	0.00
Share Farming	0.00	0.60	0.00	0.15	0.00	0.00	0.08
<b>Total</b>	<b>9.79</b>	<b>20.92</b>	<b>12.43</b>	<b>14.08</b>	<b>4.03</b>	<b>3.47</b>	<b>9.43</b>

Appendix Table A.4: Summary of Results by Type of Farm

	Dairy-ing	LFA Livestock	Lowland Livestock	Crop- ping	Pigs & Poultry	Horticul- ture	No Farm Ents.	All
No. of Holdings Utilised	55	147	164	44	47	59	47	563
Agricultural Area	9.36	19.88	11.52	13.17	3.54	2.97	8.37	11.80
Gross Output:	£	£	£	£	£	£	£	£
Crops	37	34	72	5,033	86	7,022	0	1,170
By-Products & Forage	157	241	512	855	235	219	967	418
Livestock	6,013	4,544	3,794	1,365	7,475	83	4	3,619
Misc. Revenue	346	275	1,238	3,944	1,327	687	348	986
TOTAL OUTPUT	6,553	5,094	5,617	11,197	9,124	8,011	1,319	6,193
Less:								
Casual Wages	80	99	96	192	58	537	104	147
Livestock								
Variable Costs	2,874	1,566	1,479	727	4,956	92	78	1,607
Crop								
Variable Costs	309	443	287	1,534	92	2,210	67	594
TOTAL GROSS								
MARGIN	3,289	2,985	3,754	8,743	4,017	5,171	1,071	3,844
Less:								
Regular Wages	505	213	637	1,132	842	1,090	122	574
Machinery (Inc. depreciation)	800	985	993	2,560	792	1,258	234	1,042
General Farm Costs	686	634	654	823	742	1,069	323	688
Land & Property	792	1,245	1,258	1,358	870	893	1,079	1,131
NET INCOME	506	-91	212	2,870	772	861	-688	409
Occupiers' Income - Farming	972	654	993	3,593	1,030	1,278	-5	1,063
Occupiers' Income Non-Farming	4,364	6,582	10,834	7,169	9,911	11,324	13,794	9,016
Interest Payments	364	457	905	353	1,036	1,942	554	780
Total Output	700	256	487	805	2,575	2,693	158	525
Gross Margin	352	150	326	664	1,134	1,739	128	326
Net Income	54	-5	18	218	218	290	-82	35
Average Hectare								
Own Labour on Farm	1816	1,710	1,419	1,149	1,523	1,934	325	1,484
Own Labour off Farm	556	881	1,132	919	1,101	887	694	929
Hours per Holding								

## SECTION B: PROVINCIAL REPORTS

### Introduction

Reference has already been made in the Introduction to the practical difficulties of commenting in a coherent way on such a varied set of circumstances as have been embraced by this study. No single presentation of the results could encompass that degree of variety and still offer anything resembling a homogeneous picture. Almost certainly, Section A, based on farming types, comes closest to doing so, but even that approach cannot avoid the wide overlay of varying soils, climate and topography which accompany any one farming type in the United Kingdom. Section C, based on the Regional classifications of the European Community, involving the threefold division of England, plus Wales, Northern Ireland and Scotland (the latter not included in this study) is perhaps the furthest away from providing a meaningful farming classification; especially so far as England is concerned, with its sweeping division into East, West and North.

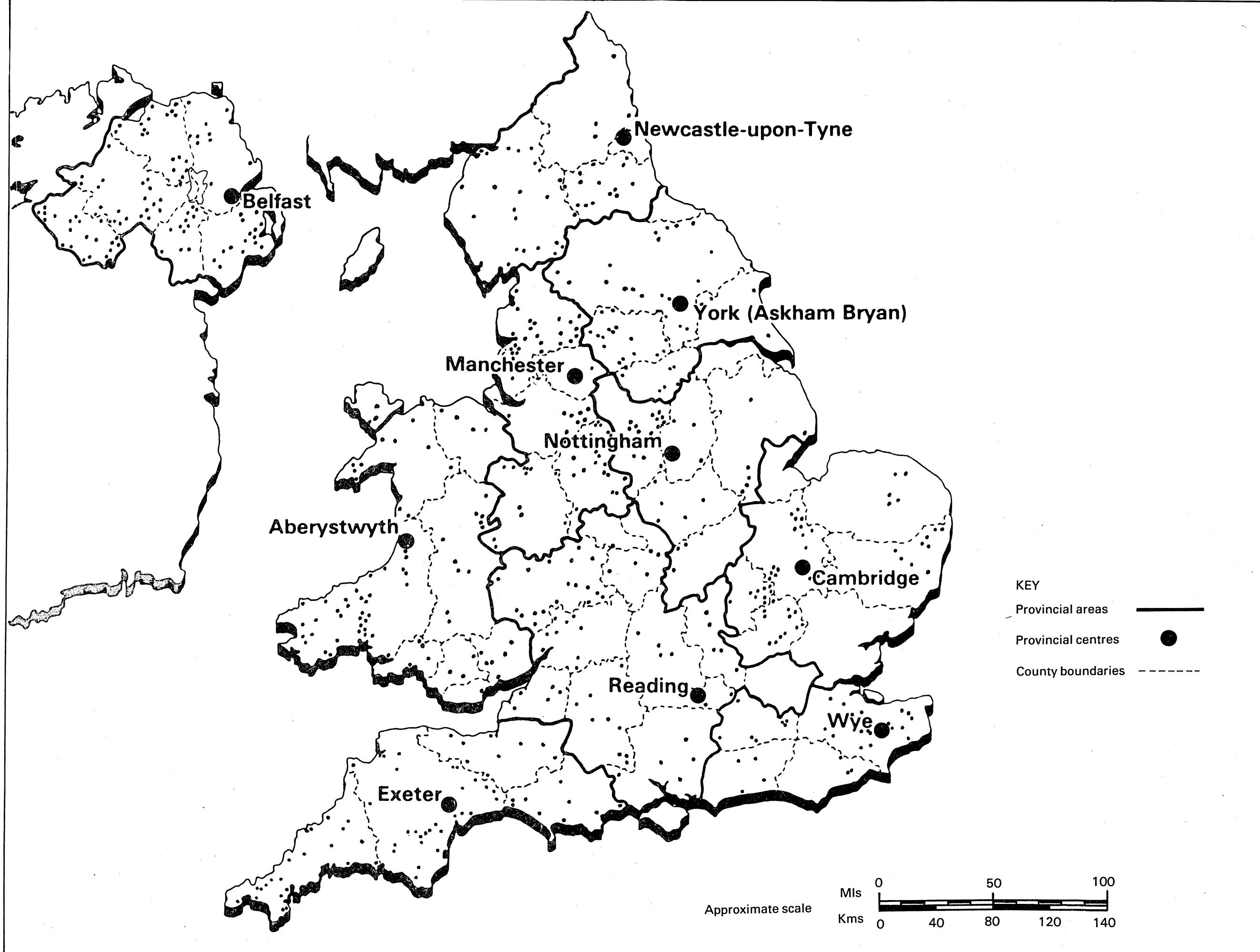
This Section of the Report (B) is perhaps the compromise between Sections A and C, based on the Provinces within which farm economics survey work has traditionally been conducted in the UK. In some cases, these Provinces encompass a degree of the farming patterns adopted in Section A (but in others certainly not), and to a limited extent they also reflect the 'points of compass' approach of the EC Regions. There is no doubt, for example, that the Eastern Province, centred at the University of Cambridge, reflects a dominantly arable sector of farming, and that it is clearly lodged in the EC's Eastern Region of England; or, similarly, that the University of Exeter's South Western Province is at the opposite end of the spectrum, both in farming and locational terms. By contrast the East Midlands (Nottingham) and the Southern Provinces (Reading) each span two EC Regions and each encompass a variety of farming types on a significant scale. Other 'provinces' (Wales and Northern Ireland) have a political significance to accompany their patterns of farming.

It is against this background of homogeneity - or lack of it - that this Section has been composed, consisting principally of separate accounts, written by the co-ordinators of the survey in each of the 'provinces' represented, and highlighting, therefore, some of the detail and local flavour to emerge from the survey in each area. The circumstances which led to the adoption of this approach need brief explanation.

Because of the impossibility of a single, central author being able to capture, from the bare statistics, anything resembling the varied local flavours that would emerge from a survey of this kind, each local co-ordinator was originally asked to provide a short-text, based on local experience and results. A list of headings was provided to ensure some similarity of approach and the results, it was thought, would provide the basis for a larger single text describing regional differences.

In the event, two factors militated against this approach. Firstly, the sheer complexity of the findings, often within provinces, let alone between them, coupled with the range of items that had been

FIGURE 1 LOCATION OF FARMS



measured, would have made a single report indigestable, both to write and to read. Secondly, (and the more important of the two factors), the extent of the detail and the general quality of which local authors wrote - mostly well in excess of what had been sought - at once suggested that these contributions deserved to appear in their own right, with local authorship properly acknowledged. Indeed, if this had not happened, the report would have unnecessarily been denied perhaps its richest vein: in the words of Michael Murphy: 'the psychology and the social nuances of the respondents'.

Once the decision to include these local reports (albeit in edited form) had been taken, it became inevitable that some uniformity of presentation would be lost. But this, it was felt, would be a small price to pay for avoiding an artificial uniformity imposed by a single text. The reports vary in length, in detail and in emphasis. Sometimes these differences reflect the degree of confidence that Centres had in the size and composition of their local samples; sometimes, the personal styles and inclinations of the authors concerned, and, sometimes, the different objectives that individual reports were designed to meet, e.g. to provide notes for this report or to provide, also, a self-contained report for local publication. It will be seen, also, by the reader, that while most of the reports address themselves to certain common issues (e.g. distribution of holdings, financial results, details of occupiers, etc.), some delve into areas that are not featured in all of the reports - such as 'reasons for non-co-operation', 'differences between census based and actual farming type classification'. And some, not all, draw provincial conclusions.

These differences called, of course, for some degree of editing, but the aim was to retain as much as possible of the original local text. Editing was confined, in the main, to eliminating introductory remarks about the overall nature and purpose of the survey and footnotes explaining generally used terms and measures. Common sub-headings have been employed involving, in some cases, transposition of paragraphs, and perhaps most regrettably, but in the interests of presenting a 'national' picture, the locally and carefully prepared dot maps have been combined into one - with an inevitable loss of detail. In general, however, it is hoped that local authors will recognise what is accredited to them as closely resembling what they wrote.(1)

There could be no neat and wholly logical order in which to present these reports, but the temptation to resort to an agriculturally meaningless alphabetical order was resisted. In the event it was decided to start on the 'bottom right hand corner' of the UK, with the report from Wye College, followed, moving from east to west, by the Reading and Exeter reports, then to follow the same east-west path through the Midlands, from Cambridge to Nottingham and Manchester; followed by the two most northern reports from Askham Bryan and Newcastle, and, finally, by those from Aberystwyth and Belfast.

It is not intended to repeat in the Introduction to this Section of the Report anything of the detail that will be found in the provincial

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(1) If this is not the case the editor apologises to those concerned. The alternatives would have been not to edit, or to have embodied local reports into a single national text, both of which seemed less desirable than the course followed.

reports themselves. Some reference at this point, however, to the flavour of each report, and in particular to any conclusions that were reached may 'help the reader in' to the detail that follows.

For example, it was concluded, at Wye College, that the evenly distributed 'very small farms' in the South East fall into one of four categories: amenity holdings, where the owners continued occupation is not dependent on the profitability of agricultural activities, which are often carried out largely for pleasure; retirement holdings, where often part of the holding has been sold and agricultural activities are now for interest and enjoyment; intensive commercial enterprises, where dynamic management, often associated with a change of ownership, can produce high profits; and low performance commercial holdings, where the occupier is largely dependent on the farm profit for a living, and it is low. On balance, the author concludes, on the basis of a relatively small sample, 'that occupiers of small holdings in the South East are capable of supporting their holdings rather than vice versa'.

This may not be a general conclusion, nationwide, although something resembling the fourfold classification of holdings has not been uncommon. The Reading report, for instance, recognised three categories similar to three of the Wye four: the genuine small farmers often operating at low levels of intensity and supporting low or non-existent farm incomes by off-farm employment; the retired or semi-retired farmers, often with low aspirations and material needs, often farming on part of their original land as much for interest and enjoyment as for any other reason, sometimes helped by unearned income, but sometimes experiencing genuine hardship; and the hobby farmers, whose farming activities were generally secondary to residential motives, although in some cases this did not preclude a genuine attempt to farm the land positively.

Moving to the Exeter Province, it was noted, as much from anecdotal as from statistical evidence, 'that people from non-farming, often urban, backgrounds have taken on many such small holdings in combination with other employment and frequently one or more sources of unearned income'. Without formally categorising the sample, reference is made to several broad groups including a core of retired farmers; holdings essentially operated for residential purposes; a few with farming aspirations; those with a commitment to a rural life style, producing as much as possible of their own food, often organically, with some form of off farm cash income, and a very small number of hardship cases. The report adds that 'This diversity of the co-operators was equalled by their considerable interest and enthusiasm and combined to make the survey a rewarding exercise'.

The report from Cambridge also makes reference to a lack of reluctance on the part of these farmers to be interviewed, combined with some surprise at the interest in their affairs and a reticence in talking about the low level of their incomes. Apart from some small pig and poultry farms, the general emphasis here is on small horticultural and general cropping farms. The 'hobby' or 'retirement' holdings, common in all three of the southern provinces do not feature in a region where 'the level of farming technology employed (on the small farms) was generally unimpressive and levels of physical productivity low by comparison with the average viable and larger farms ... (and where) ... all but a handful of respondents depended on sources of income other than small scale farming to sustain a household with a standard of living not far from a subsistence level'.

In the more mixed farming of Nottingham's East Midlands Province - with an emphasis on livestock in the western and more upland parts of the Province, and on arable enterprises in the east - farming systems were generally speaking extensive and traditional. Two thirds of the sample indicated that they were close to retirement in which case all or some part of the holding would be likely to be sold - or the tenancy surrendered. It was concluded from this limited and subdivided sample that those who have opted for more extensive approaches to farming can, compared with those who are tied to livestock, give themselves the benefit of greater opportunities for non-farming activities and income.

The North Western Province, centred at the University of Manchester, embraces a diverse set of farm circumstances even within some of its sub-regions, like the Shropshire Plain. The provincial mix includes livestock rearing, dairying, pigs and poultry, horticulture and mixed systems, and, in keeping with other Provinces, the people encountered were not the young, new entrant into farming, but the older, more established person, whether this be the genuine part-time farmer, the semi-retired farmer, hobby farmer or those fully engaged in farming trying to make a living from a small area. Whatever their category, however, the heavy commitment of these individuals to their farms is reflected in the fact that in rather less than a third of the cases did the farmer and his spouse spend more time in off-farm employment than was spent working on the farm. Financial dependence, however, points the other way, with two thirds receiving a greater part of their income from earned or unearned non-farm sources. But this is to generalise and a proper understanding of the farming and social complexities of this region can only come from the local report itself; embracing, as it does, a Province which borders on to no less than five others.

One of these, the North East, centred on Askham Bryan College, also boasts a wide variety of farming types. Indeed, there is little conventional farming that is not included so that special caution is called for in generalising about the results from a relatively small sample. 'There are', says the report, 'many different reasons for people being involved in small scale farming. There are those who are clearly improving their life style by purchasing a small holding and can only be considered to be farming for a hobby and not for monetary gain. In many cases these farmers would be financially better off letting their land. Equally there are those who are working very long hours for very small monetary rewards. Some of these (concludes the report) will make a success of their farming but for many, financial dependence on farming will remain an illusion'.

Whilst there are suggestions here of the varied motives and social circumstances reported from the three Southern Provinces, it is to the neighbouring, and so far as England is concerned, remaining Province - based on Newcastle, that we now turn. More easily classifiable in farming terms than some other Provinces, the sample consisted primarily of either hill or lowland livestock farms, plus a few pig and poultry and miscellaneous types. The level of agricultural activity was reported to be generally low, as were costs, in absolute terms. 'Most of the farms' it is reported, 'were operating with very little borrowing, because the inherent low earning capacity of the holdings could not service high interest charges'. With nearly 40% of the holdings run by pensioners (often retired farmers keeping a few livestock) there was a substantial reliance in the area on income from non-farming activities: often coming from tourism in the scenic areas, from work on other farms in more

traditional farming areas, and from a mixture of manual and professional work close to urban areas.

The remaining local reports in this Section deal with the situation in Wales and Northern Ireland - with the two largest samples. With its 80 farms, the report from Aberystwyth, like some others, clearly categorises its sample into four, but labels them only with letters: category A (27 farms) 'where the standard of living is low and where there is an element of struggle in making ends meet financially'; B (22) 'where the occupiers (often pensioners) are somewhat better off but by no means well off'; C (22) where a combination of activities, on and off the farm, 'gives rise to an adequate living'; and D (9) 'where farming is overtly a leisure activity ... (with) ... a relatively prosperous living'. The Welsh report concludes that 'the small farm sector is generally not a first rung on the farming ladder nor a pleasurable retreat for the prosperous. It is often a place where those at the end of their careers can indulge a hobby or continue a tradition. It is also an alternative for those for whom the non-agricultural sector does not provide an adequate living, either in quantitative or qualitative terms'.

Finally, to Northern Ireland. With a tradition of farm inheritance and the relative lack of mobility for farmers within the confines of the Province, most of the 97 farmers interviewed had been involved in agriculture since their school days, and most of their managerial experience had been acquired managing their present holding. Scattered throughout the Province, but with more concentration in the west than the east, the main farming types were found to be dairying and livestock rearing in the Less Favoured Areas. The report concludes that 'given the relatively low incomes earned by those farmers and/or their spouses with off-farm jobs, the 'hobby' (so prevalent in parts of England - Ed.) is not an important element in the Northern Ireland sample'. With a few exceptions, the farms themselves 'provide an important albeit very modest contribution to family incomes'.

With the help of the broad brush of this Introduction, the individual reports are now presented to speak for themselves, starting from the South East of England and ending in Northern Ireland. Bearing in mind, however, the lack of farming homogeneity that is already clear, there is limited value only in comparing the results of one Centre with those of another. Provincial boundaries, like county boundaries, are artificial in any farming sense. The most relevant comparisons must be between the farming types, described in the previous Section. For the benefit of those, however, who may have an interest in Provincial comparisons, Table B.49-B58 are presented at the close of this Section.<sup>(1)</sup> Results have been shown, Centre by Centre, for each farming type - but are restricted to those Centres where sample number was not less than five.

(1) Occasional discrepancies between data contained in these Provincial Tables and the local reports is due to a refinement of the global data at a late stage of analysis.

SOUTH EASTERN PROVINCE: Kent, East Sussex, West Sussex and Surrey

Provincial Centre: Wye College, University of London

Local Author: M. J. M. Bent

Sample Size: 32

#### Geographical Distribution of Holdings

The holdings surveyed were fairly evenly distributed throughout the region, although three areas that were noticeably unrepresented were Romney Marsh, the South Downs and the High Weald. The first two areas are typified by large arable and mixed arable/livestock farms. Although smaller mixed stocking farms are common on the Weald, few of these would be small enough for inclusion in this survey. Little of the region can be described as 'isolated', and proximity to communications 'corridors', such as the A3, A23, M2, M20, M25 and high speed rail links to London are of importance to commuters and to some of the businesses surveyed.

#### Characteristics of Holdings

The sample of 32 holdings was recruited on the basis of their farming type classification according to the June Census (1985). Reclassification, as shown in Table B.1, was undertaken on the basis of data actually collected. It can be seen from this data that some shift in classification had occurred over this period. Dairy farms tended towards a reclassification as lowland livestock or pig and poultry holdings. In general, livestock farms have moved towards non-classification and a horticultural classification. The interpretation should not automatically be that dairy and livestock activities have been replaced by other activities, though this is the case on some holdings. The impression gained on many holdings was rather that a differential decrease in activities is responsible for the reclassification.

Table B.1: Sample Farm Type

	Original Classification	Dairy Livestock	Lowland Livestock	Pigs + Poultry	Horti- culture	Not Crops	Classified
Dairy	7	2	2	1			2
Lowland							
Livestock	7		4	1	1	1	
Pigs &							
Poultry	7		2	2	2		2
Horti- cultural	11				10		1
<b>TOTAL</b>	<b>32</b>	<b>2</b>	<b>8</b>	<b>4</b>	<b>12</b>	<b>1</b>	<b>5</b>

The size of holding ranged from 0.3 ha to 42.5 ha; whilst utilisable agricultural area varied from 0.15 ha to 34.8 ha. The distribution of total area by farm type is shown in Table B.2.

Table B.2: Area of Holdings by Farm Type

Farm Type	Area (Hectares)				
	0-2.49	2.5-4.99	5.0-7.49	7.5-9.99	10.0 +
Dairy	1	1	-	-	-
Lowland Livestock	2	1	2	-	3
Pigs & Poultry	2	1	1	-	-
Horticulture	9	1	1	1	-
Crops	1	-	-	-	-
Not Classified	-	2	1	1	1
<b>TOTAL</b>	<b>15</b>	<b>6</b>	<b>5</b>	<b>2</b>	<b>4</b>
Average UAA as % Total Area	75	72	83	84	75

Thirty of the holdings were wholly owned, one was wholly tenanted, and one was mixed tenure.

The value of owned holdings excluding the house ranged from £1,200 to £202,500. House values ranged from £40,000 (partially built) to £475,000. Values of complete holdings including machinery, crops and stock, etc. ranged from £9,780 to £487,500.

A single objective numerical indicator of the activities on these holdings is difficult to select. Two holdings had output per hectare of £156,000 and £240,000; the former was a garden centre, the latter a small glasshouse used to grow on high value exotic plants. However, the "Net Farm Incomes" of these two holdings were £17,232 and -£6,720 respectively. On only two holdings did there appear to be signs of redundant and dilapidated glasshouses and buildings, or of derelict land.

### The Occupants

Rural property is particularly expensive in the South East. As a result it appears that many of those on small holdings have either occupied them for a number of years or, if the property has been recently acquired, the occupier has a substantial income. The few young owners encountered had remarkably high incomes. Table B.3 below summarises the number of years on the holding and the average total incomes of the occupiers by age range. Of the two persons aged 20-34, one derived nothing from his holding, whilst the other derived 75% of his income from the holding. Table B.3 also shows the heavy reliance, for the majority, on non-farming incomes, while the distribution of total incomes for the whole sample appears to indicate that smallholders in the South East are definitely not the poor relations of those living on the land. Details of the amount of time spent on the holdings point to an increase with age and to the necessity for non-farm income in the lower age groups.

Table B.3: Income and Proportion of Time Spent on Farm

Age	No.	Years on Present Holding	Years "Farming"	Total Income (£'000)	% Time on Farm	% Income from Farm
20-34	2	1	6	113.1	3.8	37
35-49	13	6	13	54.2	42.7	8
50-64	10	17	17	31.9	46.6	5
65 +	7	23	23	4.8	98.6	32

Financial Results

The average, maximum and minimum outputs and costs for the sample are shown in Table B.4 and B.6.

Whilst livestock farms accounted for 44% of the sample, the output from livestock represents only 8% of total output for the sample. Horticultural and cropping farms accounted for 40% of the sample number but horticultural output accounts for 84% of the total.

Table B.4: Output

Output	Average £	Maximum £	Minimum £	Maximum as % of total
Horticulture	14,120	175,000	0	39
Forage	123	750	0	19
Dairy	161	2,995	0	58
Beef	504	8,284	0	52
Sheep	178	3,840	-48	67
Pig + Poultry	156	2,478	0	50
Other Livestock	373	11,342	-50	95
Livestock Subs	24	659	0	86
Miscellaneous Output	1,255	10,980	0	27
<b>TOTAL</b>	<b>16,900</b>	<b>175,000</b>	<b>0</b>	<b>32</b>

Not only is the output from livestock holdings relatively small, but it is concentrated on individual holdings, as illustrated in Table B.5 by the percentage of output in each livestock category attributable to one holding.

Without exception, the output from the livestock enterprises not described above was either consumed by the farmer or sold to or traded with neighbours, friends or relatives.

Average miscellaneous output per holding was high compared with other elements of output, except for horticulture, and was fairly evenly distributed. Miscellaneous output includes land let out (7), land used for owners horses (3), a milk round, a newspaper and milk round and resale of agricultural products (3).

Table B.5: Livestock Output Maximum Levels and Share from One Holding

Enterprise	Maximum Output £	% of Total from One Holding	Description of the One Holding
Dairy	2,995	58	6 Jersey Cows
Beef	8,284	52	40 Store Cattle
			Finished pigs
Sheep	3,840	67	70 Ewes
Pigs & Poultry	2,478	50	Progeny of 2 sows
Other Livestock	11,342	95	Trout Farm

Output from horticulture was dominated by three enterprises with outputs of:

£175,000	Nursery attached to large landscaping business
£123,000	Nursery attached to garden centre
£73,000	Nursery attached to garden centre

These three combined represent 83% of the horticultural output. The main strength of the four largest horticultural enterprises is their ability to cut out middlemen by selling the products direct to the customer.

Table B.6: Costs

	Average	Maximum	Minimum	Maximum as % of Total
Feed	342	2,650	0	24
Other Livestock Costs	91	502	0	27
Crop Costs	4,164	71,900	0	54
Labour Paid	3,094	40,170	0	40
Unpaid	761	8,568	0	35
Machinery	345	3,037	0	28
General Farm Costs	661	4,791	0	23
Land and Property	754	3,367	50	14
<b>TOTAL</b>	<b>10,213</b>	<b>115,768</b>	<b>120</b>	<b>35</b>

Not surprisingly the costs reflect the low level of livestock enterprises and the high level of horticulture. The significance of certain individual holdings, reflected in the right hand column, is again noteworthy, particularly within crop costs and labour.

The Net Farm Incomes ranged from -£7,060 to £141,214 with an average of £6,687. Again, the holding with the maximum income represented a large proportion (66%) of the total income. Excluding the enterprise with the maximum Net Farm Income reduces the average to £2,274 per holding.

#### Conclusions

The holdings surveyed in the South East appeared to fall into one of four categories.

- 1) Amenity holdings, where land and building were acquired with the house. The agricultural activities carried out on these holdings are largely for pleasure, and, in some cases, to contribute to the running costs of the 'estate'. On these holdings the owners continued occupation is not dependent on the profitability of agricultural activities.
- 2) Retirement holdings, where often part of the holding has been sold and the agricultural activities are again for interest and enjoyment, rather than because of any dependence for a living. On some of these holdings the running costs are higher than can be met by pensions and other sources of income. Dilapidation and/or sale are therefore inevitable.
- 3) Profitable commercial enterprises: on one or two holdings very high profits have been obtained. These have changed ownership and intensity since the June Census data was derived and would probably be excluded from further small farm surveys. However, they provide an insight into the dynamics of these holdings.
- 4) Low performance commercial enterprises, where the occupier is dependent on the holding for most of his/her income, and this income is low. Of the five farms in this category, there were three where the occupiers are approaching retirement, whilst the other two are in the processes of establishing their businesses.

A subjective distribution of sample in accordance with the above four categories would suggest a distribution as follows:-

1. Amenity	16
2. Retirement	7
3. Commercial, high performance	4
4. Commercial, low performance	5
	—
	32

On the evidence encountered during this survey, it would appear that holdings being given up by those in categories 2 and 4 above are being purchased by those in categories 1 and 3 (and occasionally 4). The holdings that are being sold are then receiving substantial injections of capital for residential or commercial purposes. On balance it appears from the relatively small sample surveyed that occupiers of small holdings in the South East are capable of supporting their holdings rather than vice versa.

SOUTHERN PROVINCE: Berkshire, Buckinghamshire, Oxfordshire, Hampshire and the Isle of Wight, Gloucestershire, Hereford and Worcester, Avon, Warwickshire and the West Midlands, Wiltshire, Greater London (Part)

Provincial Centre: University of Reading

Local Author: J. Wright

Sample Size: 64

#### Geographical Distribution of the Holdings

The distribution of the 64 farms surveyed is shown by county in Table B.7. The distribution bears a close resemblance to the known spread of small farms within the province with the majority of the holdings in the northern and western parts of the province and rather fewer in the south and east. Although a number of the holdings were in relatively isolated locations, the majority were located in close proximity to major centres of population. Most of the horticultural holdings were situated in North Gloucestershire and Worcestershire, particularly the Vale of Evesham. The other farm types identified were distributed throughout the province, although most of the holdings in Hereford were lowland livestock farms, reflecting the preponderance of this farm type among full time farms in the county.

Table B.7: Geographical Distribution of the Sample Farms

County	Number of Farms in the Sample	% of the Total
Berkshire	2	3
Buckinghamshire	5	8
Oxfordshire	4	6
Hampshire & the Isle of Wight	5	8
Gloucestershire	10	16
Hereford & Worcester	18	28
Avon	5	8
Warwickshire & the West Midlands	6	9
Wiltshire	9	14
<hr/>		<hr/>
Total	64	100

#### Characteristics of the Holdings

The original classification by farm type was based on details taken from 1985 June Census data, but the actual farm type, based on data collected in the course of the survey, had, in some cases, altered considerably. The results of the reclassification are shown in Table B.8a.

Table B.8a: Classification of Farms by Farm Type

Farm Type	Target Sample	<-----	Actual Farming Type	----->			
		Dairy	Livestock	Crop	P & P	Horti.	Other
Dairying	8	2	6				
Livestock	20	1	12	1		1	5
Cropping	7		2	2		3	
Pigs & Poultry	16		3		9		4
Horticulture	13		1			12	
 Totals	 64	 3	 24	 3	 9	 16	 9

Not surprisingly perhaps, the reclassification exercise resulted in a serious deficiency of dairy farms in the sample, and would suggest that for many small milk producers, already under intense economic pressure, the introduction of milk quotas proved 'the last straw', and they ceased milk production and opted for a rather less demanding farming system. This change, together with a shift from pigs and poultry and horticulture to a less labour intensive system of farming, resulted in a surplus of livestock farms. Mainly as a result of the contraction of farm businesses, reclassification resulted in 9 holdings that did not fall into any particular farm type category (shown as 'Other' in Table B.8a). In the main, land on these holdings was either let or used to produce fodder crops for sale.

Although, for the purposes of this survey, the definition 'small farm' related to the size of business, the holdings surveyed were also small in the physical sense, as the figures in Table B.8b demonstrate.

Table B.8b: Size of Holdings by Farm Type (hectares)

Farm Type	Average Size	Range in Farm Size
Dairying	2.7	1.0 to 5.9
Livestock	10.1	0.8 to 30.3
Cropping	16.7	2.6 to 39.3
Pigs & Poultry	4.6	1.0 to 9.3
Horticulture	4.1	0.1 to 22.3
Other	6.4	1.0 to 13.8
 All Holdings	 7.3	 0.8 to 39.3

Almost 75% of the holdings were less than 10 hectares and a third of these were less than 2 hectares (mainly horticultural holdings). The largest holdings were found in the livestock and cropping groups, which also contained the greatest range in farm size.

Over 75% of the land (and 80% of the holdings) farmed by

co-operators in the survey was owner occupied - a much higher percentage than is known to exist on full-time farms. Only 6 holdings were totally rented, and a further 6 were of mixed tenure. The rented holdings were found mainly in the horticultural group.

The average levels of physical and financial output per hectare on all the type groups was well below that recorded on full-time holdings of the same type. This suggests a low level of agricultural activity and farming systems managed on traditional, extensive lines. Most of the labour input was supplied by the farmer and spouse and, with the exception of a small number of pig and poultry and horticultural holdings, paid labour costs were insignificant. The degree of mechanisation on the holdings was generally low and what machinery there was was often old.

### The Occupants

Of the 64 farmers interviewed, almost 60% were over 50 years of age and 37% had been involved in agriculture for more than 30 years. These two statistics confirm initial impressions about the age structure of the occupiers of small farms, whether they be genuine part-time farmers, semi-retired farmers or 'hobby' farmers. There was certainly very little evidence of young people using a small farm as the first rung of the 'farming ladder', although over 40% of the sample had less than 10 years experience of managing an agricultural/horticultural holding which suggests a large number of relative newcomers, albeit people with an agricultural background.

On over half the holdings in the sample, the occupants (i.e. the farmer and spouse) were involved in off-farm employment, and on a third of the holdings more time was spent in such employment than was spent working on the farm. Apart from the unclassified group of farms, where a high proportion of the occupants were retired (and hence very little off-farm employment was recorded), the co-operators spending the least time on off-farm activities were those in the horticultural group.

### Financial Results

#### i) Farm income

Average figures can be notoriously misleading, and a significant feature of most farm surveys is the tremendous variation in results. In addition to differences in soil type and climate, the main reason for the wide spectrum of results is due to the variation in technical efficiency with which farmers produce agricultural and horticultural products. An added variable that could be ascribed to the participants in this particular study was the purpose for which the farm was being occupied. Although only 3 co-operators had no non-farm income, the remainder of the sample exhibited widely varying degrees of dependency on income from their holdings, and this would, in many cases, dictate the intensity and efficiency with which the farms were managed.

Table B.9 shows the average financial results for the six type groups, together with a summary for all 64 holdings. Given the small number of holdings in four of the six groups, the results should be interpreted with care.

Table B.9: A Summary of the Financial Results

	Dairy	Live- stock	Crop- ping	Pigs & Poultry	Horti- culture	Others	All
No. of Holdings	3	24	3	9	16	9	64
Average Size (ha)	2.7	10.1	16.7	4.6	4.1	6.4	7.3
Gross Output:				£ per Farm			
Crops	133	276	2,599	261	4,929	702	1,600
Milk	1,001	-	-	-	-	-	47
Livestock	370	2,905	2,813	4,641	199	-	1,965
Other	1,141	1,363	1,231	1,264	1,850	3,234	1,693
Total	2,645	4,544	6,643	6,166	6,978	3,936	5,305
Variable Costs:							
Feed	1,495	921	2,376	2,528	174	-	926
Crop Costs	39	81	630	121	1,786	78	528
Livestock Costs	99	361	358	287	11	-	200
Other	113	83	450	191	378	20	190
Total	1,746	1,446	3,814	3,127	2,349	98	1,844
Gross Margin	899	3,098	2,829	3,039	4,629	3,838	3,461
Fixed Costs:							
Regular Wages	-	455	395	1,357	846	173	616
Machinery Costs	64	497	872	312	582	113	435
Depreciation	43	192	594	163	480	172	269
Land & Property	1,447	2,415	2,327	1,662	2,310	3,885	2,440
Other	225	388	635	341	549	518	444
Total	1,779	3,947	4,823	3,835	4,767	4,861	4,204
Net Farm Income	-880	-849	-1,994	-796	-138	-1,023	-743
Add Rental Value	1,340	1,819	2,047	1,196	1,694	3,467	1,920
Occupier Income	460	970	53	400	1,556	2,444	1,177

Of the total sample, only 18 holdings (28%) recorded a positive net farm income, and the average level recorded of just under £1,400 per farm can only be described as modest and represents a very poor return on the labour input. The negative levels of farm income recorded on the remaining 72% of the sample resulted in negative net farm incomes in all six type groups with an overall average 'loss' of £743 per farm.

At over 40% of total costs, land and property charges were a very important element of the cost structure in all the farm type groups. The high nature of these costs was mainly due to the small area over which the costs could be spread, but they are also an indication of the very high rental values placed on a number of the owner occupied holdings where large, expensive houses were evident. With this in mind, and given the high proportion of owner occupied holdings in the sample, occupier's

income is probably a more appropriate income measure and has been arrived at here simply by adding back the notional rental value to net farm income. This adjustment converts the negative incomes to a positive one in all groups with an overall average of just under £1,200 per farm.

ii) Non-farm income

Table B.10 sets out the average levels of non-farm income but, as always, averages conceal a wide variation and the relatively high figure for earned income is a result of the inclusion in the study of a number of exceptionally high earners in both the employed and self-employed categories. The same is equally true of the unearned income, derived mainly from state and occupational pensions and investment income. Although over 50% of the co-operators had some unearned income, a small number with very high levels have distorted the picture, particularly in the group of unclassified ('Other') holdings, where the occupants were either retired or 'hobby' farmers.

Table B.10: Average Non-farm Incomes

	Dairy	Live- stock	Crop- ping	Pigs & Poultry £ per Farm	Horti- culture	Other	All
<b>Earned Income:</b>							
Employed	9,167	3,487	6,635	12,722	4,188	5,556	5,665
Self-employed	1,667	2,688	1,167	4,350	1,188	1,813	2,276
Total	10,834	6,175	7,802	17,072	5,376	7,369	7,941
Unearned Income	1,175	4,882	1,667	3,567	3,966	10,033	4,638
<b>Total Non-farm Income</b>	<b>12,009</b>	<b>11,057</b>	<b>9,469</b>	<b>20,639</b>	<b>9,342</b>	<b>17,402</b>	<b>12,579</b>

In the whole sample, only 3 co-operators had no non-farm income and were totally reliant on income from their holdings (one pig and poultry farm and two horticultural holdings). On almost 60% of the holdings, either the farmer or spouse (and in some cases both partners) were contributing some degree of earned income to the household, and on a similar number of holdings there was some unearned income.

iii) Assets

As with the other financial measures already discussed, there was a wide variation in the value of the holdings. This arose principally as a result of the huge range in house values with the overall average of just over £90,000 concealing a range of from £30,000 to £300,000. Although land values were shown separately, the split between house and land was often a very arbitrary one, since the two elements formed an intrinsic part of the whole holding. The value of agricultural buildings was low and, in some cases, negligible, suggesting little in the way of recent capital investment. Similarly, investment in machinery and equipment was also low and only on the cropping farms and horticultural holdings did it assume importance.

Given the high level of appreciation in the value of rural property, particularly in the south east of the province, the asset value of these holdings will, no doubt, continue to rise and provide a sound basis for investment. However, this increase, while providing a comfortable hedge against inflation, will be of little comfort to those occupants (admittedly, few in number) attempting to wrest a living from their holdings.

### Conclusions

Although the reasons for people being involved in small scale farming are many and varied, it has been possible to identify three broad categories into which the small farmers taking part in this survey could be placed.

#### i) Genuine small farmers

Although very few of the occupants of small farms were solely dependent on the income generated by their farms, this group of farmers were attempting to maximise output from their holdings, often, though, within constraints imposed by off-farm employment. Although many were operating at low levels of intensity, this did mean that the occupants were able to take outside employment to supplement the low (and, in many cases, non-existent) farm income. Part-time farmers would perhaps be a more accurate description for this group. There was some evidence of minority agricultural enterprises, e.g. goats, rabbits, etc., but little involvement in farm-related, non-agricultural activities, e.g. camp sites, tourism, etc. It was only in the horticultural sector that 'commercial' levels of activity were identified and then only on a small number of holdings.

#### ii) Retired and semi-retired farmers

Farmers in this group, often occupying the remaining portion of what was formerly a larger holding, had spent a lifetime in agriculture, often on the same farm. Their aspirations and material needs were low, and they continued to farm the land as much for interest and enjoyment as for any other reason, although, in most cases, they would be financially better off by letting the land. Unearned income, in some instances quite substantial, helped to run the farms and provide an adequate standard of living. It was in this group that a few cases of genuine hardship were observed, although that phenomenon among the retired is not peculiar to the agricultural sector.

#### iii) 'Hobby' farmers

For most of the co-operators in this group, the primary reason for occupation of a 'small farm' was residential and any farming activity was of secondary importance. Where the land was not let, the general level of agricultural activity was low, although there were a few instances of quite genuine attempts to do something positive with the land. The level of non-farm income among this group was very high, to the extent that occupation of the holding was not dependent on the profitability of agricultural activities.

SOUTH WESTERN PROVINCE: Cornwall and Scilly Isles, Devon,  
Dorset and Somerset

Provincial Centre: University of Exeter

Local Author: M. M. Turner

Sample Size: 67

#### Geographical Distribution of Holdings

The numerical importance of the study farms within the South West region is given in Table B.11. This indicates that in 1985 there were more than thirty eight thousand agricultural holdings of which more than three quarters were classed as being agriculturally significant. Approximately 60 per cent of this group comprised full-time holdings (defined as being in excess of 4 BSUs) with the remaining 40 per cent further divided into two: those with no discernible direct farming activity and the 7,672 holdings of between 0.1 and 4 BSUs which formed the study population.

Table B.11: Classification of Holdings in South West England 1985

	Number of Holdings	% of Total	% of Significant Holdings
Holdings below 4 BSU			
(i) 0.1 BSU and above	7,672	21.9	28.4
(ii) Zero BSU	3,195	9.1	11.8
Total	10,867	31.0	40.2
Holdings above 4 BSU	16,136	46.0	59.8
All Significant Holdings	27,003	77.0	100.0
Minor Holdings	8,090	23.0	-
All Agricultural Holdings	35,093	100.0	

The response rate when recruiting the sample varied significantly with farm type as Table B.12 shows. The best response was found on those holdings classified as specialist dairy and by far the poorest response on lowland livestock farms. Whilst the reasons for this disparity must remain conjectural, a plausible explanation is that response was related to certain personal characteristics of the occupant. An analysis of the reasons given for non-co-operation indicates that, in the case of lowland livestock non-co-operators, nearly a third cited age or recent bereavement with a further 26 per cent ineligible because of a change in ownership within the survey year. This farm system is the most extensive and, hence, least demanding of the lowland systems and it is possible that the occupants had adopted such a system with increasing age or infirmity.

Table B.12: Response Rate by Farm Type

Farm Type	Target Sample	Contacts Made	Actual Sample	Effective Response %
Dairying	15	21	18	85.7
LFA Livestock	10	15	12	80.0
Lowland Livestock	16	37	14	37.8
Cropping	9	16	8	50.0
Pigs and Poultry	9	13	10	76.9
Horticulture	6	10	5	50.0
 Totals	 65	 112	 67	 59.8

There was, in general, a high level of interest shown in the survey by actual and potential co-operators, as evidenced by the unprecedented number of letters and telephone calls prompted on receipt of the Unit's initial recruiting letter.

The location of sample farms according to county is given in Table B.13, with more than forty per cent being found in Devon and a further thirty per cent in Cornwall. The remainder were equally distributed between Dorset and Somerset. This distribution broadly follows the relative numbers of the overall population and almost two thirds of the sample had employment off the holding, a significant proportion of which was urban-related.

Table B.13: Geographical Distribution of Sample

County	Number of Farms in Sample	% of Total
Cornwall	21	31.4
Devon	28	41.8
Dorset	9	13.4
Somerset	9	13.4
 South West	 67	 100.0

#### Characteristics of Holdings

The classification of the sample farms produced more than the usual difficulties because of the inevitably small scale of each enterprise on most of these holdings. The original classification was based on the details given at the time of the 1985 June Census, but the actual farm type, by the time of the survey, in many cases had altered considerably. There were several farms, for example, which could no longer be grouped with specialist dairy holdings because the house cow had been sold! In fact, the reclassification exercise, summarised in Table B.14, yielded 16 holdings which were unclassifiable in any conventional sense largely because of the lack of any clearly defined farming activities.

Table B.14: Sample Classification by Original and Actual Farming Type

Group	Original Type	Actual Farming Type						Unclassified
		D	LFA	LS	C	PP	H	
Dairying (D)	18	4	-	11	-	2	1	-
LFA Livestock (LFA)	12	-	8	1	-	-	-	3
Lowland Livestock (LS)	14	1	-	10	-	-	-	3
Cropping (C)	8	1	-	1	-	1	1	4
Pigs & Poultry (PP)	10	-	-	-	-	6	-	4
Horticulture (H)	5	-	-	-	-	-	3	2
<b>Totals</b>	<b>67</b>	<b>6</b>	<b>8</b>	<b>23</b>	<b>-</b>	<b>9</b>	<b>5</b>	<b>16</b>

#### Financial Results

The survey established that, within this group of farms, there is a tremendous variation in farming activities and in the consequent level of income obtained. On many of the holdings the primary function was residential and any farming - or land-using - activities were of a secondary and (sometimes) minor importance. Nevertheless, using conventional criteria, of the 67 holdings in the sample 27 provided their occupants with at least a small supplement to total income. It follows that non-farming sources of income were significant; in fact, all of the surveyed holdings had at least a four figure non-farming income and on twenty six farms this exceeded £10,000.

Table B.15: Average Income by Farming Type

Group	Net Income from Farming	Non-farming Income			Total Income
		Earned	Unearned	Total £ per Holding	
Dairying	1,003	936	6,070	7,005	8,008
LFA Livestock	961	8,224	2,670	10,894	11,856
Lowland Livestock	285	7,936	3,006	10,941	11,226
Pigs and Poultry	-659	8,096	2,377	10,473	9,814
Horticulture	3,133	7,861	2,405	10,266	13,399
Unclassified	-957	3,048	4,929	7,977	7,020

The survey results given in Table B.15 show clearly the relatively modest levels of income obtained from farming activities on most such holdings, only in the case of horticulture it being high enough to be regarded as a substantial addition to other non-farm sources of income. Average levels of non-farm income ranged from some seven thousand pounds on dairying holdings to nearly eleven thousand pounds on both LFA and lowland livestock holdings but these averages, as always, conceal wide variations.

One way of classifying these holdings, and an attempt to identify their occupants' farming expectations, is by means of the relative level of farming income obtained and this is given in Table B.16.

Table B.16: Proportion of Total Income Obtained from Farming

Income Situation	Number of Farmers	%
Farming income negative	40	59.7
Farming income positive:		
- Not very significant (less than 10% of total income)	7	10.4
- Significant (between 10 and 50% of total income)	14	20.9
- Very Significant (more than 50% of total income)	6	9.0
<b>Total</b>	<b>67</b>	<b>100.0</b>

Of the surveyed farms, 40 achieved only a negative income from farming; on the remaining 27 farms the farming contribution ranged from a mere two per cent to 66 per cent of total income. On this admittedly arbitrary grouping, 20 farmers (30 per cent of the sample) achieved a significant proportion of their total income from farming activities on their holding and on six farms this was very significant, accounting for more than half of total income.

#### The Occupants

Details of the farmers' ages were collected which indicated that only one was below 35 years whilst 16 (nearly a quarter of the sample) were aged 65 years or more. Nearly half of the sample were between 35 and 50 years of age. Length of farming experience was extremely varied and details are given in Table B.17.

Table B.17: Length of Farming Experience of Sample Farmers

	10 or Under	11 to 20	21 to 30	31 to 40	Over 40
Years in Farming	25	13	6	9	14
Years Managing any Holding	31	15	11	4	6
Years Managing this Holding	40	15	5	4	3

The figures suggest that whilst a number of the farmers had considerable experience of the industry, many of the sample were relative newcomers; 25 claimed less than 10 years' practical experience and 31 less than 10 years' management experience.

#### Conclusion

The general statistical evidence that has emerged from the survey is borne out by the more anecdotal evidence suggesting that people from

non-farming, often urban, backgrounds have taken on many such small holdings in combination with other employment and, frequently, one or more sources of unearned income. Their motivations are so diverse as to defy meaningful classification on a small sample. It is sufficient to state that, apart from a core of retired farmers (or farmers' widows) often, but not always, occupying the remaining portion of what was formerly a larger (full-time) holding, there are several broad groups of occupants of these holdings.

Frequently they have chosen a rural home and the holding is essentially operated for residential purposes. A few co-operators have farming aspirations and are attempting to increase the size and income-generating capacity of their holdings. Others have a commitment to a rural lifestyle which involves producing as much as possible of their own food requirements, often organically, in combination with some form of off-farm cash income. There were a very small number of hardship cases. This diversity of the co-operators was equalled by their considerable interest and enthusiasm and combined to make the survey a rewarding exercise.

EASTERN PROVINCE: Essex, Suffolk, Norfolk, Bedfordshire, Hertfordshire, Cambridgeshire, Lincolnshire (Part), Greater London (Part)

Provincial Centre: University of Cambridge

Local Author: M. C. Murphy

Sample Size: 47

It was the psychology and attendant social nuances of the respondents in this survey which were of most interest. The level of farming technology employed was generally unimpressive and levels of physical productivity low by comparison with the average viable and larger farms, within each production type. All but a handful of respondents depended on sources of income other than small scale farming to sustain a household with a standard of living not far from a subsistence level.

#### The Occupants

It was not surprising to find that about 28 per cent of the sample of 47 were over 65, and 60 per cent over 50 years old. Young respondents under 35 were involved in intensive horticulture with hopes of expansion later. About 50 per cent of the sample had more than 20 years experience in farming - in an age-related sense less than might be expected. Though the farms could barely qualify as being of subsistence level many individuals had to wait until middle age before taking control. However, it is doubtful if farming experience contributed much to the viability of their holdings; the reasons why they were in farming at all are the more interesting part of their stories. Those of Fen stock, usually involved in intensive production or in horticulture were descended from generations of 'land people' who knew no other life, intensely interested in all matters agricultural and generally enjoyed the life taking a delight in growing good crops of potatoes, onions and celery, and, formerly, sugar beet gave them a secure source of income. Some smallholders were all that remained of larger fen farm businesses which expanded in the First World War up to the middle 1920's and then collapsed. Others started work on fen farms as boys no older than 12 or 14, starting at 5.30 am to feed the horses, working 6½ days a week, and could never afford a holiday. The social history locked away amongst these truly agricultural people was more challenging to unearth than the source of their not unexpectedly subsistence incomes. The harsh experiences of the 1920's and 1930's taught them how to husband their resources and still save a little money. Many were quite ingenious at getting their hands on extra cash. They spend little on clothes, furniture, education or holidays and would try to carry on farming whatever policy makers decide.

#### Geographical Location, Farming Characteristics and Incomes

##### i) Horticulture

In an arable region including the FENS it was not surprising to find that horticultural holdings formed a large proportion of the sample - 47 per cent. At an average of £6,700, output per hectare was high, but

if two glasshouse holdings are excluded from the analysis that output figure slumps to £2,760. Diseconomy of size was suspected when walking round these farms, a function of capital rationing, management expertise and the Heath-Robinson syndrome?

These growers had an instinctive sense of risk aversion and market-clearing levels of output, and nuance judgements about income and price elasticities for their produce. They had long memories. Accumulated assets would be of little use to help with shortfalls in income; borrowing would be possible, but servicing often very difficult. Indeed many were over-borrowed, the average level of interest paid was almost £5,000 a year, £3,000 after removal of one exceptionally over-borrowed farmer - a farmer's son, who wanted to get started on his own and had purchased land to do so. Inflation in property values has certainly enhanced the wealth of these smallholders, but has done little to shore up inexorably declining income prospects from full-time occupation. Income from outside sources is small, so even as part-time farmers their plight is still uninviting.

### ii) Cropping Farms

These were a little larger than the horticultural holdings, and should be more correctly described as part-time farms producing about £5,000 gross output from cereals on an average farm size of just under 10 hectares. If other arable crops are included, overall output would average about £1,000 per hectare. By comparison, with similar but larger farms, the suspicion is confirmed that, technically speaking, the smallholders are poor performers. Miscellaneous income was good by comparison: buildings and paddocks let "with a feel for good business". For just over 900 hours labour, these farmers earned £1.44 an hour or £1,318 per holding. Earnings from elsewhere, particularly self-employed, were over £7,500 per farm, the unweighted level of unearned income £6,082 per farm. There were great extremes in the data so the sample could not be regarded as homogenous with respect to non-farm sources of income. A crude measure of income from sources other than land use would be rather less than £14,000 a year; nothing exceptional for a household with two potential sources of income.

### Assets and Financial Results

The value of land (bare) was about £31,000 per respondent, machinery a further £12,000. The great attraction of these holdings in the Eastern Counties was undoubtedly the dwelling house and surrounding environment with an average net worth of just under £100,000 or a medium value of about £80,000. It is difficult to generalise about these farms; income from farming did little more than meet interest payments. They gain little from the CAP, if it were extinguished they would still carry on using 'graft' to make the best of what they wanted to hold on to, while the prospect of capital gain remained. Small pig and poultry farms, livestock farms, and those unclassified all incurred losses on trading after deduction of the costs specified and recorded. A belief (however well founded) in the advantages of taxable expenses, the facility to borrow, and being one's own boss may be reasons for continuance. Average income from non-farm sources was about £8,000 per farm but weighting is clearly a problem on very small and non-homogenous sample of this kind.

The average value of all trading and real estate assets was less than £85,000. If through outside income sources and a little farming income, control over these appreciating assets could be allowed to continue, perhaps this is one good reason for the continuing belief in (or the illusion of?) the 'good life' down on the farm.

### Conclusions

Generally these farmers were easy to 'recruit' and very few were reluctant to be interviewed. This willingness did not conceal a surprise that we were interested in their farming operations, not to mention their non-farming activities! One got the impression that since, in their perception, their level of income, earnings or savings, was low they found it somewhat humiliating to have to talk about it. Life was hard enough for them, without forcing them to annunciate its rewards. There was, however, little formality attached to making farm visits and data was relatively easy to collect on farms paying VAT. Once the physical area and cropping pattern was established on arable farms, the level of gross output was arrived at with considerable ease. The grey area of isolating costs, incurred for solely farm production, usually intertwined with personal expenditure, always difficult and irritating to disentangle.

EAST MIDLANDS PROVINCE: Derbyshire, Nottinghamshire, Leicestershire, Northamptonshire, Lincolnshire (Part), South Humberside

Provincial Centre: University of Nottingham

Local Author: S. J. Mellors

Sample Size: 32

#### Geographical Distribution of Holdings

The total sample consisted of 32 farms and these were distributed around the region as follows:-

15	Derbyshire
3	Nottinghamshire
5	Leicestershire
6	Lincolnshire
3	Northamptonshire
—	
32	

The bulk of the sample came from Derbyshire and of these farms, 7 lay within the hill area of Derbyshire and 8 were in or around the North Derbyshire coal mining area. The 7 farms in the hill area consisted of 4 traditional holdings, and 3 farms where the occupiers could be said to be 'looking for the good life'. Nearly all of the farmers in the coal mining area had employment connected with the coal industry, i.e. miners, lorry drivers. Apart from the North Derbyshire gathering no other significant grouping could be ascertained.

#### Characteristics of Holdings

Generally, farming systems were extensive and more traditional, and farm size was very variable, but even on the larger units there was very little manual labour input.

Broadly speaking, farming type can be described as predominantly livestock orientated in the western, more upland areas of the region, with more emphasis on arable enterprises in the east. On mixed farms, cereals were grown mainly for home consumption.

#### The Occupants

Of the sample of 32 farms, 16 were managed by farmers with other occupations, either employed or self-employed, and 3 of these were on a part-time basis.

Non-farming activities included:-

- 3 Lorry Drivers
- 2 Miners
- 1 Market Gardener
- 1 Scrap merchant
- 1 Painter and Decorator
- 1 Banking
- 1 Accounts Clerk
- 1 Builder
- 1 Coach Builder
- 1 Estate Agent
- 1 Joiner

Four holdings were involved in bed and breakfasts or other aspects of the tourist industry, i.e. farm park, tea rooms, camping.

The age distribution of farmers was as follows:-

Farmers over 65 years	4
Farmers between 60-65 years	9
Farmers between 50-60 years	7
Farmers between 40-50 years	10
Farmers under 40 years	2

Thirteen farmers had spent all their time on their present holding, i.e. from birth, and 27 farmers had spent all their farm managing time on their holding, and so indicating little change of occupancy of these holdings.

Two thirds of the sample indicated that they were close to the point of retirement and in most cases there was no family interest in continuing the business, so it was considered that all or some part of the holding would be disposed of in retirement, or where rented, the tenancy would be surrendered.

#### Financial Results

To draw any conclusions on levels of output, costs and 'profits' is difficult when the sample is small, and particularly when certain farming types are represented by only very few farms. However, the results suggest that on the holdings where farming is less intensive and therefore allowing more time for non-farm activities or other employment, the farmer's overall income is significantly higher than on holdings where the farmer is more tied to his farm.

For example, on the dairy farms where 75% of the farmer's time was spent on the farm, and on the cropping farms where only 30% of working time was spent on the farm, the arable farmer's income from the farm and other activities was 70% higher than the dairy farmers.

#### Conclusion

The main conclusions to be drawn from this limited and scattered sample in the East Midlands might be that it may be better to have a system with a low input/output, which gives times for other employment rather than try to get most of the income from a more intensive system on so small an area.

NORTH WESTERN PROVINCE: Lancashire, Greater Manchester, Merseyside, Cheshire, Staffordshire and Shropshire

Provincial Centre: University of Manchester

Local Author: C. Maddison

Sample Size: 71

#### Geographical Distribution of Holdings

The province, bordered to the west by Wales and the Irish Sea and to the east by the Peak District and Pennines, extends some 130 miles north to south. Covering a wide and diverse area, both geographically and climatically it is not surprising to find that the province contains a wide range of farming activities.

In North-East Lancashire and down the eastern edge of the province into North Staffordshire, hill and upland areas predominate, and are characterised (as is South Shropshire) by livestock rearing farms with sheep production as the dominant enterprise.

The Shropshire Plain is a traditional mixed farming area, blending livestock rearing and dairying with a range of arable crops including cereals, oil seed rape, sugar beet and potatoes. To the east in South Staffordshire the situation is similar, whilst further north in Cheshire the soils and climate make grassland farming more appropriate, and the county is a major dairy farming area. By contrast, however, the fertile silts and mosses of Merseyside and West Lancashire, coupled with the milder coastal climate, make this a region of horticulture and intensive arable farming, specialising in field-scale vegetables. Pigs and poultry are not uncommon enterprises and are found throughout the province.

This diverse nature of farming systems was reflected in the recruitment requirements for the survey. Satisfying these requirements was the main aim when recruiting, with farms selected on the basis of farm type according to June Census data. Inevitably, upon analysis of the data collected, although the majority of farms were found to be true to type, this was not the case for all the holdings.

The required quota of farms for the province was 65 and allowing around 10 per cent for reserve 71 were ultimately recruited and surveyed. Of these, 53 proved to be of the expected farm type; of the 15 that did not fall into the expected group, 8 could not be classified as a particular farm type. Table B.17 shows the recruitment requirements by farm type and the final sample recruited and surveyed.

In addition to recruiting farms of a particular type, it was also intended to achieve a geographical spread of farms throughout the province; the final distribution of farms, however, was largely governed by the farm types required. In the event, the majority of the horticultural holdings in the sample are located in West Lancashire, whilst the poultry are distributed throughout four of the six counties.

Table B.17: Classification of Farms by Farm Type

Target Sample	Actual Numbers Recruited (Including Reserves)						Unclassified
	Dairy L/S	LFA L/S	Lowland L/S	Pigs & Poultry	Horticulture		
Dairying	17	14	-	1	1	-	1
LFA Livestock	21	-	16	4	-	-	1
Lowland Livestock	15	-	-	11	-	-	4
Pigs & Poultry	10	-	1	1	6	-	2
Horticulture	8	-	-	-	-	8	-
Total	71	14	17	17	7	8	8

The majority of the dairy and livestock rearing farms are to be found in or close to the hill and upland areas of the province. It is indeed likely that some of those farms classified as Lowland Livestock, were actually situated in areas to which hill subsidies apply, but were too small to claim such aid.

#### The Occupants

Of the 71 farmers interviewed 70 (99%) were over the age of 35 and 63 (89%) had over 10 years' involvement in agriculture, whilst 59 (83%) had been managing a holding for more than 10 years. This would suggest that the people encountered were not the young new entrant into farming, but the older more established person, whether this be the genuine part-time farmer, the semi-retired farmer, hobby farmer or those fully engaged in farming trying to make a living from a small area.

On 40 (56%) of the 71 farms surveyed there was no involvement in 'off-farm' employment by the farmer or his spouse and on only 19 farms (27%) did the farmer and his spouse spend more time employed in 'off-farm' activities than was spent working on the farm. However, although on the majority of holdings in this sample farming is the main form of employment for the farmer and his spouse, it does not necessarily follow that farming provides the main source of income on these holdings. In fact, although in only 31 cases were the farmer or his wife employed in 'off-farm' activities, 46 farms (65%) received the greater part of their income from 'non-farm' sources, whether earned or unearned. (Pensions and investment income were the main sources of unearned income.)

Table B.18 shows the proportion of each farm type group involved in 'off-farm' activities and the percentage of each group receiving more than 50 per cent of their income from 'non-farm' sources. At least 25 per cent of each group is involved in 'off-farm' activities and at least 38 per cent of each group gain the larger part of their income from 'non-farm' sources. However, it is interesting to note the greater involvement in 'off-farm' activities and greater reliance on 'non-farm' income, on the LFA and Lowland Livestock farms and in the unclassified group and to relate this to farm incomes.

Table B.18: Involvement in Off-Farm Activities and Reliance on Non-farm Income, by Farm Type

Farm Type	Per Cent Involved in 'Off-Farm' Activities	Per Cent with >50 Per Cent Non-Farm Income
Dairying	36	43
LFA Livestock	47	70
Lowland Livestock	53	82
Pigs & Poultry	29	43
Horticulture	25	38
Unclassified	63	100

Characteristics of Holdings

Utilisable Agricultural Area (UAA) on the holdings surveyed actually ranged from less than 1 hectare to just over 30 hectares, with 44 farmers (62%) having less than 10 hectares and 11 (15%) less than 1 hectare. Table B.19 indicates the range of UAA by farm type. The largest farms were found in the livestock rearing groups, which also contained the greatest range in UAA. The smallest farms, however, were the more intensive pigs and poultry farms and the horticultural units.

Table B.19: Range of UAA by Farm Type

	Av. Size ha.	<1ha.	1-5ha.	6-10ha.	11-15ha.	16-20ha.	>20ha.
Dairying	10.37	-	4	5	1	3	1
LFA Livestock	14.42	1	-	6	1	4	5
Lowland Livestock	12.22	1	4	3	4	1	4
Pigs & Poultry	1.67	3	3	1	-	-	-
Horticulture	1.21	6	2	-	-	-	-
Unclassified	6.52	-	2	4	2	-	-

Financial Results

Table B.20 presents the average output and costs for each farm type. Dairying, Pigs and Poultry and Horticulture have a much higher level of output than the other three groups and although costs are correspondingly greater, these three also produced significantly higher farm incomes.

Dairying, Pigs and Poultry and Horticulture had the least involvement in 'off-farm' activities and relied least on 'non-farm' income (Table B.18). In other words, these groups contained the highest proportion of holdings where farming was the main or only source of

Table B.20: Average Output and Costs by Farm Type

	Dairy £	LFA L/S £	Lowland L/S £	Pigs & Poultry £	Horti- culture £	Unclass- ified £
<b>GROSS OUTPUT</b>						
Main Crops	-	-	-	-	21,982	-
Forage & By-products	1,219	66	651	72	58	1,091
Dairying	15,610	-	-	-	-	-
Beef/Rearing	2,325	2,020	3,682	1,343	-	-
Sheep	151	2,000	1,079	-	1	-
Pigs & Poultry	469	141	-	29,070	11	-
Other Livestock	-	65	385	28	91	-
Livestock Subsidies	14	817	219	-	-	-
Miscellaneous Revenue	961	477	1,188	2,380	669	568
<b>TOTAL GROSS OUTPUT</b>	<b>20,749</b>	<b>5,586</b>	<b>7,204</b>	<b>32,893</b>	<b>22,812</b>	<b>1,659</b>
<b>VARIABLE COSTS</b>						
Casual Wages	75	93	136	324	1,440	-
Feedingstuffs	9,010	1,928	1,700	20,338	104	-
Other Livestock Costs	836	248	512	1,146	5	5
Crop Costs	984	117	431	5	5,750	48
<b>TOTAL VARIABLE COSTS</b>	<b>10,905</b>	<b>2,386</b>	<b>2,779</b>	<b>21,813</b>	<b>7,299</b>	<b>53</b>
<b>GROSS MARGIN</b>	<b>9,844</b>	<b>3,198</b>	<b>4,425</b>	<b>11,080</b>	<b>15,513</b>	<b>1,606</b>
<b>FIXED COSTS</b>						
Regular Wages	650	42	845	2,963	3,982	-
Machinery Costs	1,176	306	611	1,115	962	16
Depreciation	352	231	270	709	1,327	67
Land Property Costs	1,834	1,400	2,478	928	1,463	1,233
General Farm Costs	1,277	485	1,028	1,600	3,700	298
<b>TOTAL FIXED COSTS</b>	<b>5,289</b>	<b>2,464</b>	<b>5,232</b>	<b>7,315</b>	<b>11,434</b>	<b>1,614</b>
<b>NET FARM INCOME</b>	<b>4,555</b>	<b>734</b>	<b>-807</b>	<b>3,765</b>	<b>4,079</b>	<b>-8</b>
Average Farm Size	10.37	14.42	12.22	1.67	1.21	6.52
Number in Sample	14	17	17	7	8	8

income. In these groups and on the horticultural holdings and pig and poultry units in particular, the farming is much more intensive than in the other three groups; this is illustrated by Table B.21, which shows the average level of output and costs per hectare.

Table B.21: Average Output and Costs per Hectare by Farm Type

	Dairy £/ha	LFA L/S £/ha	Lowland L/S £/ha	Pigs & Poultry £/ha	Horti- culture £/ha	Unclass- ified £/ha
Gross Output	2,001	387	589	19,696	18,853	254
Variable Costs	1,052	165	227	13,062	6,032	8
Gross Margin	949	222	362	6,634	12,821	246
Fixed Costs	510	171	428	4,380	9,450	247
Net Farm Income	439	51	-66	2,254	3,371	-1

In the LFA and Lowland Livestock groups, the main farming activity was livestock rearing, with sheep and cattle the predominant livestock involved. Average incomes for these two groups were much lower than for the three groups already mentioned (Tables B.20 and B.21) and both had a greater involvement in 'off-farm' activities and relied more heavily on 'non-farm' sources of income (Table B.18). These were the two groups that contained the largest proportion of genuine part-time farmers, whether they be the semi-retired farmer or the person employed in both farming and another occupation. Each of these groups contained seventeen farmers and in each case fifteen had sources of 'non-farm' income. On eight of the fifteen in the LFA group the farmer and/or his spouse also had employment off the farm, whilst the corresponding figure for the lowland group was nine.

Although similar in many ways, the LFA and Lowland Livestock groups do differ in the proportion of labour hours, for the farmer and spouse, that are spent employed in 'on-farm' activities. The LFA group spent 74 per cent of labour hours employed in 'on-farm' activities compared to 55 per cent for the Lowland group. This may to some extent reflect more limited opportunities for other forms of employment in upland areas, but there are also other factors involved. The harsher nature of the upland areas means farming in these areas is a more time consuming business, leaving less time for other activities. Also, the need for other sources of income could be greater in lowland areas as land and property charges tend to be much higher (see Table B.20). But, there is also another factor, and that is the greater influence in the lowland areas of the professional or semi-professional person to whom farming is a secondary occupation.

The final group are the 'Unclassified' holdings and this is where we find the real 'hobby' farms, and those belonging to farmers who are almost completely retired. On these farms most of the land is let out for grazing and all of the farmers relied on 'non-farm' sources for their main income. Of the eight farmers in this group, four were employed full-time in other professions, whilst the other four were all in receipt of pensions.

The average levels of 'non-farming' income for the farmer and spouse are presented in Table B.22 by farm type. There is a clear distinction between the dairying, pigs and poultry and horticulture groups and the other three, which reflects the greater involvement of these holdings in farming activities and their ability to generate larger farming incomes.

Table B.22: Average Non-Farming Income by Farm Type (Farmer and Spouse)

	Dairy	LFA	Lowland	Pigs & Poultry	Horticulture	Unclassified
	£	L/S	L/S	£	£	£
<b>Earned Income</b>						
Employed	2,354	3,125	4,106	2,000	1,613	2,739
Self-employed	-	4,865	9,011	1,667	-	9,500
<b>Total Earned Income</b>	<b>2,354</b>	<b>7,990</b>	<b>13,117</b>	<b>3,667</b>	<b>1,613</b>	<b>12,239</b>
<b>Unearned Income</b>						
	998	2,046	4,743	801	2,390	2,350
<b>Total Non-Farm Income</b>	<b>3,352</b>	<b>10,036</b>	<b>17,860</b>	<b>4,468</b>	<b>4,003</b>	<b>14,589</b>

#### Capital Investment

The average levels of capital investment are presented in Table B.23 by farm type. Investment in buildings and machinery varied quite considerably on the holdings surveyed, but it is probably fair to say that on the majority, investment in modern buildings or machinery was very limited. Investment of this nature (including glasshouses) was much more important on the pig and poultry farms and horticultural units than the other groups, especially if considered on a per hectare basis. Capital investment is, of course, a much more important factor of production on pig, poultry and horticultural units than land, which assumes a much greater importance in the other groups.

Table B.23: Average Capital Investment by Farm Type

	Dairy	LFA	Lowland	Pigs & Poultry	Horticulture	Unclassified
	£	£	£	£	£	£
House	31,321	40,618	53,471	21,714	46,125	31,500
Land	33,812	18,968	39,332	6,429	5,148	18,950
Agricultural Buildings	3,527	1,735	3,388	1,286	600	38
Glasshouses	-	-	-	-	9,440	-
Machinery	3,523	2,315	2,696	7,087	3,833	670
<b>Total</b>	<b>72,183</b>	<b>63,636</b>	<b>98,887</b>	<b>36,516</b>	<b>65,146</b>	<b>51,158</b>
<b>Total per Hectare</b>	<b>6,961</b>	<b>4,413</b>	<b>8,092</b>	<b>21,866</b>	<b>53,840</b>	<b>7,846</b>

The main feature that all the groups have in common is the importance of the house as a proportion of total capital investment. With the exception of dairying, because of the very small size of many of these farms, the house accounts for over 50 per cent of total capital investment. For the dairy group the house accounts for 43 per cent of total capital investment; in this group land accounts for a larger proportion of capital investment because of the value of milk quota attached to it.

NORTH EASTERN PROVINCE: Humberside (North), South Yorkshire,  
West Yorkshire, North Yorkshire, Cleveland

Provincial Centre: Askham Bryan College

Local Author: P. G. J. Green

Sample Size: 47

#### Geographical Distribution of Holdings

A total of 47 farms in the 'Yorkshire Region' were included in this national survey. The distribution of farming types in this region, above and below 4 BSU's is shown in Table B.24, from which it will be seen that the smaller farms are generally more dependent on livestock than their larger counterparts.

Table B.24: Distribution of Farms Below and Above 4 BSU's  
in the Yorkshire Region

	Below 4 BSU's		Above 4 BSU's	
	No.	%	No.	%
Dairy	116	(3)	2,704	(24)
Less Favoured Area	621	(17)	1,206	(11)
Lowland Cattle and Sheep	1,573	(42)	1,120	(10)
Pigs & Poultry	429	(12)	1,072	(9)
General Cropping	684	(18)	5,019	(44)
Horticulture	287	(8)	332	(3)
	3,710	(100)	11,453	(100)

In order to gain the co-operation of 47 farms a total of 152 were approached. Of the 105 who, for various reasons, did not participate in the survey, 79% declined to participate, 15% could not be contacted and 6% were not suitable. 45% of those who were not prepared to co-operate were either too busy, not interested, or felt that the survey would be of little help to small farmers. Twenty per cent were ready to retire and a further 6% had retired, died or were too ill to participate. The remaining 29% had various reasons for non-co-operation, such as farming was just a hobby, not prepared to divulge sources of income, or had sold up and moved to another area. Farms participating in the survey came from all over the region, though they were concentrated in the more urban areas. Thirty two per cent of co-operators were in the Less Favoured Areas.

Much care has been taken in interpreting the results because of the great variety of farming within each group of farms in terms of size, number and combination of enterprises and the purpose for which the small farm is being occupied. The 'data on farm 'profitability' can only indicate levels of profitability and no attempt should be made to compare

the figures directly with large farms because of the above reasons and because the regional sample is small.

#### Characteristics of Holdings

There was a great range in farm size as can be seen from Table B.25. The average size of holdings was just over 9 hectares with the grazing livestock farms averaging 10.0 hectares, pigs and poultry 3.9 hectares, horticulture 0.9 hectares and others 25.5 hectares. Only 3 farms had all their land rented, 8 were of mixed tenure and the remaining 37 were totally owner-occupied. The average area for rented farms was 6.4 hectares, owner-occupied 8.9 hectares and mixed tenure 12.1 hectares. Four of the co-operators did not own their own houses, but the remaining 43 had houses with an average value of just under £60,000, though there was a considerable range from £12,000 to just over £130,000. Land and Buildings were estimated to average just under £30,000, i.e. approximately £3,100 per hectare. The house on average was about two-thirds of the value of the holding.

Table B.25: Range of Farm Size

Hectares	LFA L/S	Lowland L/S	Pigs & Poultry	Horti- culture	Other	Total
<-----Number of Farms----->						
0 - 2	-	1	4	4	-	9
2 - 5	3	5	1	-	-	9
5 - 10	3	6	1	-	-	10
10 - 15	6	3	1	-	-	10
15 - 20	2	2	-	-	-	4
20+	2	-	-	-	3	5
	16	17	7	4	3	47
Average ha/farm	12.65	7.51	3.90	0.90	25.50	9.31

#### The Occupants

Eighty seven per cent of the farmers surveyed were over 35, 49% over 50, and 15% over 65 years old. Fifty one per cent of farmers had been managing their holdings for 10 or fewer years, whilst only 15% had been on the holding for over 30 years. Over 55% had been involved in farming for over 20 years. Twenty eight per cent of farmers had been in farming for 10 or fewer years, though 25% had been in farming for more than 40 years.

#### Financial Results

Table B.26 shows the average level per farm of output, costs, and profitability, measured in terms of Net Farm Income, Management and Investment Income and Occupier's Income by farm type. Per hectare figures

are also given for all farms. It should be noted that there is a very small sample for the horticulture and other group.

Table B.26: Outputs, Costs and Net Farm Income

	LFA L/S	Lowland L/S	Pigs & Poultry	Horti- culture	Other	All All	All All
Number of Farms	16	17	7	4	3	47	
Average ha/farm	12.65	7.51	3.90	0.90	25.50	9.31	
	<----- £ / Farm ----->						£/ha
OUTPUT							
Crop	140	379	610	17,160	10,452	2,403	258
Livestock	4,310	3,559	6,145	48	-	3,674	395
Miscellaneous	1,073	4,433	2,207	4,147	760	2,699	290
<b>Total</b>	<b>5,523</b>	<b>8,371</b>	<b>8,962</b>	<b>21,355</b>	<b>11,212</b>	<b>8,776</b>	<b>943</b>
VARIABLE COSTS							
Casual Labour	95	164	37	2,108	-	277	30
Crop	303	276	236	6,256	1,448	863	93
Livestock	2,375	1,821	3,883	33	-	2,048	220
<b>Total</b>	<b>2,773</b>	<b>2,261</b>	<b>4,156</b>	<b>8,397</b>	<b>1,448</b>	<b>3,188</b>	<b>342</b>
GROSS MARGIN	2,750	6,110	4,806	12,958	9,764	5,588	600
FIXED COSTS							
Labour	610	764	-	1,800	-	637	68
Machinery -							
Running Costs	634	879	953	1,299	863	841	90
Depreciation	373	562	352	628	562	472	51
General	703	1,116	1,252	1,423	440	979	105
Land & Property	1,565	2,298	2,158	3,236	3,421	2,179	234
<b>Total</b>	<b>3,885</b>	<b>5,619</b>	<b>4,715</b>	<b>8,386</b>	<b>5,286</b>	<b>5,108</b>	<b>549</b>
NET FARM INCOME	-1,136	491	91	4,572	4,478	480	51
Farmer &							
Spouse Labour	5,702	6,344	5,660	9,481	2,479	6,044	649
MII	-6,837	-5,852	-5,569	-4,909	1,999	-5,564	-598
RENTAL VALUE	1,121	1,644	1,089	2,900	3,105	1,583	170
OCC INCOME	-15	2,135	1,180	7,472	7,583	2,063	221
TENANT'S CAPITAL	8,275	4,126	6,705	3,120	863	5,629	605

Total output for all farms was £8,776 per farm with livestock accounting for 42%, crops 27% and miscellaneous items for 31% of the total. As can be seen from the Table B.26 there are great variations in output per farm from the LFA farms at £5,523 to horticulture farms at £21,355. It will be seen also that miscellaneous output is an important element of the total. As can be seen from Table B.27, a significant part of the miscellaneous output was imputed benefits for the farmhouse, but

the majority was from hirework, and particularly resale of agricultural produce, though these activities were on only a few farms. Five farms did hirework averaging £3,289 per farm, four had some form of recreation income averaging £1,605 per farm, whilst resale of agricultural produce featured on seven farms and averaged £8,911 per farm.

Table B.27: Miscellaneous Output

	No. of Farms	Average*	Average Over All Farms
Rents	2	3,420	145
Farmhouse Benefits in Kind	44	578	542
Hirework	5	3,289	350
Recreation	4	1,605	137
Resale of Agricultural Produce	7	8,911	1,517
Other Miscellaneous Income	6	65	8
			2,699

\*Average for those farms having hirework, recreation, etc.

Even though horticultural farms have double the variable costs of any other group, they still achieved a much higher gross margin than the other groups. Fixed costs averaged £5,108 per farm over all farms though again there is a large range from £3,885 for LFA farms to £8,386 for horticultural farms. Net farm income overall averaged £480 per farm with a range from the LFA farms averaging -£1,136 to horticultural farms of £4,572.

Tables B.28 and B.29 contain details of income levels. Management and Investment Incomes (arrived at after deducting a charge for farmer and spouse labour from Net Farm Income) are negative for all the main groups and average overall -£5,564 per farm. Tenants' Capital per farm averaged £5,629 with the greatest average level per farm being on the livestock farms. Occupier's Income has been calculated by adding back the notional rental value, which is part of land and property charges, to Net Farm Income. In all except the LFA farms, the figure is positive, with an overall average of £2,063 per farm. As can be seen from Table B.28, there are large ranges in NFI, MII and Occupier's Income, with over 55% having a negative NFI, 91% having a negative MII, and 30% having a negative Occupier's Income.

Table B.29 indicates the average level of profitability per farm, as measured by MII, NFI and Occupier's Income. These are shown for three situations: where the farmer and spouse labour is entirely on the farm; where farmer and spouse have income from other non-farm employment both paid and self-employed; and thirdly for the whole sample.

Table B.28: Number of Farms by NFI, MII and Occupier's Income/Farm

£ / Farm	NFI	MII	Occupier's Income
<-10,000	-	7	-
-10,000 to -7,500	1	8	-
-7,500 to -5,000	1	9	2
-5,000 to -2,500	5	14	3
-2,500 to 0	19	5	9
0 to 2,500	10	2	18
2,500 to 5,000	6	1	8
5,000 to 10,000	3	1	3
10,000 to 15,000	1	-	3
>+15,000	1	-	1
	47	47	47

Table B.29: Average NFI, MII and Occupier's Income/Farm

	With Employment Solely on Farm	With Employment Both On & Off Farm	Average All Farms
Numbers	15	32	47
NFI (£/farm)	2,871	-641	480
MII (£/farm)	-4,179	-6,213	-5,564
F & S Labour (£/farm)	7,050	5,572	6,044
Occupier's Income (£/farm)	5,053	662	2,063

In order to ascertain the degree of dependence on income other than that from farming activities, co-operators were invited to supply details of other earned and unearned income. Eighteen farmers had paid employment, and for the 17 farmers who gave an indication of employed earnings, these averaged £10,192 per farm. Nineteen farmers were self-employed, with an average of £7,430 per farm on the 17 farms supplying data. For the 16 farms who provided unearned income data, 8 of these were receiving pensions or supplementary benefits. The average income, including those that had none from the above sources (but excluding those who could not provide data) was £3,766 for paid employment, £2,807 for self-employed, and £1,070 for unearned income. The range, however, especially for income from employment was considerable. The importance of non-farm income to these small farmers is evident when one considers that the average Net Farm Income is only £480 per farm. On average, 6% of total income would appear to be derived from farming, as against 46% from employment and 35% from self-employment, and 13% from unearned income. The dependence on 'other' sources of income, however, is very variable. Table B.30 gives an indication of this variability. Only 5 farms were totally dependent on farming, another 9 were equally dependent on farming income and income from outside the farm, whilst the majority of farms were dependent on income from sources other than the farm.

Table B.30: Net Farm Income and Other Income Sources (£'000/farm)

NFI	0	Other Income				Not Available	Total
		0-5	5-10	10-15	15+		
15+	-	1	-	-	-	-	1
10 - 15	1	-	-	-	-	-	1
5 - 10	3	-	-	-	-	-	3
0 - 5	1	9	6	-	-	-	16
-5 - 0	-	4	6	4	6	4	24
-10 - -5	-	-	1	-	1	-	2
		5	14	13	4	7	47

### Conclusions

The results of the survey suggest that there are many different reasons for people being involved in small scale farming. There are those who are clearly improving their lifestyle by purchasing a small-holding and can only be considered to be farming for a hobby and not for monetary gain. In many cases these farmers would be financially better off letting their land. Equally there are those who are working very long hours for very small monetary rewards. Some of these will make a success of their farming, but for many, financial dependence on farming will remain an illusion.

NORTHERN PROVINCE: Cumbria, Durham, Northumberland, Tyne and Wear

Provincial Centre: University of Newcastle-upon-Tyne

Local Author: P. Gillard

Sample Size: 45

#### Geographical Distribution of Holdings

The Cheviot, North Pennine and Lake District hills account for approximately half of the region, and for this reason nearly 60% of the farms surveyed were in the Disadvantaged or Severely Disadvantaged Areas. Although the upland farms were widely distributed many were within commuting distance of urban areas. Of the lowland farms, over half were in close proximity to large towns or cities and often had enterprises which met local needs through farm gate sales and letting keep for horses.

#### Characteristics of Holdings and Occupants

The level of agricultural activity on these holdings was generally low. Over 80% of the sample had a gross margin of under £8,000, and used less than 2,500 labour hours on the holdings. Actual time spent per livestock unit, or per hectare, was relatively high, but most of this was provided by the farmer and spouse, so paid labour cost was low. The level of mechanisation on most holdings was fairly low, and the machinery was often old, resulting in a low depreciation charge. Farm and property costs per hectare were high due to the small area over which these costs could be spread. On owner-occupied holdings, the rental value for the farmhouse was a major input cost. Most of the farms were operating with very little borrowing, because the inherent low earning capacity of the holding could not service high interest charges.

Over half the sample had been involved with farming for more than 20 years. For most farmers co-operating with the survey, their current holding was the first they had managed. On many farms, there was a substantial contribution to income from non-farming activities. Nearly 40% of the sample were pensioners, with most of these in the upland areas. These holdings were often run by retired farmers, who still wanted to keep a few livestock. Other non-agricultural activities tended to depend upon location. In scenic areas tourism was the main activity, with enterprises such as caravans and camping being the most common. In rural areas, farm income was often supplemented by either casual or full-time labour on other farms. On farms near to urban areas, advantage was taken of the nearby employment opportunities, both manual and professional.

#### Financial Results

There were three main farm type groups: hill livestock, lowland livestock, and pigs and poultry. Numbers in the cropping and other type groups were too low for conclusions to be drawn.

The average size for the 24 hill livestock farms was just under 21

hectares (52 acres). The quality of this land was variable, while some had a high proportion of reasonable grazing, others had very little inbye land. On full-time holdings in these areas, over 75% of output is generated by the sheep enterprise. In contrast, on small farms there was a greater dependence on cattle (42% of output) than sheep (26% of output). One reason for this being that very few of these farms possessed or used common fell grazing rights. Most farms carried sufficient livestock to be eligible for subsidies, and these contributed around 11% towards total output. In common with larger farms in these areas, feed was a major cost, a large proportion of this being bulk feed such as hay. Fertiliser usage was very low, farms mainly applying low nitrogen compounds.

The main sources of output from the 12 lowland livestock farms were cattle and sheep, generally taking them to slaughter weight. The average farm size was nearly 18 hectares (44.5 acres), and stocking rates were very low. Other enterprises occurring on these holdings included the production of pedigree breeding animals, and providing grass keep and stabling for horses. Again feed costs, especially bulk fodder, were high, and fertiliser usage was low.

Due to the nature of the enterprise, the average size of the five pig and poultry holdings was only 1.7 hectares (4.5 acres). There was a wide range in levels of output, the most common activity being egg production, with the eggs sold direct to the public. Pigs were not popular because of the high labour requirements and low profitability associated with a low turnover. As would be expected, feed was the major cost; however land and property costs per hectare were also high due to the small area involved.

WALES

Provincial Centre: University College of Wales, Aberystwyth

Local Author: T. N. Jenkins

Sample Size: 80

Geographical Distribution of Holdings

The survey in Wales was based on a random sample of 80 farms recruited throughout the Principality. The survey reflects the three main farming types found in Wales, namely: dairying, hill and upland livestock rearing, and lowland livestock rearing. For the purpose of the survey, dairy farms are those on which dairying is practised in significant measure, irrespective of the location of the farm; hill and upland farms are non-dairy farms found within the severely disadvantaged areas of Wales; and lowland farms are non-dairy farms found elsewhere.

Table B.31 shows the structure of the sample by region and by farm type, and, for comparison, the overall structure of the small farm sector in Wales. The sample covers 1% of the Welsh small farm sector. Dairy farms are better represented than the other types, although the dairy subsample is the smallest in numerical terms. The aim of the regional stratification was to obtain a sample which reflects the actual geographical spread of the three types of small farm in Wales.

Table B.31: The Distribution of the Small Farms in Wales and of the Welsh Sample

	Gwynedd	Clwyd	Dyfed	Powys	South Wales	All Wales
<b>Dairy Farms:</b>						
Total	68	38	286	23	28	443
Sample	2	1	12	1	-	16
<b>Hill &amp; Upland Farms:</b>						
Total	543	323	649	737	356	2,608
Sample	7	5	6	5	6	29
<b>Lowland Farms:</b>						
Total	930	553	2,191	316	831	4,821
Sample	5	3	18	5	4	35
<b>All Types:</b>						
Total	1,541	914	3,126	1,076	1,215	7,872*
Sample	14	9	36	11	10	80
Sample %	0.9	1.0	1.2	1.0	0.8	1.0

\*Excluding 1,115 farms of minor types, namely cropping, horticulture, pigs and poultry.

In order to recruit a sample of 80 farms, 141 small farms were approached. Of the 61 farms not recruited, 19 declined to participate because of lack of interest by the farmer; a further 12 farmers could not be contacted by investigational staff; while the remainder were unsuitable for various reasons, such as recent bereavement, family illness, impending retirement or farm sale, or lack of agricultural activity. The sample recruited includes six farms which have recently ceased dairying, two farms where cropping rather than livestock activities have proved to be dominant, and two farms where poultry form the main enterprise. These farms have been included in either the hill and upland or the lowland groups, depending on their location.

#### The Occupants

Tables B.32 to B.34 give some indication of the type of small farmer in the sample. More than 70 per cent are over 50 years of age and almost one-third are old-age pensioners (Table B.32). Among the dairy farmers, the age structure is even more extreme, with all but one of the 16 in the sample aged over 50. Only 4 of the 80 farmers are under 35 years of age, all of them on lowland holdings.

Table B.32: The Age Structure of Farmers in the Sample

Farm Type	No. of Farms	Age of Farmer in Years			
		Under 35	35-49	50-64	65 and Over
Dairy	16	0	1	10	5
Hill & Upland	29	0	7	14	8
Lowland	35	4	11	10	10
Total	80	4	19	34	23

Almost 60 per cent of the farmers surveyed have been in farming for more than 30 years (Table B.33). In the case of the dairy farmers, all but 3 have had over 30 years' farming experience. In contrast, a sizeable proportion of the lowland farmers are relatively inexperienced: almost one quarter of them have been in the industry for 10 years or less, and 40 per cent of them for no more than 20 years.

Table B.33: Farming Experience of Farms in the Sample

Farm Type	No. of Farms	Years in Farming				
		Up to 10	11-20	21-30	31-40	Over 40
Dairy	16	1	1	1	5	8
Hill & Upland	29	4	1	7	8	9
Lowland	35	8	6	4	8	9
Total	80	13	8	12	21	26

Management experience was also found to be relatively strong among dairy farmers, with almost half of them having managed an agricultural holding for over 30 years (Table B.34). Overall, half of the farmers in the sample have had less than 20 years' management experience, and the lowland group of farmers have on average noticeably less such experience than the other groups. A similar pattern is apparent with regard to management experience on the farmers' present holdings: almost one third of the dairy farmers have managed their present holding for over 40 years, while over two-thirds of lowland farmers have managed their present holdings for less than 20 years.

Table B.34: Management Experience of Farmers in the Sample

Farm Type	No. of Farms	Years Managing:									
		A. Any Holding		B. Current Holding		A. Any Holding		B. Current Holding		A. Any Holding	
		Up to 10	11-20	11-20	21-30	21-30	31-40	31-40	Over 40	A.	B.
		A.	B.	A.	B.	A.	B.	A.	B.	A.	B.
Dairy	16	3	3	4	4	2	2	2	2	5	5
Hill & Upland	29	6	9	6	8	10	8	4	2	3	2
Lowland	35	11	12	11	12	4	4	7	7	2	0
Total	80	20	24	21	24	16	14	13	11	10	7

#### Characteristics of Holdings

The basic size characteristics of the sampled farms are given in Table B.35. The 16 dairy farms have the lowest average area of agricultural land (8.4 hectares), and the range of sizes found is relatively small. The 29 hill and upland farms range widely in size, partly reflecting the varying quality of their agricultural land. Of the 35 lowland farms, only two exceed 20 hectares in size.

Table B.35: Areal Size of the Sampled Farms

	Hectares of Agricultural Area		
	Average	Minimum	Maximum
Dairy	8.4	4.5	19.0
Hill & Upland	18.1	3.2	86.3
Lowland	10.0	0.1	34.5

Fifty eight of the 80 farms are wholly owner-occupied, a proportion which varies little with farm type (Table B.36).

Table B.36: Tenure Characteristics of the Sampled Farms

	Owner-Occupied	Tenanted	Mixed Tenure
Dairy	12	2	2
Hill & Upland	19	5	5
Lowland	27	2	6
All Farms	58	9	13

#### Farm Output

In the case of the dairy sample, over 85 per cent of the value of farm output before direct subsidies came from the dairy herds in 1986/87, although half of the farms also maintain subsidiary beef or cattle rearing enterprises. The only other enterprises encountered of significant size on the dairy farms are sheep (two farms), poultry (two farms), pigs and cereals (one farm each).

Of the 29 hill and upland farms, all have beef cattle and/or sheep enterprises. Eleven farms maintain a beef enterprise but no sheep, 7 farms combine both beef and sheep enterprises, and 11 farms maintain a sheep enterprise but no beef. None of the farms has a dairy herd, only one has a significant output from cash cropping activities, and pig and poultry enterprises of significant size were each found on only one farm. In all, 61 per cent of the value of total output before direct subsidies on these farms in 1986/87 was derived from sheep and beef cattle enterprises in fairly equal proportion. With subsidies included, the contribution of these two enterprises to total output averaged two-thirds.

The 35 lowland farms in the sample generally show a relatively higher dependence on beef cattle than on sheep. All but 4 of these farms maintain cattle enterprises, and overall such enterprises contribute 28 per cent of the value of total output before direct subsidies. Of these lowland farms, none has a dairy enterprise, five have cash cropping enterprises, and four have poultry enterprises of significant size. Sheep enterprises are present on 19 of the farms, although in most cases the value of sheep output proved to be lower than cattle output on farms where the two enterprises are combined.

#### Financial Results

Tables B.37 to B.39 give aggregated farm income statements for each of the dairy, hill and upland, and lowland farm samples. The income calculations are made after attributing a benefit value to farmhouses, a commercial value to unpaid family labour and a rental value to owner-occupied farms; they are also given before deduction of any interest payments made by farmers on financial borrowings. Such incomes therefore represent the economic return to the farmer and spouse for their manual and managerial input into the farm business and for their investment in livestock, machinery, crops and stores.

In the case of the dairy farms (Table B.37), the total output of £6,411 per farm amounted to £760 per hectare of utilisable agricultural land (UAA). Deduction of variable costs, over three quarters of which were feed costs, left a gross margin of £436 per hectare. Such a gross margin was barely adequate to cover fixed costs of £417 per hectare, leaving a net income of £158 per farm or £19 per hectare. Of the 16 farms in the sample, seven had a negative net income in 1986/87. Farm indebtedness is, however, negligible, with only one dairy farmer paying interest on financial borrowings.

Table B.37: Farm Outputs, Inputs and Income: Dairy Farm (£ per farm)

Outputs	Inputs
Dairy	5,290
Other Cattle	181
Sheep	92
Pigs, Poultry	90
Crops, Forage	220
Miscellaneous	319
Livestock Subsidies	221
 Total Output	 6,411
	Total Variable Costs
	2,738
	Total Gross Margin : 3,673
	 Regular Labour
	1,147
	Machinery Costs
	488
	General Farm Costs
	697
	Land Expenses
	945
	Depreciation Charges
	237
	 Total Fixed Costs
	3,514
	Net Income : 158

On average, each of the sampled dairy farmers (and/or their spouses) spent 1,800 hours working on their farms. On none of these farms did the time spent on off-farm gainful activity by the farmer and spouse exceed the time which they spent on the farm.

The general picture of the small dairy farm sector is one in which mostly relatively old farmers devote a considerable proportion of their time to their farms and achieve a relatively low income from them.

In the case of the hill and upland farms (Table B.38), the total output of £3,753 per farm amounted to £207 per hectare, and deduction of variable costs left a gross margin of £149 per hectare. Fixed costs amounted to £159 per hectare, to leave a negative net income of -£184 per farm or -£10 per hectare. Thirteen of the 29 farms in the sample had negative net incomes in the year of the survey. Six farms in the group make significant interest payments on financial borrowings.

Table B.38: Farm Outputs, Inputs and Income - Hill and Upland Farms  
(£ per farm)

Outputs	Inputs
Cattle	974
Sheep	947
Pigs, Poultry, Other	38
Crops, Forage	500
Miscellaneous	750
Livestock Subsidies	545
<hr/>	<hr/>
Total Output	3,753
	Total Variable Costs
	1,048
	Total Gross Margin : 2,706
	<hr/>
	Regular Labour
	Machinery Costs
	General Farm Costs
	Land Expenses
	Depreciation Charges
	<hr/>
	Total Fixed Costs
	2,889
	Net Income : -184
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The average hill and upland farmer (and/or spouse) spent 1,630 hours in gainful activity on the farm and a further 1,360 hours in gainful activity elsewhere. In contrast to the position on dairy farms, on 15 of the 29 hill and upland farms, the time spent by the farmer and spouse on off-farm activity exceeded that spent working on the farm.

The general picture of the small hill and upland farm sector is one in which farmers have off-farm as well as farming interests and the economic return from farming is low.

On the lowland farms (Table B.39), total output amounted to £576 per hectare of UAA and gross margin to £459 per hectare. After the deduction of fixed costs, net income per hectare was £122, considerably higher than that on other types of farm. Nevertheless, 18 of the 35 lowland farms had negative net incomes in 1986/87. Six farms make significant payments of interest on borrowings.

A notable feature of the lowland farm sample is the level of miscellaneous output which on average accounted for almost half of total output. Ten of the 35 farms had significant and often substantial receipts from miscellaneous activities, by far the most common being contract work using farm machinery.

On average, each lowland farmer in the sample (and/or spouse) spent 1,580 hours of gainful activity on the farm and 860 hours off-farm. On 10 of the 35 farms, the time spent on gainful activity off-farm exceeded that spent on-farm.

Table B.39: Farm Outputs, Inputs and Income: Lowland Farms (£ per farm)

Outputs	Inputs
Cattle	1,548
Sheep	787
Pigs, Poultry, Other	84
Crops, Forage	525
Miscellaneous	2,639
Livestock Subsidies	175
 Total Output	 5,759
 Total Gross Margin : 4,588	 Total Variable Costs 1,171
	Regular Labour 286
	Machinery Costs 987
	General Farm Costs 534
	Land Expenses 1,144
	Depreciation Charges 516
 Total Fixed Costs	 3,467
 Net Income : 1,121	

The general picture presented of the lowland small farm sector is one where farming and farm-based activities are relatively important to the farmers concerned, although income from farming alone would be insufficient for a living.

#### Non-farming Incomes

Twelve of the 16 dairy farmers in the sample (and/or their spouses) obtain income from outside their farms. Three earn income from off-farm employment, although only one farmer is employed off the farm on a full-time basis. A further three earn income from self-employment, although in two cases, the amount involved is relatively small. A total of ten farmers have unearned income, 8 from pensions and benefits and 2 from investments, which averaged just over £2,000 per farm in 1986/87.

Of the 29 hill and upland farmers, only one has no income from off-farm sources. Seventeen have income from off-farm employment (either the farmers or their spouses, or both), all except three of these drawing incomes of £4,000 per annum or more in 1986/87. Relatively substantial income from self-employment is a feature of five farms. Twenty-one of the farmers have unearned income, 9 from investments and a further 16 from pensions and benefits. On average, off-farm incomes of all types amounted to just over £7,000 per farm in 1986/87.

Thirty of the 35 lowland farmers have income from off-farm sources. Ten earn income from off-farm employment, sometimes from part-time work, and three have some income from self-employment. Twenty two of the

farmers have unearned income: 10 receive investment income, 13 receive pensions, and 5 receive other forms of state benefit.

Overall, a wide variety of non-farming activities was encountered on the 80 farms in the survey. Of the self-employed farmers, two run agricultural contracting businesses (although several other farmers earn income from part-time contracting, using their farm equipment); and two others are also directly involved in agriculture (as farmer on another farm and as agricultural engineer). Two are artisans (carpenter and shoe repairer); two run boarding kennels; and two are professional people (accountant and writer). Surprisingly, only one farm has income from bed-and-breakfast activity.

Among those farmers and their spouses employed by others in non-farming activities, the most common occupations are manual ones (13 farmers) with mechanics and fitters the most frequently encountered. Among wives, nurses and home helps (6) are the most common, and other occupations include teaching/lecturing (5) and clerical/administrative jobs (5).

#### Cash Incomes

Table B.40 shows the results of estimating the actual cash income on the farms in the sample. Farm cash income differs from the net income figures presented earlier by disregarding notional items of cost and benefit.(1) Tenanted farms are shown separately since their farm cash incomes reflect the position after the payment of rent. Total cash incomes include income from all off-farm sources. In all cases, cash incomes are calculated before any provision is made for depreciation of equipment, but after the payment of interest on financial borrowings.

Table B.40: Cash Incomes on Farms in the Sample (£ per farm)

	Farm Cash Income	Total Cash Income(1)
Dairy Farms:		
Owner-occupied	1,688	4,064
Other(2)	1,804	4,403
Hill & Upland Farms:		
Owner-occupied	409	7,300
Other(2)	662	8,452
Lowland Farms:		
Owner-occupied	1,627	6,390
Other(2)	3,687	7,007

(1) A small minority of farmers declined to reveal details of non-farming income, and are therefore excluded from this column.

(2) Both wholly-tenanted and mixed tenure farms.

(1) These include the value of unpaid labour, the rental value attributed to owner-occupied farms, and the benefit value attributed to farm houses.

On average, the dairy farmers derived just over 40 per cent of their total cash income from their farms in 1986/87. Only three dairy farms, all owner-occupied, had a negative farm cash income. No dairy farmer had a farm cash income of more than £4,400, and only two dairy farmers had a total cash income of more than £5,700.

The picture on the hill and upland farms is rather different. On average, these farmers derived a very small proportion of their total cash income from their farms and as many as 12 had negative farm cash incomes in 1986/87. Only three hill and upland farmers had farm cash incomes of more than £2,500, yet total cash incomes showed a wide range from under £1,000 to over £30,000.

On the owner-occupied lowland farms, farm cash incomes averaged 25 per cent of total cash incomes in 1986/87. For the tenanted and mixed tenure farms, the farm cash incomes were considerably more important at just over half of total cash income. Twelve of the 35 farms recorded negative farm cash incomes, and a further 13 farms had farm cash incomes of less than £2,000. Nineteen of the farms had a total cash income of under £5,000, although, at the other end of the spectrum, 7 farms had total cash incomes of over £15,000 with no farm exceeding a total of £20,000.

### Conclusions

It is clearly difficult to generalise about a subject as diverse as the small farm sector. Nevertheless, some general themes have emerged from the survey in Wales, not least on the basis of anecdotal evidence provided by investigational staff.

The survey farms may be allocated to four general categories on the basis of their financial results and of observations as to their household circumstances (Table B.41). Category A contains farms where the standard of living is low and where there is an element of struggle in making ends meet financially. The farmers concerned are either old, in poor health or unemployed. This category, with 27 of the 80 farms, is the largest, and contains 12 of the 16 dairy farms.

Table B.41: Small Farms by General Category

	Dairy	Hill & Upland	Lowland	All Types
Category A	12	4	11	27
B	1	11	10	22
C	3	11	8	22
D	0	3	6	9

Category B contains farms where occupiers are generally somewhat better off but by no means well off. Again, the farmers concerned are often pensioners or without much outside work, but generally combined income is sufficient for a modest living. A further 22 farms belong in this category, split fairly evenly between the hill and upland and the lowland types.

Category C contains farms where a combination of activities generally gives rise to an adequate living. Most of the farmers or their spouses hold non-farm jobs, often manual or fairly low paid, and many regard their farms as a useful source of supplementary income. These farmers are generally younger than average, often with families to support. Twenty two farms belong to this category, half of them in the hill and upland type group.

Category D farms are those where farming is overtly a leisure activity, with the level of outside income or assets high enough to ensure a relatively prosperous living. Only 9 farms in the Welsh sample, all non-dairy farms, come into this category, most of them in the lowlands.

Such a categorisation suggests that the small farm sector is generally not a first rung on the farming ladder nor a pleasurable retreat for the prosperous. It is often a place where those at the end of their careers can indulge a hobby or continue a tradition. It is also an alternative for those for whom the non-agricultural sector does not provide an adequate living either in quantitative or qualitative terms. Many small farmers feel the more secure for having outside jobs; many others feel that their farms give them security in an uncertain labour market.

One of the outstanding features is the number of small farmers for whom pensions and benefits form a significant source of income. No fewer than 30 of the 80 farmers are in receipt of pensions (either occupational or state pensions) payable to the farmer, spouse or both, and a further 12 farms obtain other benefits, such as disability pensions, low income supplements and care allowances.

Many of the farmers have inherited their farms and feel themselves duty bound to continue the family farming tradition. Many have limited material needs and aspirations, and consequently endure what are conventionally regarded as low standards of living. Among many such farmers, health is a vital factor: poor health appears to be relatively common and leads to uncertainty of circumstances, since continuation of farming often depends on adequate physical health.

Old age and poor health bring with them a further common feature, that of dependence on neighbours and relatives for help in running the farm. In part, this is reflected in a relatively low level of mechanisation: overall, the value of machinery and equipment per farm(1) was assessed at £3,670, yet on 35 of the 80 farms the value was £1,000 or less and on 23 farms it was £500 or less.

(1) Including the farm share of general items, such as cars.

## NORTHERN IRELAND

Provincial Centre: Department of Agriculture, Northern Ireland

Local Author: Dr. Joan Moss

Sample Size: 97

### Geographical Distribution of Holdings

A sample of 100 small farms formed the basis of the Northern Ireland contribution to the study. When the survey data were analysed, 3 farms exceeded the 4 BSU threshold and were eliminated from the sample. The holdings were fairly well spread throughout the Province, although more towards the west than the east. Given the distribution of market towns, the vast majority of the farmers lived within 20 miles of a town of at least 15,000 inhabitants.

### Characteristics of Holdings

The small farm under 4 BSU is well represented in the Northern Ireland farm sector. In addition to the 43 per cent of holdings which are estimated to be less than 1 BSU, a further 27 per cent of holdings are between 1 and 3.9 BSU in size (Table B.42). When farm type is taken into account for holdings above 1 BSU, the LFA livestock farms are most likely (70%) to be in the 1-3.9 BSU size range, followed closely by lowland livestock farms (68%). The lowest incidence of small scale farms occurs in the dairy farm type with only 11% of farms in the 1-3.9 BSU size range (Table B.43). It would appear that this size of dairy farm is rapidly disappearing. Difficulty was encountered in trying to obtain an adequate sample of small dairy farms for the study. When absolute numbers of farms below 4 BSU are considered for each farm type, the livestock farms account for over 60% of the small farms in Northern Ireland, and this was reflected in their representation in the farm sample.

Table B.42: Distribution of Northern Ireland Holdings by BSU Size Group

BSU's per Farm	Proportion of NI Farms (%)
Under 1	43
1-3.9	27
4-7.9	13
8-15.9	10
16-23.9	4
24 and Over	3

Table B.43: Distribution of Northern Ireland Farms by Farm Type and BSU Size Group

Farm Type	BSU Size Group					Total
	1-3.9	4-7.9	8-15.9	16-23.9	24+ over (per cent)	
Dairying	11	23	34	17	15	100
LFA Livestock	70	21	8	1	0	100
Lowland Livestock	68	20	10	2	0	100
Cropping	43	22	20	8	7	100
Others	44	26	19	6	5	100

The Occupants

The average farmer's age varied among the farm types with the cropping farmers the youngest (22% under 35 years and 50% over 50 years), followed by the dairy farmers, 67% of whom were over 50 years. The lowland livestock farmers were the eldest with 88% over 50 years of age. Overall, over 70% of the farmers interviewed were at least 50 years old, and only 5% were under 35 years of age (Table B.44). The number of years the farmers had been in farming indicated that most farmers had been involved in agriculture since their school days and most of their managerial experience was managing their current holding (Table B.45). This concurs with the tradition of farm inheritance and the relative lack of mobility of farmers in Northern Ireland.

Table B.44: Age of Farmer by Farm Type

Farm Type	Age in Years				
	Under 20	20-35	35-50	50-65	65+
	(% of farmers)				
Dairying	-	0	33	50	17
LFA Livestock	-	6	23	41	30
Lowland Livestock	-	0	12	50	38
Cropping	-	22	22	22	34
All Farms (n=97)	-	5	24	41	30

Table B.45: Distribution of Farmers' Years in Farming and Management

	10 & Under	11-20	21-30	31-40	40+
	(% of farmers)				
Years in Farming	2	13	12	22	51
Years in Management	14	22	25	24	15
Years Managing Current Holding	18	20	24	25	13

## Financial Results

### (i) Farm Income

As shown in Table B.46, the average total output of the farms, in round figures, was £6,650, with £3,800 total gross margin and a net farm income of -£320. Only the cropping farms recorded a positive net farm income, which amounted to £1,100. All the farms in the sample were owner-occupied, so the occupier income, representing the return to the farmer and spouse for their manual and managerial labour and on all the assets of the farm business, including land and buildings, is probably the most appropriate income estimate. It averaged less than £900 for the sample as a whole, ranging from £250 for the dairy farms to £2,400 for the cropping farms. The average occupier's income was £400 for the lowland livestock farms and £1,000 for the LFA livestock farms.

Table B.46: Average Output and Farming Income by Farm Type (£)

Farm Type	Total Output	Total GM	Net Farm Income	Occupier's Income
Dairying	6,947	3,082	-720	248
LFA Livestock	6,514	3,825	-220	996
Lowland Livestock	5,761	3,463	-904	402
Cropping	9,365	5,442	1,089	2,380
All Farms* (n=97)	6,651	3,792	-323	869

\*Includes 1 Pigs and Poultry, 1 Horticulture and 2 Unclassified Farms.

### (ii) Non-Farm Income

In addition to the income generated by the farm, some farmers and/or their spouses had an income from other employment. The average employed non-farming income was £1,750 (Table B.47). This average, however, should be interpreted with care, as at least 70% of farmers, of each farm type, had no income from this source; also the number of farmers with self-employed non-farm work was negligible. The average unearned non-farming income was approximately £1,800 and this comprised £200 interest payments (which are an element of occupier income), £1,200 state pension (received by 42% of farmers) and £350 supplementary benefit (received by 20% of farmers). It should be noted that 30% of the small farmers, however, had no unearned income.

The relative importance of earned off-farm income is reflected in Table B.48 in the number of hours farmers and spouses worked on their farms and off-farm. The average farmer and spouse provided almost all the labour needed for their farm and devoted approximately 36 hours per week of their time to their farm business, and an average of 9 hours per week to off-farm work. The dairy farmers and their spouses were the least likely to have off-farm work and the lowland livestock farmers recorded the highest incidence of off-farm jobs. Since 71% of farmers and their spouses had no off-farm employment, the average time spent on off-farm employment is again misleading. For the 29% who worked off-farm, the average weekly hours worked off-farm were 33 hours; such

Table B.47: Average Non-Farming Income by Farm Type (£)

Farm Type	Employed	Self-Employed	Unearned
Dairying	450	-	1,993
LFA Livestock	1,774	63	1,534
Lowland Livestock	3,527	125	2,619
Cropping	639	-	1,611
All Farms* (n=97)	1,757	120	1,857

\*Includes 1 Pigs & Poultry, 1 Horticulture and 2 Unclassified Farms.

jobs could not be considered as mainly casual or part-time commitments. These farmers and spouses also worked 32 hours on their farms each week.

Table B.48: Average Farmer and Spouse Labour by Farm Type

Farm Type	On-Farm (Hours per annum)	Off-Farm	Proportion of Farms Where Farmer and/or Spouse Work Off-farm (%)
Dairying	1,733	183	25
LFA Livestock	1,890	481	29
Lowland Livestock	1,571	681	31
Cropping	1,876	333	22
All Farms (n=97)	1,785	479	29

Off-farm work covered many different occupations from general medical practitioner to lorry assistant for the farmers, and teachers to clerical officers for the spouses. The majority (66%) of spouses' jobs required training, e.g. teachers, nurses, cooks, whereas only a minority of the farmers' jobs (36%) were of this nature. It would appear that the women, who were usually the spouse rather than the farmer, were better educated. Coincidentally, the farmer who is a GP, is also a woman. As was evident from the sources of non-farm income, very few farmers or spouses were self-employed off the farm or worked on-farm in non-farming activities. There was no evidence of tourism or crafts-related on-farm enterprises and there were only two examples of agriculturally-related jobs.

#### Conclusion

Given the relatively low incomes earned by those farmers and/or their spouses with off-farm jobs, the 'hobby' farm is not an important element in the Northern Ireland small farm sample. With the exception of 3 or 4 farms where both farmer and spouse worked off-farm, or one of the off-farm jobs was well paid, the farms appeared to provide an important, albeit very modest, contribution to family incomes.

SUMMARY OF RESULTS

BY CENTRES

Table B49

## SUMMARY OF RESULTS BY CENTRES-WYE

Number of Holdings	Lowland Livestock 8	Horticulture 8	No Farm Enterprise 5	All Types 28
Average Per Holding				
Utilised Agricultural Area	8.94	1.70	4.84	4.50
<b>GROSS OUTPUT</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
Crops	0	6,537	0	1,876
By-Products & Forage	157	30	381	140
Livestock	4,432	0	40	1,595
Miscellaneous Revenue	2,603	105	946	1,065
<b>TOTAL OUTPUT</b>	<b>7,192</b>	<b>6,672</b>	<b>1,367</b>	<b>4,676</b>
Less:				
Casual Wages	118	0	140	59
Livestock Variable Costs	932	0	152	496
Crop Variable Costs	138	2,311	57	717
<b>TOTAL GROSS MARGIN</b>	<b>6,004</b>	<b>4,361</b>	<b>1,018</b>	<b>3,404</b>
Less:				
Regular Wages	2,030	3,589	266	1,794
Machinery (incl. depreciation)	510	1,085	269	535
General Farm Costs	404	1,455	79	560
Land & Property	1,159	517	826	719
<b>NET INCOME</b>	<b>1,901</b>	<b>-2,285</b>	<b>-422</b>	<b>-204</b>
<b>OCCUPIERS INCOME-FARMING</b>	<b>2,702</b>	<b>-2,053</b>	<b>-39</b>	<b>216</b>
<b>OCCUPIERS INCOME-NON FARM</b>	<b>45,921</b>	<b>29,930</b>	<b>39,043</b>	<b>30,698</b>
Interest Payments	5,449	1,014	1,900	2,674
Average Per Hectare				
<b>TOTAL OUTPUT</b>	<b>805</b>	<b>3,919.</b>	<b>282</b>	<b>1,040</b>
<b>GROSS MARGIN</b>	<b>672</b>	<b>2,561</b>	<b>210</b>	<b>757</b>
<b>NET INCOME</b>	<b>213</b>	<b>-1,342</b>	<b>-87</b>	<b>-45</b>
Hours Per Holding				
OWN LABOUR- ON FARM	1,245	1,726	755	1,254
OWN LABOUR- OFF FARM	1,125	905	2,052	1,423

Table B50

## SUMMARY OF RESULTS BY CENTRES-READING

Number of Holdings	Lowland Livestock 24	Pigs and Poultry 9	Horticulture 16	No Farm Enterprise 9	All Types 64
Average Per Holding					
Utilised Agricultural Area	10.12	4.63	4.14	6.36	7.28
GROSS OUTPUT	£	£	£	£	£
Crops	10	94	4,546	0	1,269
By-Products & Forage	266	167	383	702	330
Livestock	2,905	4,641	199	0	2,012
Miscellaneous Revenue	184	463	475	295	297
TOTAL OUTPUT	3,365	5,365	5,603	997	3,908
Less:					
Casual Wages	82	191	379	78	190
Livestock Variable Costs	1,283	2,815	185	0	1,126
Crop Variable Costs	81	121	1,786	19	528
TOTAL GROSS MARGIN	1,919	2,238	3,253	900	2,064
Less:					
Regular Wages	455	1,357	846	173	616
Machinery (incl. depreciation)	689	475	1,062	285	704
General Farm Costs	388	341	548	518	443
Land & Property	1,236	861	935	946	1,044
NET INCOME	-849	-796	-138	-1,022	-743
OCCUPIERS INCOME-FARMING	-112	-541	362	-489	-149
OCCUPIERS INCOME-NON FARM	11,056	20,640	9,341	17,401	12,762
Interest Payments	876	994	659	646	780
Average Per Hectare					
TOTAL OUTPUT	332	1,159	1,355	157	537
GROSS MARGIN	190	483	787	141	283
NET INCOME	-84	-172	-33	-161	-102
Hours Per Holding					
OWN LABOUR- ON FARM	1,316	1,291	1,916	276	1,354
OWN LABOUR- OFF FARM	928	1,096	694	139	892

Table B51

## SUMMARY OF RESULTS BY CENTRES - EXETER

Number of Holdings	Dairying 6	LFA Livestock 8	Lowland Livestock 23	Pigs and Poultry 9	Horticulture 5	No Farm Enterprise 16	All Types 67
Utilised Agricultural Area	6.13	10.18	9.98	2.55	3.68	10.55	8.32
GROSS OUTPUT	£	£	£	£	£	£	£
Crops	0	0	34	37	6,903	0	532
By-Products & Forage	277	172	607	150	192	1,084	547
Livestock	1,997	3,800	3,696	1,424	81	2	2,099
Miscellaneous Revenue	2,658	475	17	550	185	436	492
TOTAL OUTPUT	4,932	4,447	4,354	2,161	7,361	1,522	3,670
Less:							
Casual Wages	192	53	55	11	237	195	108
Livestock Variable Costs	1,399	713	1,627	1,111	111	77	945
Crop Variable Costs	406	196	280	60	1,462	104	298
TOTAL GROSS MARGIN	2,935	3,485	2,392	979	5,551	1,146	2,319
Less:							
Regular Wages	33	153	437	478	125	101	269
Machinery (incl. depreciation)	876	795	642	388	862	219	562
General Farm Costs	780	411	411	515	996	272	468
Land & Property	243	1,165	617	257	435	1,511	801
NET INCOME	1,003	961	285	-659	3,133	-957	219
OCCUPIERS INCOME-FARMING	774	1,728	337	-760	3,164	-62	504
OCCUPIERS INCOME-NON FARM	7,006	10,894	10,941	10,474	10,267	7,977	9,762
Interest Payments	599	1,774	1,192	1,419	485	443	1,016
TOTAL OUTPUT	805	437	436	849	1,998	144	441
GROSS MARGIN	479	342	240	385	1,507	109	279
NET INCOME	164	94	29	-259	850	-91	26
Hours Per Holding							
OWN LABOUR-ON FARM	1,631	1,715	1,232	766	1,834	349	1,097
OWN LABOUR-OFF FARM	205	1,745	1,699	1,633	1,323	485	1,244

Table B52

## SUMMARY OF RESULTS BY CENTRES-CAMBRIDGE

	Cropping	Horticulture	All Types
Number of Holdings	13	20	42
Average Per Holding			
Utilised Agricultural Area	8.90	3.22	5.11
<b>GROSS OUTPUT</b>	<b>£</b>	<b>£</b>	<b>£</b>
Crops	6,136	6,734	5,117
By-Products & Forage	859	252	454
Livestock	193	15	1,418
Miscellaneous Revenue	793	802	673
<b>TOTAL OUTPUT</b>	<b>7,981</b>	<b>7,803</b>	<b>7,662</b>
Less:			
Casual Wages	182	776	426
Livestock Variable Costs	154	45	1,265
Crop Variable Costs	1,744	1,769	1,397
<b>TOTAL GROSS MARGIN</b>	<b>5,901</b>	<b>5,213</b>	<b>4,574</b>
Less:			
Regular Wages	85	532	361
Machinery (incl. depreciation)	2,386	1,439	1,638
General Farm Costs	912	1,218	1,073
Land & Property	1,058	778	1,001
<b>NET INCOME</b>	<b>1,460</b>	<b>1,246</b>	<b>501</b>
<b>OCCUPIERS INCOME-FARMING</b>	<b>1,821</b>	<b>1,372</b>	<b>750</b>
<b>OCCUPIERS INCOME-NON FARM</b>	<b>11,249</b>	<b>10,667</b>	<b>11,075</b>
Interest Payments	240	4,653	2,547
Average Per Hectare			
<b>TOTAL OUTPUT</b>	<b>897</b>	<b>2,423</b>	<b>1,499</b>
<b>GROSS MARGIN</b>	<b>663</b>	<b>1,619</b>	<b>895</b>
<b>NET INCOME</b>	<b>164</b>	<b>387</b>	<b>98</b>
Hours Per Holding			
OWN LABOUR- ON FARM	998	1,732	1,344
OWN LABOUR- OFF FARM	842	992	916

Table B53

## SUMMARY OF RESULTS BY CENTRES-NOTTINGHAM

Number of Holdings	Lowland Livestock 12	Pigs and Poultry 12	All Types 31
Average Per Holding			
Utilised Agricultural Area	13.41	13.70	13.10
<b>GROSS OUTPUT</b>	<b>£</b>	<b>£</b>	<b>£</b>
Crops	210	4,454	1,853
By-Products & Forage	544	445	429
Livestock	4,806	1,090	4,156
Miscellaneous Revenue	1,521	12,891	5,580
<b>TOTAL OUTPUT</b>	<b>7,081</b>	<b>18,880</b>	<b>12,018</b>
Less:			
Casual Wages	68	17	41
Livestock Variable Costs	1,744	513	1,785
Crop Variable Costs	244	1,131	554
<b>TOTAL GROSS MARGIN</b>	<b>5,025</b>	<b>17,219</b>	<b>9,638</b>
Less:			
Regular Wages	329	3,432	1,456
Machinery (incl. depreciation)	705	4,596	2,190
General Farm Costs	463	562	521
Land & Property	682	1,051	867
<b>NET INCOME</b>	<b>2,846</b>	<b>7,578</b>	<b>4,604</b>
<b>OCCUPIERS INCOME-FARMING</b>	<b>3,187</b>	<b>7,945</b>	<b>4,961</b>
<b>OCCUPIERS INCOME-NON FARM</b>	<b>8,017</b>	<b>7,520</b>	<b>7,281</b>
Interest Payments	920	482	783
Average Per Hectare			
<b>TOTAL OUTPUT</b>	<b>528</b>	<b>1,379</b>	<b>918</b>
<b>GROSS MARGIN</b>	<b>375</b>	<b>1,257</b>	<b>736</b>
<b>NET INCOME</b>	<b>212</b>	<b>553</b>	<b>352</b>
Hours Per Holding			
OWN LABOUR- ON FARM	1,331	500	1,234
OWN LABOUR- OFF FARM	1,206	1,121	1,021

Table B54

## SUMMARY OF RESULTS BY CENTRES-MANCHESTER

Number of Holdings	Dairying	LFA Livestock	Lowland Livestock	Pigs and Poultry	Horticulture	No Farm Enterprise	All Types
	10	17	17	6	5	8	63
Utilised Agricultural Area	7.46	14.42	12.22	Average Per Holding 1.94	1.22	6.52	9.48
GROSS OUTPUT				£	£	£	£
Crops	0	0	0	0	8,295	0	658
By-Products & Forage	244	66	651	83	93	1,091	386
Livestock	9,855	5,043	5,364	21,523	164	0	6,436
Miscellaneous Revenue	85	27	677	2,324	30	-63	-435
<b>TOTAL OUTPUT</b>	<b>10,184</b>	<b>5,136</b>	<b>6,692</b>	<b>23,930</b>	<b>8,582</b>	<b>1,154</b>	<b>7,915</b>
Less:							
Casual Wages	29	93	135	17	9	0	69
Livestock Variable Costs	5,404	2,178	2,212	15,670	174	5	3,549
Crop Variable Costs	268	117	431	6	2,067	48	361
<b>TOTAL GROSS MARGIN</b>	<b>4,483</b>	<b>2,748</b>	<b>3,914</b>	<b>8,237</b>	<b>6,332</b>	<b>1,101</b>	<b>3,936</b>
Less:							
Regular Wages	218	42	845	2,348	723	0	555
Machinery (incl. depreciation)	649	537	881	1,106	1,225	83	699
General Farm Costs	769	485	1,028	988	1,419	298	775
Land & Property	1,012	951	1,966	554	652	727	1,144
NET INCOME	1,835	733	-806	3,241	2,313	-7	763
OCCUPIERS INCOME-FARMING	2,518	1,321	625	3,414	2,784	568	1,537
OCCUPIERS INCOME-NON FARM	4,008	10,036	17,860	4,468	3,570	14,589	10,832
Interest Payments	483	148	988	77	0	144	440
TOTAL OUTPUT	1,366	356	548	Average Per Hectare 12,314	7,058	177	835
GROSS MARGIN	601	191	320	4,239	5,207	169	415
NET INCOME	246	51	-66	1,668	1,902	-1	80
OWN LABOUR-ON FARM	1,832	2,040	1,302	Hours Per Holding 2,724	2,577	94	1,668
OWN LABOUR-OFF FARM	670	699	1,062	1,017	100	1,155	833

Table B55

## SUMMARY OF RESULTS BY CENTRES-ASKHAM BRYAN

Number of Holdings	LFA Livestock 15	Lowland Livestock 16	Pigs and Poultry 7	All Types 47
Average Per Holding				
Utilised Agricultural Area	12.73	7.30	3.90	9.31
GROSS OUTPUT	£	£	£	£
Crops	0	68	243	2,068
By-Products & Forage	120	303	367	335
Livestock	4,113	3,709	6,145	3,674
Miscellaneous Revenue	585	4,108	1,698	2,157
TOTAL OUTPUT	4,817	8,188	8,453	8,234
Less:				
Casual Wages	101	175	37	277
Livestock Variable Costs	2,424	1,847	3,883	2,048
Crop Variable Costs	309	294	236	863
TOTAL GROSS MARGIN	1,983	5,872	4,297	5,046
Less:				
Regular Wages	650	812	0	637
Machinery (incl. depreciation)	986	1,518	1,305	1,313
General Farm Costs	724	1,152	1,252	979
Land & Property	1,057	1,774	1,649	1,637
NET INCOME	-1,434	616	91	480
OCCUPIERS INCOME-FARMING	-958	1,735	551	1,433
OCCUPIERS INCOME-NON FARM	9,902	9,416	4,968	7,645
Interest Payments	1,626	993	563	1,011
Average Per Hectare				
TOTAL OUTPUT	378	1,121	2,168	885
GROSS MARGIN	156	804	1,102	542
NET INCOME	-113	85	23	52
Hours Per Holding				
OWN LABOUR- ON FARM	1,682	1,955	1,689	1,804
OWN LABOUR- OFF FARM	1,241	1,653	1,042	1,284

Table B56

## SUMMARY OF RESULTS BY CENTRES-NEWCASTLE

Number of Holdings	LFA Livestock 23	Lowland Livestock 12	Pigs and Poultry 5	All Types 44
Average Per Holding				
Utilised Agricultural Area	20.47	17.99	1.70	17.00
<b>GROSS OUTPUT</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
Crops	0	58	0	104
By-Products & Forage	248	1,675	629	929
Livestock	3,956	4,192	5,333	3,837
Miscellaneous Revenue	360	65	5,335	812
<b>TOTAL OUTPUT</b>	<b>4,564</b>	<b>5,990</b>	<b>11,297</b>	<b>5,682</b>
Less:				
Casual Wages	135	221	110	183
Livestock Variable Costs	1,380	1,505	2,573	1,425
Crop Variable Costs	242	234	27	247
<b>TOTAL GROSS MARGIN</b>	<b>2,807</b>	<b>4,030</b>	<b>8,589</b>	<b>3,827</b>
Less:				
Regular Wages	172	1,127	400	471
Machinery (incl. depreciation)	835	995	1,183	920
General Farm Costs	692	765	901	737
Land & Property	801	1,613	500	1,033
<b>NET INCOME</b>	<b>307</b>	<b>-470</b>	<b>5,605</b>	<b>666</b>
<b>OCCUPIERS INCOME-FARMING</b>	<b>747</b>	<b>653</b>	<b>5,837</b>	<b>1,323</b>
<b>OCCUPIERS INCOME-NON FARM</b>	<b>7,287</b>	<b>8,296</b>	<b>2,578</b>	<b>6,766</b>
Interest Payments	387	393	634	384
Average Per Hectare				
<b>TOTAL OUTPUT</b>	<b>223</b>	<b>333</b>	<b>6,646</b>	<b>334</b>
<b>GROSS MARGIN</b>	<b>137</b>	<b>224</b>	<b>5,052</b>	<b>225</b>
<b>NET INCOME</b>	<b>15</b>	<b>-26</b>	<b>3,297</b>	<b>39</b>
Hours Per Holding				
OWN LABOUR- ON FARM	1,142	1,071	1,545	1,150
OWN LABOUR- OFF FARM	912	1,122	524	894

Table B57

## SUMMARY OF RESULTS BY CENTRES-ABERYSTWYTH

Number of Holdings	Dairying	LFA Livestock	Lowland Livestock	All
	16	28	34	80
Average Per Holding				
Utilised Agricultural Area	8.43	18.35	9.92	12.63
<b>GROSS OUTPUT</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
Crops	12	0	84	88
By-Products & Forage	208	382	395	367
Livestock	5,873	2,485	2,546	3,217
Miscellaneous Revenue	0	129	2,367	1,132
<b>TOTAL OUTPUT</b>	<b>6,093</b>	<b>2,996</b>	<b>5,392</b>	<b>4,804</b>
Less:				
Casual Wages	21	46	66	48
Livestock Variable Costs	2,401	751	689	1,096
Crop Variable Costs	316	210	325	295
<b>TOTAL GROSS MARGIN</b>	<b>3,355</b>	<b>1,989</b>	<b>4,312</b>	<b>3,365</b>
Less:				
Regular Wages	1,147	303	249	495
Machinery (incl. depreciation)	726	600	1,496	1,071
General Farm Costs	697	583	532	591
Land & Property	627	744	781	753
<b>NET INCOME</b>	<b>158</b>	<b>-241</b>	<b>1,254</b>	<b>455</b>
<b>OCCUPIERS INCOME-FARMING</b>	<b>560</b>	<b>77</b>	<b>1,745</b>	<b>869</b>
<b>OCCUPIERS INCOME-NON FARM</b>	<b>2,266</b>	<b>7,040</b>	<b>4,452</b>	<b>4,995</b>
Interest Payments	213	294	157	207
Average Per Hectare				
<b>TOTAL OUTPUT</b>	<b>723</b>	<b>163</b>	<b>543</b>	<b>381</b>
<b>GROSS MARGIN</b>	<b>398</b>	<b>108</b>	<b>435</b>	<b>267</b>
<b>NET INCOME</b>	<b>19</b>	<b>-13</b>	<b>126</b>	<b>36</b>
Hours Per Holding				
<b>OWN LABOUR- ON FARM</b>	<b>1,831</b>	<b>1,629</b>	<b>1,562</b>	<b>1,649</b>
<b>OWN LABOUR- OFF FARM</b>	<b>268</b>	<b>1,327</b>	<b>887</b>	<b>923</b>

Table B58

## SUMMARY OF RESULTS BY CENTRES-BELFAST

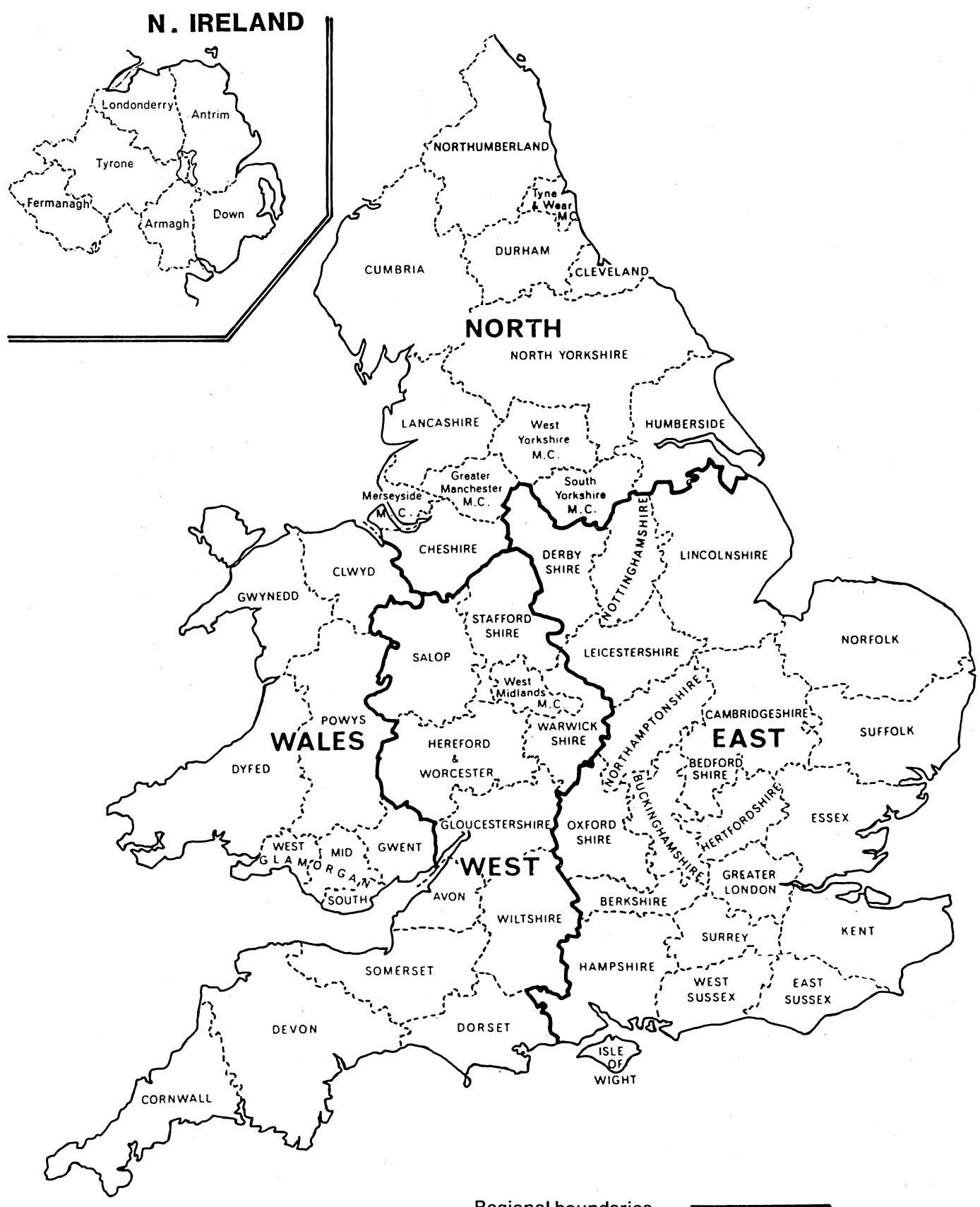
Number of Holdings	Dairying 12	LFA Livestock 56	Lowland Livestock 16	Cropping 9	All Types 97
Average Per Holding					
Utilised Agricultural Area	14.97	25.36	18.53	17.14	21.43
GROSS OUTPUT	£	£	£	£	£
Crops	0	89	230	5,267	687
By-Products & Forage	0	263	398	1,061	316
Livestock	6,947	5,887	5,089	2,926	5,470
Miscellaneous Revenue	0	275	44	111	177
<b>TOTAL OUTPUT</b>	<b>6,947</b>	<b>6,514</b>	<b>5,761</b>	<b>9,365</b>	<b>6,650</b>
Less:					
Casual Wages	171	119	50	339	135
Livestock Variable Costs	3,225	1,757	1,709	1,183	1,824
Crop Variable Costs	469	813	539	2,401	899
<b>TOTAL GROSS MARGIN</b>	<b>3,082</b>	<b>3,825</b>	<b>3,463</b>	<b>5,442</b>	<b>3,792</b>
Less:					
Regular Wages	355	129	664	222	308
Machinery (incl. depreciation)	1,290	1,400	854	1,030	1,240
General Farm Costs	904	689	863	1,178	787
Land & Property	1,253	1,829	1,986	1,923	1,780
<b>NET INCOME</b>	<b>-720</b>	<b>-222</b>	<b>-904</b>	<b>1,089</b>	<b>-323</b>
<b>OCCUPIERS INCOME-FARMING</b>	<b>236</b>	<b>998</b>	<b>716</b>	<b>2,385</b>	<b>921</b>
<b>OCCUPIERS INCOME-NON FARM</b>	<b>2,610</b>	<b>3,482</b>	<b>6,690</b>	<b>2,250</b>	<b>3,792</b>
Interest Payments	146	205	394	50	212
Average Per Hectare					
<b>TOTAL OUTPUT</b>	<b>464</b>	<b>257</b>	<b>311</b>	<b>546</b>	<b>310</b>
GROSS MARGIN	206	151	187	317	177
NET INCOME	-48	-9	-49	64	-15
Hours Per Holding					
OWN LABOUR- ON FARM	1,733	1,890	1,571	1,876	1,785
OWN LABOUR- OFF FARM	183	481	681	333	479

## SECTION C: THE EUROPEAN COMMUNITY REGIONS

The threefold presentation of results in this report - by farming type, by Provincial Centre, and (here) by EC Regions - follows from the fact that no single classification of the results would be likely to satisfy all interests and all needs. In farming terms, Section A clearly has most meaning, although in most cases it embraces under any one farming type holdings from widely differing parts of the country, with different geographies, different industrial hinterlands and different social milieux. Section B regionalised the data around their 'collecting' centres, with a geographical cluster accompanied by more or less (in most cases less) farming homogeneity. As noted in the Introduction to that Section, Provincial boundaries, like more local County boundaries, are usually artificial in any farming sense.

What then of the regional division of the United Kingdom adopted for European Community purposes? These are shown in Figure 2. They represent combinations of Economic Planning Regions and have their basis, therefore, in wider considerations than farming ones. Wales and Northern Ireland, of course, coincide with the agricultural economic Provinces adopted in Section B, so what has been written there about the survey in those two regions holds good here. England has been much more arbitrarily subdivided into three. Of these regions it is true that the East represents the drier, more arable area, and generally speaking has the larger farm units, whilst the West and North Regions, embracing most of the Less Favoured Areas, are the wetter, hillier and grassier parts of the country. But, in farming terms, who would separate the chalk in Wiltshire from the Berkshire Downs or the Cotswolds in Gloucestershire from the similar formations in Oxfordshire and Northampton; and what place has Derbyshire in the same region as Norfolk and Suffolk, or Cheshire to be with Northumberland? Except, therefore, in very broad farming terms, this division of England, at least, has limited significance. But these regions, including Wales, Northern Ireland (and Scotland) do have a wider economic and political significance to Government and to the European Commission. For this reason, as well as for the convenience of other similarly interested users, some of the key data from this study have been presented here (without further commentary) for the regions just described. As in Section B, data is shown where the sample size was not less than five.

FIGURE 2: REGIONAL BOUNDARIES ADOPTED IN TABLES



## Regional boundaries

Table C1

## SUMMARY OF RESULTS BY REGIONS-ENGLAND EAST

Number of Holdings	Dairying	Lowland Livestock	Cropping	Pigs and Poultry	Horticulture	No Farm Enterprise	All Types
	6	26	26	14	31	14	117
Average Per Holding							
Utilised Agricultural Area	9.74	11.10	10.81	4.59	2.94	5.58	7.36
<b>GROSS OUTPUT</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
Crops	245	97	5,130	40	6,181	0	2,817
By-Products & Forage	42	302	635	250	278	507	375
Livestock	5,049	4,208	600	7,918	10	14	2,279
Miscellaneous Revenue	348	1,529	6,385	154	648	632	2,042
<b>TOTAL OUTPUT</b>	<b>5,684</b>	<b>6,136</b>	<b>12,750</b>	<b>8,362</b>	<b>7,117</b>	<b>1,153</b>	<b>7,513</b>
Less:							
Casual Wages	42	68	99	64	527	100	199
Livestock Variable Costs	1,786	1,727	317	5,257	29	146	1,200
Crop Variable Costs	147	180	1,394	41	1,787	28	839
<b>TOTAL GROSS MARGIN</b>	<b>3,709</b>	<b>4,161</b>	<b>10,940</b>	<b>3,000</b>	<b>4,774</b>	<b>879</b>	<b>5,275</b>
Less:							
Regular Wages	467	939	1,627	527	1,326	99	1,020
Machinery (incl. depreciation)	555	748	3,315	607	1,266	288	1,374
General Farm Costs	297	495	718	616	1,261	331	732
Land & Property	663	1,092	1,021	1,086	745	815	928
<b>NET INCOME</b>	<b>1,727</b>	<b>887</b>	<b>4,259</b>	<b>164</b>	<b>176</b>	<b>-654</b>	<b>1,221</b>
<b>OCCUPIERS INCOME-FARMING</b>	<b>2,019</b>	<b>1,354</b>	<b>4,600</b>	<b>272</b>	<b>272</b>	<b>-455</b>	<b>1,461</b>
<b>OCCUPIERS INCOME-NON FARM</b>	<b>8,270</b>	<b>19,905</b>	<b>9,365</b>	<b>13,928</b>	<b>15,947</b>	<b>25,158</b>	<b>16,056</b>
Interest Payments	1,071	1,967	424	1,689	3,115	1,278	1,775
Average Per Hectare							
<b>TOTAL OUTPUT</b>	<b>584</b>	<b>553</b>	<b>1,180</b>	<b>1,820</b>	<b>2,425</b>	<b>207</b>	<b>1,020</b>
<b>GROSS MARGIN</b>	<b>381</b>	<b>375</b>	<b>1,012</b>	<b>653</b>	<b>1,626</b>	<b>158</b>	<b>716</b>
<b>NET INCOME</b>	<b>177</b>	<b>80</b>	<b>394</b>	<b>36</b>	<b>60</b>	<b>-117</b>	<b>166</b>
Hours Per Holding							
OWN LABOUR- ON FARM	2,295	1,273	741	1,329	1,691	376	1,217
OWN LABOUR- OFF FARM	1,556	1,035	963	915	874	861	968

Table C2

## SUMMARY OF RESULTS BY REGIONS-ENGLAND WEST

Number of Holdings	Dairying 15	LFA Livestock 18	Lowland Livestock 51	Pigs and Poultry 17	Horticulture 18	No Farm Enterprise 23	All Types 145
Average Per Holding							
Utilised Agricultural Area	6.38	10.84	10.16	2.73	3.98	9.12	8.18
GROSS OUTPUT	£	£	£	£	£	£	£
Crops	27	0	20	70	5,700	0	774
By-Products & Forage	155	139	455	79	209	1,058	402
Livestock	5,789	4,447	3,488	7,919	199	1	3,400
Miscellaneous Revenue	1,077	212	135	460	295	327	328
<b>TOTAL OUTPUT</b>	<b>7,048</b>	<b>4,798</b>	<b>4,098</b>	<b>8,528</b>	<b>6,403</b>	<b>1,386</b>	<b>4,904</b>
Less:							
Casual Wages	119	108	89	54	357	136	138
Livestock Variable Costs	3,580	1,364	1,498	5,887	195	55	1,847
Crop Variable Costs	274	132	207	81	1,908	85	391
<b>TOTAL GROSS MARGIN</b>	<b>3,075</b>	<b>3,194</b>	<b>2,304</b>	<b>2,506</b>	<b>3,943</b>	<b>1,110</b>	<b>2,528</b>
Less:							
Regular Wages	58	68	533	1,067	690	136	442
Machinery (incl. depreciation)	705	583	715	588	1,083	224	666
General Farm Costs	699	359	514	684	593	318	515
Land & Property	604	928	1,024	419	764	1,239	912
<b>NET INCOME</b>	<b>1,009</b>	<b>1,256</b>	<b>-482</b>	<b>-252</b>	<b>813</b>	<b>-807</b>	<b>-7</b>
<b>OCCUPIERS INCOME-FARMING</b>	<b>1,216</b>	<b>1,884</b>	<b>8</b>	<b>-164</b>	<b>1,182</b>	<b>-48</b>	<b>468</b>
<b>OCCUPIERS INCOME-NON FARM</b>	<b>7,143</b>	<b>9,537</b>	<b>12,438</b>	<b>11,598</b>	<b>8,655</b>	<b>7,476</b>	<b>10,145</b>
Interest Payments	350	1,105	970	1,131	724	351	817
Average Per Hectare							
<b>TOTAL OUTPUT</b>	<b>16,558</b>	<b>7,968</b>	<b>20,577</b>	<b>53,162</b>	<b>28,966</b>	<b>3,496</b>	<b>86,887</b>
<b>GROSS MARGIN</b>	<b>7,225</b>	<b>5,305</b>	<b>11,568</b>	<b>15,619</b>	<b>17,837</b>	<b>2,800</b>	<b>44,797</b>
<b>NET INCOME</b>	<b>2,370</b>	<b>2,086</b>	<b>-2,420</b>	<b>-1,570</b>	<b>3,679</b>	<b>-2,036</b>	<b>-125</b>
Hours Per Holding							
OWN LABOUR- ON FARM	1,795	1,882	1,291	1,475	1,992	350	1,386
OWN LABOUR- OFF FARM	712	1,067	1,275	1,408	985	488	1,070

Table C3

## SUMMARY OF RESULTS BY REGIONS-ENGLAND NORTH

Number of Holdings	Dairying 6	LFA Livestock 45	Lowland Livestock 37	Pigs and Poultry 15	Horticulture 9	No Farm Enterprise 8	All Types 124
Average Per Holding							
Utilised Agricultural Area	7.65	17.63	12.15	2.89	1.08	11.62	12.14
GROSS OUTPUT	£	£	£	£	£	£	£
Crops	0	0	48	113	12,235	0	1,155
By-Products & Forage	452	167	896	415	52	1,753	588
Livestock	6,040	4,194	4,510	6,400	112	0	3,950
Miscellaneous Revenue	131	389	2,035	3,491	1,678	0	1,299
<b>TOTAL OUTPUT</b>	<b>6,623</b>	<b>4,750</b>	<b>7,489</b>	<b>10,419</b>	<b>14,077</b>	<b>1,753</b>	<b>6,992</b>
Less:							
Casual Wages	0	104	175	61	942	32	180
Livestock Variable Costs	2,761	1,917	1,904	3,852	111	0	1,872
Crop Variable Costs	221	253	330	122	3,929	99	557
<b>TOTAL GROSS MARGIN</b>	<b>3,641</b>	<b>2,476</b>	<b>5,080</b>	<b>6,384</b>	<b>9,095</b>	<b>1,622</b>	<b>4,383</b>
Less:							
Regular Wages	252	321	915	550	1,202	155	565
Machinery (incl. depreciation)	500	867	1,143	1,151	1,536	180	994
General Farm Costs	581	707	981	911	1,421	278	836
Land & Property	906	957	1,821	1,035	1,619	1,125	1,316
<b>NET INCOME</b>	<b>1,402</b>	<b>-376</b>	<b>220</b>	<b>2,737</b>	<b>3,317</b>	<b>-116</b>	<b>672</b>
OCCUPIERS INCOME-FARMING	2,000	120	1,455	3,071	4,652	832	1,493
OCCUPIERS INCOME-NON FARM	3,621	8,983	9,746	4,831	3,147	13,388	8,150
Interest Payments	530	699	1,018	474	605	0	689
Average Per Hectare							
<b>TOTAL OUTPUT</b>	<b>866</b>	<b>269</b>	<b>616</b>	<b>3,605</b>	<b>13,074</b>	<b>151</b>	<b>576</b>
GROSS MARGIN	476	140	418	2,209	8,447	140	361
NET INCOME	183	-21	18	947	3,081	-10	55
Hours Per Holding							
OWN LABOUR- ON FARM	1,517	1,467	1,502	1,719	2,689	147	1,509
OWN LABOUR- OFF FARM	683	1,027	1,422	1,001	711	880	1,082

Table C4

## SUMMARY OF RESULTS BY REGIONS-WALES

Number of Holdings	Dairying	LFA Livestock	Lowland Livestock	All Types
	16	28	34	80
Average Per Holding				
Utilised Agricultural Area	8.43	18.35	9.92	12.63
GROSS OUTPUT	£	£	£	£
Crops	12	0	84	88
By-Products & Forage	208	382	395	367
Livestock	5,873	2,485	2,546	3,217
Miscellaneous Revenue	0	129	2,367	1,132
TOTAL OUTPUT	6,093	2,996	5,392	4,804
Less:				
Casual Wages	21	46	66	48
Livestock Variable Costs	2,401	751	689	1,096
Crop Variable Costs	316	210	325	295
TOTAL GROSS MARGIN	3,355	1,989	4,312	3,365
Less:				
Regular Wages	1,147	303	249	495
Machinery (incl. depreciation)	726	600	1,496	1,071
General Farm Costs	697	583	532	591
Land & Property	627	744	781	753
NET INCOME	158	-241	1,254	455
OCCUPIERS INCOME-FARMING	560	77	1,745	869
OCCUPIERS INCOME-NON FARM	2,266	7,040	4,452	4,995
Interest Payments	213	294	157	207
Average Per Hectare				
TOTAL OUTPUT	723	163	543	381
GROSS MARGIN	398	108	435	267
NET INCOME	19	-13	126	36
Hours Per Holding				
OWN LABOUR- ON FARM	1,831	1,629	1,562	1,649
OWN LABOUR- OFF FARM	268	1,327	887	923

Table C5

## SUMMARY OF RESULTS BY REGIONS-N.IRELAND

Number of Holdings	Dairying 12	LFA Livestock 56	Lowland Livestock 16	Cropping 9	All Types 97
Average Per Holding					
Utilised Agricultural Area	14.97	25.36	18.53	17.14	21.43
GROSS OUTPUT	£	£	£	£	£
Crops	0	89	230	5,267	687
By-Products & Forage	0	263	398	1,061	316
Livestock	6,947	5,887	5,089	2,926	5,470
Miscellaneous Revenue	0	275	44	111	177
TOTAL OUTPUT	6,947	6,514	5,761	9,365	6,650
Less:					
Casual Wages	171	119	50	339	135
Livestock Variable Costs	3,225	1,757	1,709	1,183	1,824
Crop Variable Costs	469	813	539	2,401	899
TOTAL GROSS MARGIN	3,082	3,825	3,463	5,442	3,792
Less:					
Regular Wages	355	129	664	222	308
Machinery (incl. depreciation)	1,290	1,400	854	1,030	1,240
General Farm Costs	904	689	863	1,178	787
Land & Property	1,253	1,829	1,986	1,923	1,780
NET INCOME	-720	-222	-904	1,089	-323
OCCUPIERS INCOME-FARMING	236	998	716	2,385	921
OCCUPIERS INCOME-NON FARM	2,610	3,482	6,690	2,250	3,792
Interest Payments	146	205	394	50	212
Average Per Hectare					
TOTAL OUTPUT	464	257	311	546	310
GROSS MARGIN	206	151	187	317	177
NET INCOME	-48	-9	-49	64	-15
Hours Per Holding					
OWN LABOUR- ON FARM	1,733	1,890	1,571	1,876	1,785
OWN LABOUR- OFF FARM	183	481	681	333	479

## DEFINITIONS OF TERMS USED IN THE SUMMARY TABLES<sup>(1)</sup>

The tables are set out according to farm type. Seven farm types have been identified, namely Dairying, LFA Livestock, Lowland Livestock, Cropping, Pigs and Poultry, Horticulture and No Farm Enterprise. Holdings have been assigned to a particular type on the basis of their dominant enterprise gross margin. "LFA Livestock" farms are livestock farms situated within one of the "less favoured areas" as prescribed in the EEC regulations. Farms with "No Farm Enterprise" comprise farms with no identifiable enterprise other than grassland let for keep, used by the occupier solely for recreational purposes or from which hay or silage has been sold.

All costs are net of private use and in these tables the rental value of the farmhouse has been excluded from "Miscellaneous Revenue" and has also been deducted from "Total Rental Value" and/or from Rent.

Utilised Agricultural Area is the sum of all crop and grass areas on the holding.

Gross Output for Crops is based on the crop year and includes feed used on the farm,

for By-Products and Forage it includes hay and forage sales and keep sold,

for Livestock it includes sales less purchases made during the financial year adjusted for valuation changes, livestock subsidies and home consumption,

Miscellaneous Revenue is restricted to activities directly connected with farming, mainly hirework and the resale of agricultural products.

Variable Costs are deducted from Total Output to give Total Gross Margin and have been subdivided into Casual Wages, Livestock Variable Costs (mainly feed and vet and medicines) and Crop Variable Costs (mainly seeds, fertilisers and sprays).

Fixed Costs are deducted from Total Gross Margin to give Net Income and have been subdivided into Regular Wages (including unpaid labour other than that of farmer and spouse), Machinery Costs (including depreciation and contract work), General Farm Costs such as insurance, electricity, water, professional fees and office expenses, and Land and Property Costs, namely occupier's repairs, rates and rent and/or rental value.

Occupier's Income: In order to compare earnings from farming with income from other sources Net Income has been adjusted by adding back the rental value and deducting depreciation on improvements to give what is called "Occupier's Income from Farming". This can be compared directly with "Occupier's Income from Non-Farm Sources", which is the sum of any paid employment, profit from businesses other than farming and unearned income (interest on investments, pensions and supplementary benefit).

Interest Payments on borrowed capital are listed but have not been deducted, as is more usual, from Net Income when calculating Occupier's Income as it was not possible to determine in all cases the purpose of the Loan and hence whether or not the interest was attributable to the farm buisness.

- (1) Whilst these definitions apply in general to the use of terms throughout the report, some minor differences may exist in the use of the terms by local authors.

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