

# Statistical Publication

## Agriculture Series

A National Statistics Publication for Scotland



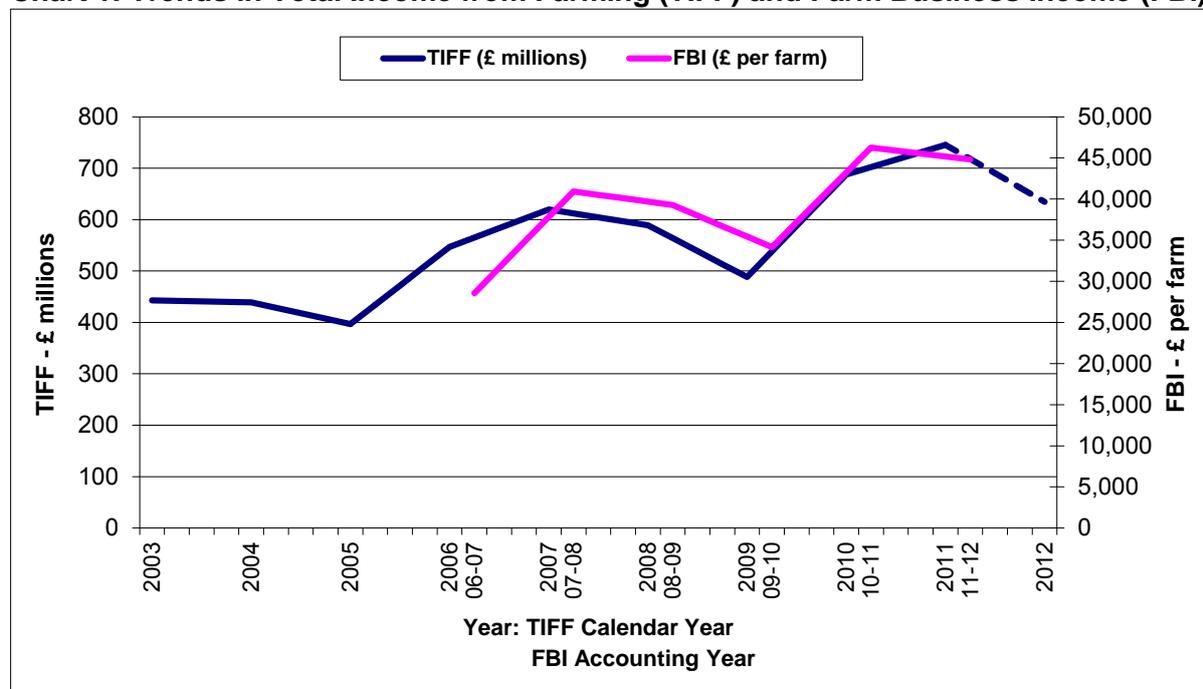
### SCOTTISH FARM INCOME ESTIMATES 2011-12

31<sup>st</sup> January 2013

#### 1. Introduction

This publication contains full estimates of Total Income from Farming (TIFF) for the calendar year 2011, together with a look at initial estimates for 2012, as well as average Farm Business Income (FBI) estimates for the financial year 2011-12.

**Chart 1: Trends in Total Income from Farming (TIFF) and Farm Business Income (FBI)**



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### **Why are the 2012 TIFF estimates only described as “initial estimates”?**

Much of the data used in calculating income from farming for 2012 only become available towards the end of 2013, and some not until 2014. This means that the 2012 TIFF estimates published here contain a large number of forecasts, often based on projecting past trends or simply re-using 2011 data. Early in 2014 and again in 2015 we will publish updated estimates for 2012, which may differ substantially from those published here.

### **Why are there two measures of income in this publication, TIFF and FBI?**

The two farm income measures contained in this publication are closely related and provide complementary information. TIFF provides a national estimate of total income across all agricultural holdings, with a breakdown of the national value of farm outputs, costs and subsidies. FBI provides a sectoral insight into the incomes of farm businesses for eight different farm types<sup>1</sup>, with estimates of average incomes, outputs, costs and subsidies.

There are also some key differences between the two farm income measures which need to be considered when making comparisons:

- They cover different time periods, with TIFF compiled on a calendar year basis and FBI compiled on an accounting year basis,
- TIFF covers all sizes of agricultural holdings, whereas FBI estimates only relate to larger farms, above 0.5 standard labour requirements<sup>2</sup>,
- TIFF covers all types of farming, whereas FBI estimates exclude horticulture, specialist pig and specialist poultry farms,
- Due to the re-alignment of LFASS payments, FBI in 2006-07 only relates to the £40 million LFASS supplementary payments made at the national level, whereas the TIFF figure for 2006 is based on £100 million, including both the £40m supplementary payment and the £60m core LFASS payment. This has a clear impact on the corresponding TIFF and FBI trends over this period.

Both farm income measures are used by government and stakeholders to inform agricultural debate and policy development. The government also uses results from both measures to meet the requirements of Statistical Regulations of the European Commission.

This Statistical Publication provides commentary and graphics on the key drivers behind TIFF trends between 2010 and 2012, and contains a table showing the aggregate value of all farm outputs, costs and subsidies between 2003 and 2012. Further detail, analysis and commentary on the components of TIFF will be published in the 2013 Economic Report on Scottish Agriculture (ERSA)<sup>3</sup> around June 2013.

This publication also provides FBI trends for eight different farm types between 2007-08 and 2011-12, with commentary focusing on changes between 2010-11 and 2011-12. It includes comments on the likely impact of key factors on 2012-13. A more detailed analysis of FBI for each farm type will be provided in the 2013 ERSA publication.

<sup>1</sup> i.e. specialist sheep (LFA), specialist beef (LFA), cattle & sheep (LFA), dairy, lowland cattle & sheep, cereals, general cropping, mixed. See Note 6.2

<sup>2</sup> Standard Labour Requirements represent the approximate average labour requirement for a livestock or crop enterprise. The annual hours of a full-time worker is 1,900 hours.

<sup>3</sup> <http://www.scotland.gov.uk/Topics/Statistics/Browse/Agriculture-Fisheries/PubEconomicReport>

## 2. Main Findings

- 2.1 **Total Income from Farming (TIFF)** increased by £58 million to £746 million between 2010 and 2011. This is an increase of eight per cent before inflation is accounted for and an increase of three per cent in real terms.
- 2.2 Initial estimates suggest that TIFF has fallen by £111 million to £635 million in 2012, a 15 per cent fall before inflation is accounted for, or 19 per cent in real terms.
- 2.3 Within TIFF, outputs increased by £310 million (twelve per cent) from £2.49 billion in 2010 to £2.80 billion in 2011, but reduced by £20 million (one per cent) to an estimated £2.78 billion in 2012.
- 2.4 Costs rose £252 million (ten per cent) from £2.41 billion in 2010 to £2.66 billion in 2011, and by an estimated £46 million (two per cent) to £2.71 billion in 2012.
- 2.5 The size of payments and subsidies are mainly dependent upon the euro exchange rate applied to EC farm payments. The total figure decreased only marginally in 2011, but fell by £45 million (eight per cent) from £602 million in 2011 to £557 million in 2012.
- 2.6 The main contributors to changes between 2010 and 2011 were
- the output value of barley increased by £80 million
  - the output value of finished cattle and calves increased by £57 million
  - the input cost of feedstuffs increased by £66 million.
- 2.7 Every year we update our initial estimates of TIFF to include more complete data. The revised trend in TIFF between 2010 and 2011 shows an increase of £58 million (eight per cent). Our original estimate published in January 2012 was a four per cent increase.
- 2.8 This year we have made additional revisions to the TIFF time series to reflect improvements to our estimation methodologies and sources of data; we have revised the 2010 TIFF figure up by £116 million (20 per cent) to £688 million and also revised the 2011 figure up by £150 million (25 per cent) to £746 million. Where revisions have been made, they have been applied retrospectively to ensure comparability across years. More details on these changes are available in section 3.8.
- 2.9 **Average Farm Business Income (FBI)** in 2011-12 was £45,000, a decrease of £1,000 (3 per cent) from 2010-11. The factors behind the trends seen between 2010-11 and 2011-12 are closely linked to those affecting TIFF between 2010 and 2011, though differences between the two income measures have led to a slight divergence between the trends of the two measures over the most recent period.
- 2.10 Over the last year there were decreases in FBI for the following farm types;
- Cereals down £2,000 to £50,000
  - General Cropping down £20,000 to £50,000
  - Lowland Cattle and Sheep down £7,000 to £24,000
- FBI for all other farm types increased in 2011-12;
- Specialist Beef LFA up £4,000 to £37,000
  - Cattle and Sheep LFA up £1,000 to £43,000
  - Dairy up £6,000 to £79,000
  - Mixed up £1,000 to £48,000
- FBI remained stable for Specialist Sheep LFA at £29,000.

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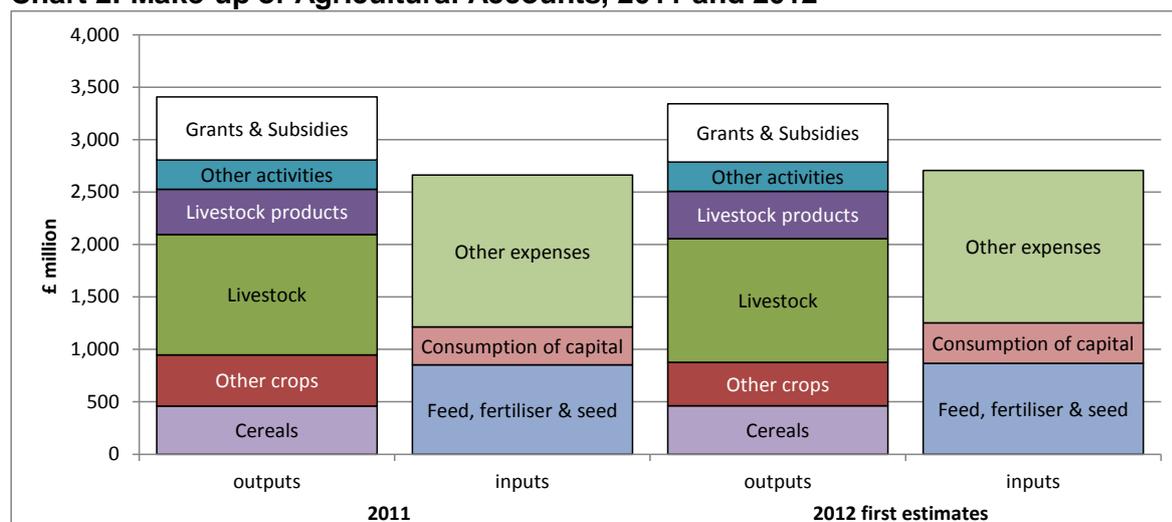
### 3. Commentary : Total Income from Farming (TIFF)

#### 3.1 Overview of TIFF 2011 and 2012

Chart 2 gives a summary of the make-up of outputs and inputs. In both years gross outputs were worth roughly £2.8 billion, subsidies £0.6 billion, and total costs £2.7 billion. The slight differences in these figures between 2011 and 2012 give overall TIFF estimates of £746 million and £635 million respectively. The data show that the profitability of the agricultural sector is heavily dependent upon subsidies. However it should also be noted that agriculture is the first stage in producing output for additional processing in downstream sectors (for example abattoirs and meat processing, dairy products and the beer and whisky industries).

A table showing the detailed list of components of TIFF is provided in section 7.1 with data from 2003 to 2012.

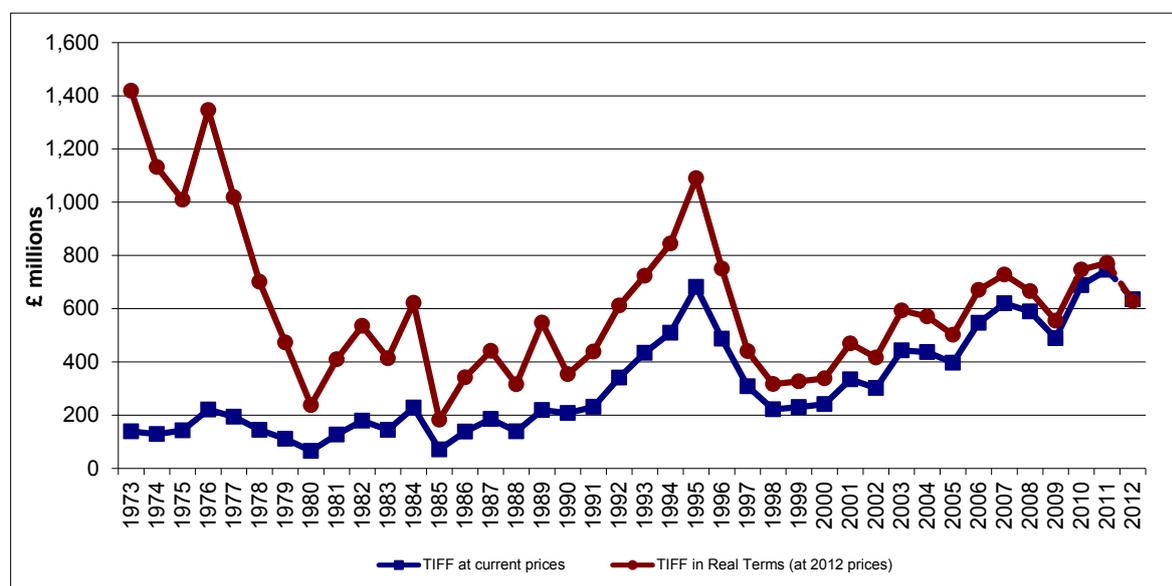
**Chart 2: Make-up of Agricultural Accounts, 2011 and 2012**



#### 3.2 Long term trends

In real terms (once inflation has been accounted for), high inflation in the mid-1970s resulted in a large fall in TIFF. It then almost trebled between 1990 and 1995 before falling from 1995 to 1998 primarily due to a strong pound, weak world commodity prices and the impact of BSE. The outbreak of Foot and Mouth Disease in 2001 had little impact on TIFF. The real terms value then more than doubled between 1998 and 2012, though fluctuating every few years.

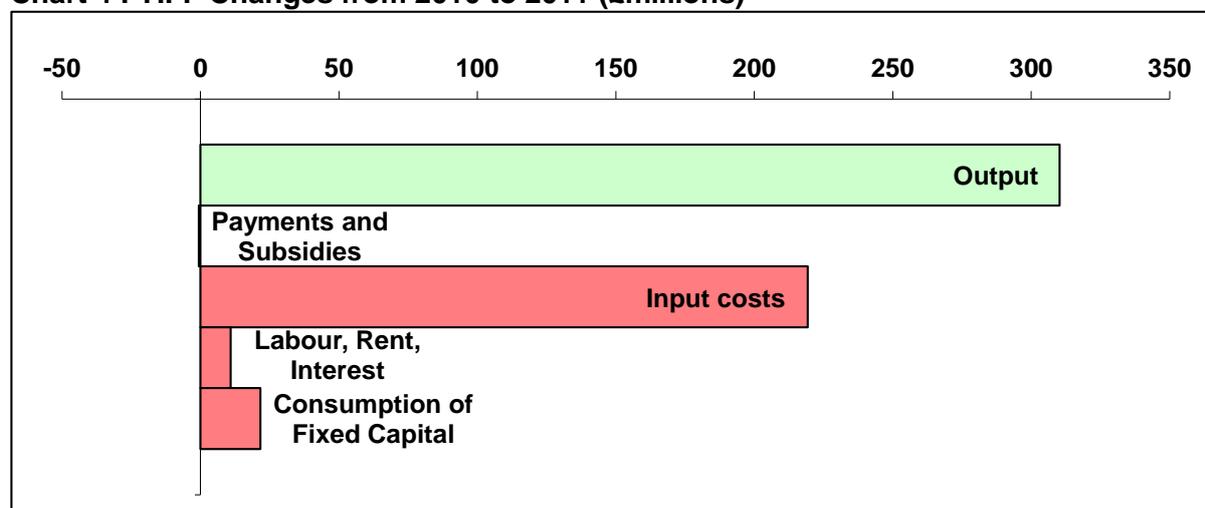
**Chart 3: Trends in Total Income from Farming (TIFF), 1973 to 2012**



### 3.3 Overview of TIFF trends between 2010 and 2011 and between 2011 and 2012

Most of the information needed to calculate 2011 TIFF are now available, though a small number of further updates will be made to the final figures published next year.

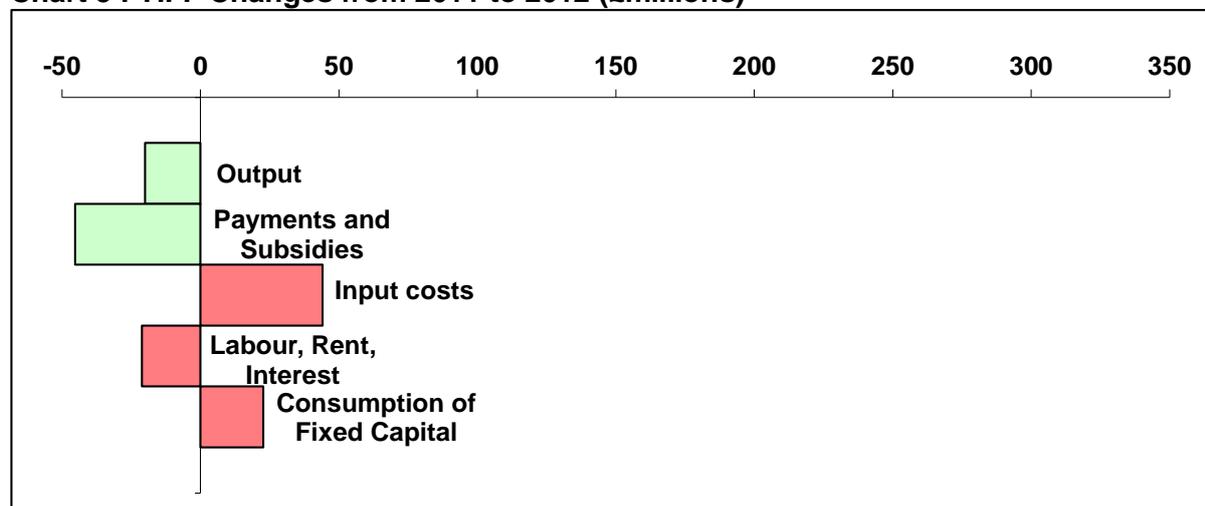
**Chart 4 : TIFF Changes from 2010 to 2011 (£millions)**



As initially estimated last year, the value of outputs and costs both rose considerably.

The TIFF estimates for 2012 are provisional, and are based on information that is available towards the end of 2012. A more complete position relating to some components (particularly costs) is not available until later in the year, therefore the 2012 figures must be treated as initial estimates.

**Chart 5 : TIFF Changes from 2011 to 2012 (£millions)**



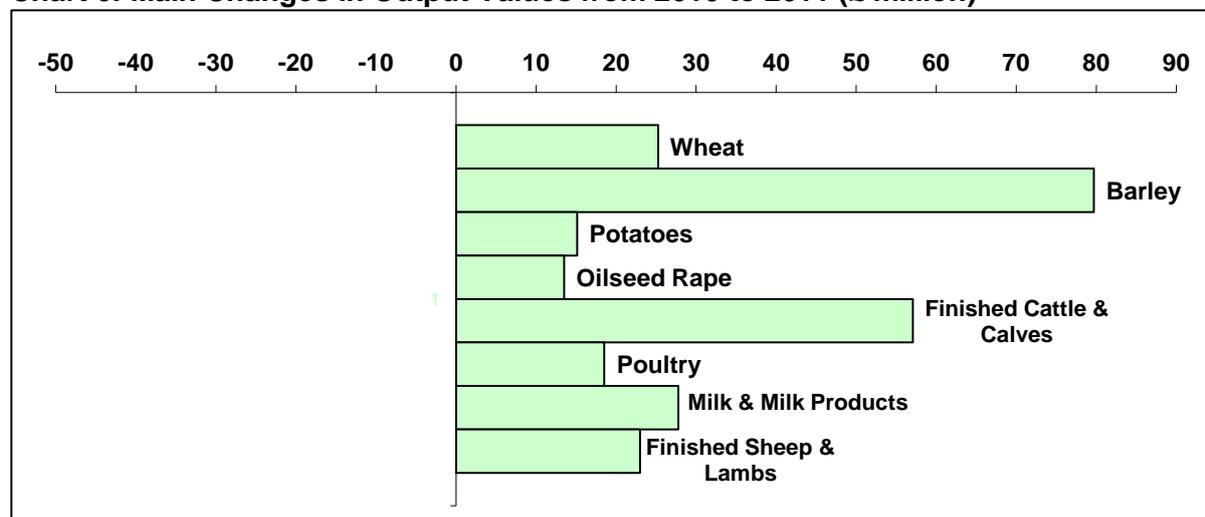
In 2012, the value of **Outputs** is estimated to have fallen by £20 million (one per cent), whilst the value of de-coupled **Payments and Subsidies** has fallen by £45 million (eight per cent). The value of **Input Costs** has risen by £44 million (two per cent), there has been an increase in the **Consumption of Fixed Capital** of £23 million (six per cent), but **Other Costs** to farmers (labour, rent and interest) have fallen by an estimated £21 million (five per cent). These produce an overall reduction in Total Income from Farming of £111 million (15 per cent, or 19 per cent taking into account inflation).

The underlying details of this, focusing on the main changes between 2010 and 2011 and between 2011 and 2012, are presented below.

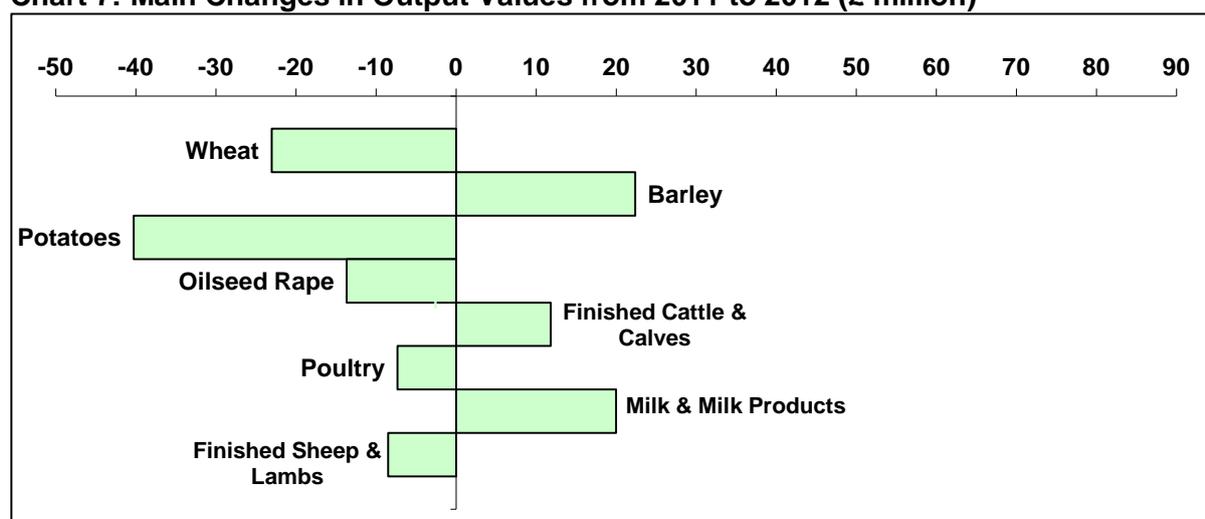
### 3.4 Outputs from Scottish farms

Gross output increased by £310 million (12 per cent) in 2011, but fell an estimated £20 million (one per cent) in 2012. In 2011 there were large increases for most sectors, particularly cereals, finished cattle, and milk and milk products.

**Chart 6: Main Changes in Output Values from 2010 to 2011 (£ million)**



**Chart 7: Main Changes in Output Values from 2011 to 2012 (£ million)**



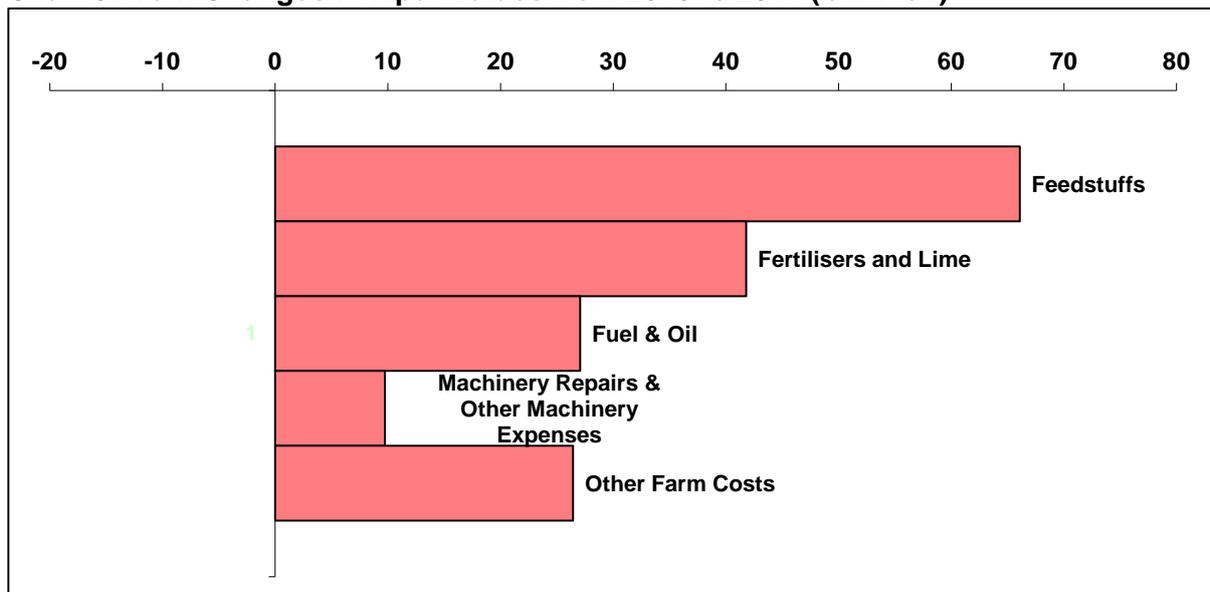
Estimates suggest that output in 2012 has increased in some areas but has decreased in others. The value of **barley** has risen £22 million (eight per cent), as higher prices were accompanied by an increase in the area harvested, though offset by 11 per cent lower yields. There was also an increase in the value of oats, though this is a smaller sector. The **dairy** sector has benefited from an estimated two per cent increase in volume of milk and four per cent higher prices, while finished **cattle and calves** has benefited from an average ten per cent increase in prices.

The value of **potatoes** is estimated to have fallen by £40 million (20 per cent), driven mainly by lower yields. The value of **wheat** has also fallen £23 million due to a 13 per cent reduction in area grown, together with a 19 per cent fall in yield, with oilseed rape also down £14 million. **Finished sheep** output has fallen by an estimated £8 million (four per cent) due to lower prices. **Poultry** output has fallen by an estimated £7 million (seven per cent) due to a reduction in volume of meat production offset by higher prices.

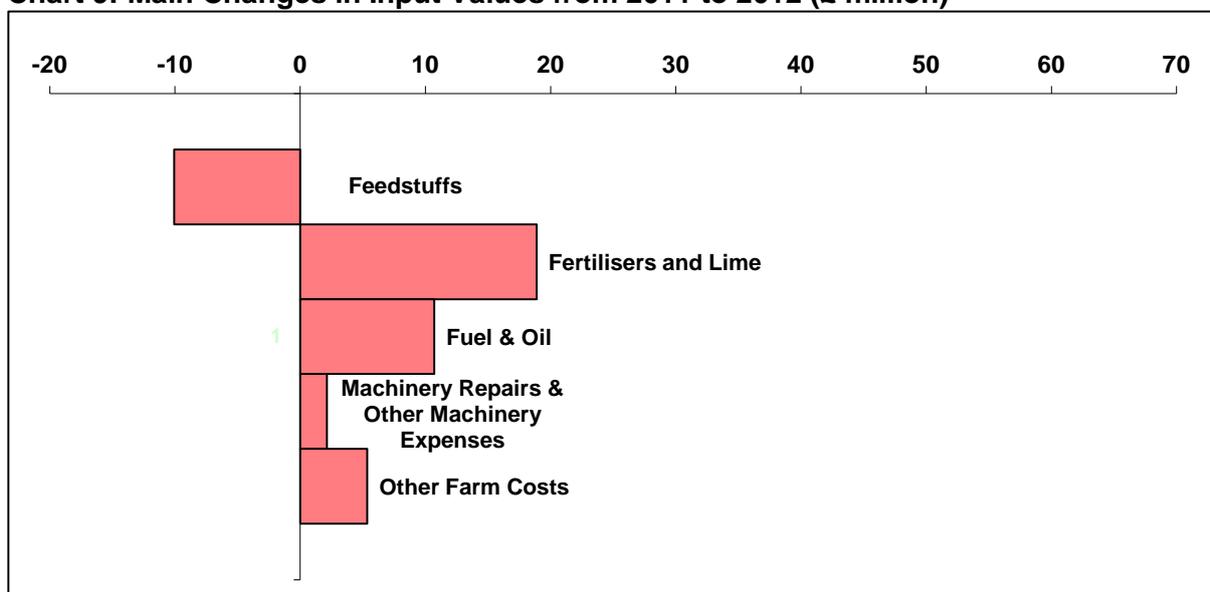
### 3.5 Input costs faced by Scottish farmers

Input costs increased in 2011 by £219 million (13 per cent), with increases in costs for feeding stuffs, fertilisers & lime and fuel & oil being the main contributing factors. There was a large increase in the cost of **feedstuffs** of £66 million (13 per cent), with high prices driving an increase in the costs of feed for cattle, sheep and poultry in particular. The cost to farmers for **fertilisers and lime** increased substantially in 2011 by £42 million (24 per cent). The average price of red diesel rose in 2011 meaning the value of **fuel and oil** used in 2011 rose £27 million (24 per cent).

**Chart 8: Main Changes in Input Values from 2010 to 2011 (£ million)**



**Chart 9: Main Changes in Input Values from 2011 to 2012 (£ million)**



The estimated costs for 2012 are very dependent upon data not available until later in 2013, but the above chart is based on projections and using some information about UK price increases.

Gross input costs are projected to have increased in 2012 by £44 million (two per cent), with increase in costs for fertilisers & lime and fuel & oil being the main contributing factors. The estimated fall in the cost of feedstuffs is mainly due to a projected fall in poultry numbers.

### 3.6 Other costs faced by Scottish farmers

**Hired labour** costs rose £12 million (three per cent) in 2011 but fell by an estimated £23 million (seven per cent) in 2012. The fall in 2012 was due to a reduction in the cost of casual workers. The total cost of borrowing (combining **Interest** and the cost of financial services referred to as **Financial Intermediation Services Indirectly Measured**) increased by £2 million (three per cent) in 2011 and by £4 million (six per cent) in 2012. While average interest rates were stable, there was a slight increase in the overall level of borrowing. The net cost of rent fell ten per cent in 2011 to £15 million and a further six per cent in 2012 to £14 million, mainly due to a reduction in rented area.

### 3.7 Total payments and subsidies<sup>4</sup>

The value of farm payments and subsidies remained reasonably unchanged at £602 million in 2011, but fell by £45 million (eight per cent) to £557 million in 2012 due to changes in the euro exchange rate. Other changes in 2012 saw a tailing off in payments under the land management contract menu and rural stewardship schemes, as well as increases under rural priorities and land managers options. This partly reflects the operational transition between the old and new Rural Development schemes.

### 3.8 Revisions to previous TIFF estimates

Values for many of the datasets used in TIFF do not become available until later in the year. This means that the data published here for 2012 are often only a first estimate, with revised data being published next year. For the same reason this publication contains updated data for 2011.

A wide-ranging review of TIFF methodology during 2012 also resulted in several sets of data within TIFF being revised. Methodology changes were necessary due to some data no longer being available, improved data sources being identified, and improvements in estimations and modelling. Further methodological and data changes are likely next year. A document explaining all revisions to previously published TIFF estimates is available online at the following link

[www.scotland.gov.uk/tiffrevisions2012](http://www.scotland.gov.uk/tiffrevisions2012)

For the most recent years, TIFF has been revised up £116 million (20 per cent) in 2010 and £150 million (25 per cent) in 2011. The revised trend in TIFF between 2010 and 2011 shows an increase of £58 million (eight per cent) before inflation, a more positive trend than that published in January 2012 (which initially estimated a four per cent increase).

### 3.9 Land prices

The calculation of TIFF does not currently account for changes in the value of land, although the European Commission state that this should be incorporated into calculations in the near future. Any increase in land value would effectively amount to income from farming, in the same way that we currently account for changes in the value of stock. Data from commercial organisations suggest that arable land prices may have seen a slight fall in 2011, with pasture prices remaining stable.

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<sup>4</sup> For the calculation of TIFF certain payments and subsidies are excluded. In particular capital grants are excluded, details of these grants will be published in the Economic Report on Scottish Agriculture.

## **4 Commentary : Farm Business Income (FBI)**

### **4.1 Background on FBI and comparisons with TIFF**

Estimates of Farm Business Income (FBI) come from the Farm Accounts Survey (FAS) for Scotland, which is based on a sample of 502 farms in 2011-12 and 501 farms in 2010-11. The survey only includes farms above a certain size (over and above 0.5 Standard Labour Requirements) and covers most main farm types in Scotland, excluding horticulture, specialist pig and specialist poultry producers.

FBI represents the return to all unpaid labour (farmer, spouse and others with an entrepreneurial interest in the farm business) and to their capital invested in the farm business, which includes land and buildings. FBI is equivalent to financial Net Profit although, in practice, they differ because Net Profit is derived from financial accounting principles whereas FBI is derived from management accounting principles. For example, in financial accounting output stocks are usually valued at cost of production whereas, in management accounting, they are usually valued at market price. In financial accounting depreciation is usually calculated at historic cost whereas in management accounting it is often calculated at replacement cost. The FBI measure is designed to capture the return to the entire farm business and therefore also includes income from diversified activities on the farm.

The FBI measure is closely aligned to TIFF, although there are some key differences, which are described in the Introduction section of this publication. Chart 1, on the front page of this publication, shows that TIFF and FBI have followed broadly similar trends since FBI results were first compiled in 2006-07. However the magnitude of relative year-on-year changes can differ.

Trends for most farm types are subject to annual sample variations, as a small number of farms join and leave the survey each year.

### **4.2 FBI trends between 2010-11 and 2011-12**

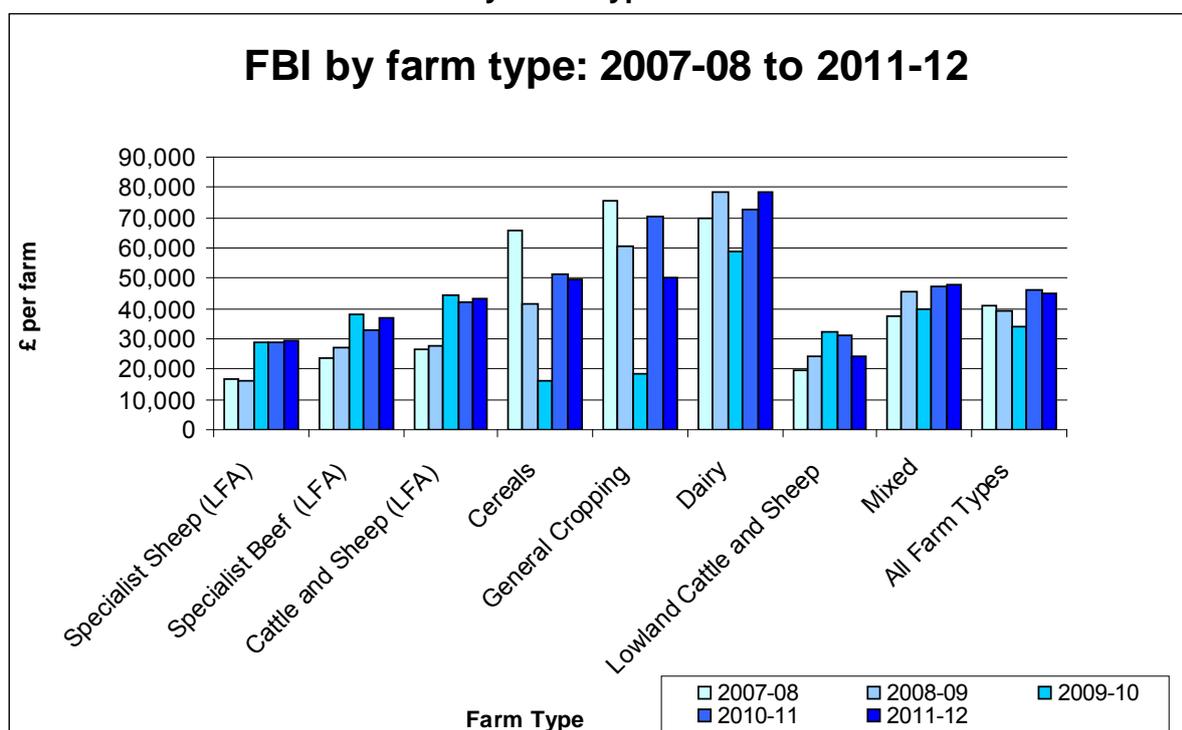
Average Farm Business Income (FBI) in 2011-12 was £45,000, a decrease of £1,000 (three per cent) from 2010-11. The factors behind the trends seen between 2010-11 and 2011-12 are closely linked to those affecting TIFF between 2010 and 2011, though differences between the two income measures have led to a slight divergence between the trends of the two measures over the most recent period. The main differences between the two measures are described in the Introduction section of this publication.

Table 1 and chart 10 show FBI trends by farm type between 2007-08 and 2011-12. Chart 11 shows the changes in input and output costs, including overall grants and subsidies and income from diversified activities, behind the overall reduction in FBI in 2011-12.

**Table 1: Farm Business Income by Farm Type**

Type of Farms	Farm Business Income (£/farm)					Change since 2011-2012
	2007-08	2008-09	2009-10	2010-11	2011-12	
Specialist Sheep (LFA)	16,835	16,268	29,024	28,943	29,341	397
Specialist Beef (LFA)	23,529	26,923	37,885	32,803	36,660	3,857
Cattle and Sheep (LFA)	26,360	27,896	44,544	41,833	43,183	1,350
Cereals	65,906	41,817	16,295	51,586	49,583	-2,002
General Cropping	75,376	60,863	18,428	70,560	50,357	-20,204
Dairy	69,602	78,446	58,853	72,555	78,625	6,070
Lowland Cattle and Sheep	19,794	23,969	32,125	31,037	24,191	-6,846
Mixed	37,522	45,317	39,678	47,381	47,948	567
<b>All Farm Types</b>	<b>40,926</b>	<b>39,271</b>	<b>34,150</b>	<b>46,255</b>	<b>44,829</b>	<b>-1,426</b>

**Chart 10: Farm Business Income by Farm Type**



There were increases in FBI between 2010-11 and 2011-12 for the following farm types; Dairy (up £6,000), Specialist Beef LFA (up £4,000), Mixed (up £1,000) and Cattle and Sheep (LFA) (up £1,000) – increases in FBI among these farm types were driven by increases in the value of livestock outputs, specifically cattle outputs, except in Dairy farms where it was due to increased value of milk outputs.

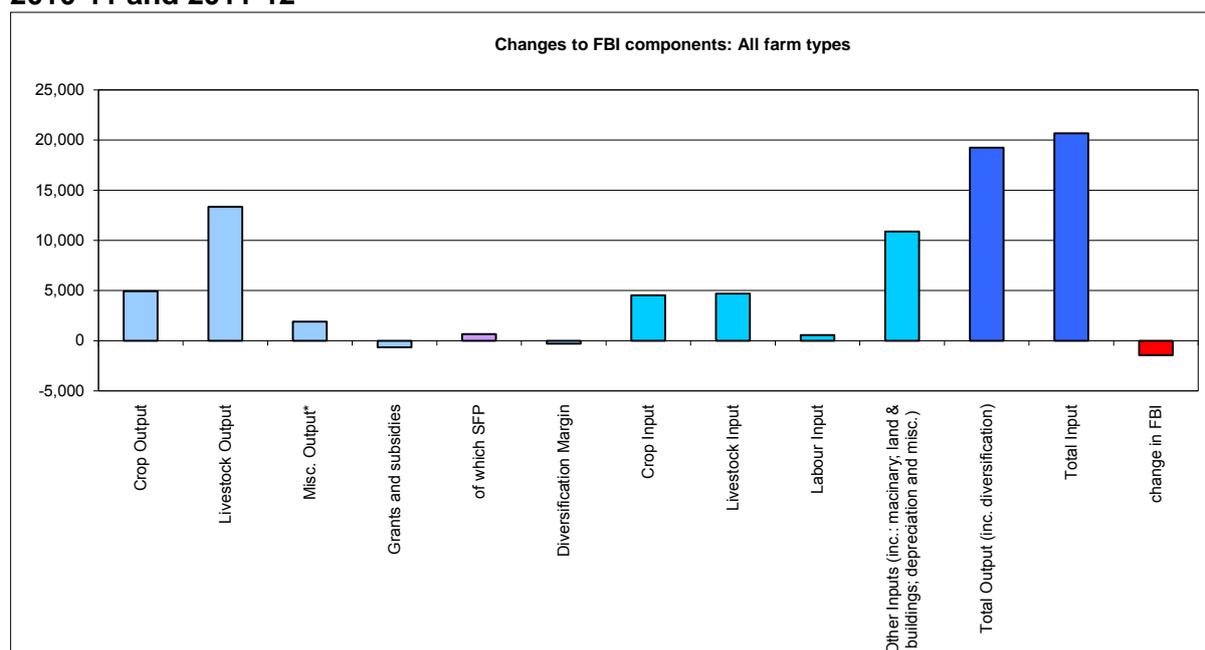
In 2011-12 there were decreases in the FBI of Cereal farms (down £2,000) due to increased machinery and fertiliser costs, and Lowland Cattle and Sheep farms (down £7,000) largely due to increased feed costs. The FBI of Specialist Sheep (LFA) farms remained roughly constant at £29,000, with increased livestock and miscellaneous outputs being offset by decreasing grants and subsidies and increased machinery, land and buildings costs.

Although there has been an overall decrease in average FBI in the last year, over the last five years the trend has been one of a general increase for most farm types. Two clear exceptions are Cereal and General Cropping farms. These two farm types saw considerable decreases in incomes between 2007-08 and 2009-10, due to rises in fertiliser costs and a fall in cereal prices in 2009-10. Despite modest rises in inputs such as machinery costs and land

and buildings costs, the increased output value of cereals allowed a partial recovery of income levels in 2010-11 for both farm types.

In 2011-12, which mostly covers the 2011 crop year, there has been relatively little change in the FBI of Cereal farms. There was a considerable reduction in the income of General Cropping farms where FBI fell by £20,000 in 2011-12; this was due to a slight reduction in output values and a large increase in input costs. Outputs fell by £3,000 (specifically livestock outputs and grants and subsidies), though a £2,000 increase in income from diversified activities buffered this to an extent. However, input costs rose by £19,000 which was due to increases in both crop inputs such as fertiliser (up £6,000) and other inputs such as machinery costs (up £10,000) and land and buildings costs (up £4,000).

**Chart 11: Changes to overall FBI components for all farm types combined between 2010-11 and 2011-12**



\*Miscellaneous costs include: compensation payments, rental income for cattle and crop storage facilities, delayed interest and sales of working dogs and other minor revenue.

The overall average FBI for all farm types was £45,000 in 2011-12, a fall of three per cent over the last year. This included an average total output value of £229,000 (up £19,000) and an average total input value of £184,000 (up £21,000).

Of outputs, livestock saw the greatest increase (up £13,000) which was mainly due to increased value of cattle output (up £7,000), though crop outputs also increased (up £5,000) which was largely driven by a £7,000 increase in the value of cereal outputs (potato output fell by £4,000 while other crop outputs rose by £2,000). Grants and subsidies on the whole decreased by around £1,000; although the Single Farm Payment (SFP) component increased by around £1,000 this was offset by decreases in other grants and subsidies such as Land Management Options (LMO) and Environmentally Sensitive Areas (ESA) grants.

Crop inputs rose by £4,000, mostly due to a £3,000 increase in fertiliser costs. Livestock inputs also rose, by £5,000, mostly due to a £4,000 increase in feed costs. The majority of the increase in other input costs was due to increases in machinery (up £4,000), machinery depreciation (up £2,000) and land and buildings costs (up £3,000).

More detailed information and analysis from the Farm Accounts Survey will be published in the 2013 Economic Report on Scottish Agriculture.<sup>5</sup>

<sup>5</sup> [www.scotland.gov.uk/Topics/Statistics/Browse/Agriculture-Fisheries/PubEconomicReport](http://www.scotland.gov.uk/Topics/Statistics/Browse/Agriculture-Fisheries/PubEconomicReport)

### 4.3 FBI trends between 2011-12 and 2012-13

The estimated 15 per cent decrease in TIFF between 2011 and 2012 suggests that overall FBI is likely to decrease in 2012-13, and to a greater extent than it has over the last year. Strong cereal prices seen in TIFF could go some way to buffering the reduced value of cereals and potatoes but probably not by enough to prevent a decrease in the FBI of Cereal and General Cropping farms, particularly when there have been increases in fertiliser and seed as well as crop protection costs. For livestock farms, we anticipate decreases in the value of livestock output; although the value of livestock products has increased, so too have fuel and capital consumption for livestock while the value of finished livestock has fallen slightly. Dairy farms, where TIFF estimates show a small increase in the value of milk output and in feeding costs, may experience an increase in FBI in 2012-13. There are a whole range of other factors which can determine 2012-13 FBI trends, such as labour costs, machinery depreciation and land and building costs.

## 5. Notes on TIFF

### 5.1 Uses of Information

The TIFF statistics are used for a wide range of purposes. The statistics help the government to form, monitor and evaluate policy, and to assess the economic well-being of the different agricultural sectors. The compilation of Scotland-level TIFF statistics is also part of the UK's requirement to submit an agricultural account to the Statistical Office of the European Communities on behalf of the UK.

Some examples detailing how the TIFF statistics are (or have been) used:

- Data from TIFF is used as part of the quarterly compilation of Scottish GDP. The TIFF statistics are also used to compile the National Accounts of the UK.
- The TIFF statistics are used frequently as part of informing briefing for Ministerial visits and events, particularly the output value of the livestock sector(s) which are used extensively across the year to set Scottish agriculture and its sectors in context. Price data for the sectors (as supplied by the markets) is also regularly updated and used to provide a picture of current market performance of these sectors.
- The TIFF statistics are also regularly used in the economic and analytical modelling of Scottish agriculture, for example, as used by the Food and Policy Research Institute (FAPRI).

Results from the TIFF statistical publication are also used (and available to the public) in the following publications:

#### The Economic Report on Scottish Agriculture.

This is a compendium publication which contains detailed statistics on Scottish agriculture. It covers (i) additional statistics/analysis from the June Census e.g. more detail is provided on the structure and composition of Scottish agriculture in terms of the types of activity on holdings, additional geographic analysis is provided along with some UK comparisons (ii) Total Income From Farming (TIFF) – providing detail of the components behind the TIFF headline table that is published in January of each year. These additional tables provide more detail on volumes, prices, cash flow and productivity, and (iii) Farm Accounts Survey analysis (income and expenditure statistics by different farm types).

<http://www.scotland.gov.uk/Topics/Statistics/Browse/Agriculture-Fisheries/PubEconomicReport>

[Agricultural Facts and Figures pocketbook.](#)

This provides a useful summary of the key statistics in the Scottish agriculture and food sector in a convenient pocketbook format.

<http://www.scotland.gov.uk/Topics/Statistics/Browse/Agriculture-Fisheries/PubFactsFigures>

We also use the TIFF statistics to contribute to the formulation and publication of UK statistics on agriculture. These publications are co-ordinated by DEFRA and more details are available here.

<http://www.defra.gov.uk/evidence/statistics/index.htm>

## **5.2 Methodology**

The Total Income From Farming (TIFF) statistics are compiled annually by the Scottish Government's Rural & Environment Science & Analytical Services (RESAS).

There are a very large number of data series that are used in compiling the TIFF statistics. Data are collected from multiple sources, for example;

- The annual June Agriculture Census run by the Scottish Government (SG).
- The annual December Agriculture Survey run by the SG.
- Farm Accounts Survey run by the SG.
- Prices and volumes data sourced from specific market reports from the appropriate industries.
- Prices and volumes data sourced from bespoke surveys covering those run by the SG and additional separate surveys run by industry bodies such as the Agriculture and Horticulture Development Board (AHDB), Home Grown Cereals Authority (HGCA), British Potato Council (BPC).

## **5.3 Data & TIFF Quality Assurance**

Data used in the compilation of TIFF undergo several validation processes as follows;

- Prices checking for any obvious errors upon receipt of data, using both internal components and totals cross-checking and cross-referencing against previous years.
- Auto-checking and identifying any internal inconsistencies once loaded into the relevant TIFF modules.
- Auto-checking for any sudden changes in comparison with previous returns.
- Assessing any trends or switches in areas, volumes, prices etc. that look unreasonable.

If necessary data suppliers are contacted to ensure data are correct.

The Scottish Government also uses industry expertise to quality assure emerging agricultural statistics. For the annual release of headline farm income statistics in January, this process involves separate quality assurance meetings with representatives of the Committee of Scottish Clearing Bankers (CSCB) and with the Scottish National Farmers Union (NFUS).

These meetings are usually held about two-to-three weeks prior to the publication of the farm income statistics and involve a detailed discussion on emerging statistics and trends on all the components making up the farm income statistics. This discussion covers trends on agricultural production, prices, related costs and subsidy payments as well as on underlying methodologies used to generate the estimates. This is particularly useful for the components where data is not available for the most recent year and projections need to be made using various assumptions, indices and other information sources.

Representatives of the CSCB and NFUS have up to date and widespread knowledge of the agricultural sector, as well as access to their own information sources. This enables them to identify any questionable trends in the emerging statistics, which the Scottish Government can then investigate further and amend if necessary before the statistics are finalised and published. More fundamental comments on underlying methodologies can also be considered ahead of the following year's publication.

In addition, representatives of the CSCB and NFUS also assist the Scottish Government Statisticians in understanding the likely reasons and causes behind various trends.

These quality assurance meetings are held in strict confidence and representatives of the CSCB and NFUS both provide assurances that any emerging statistics and trends will not be used by their organisations until publication of the final statistics. It should be noted however, that many components of the farm income estimates, for example market prices, are already in the public domain.

#### **5.4 Other Agricultural Statistics Publications**

The next agricultural statistics publication due to be released is the results of the 2012 December Agricultural Survey. This surveys around 11,000 holdings and results will be published in March 2013.

Results from all Scottish Government agricultural surveys can be accessed here:  
<http://www.scotland.gov.uk/Topics/Statistics/Browse/Agriculture-Fisheries/Publications>

## **6. Notes on FBI**

The Methodology and Quality Note for farm income estimates derived from the Farm Accounts Survey (FAS) can be accessed here, [Methodology and Quality Note](#)<sup>6</sup>. This note includes information on: the methodology behind the FBI measure and other farm income estimates; classifications and definitions used; uses made of the information and an assessment of the quality of the survey and associated results.

### **6.1 Sample Changes and Revisions**

Each year the sample sizes for farm types within the Farm Accounts Survey change. These changes are due to farms exiting the survey and new farms being recruited to replace exiting farms. Also there may be changes to the farm type classification of farms remaining within the survey, which can happen when the composition of the farm business changes. For example, a large investment in production of potatoes may lead to what was previously a Cereal farm being classed as a General Cropping farm.

If farms drop out of the survey, replacements are selected depending on which farm types and sizes are required to achieve a sample which is representative of the population of

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<sup>6</sup> <http://www.scotland.gov.uk/Topics/Statistics/Browse/Agriculture-Fisheries/PubEconomicReport/methodology/FASmethod2011-12>

farms in Scotland. Replacement farms are then selected at random from within these groups. Replacement farm businesses are not always of the same type as the exiting farms.

**Table 2 Changes to Farm Business Income Sample Sizes by Farm Type**

Type of Farms	Number of Farms in Sample					Change since 2009-2010
	2007-08	2008-09	2009-10	2010-11	2011-12	
Specialist Sheep (LFA)	37	37	41	41	39	-2
Specialist Beef (LFA)	109	106	115	119	116	-3
Cattle and Sheep (LFA)	68	67	61	68	68	0
Cereals	68	81	81	80	84	4
General Cropping	48	55	54	64	58	-6
Dairy	59	55	51	52	55	3
Lowland Cattle and Sheep	13	16	17	16	20	4
Mixed	66	69	71	61	62	1
<b>All Farm Types</b>	<b>468</b>	<b>486</b>	<b>491</b>	<b>501</b>	<b>502</b>	<b>1</b>

Revisions have been made to the 2010-11 FBI estimates published in January 2012. These revisions are due to:

- (a) the inclusion of an additional seven farms in the results, whose accounts have been finalised since the previous publication.
- (b) Amendments to farmer estimates of the closing valuation of stock with actual sales data.

The scale of the revisions are shown in the table below:

**Table 3 Revision to 2010-11 Farm Business Income results by farm type:**

Type of Farms	Number of Farms in Sample			Farm Business Income (£/farm)		
	Jan'12 2010-11	Jan'13 2010-11	Difference	Jan'12 2010-11	Jan'13 2010-11	Difference
Specialist Sheep (LFA)	41	41	0	29,235	28,943	- 292
Specialist Beef (LFA)	116	119	3	32,528	32,803	275
Cattle and Sheep (LFA)	67	68	1	42,942	41,833	- 1,109
Cereals	80	80	0	50,866	51,586	720
General Cropping	62	64	2	59,674	70,560	10,886
Dairy	51	52	1	73,632	72,555	- 1,077
Lowland Cattle and Sheep	16	16	0	34,325	31,037	- 3,288
Mixed	61	61	0	47,812	47,381	- 431
<b>All Farm Types</b>	<b>494</b>	<b>501</b>	<b>7</b>	<b>45,081</b>	<b>46,255</b>	<b>1,174</b>

Source: Farm Accounts Survey.

## Tables

### 7.1 Components of TIFF 2003 to 2012

£million	2003	2004	2005	2006	2007	2008	2009	2010	2011 (2nd Prov.)	2012 (1st Prov.)	percentage change	
											10-11	11-12
<b>OUTPUTS</b>												
Cereals												
Wheat	79.0	91.1	58.5	72.7	99.1	136.3	85.6	120.6	145.9	122.8	21	-16
Barley	222.2	200.6	119.8	133.8	229.8	252.6	163.3	213.2	292.9	315.2	37	8
Oats	14.6	12.7	7.6	10.6	15.0	12.3	11.3	16.0	19.7	22.8	23	16
Triticale	1.2	1.2	0.7	0.9	1.0	0.8	0.4	0.5	0.6	0.4	27	-36
<b>1. Total cereals</b>	<b>317.0</b>	<b>305.5</b>	<b>186.6</b>	<b>218.0</b>	<b>344.9</b>	<b>402.1</b>	<b>260.6</b>	<b>350.3</b>	<b>459.1</b>	<b>461.3</b>	31	0
Cereals net of subsidies	217.8	209.2	186.6	218.0	344.9	402.1	260.6	350.3	459.1	461.3	31	0
Other crops:												
Potatoes	113.0	140.2	109.8	192.4	209.9	193.7	168.9	184.7	199.9	159.6	8	-20
Oilseed Rape	29.7	30.1	17.2	23.2	36.4	29.7	24.1	39.5	53.0	39.4	34	-26
Other Farm Crops	8.1	8.2	7.1	9.6	12.1	9.1	9.8	10.8	12.0	10.8	10	-10
<b>2. Total other crops</b>	<b>150.8</b>	<b>178.5</b>	<b>134.1</b>	<b>225.2</b>	<b>258.4</b>	<b>232.5</b>	<b>202.9</b>	<b>235.1</b>	<b>264.9</b>	<b>209.7</b>	13	-21
Other crops net of subsidies	141.4	168.3	133.7	224.6	257.9	232.3	202.4	235.1	264.9	209.7	13	-21
Horticulture:												
Vegetables	61.9	62.2	67.1	86.0	82.0	85.4	109.4	111.4	109.4	102.4	-2	-6
Fruit	36.7	36.3	60.4	48.6	61.0	78.1	79.9	84.2	81.4	62.1	-3	-24
Flowers, Nursery & Other Plants	27.8	28.7	33.7	29.4	33.3	34.1	34.4	33.3	32.7	40.6	-2	24
<b>3. Total Horticulture</b>	<b>126.5</b>	<b>127.2</b>	<b>161.2</b>	<b>164.0</b>	<b>176.4</b>	<b>197.5</b>	<b>223.8</b>	<b>228.9</b>	<b>223.6</b>	<b>205.1</b>	-2	-8
Livestock:												
Finished Cattle and Calves	509.1	552.9	394.4	405.7	391.5	457.4	485.2	514.8	571.9	583.7	11	2
Finished Sheep and Lambs	207.0	216.3	124.5	128.8	127.0	138.2	181.6	187.8	210.8	202.3	12	-4
Finished Pigs	54.6	62.5	64.0	62.6	63.9	72.3	70.7	70.7	84.5	76.1	20	-10
Poultry	81.2	86.0	84.1	72.3	75.3	81.9	92.0	92.2	110.7	103.4	20	-7
Other Livestock	21.0	16.8	17.2	14.8	14.1	12.9	12.6	13.0	13.3	13.3	2	0
<b>4. Total Finished Livestock</b>	<b>872.8</b>	<b>934.5</b>	<b>684.1</b>	<b>684.1</b>	<b>671.8</b>	<b>762.7</b>	<b>842.0</b>	<b>878.5</b>	<b>991.1</b>	<b>978.8</b>	13	-1
Finished livestock net of subsidies	652.3	699.6	635.0	653.2	644.1	736.2	818.6	856.5	968.9	955.0	13	-1
Store Cattle	28.9	30.5	32.9	35.5	32.4	37.8	41.7	32.1	37.9	44.4	18	17
Store Calves	11.3	8.1	10.0	11.1	12.8	14.6	17.7	14.0	17.9	21.1	28	18
Store Sheep	12.9	11.7	11.9	10.7	8.0	12.6	18.1	22.1	23.4	21.4	6	-9
<b>5. Total Store Livestock</b>	<b>53.1</b>	<b>50.3</b>	<b>54.8</b>	<b>57.3</b>	<b>53.2</b>	<b>65.0</b>	<b>77.4</b>	<b>68.2</b>	<b>79.2</b>	<b>86.9</b>	16	10
Livestock Products:												
Milk and Milk Products	239.0	258.4	244.9	241.6	273.8	341.9	314.5	317.0	344.8	364.8	9	6
Eggs for food	34.3	37.7	32.7	36.9	43.5	55.5	57.1	68.9	73.1	75.0	6	3
Clipwool	4.7	4.8	4.6	2.7	2.8	2.4	3.3	6.5	8.2	8.3	28	1
Other Livestock Products	5.1	3.2	5.0	4.9	4.3	4.3	4.5	5.1	4.9	3.9	-4	-21
<b>6. Total Livestock Products</b>	<b>283.1</b>	<b>304.1</b>	<b>287.2</b>	<b>286.0</b>	<b>324.3</b>	<b>404.1</b>	<b>379.3</b>	<b>397.4</b>	<b>431.0</b>	<b>452.0</b>	8	5
Livestock Products net of subsidies	283.1	291.0	287.2	286.0	324.3	404.1	379.3	397.4	431.0	452.0	8	5
Capital Formation:												
Cattle	55.2	46.3	45.3	37.4	45.8	30.7	52.6	51.9	34.7	68.2	-33	97
Sheep	22.6	14.6	19.1	8.7	13.7	11.9	18.4	29.1	24.1	29.4	-17	22
Pigs	1.5	1.6	1.2	1.1	1.2	1.2	1.9	2.0	1.6	1.7	-17	3
Poultry	12.4	12.5	14.2	12.2	10.6	15.0	14.6	15.8	17.0	14.6	8	-14
<b>7. Total Capital Formation</b>	<b>91.7</b>	<b>74.9</b>	<b>79.8</b>	<b>59.5</b>	<b>71.2</b>	<b>58.9</b>	<b>87.5</b>	<b>98.7</b>	<b>77.3</b>	<b>113.9</b>	-22	47
Other Agricultural Activities												
Contract Work	66.4	67.4	66.6	65.5	78.7	85.9	84.6	90.2	97.9	98.9	8	1
Leasing of Quotas	7.0	3.7	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0		
<b>8. Total Other Agricultural Activities</b>	<b>73.4</b>	<b>71.1</b>	<b>66.8</b>	<b>65.5</b>	<b>78.7</b>	<b>85.9</b>	<b>84.6</b>	<b>90.2</b>	<b>97.9</b>	<b>98.9</b>	8	1
<b>9. Total Non-Agricultural Activities</b>	<b>111.4</b>	<b>109.3</b>	<b>120.2</b>	<b>129.3</b>	<b>168.1</b>	<b>157.1</b>	<b>175.1</b>	<b>147.4</b>	<b>180.9</b>	<b>178.4</b>	23	-1
<b>10. GROSS OUTPUT</b>	<b>2,079.8</b>	<b>2,155.5</b>	<b>1,774.8</b>	<b>1,888.9</b>	<b>2,147.1</b>	<b>2,365.8</b>	<b>2,333.3</b>	<b>2,494.7</b>	<b>2,804.9</b>	<b>2,784.9</b>	12	-1
Gross output net of subsidies	1,750.8	1,800.9	1,725.2	1,857.4	2,118.8	2,339.0	2,309.4	2,472.7	2,782.7	2,761.2	13	-1

## Tables

### 7.1 Components of TIFF 2003 to 2012

£million	2003	2004	2005	2006	2007	2008	2009	2010	2011 (2nd Prov.)	2012 (1st Prov.)	percentage change	
											10-11	11-12
<b>INPUTS (a)</b>												
<b>11. Total Feedstuffs</b>	<b>296.0</b>	<b>309.2</b>	<b>316.9</b>	<b>324.3</b>	<b>391.1</b>	<b>458.5</b>	<b>441.0</b>	<b>493.2</b>	<b>559.3</b>	<b>549.2</b>	13	-2
<b>12. Total Seeds</b>	<b>51.6</b>	<b>55.3</b>	<b>48.9</b>	<b>45.9</b>	<b>52.4</b>	<b>64.5</b>	<b>67.2</b>	<b>72.5</b>	<b>78.4</b>	<b>85.9</b>	8	10
<b>13. Total Fertilisers and Lime</b>	<b>118.8</b>	<b>131.8</b>	<b>133.5</b>	<b>133.3</b>	<b>142.8</b>	<b>214.8</b>	<b>289.8</b>	<b>172.3</b>	<b>214.1</b>	<b>233.0</b>	24	9
Farm Maintenance:												
Occupier	42.5	42.8	41.9	41.6	42.8	50.1	60.7	65.1	75.6	78.7	16	4
Landlord	6.7	7.0	7.0	7.1	7.0	6.9	6.6	6.2	6.3	6.0	1	-5
<b>14. Total Farm Maintenance</b>	<b>49.1</b>	<b>49.8</b>	<b>48.9</b>	<b>48.7</b>	<b>49.8</b>	<b>57.0</b>	<b>67.4</b>	<b>71.3</b>	<b>81.9</b>	<b>84.7</b>	15	3
Miscellaneous Expenditure:												
Machinery Repairs	83.8	82.8	83.0	85.3	91.8	94.7	103.2	105.9	117.2	119.0	11	2
Fuel and Oil	44.5	50.7	62.2	68.6	77.5	100.8	94.9	115.0	142.0	152.8	24	8
Other Machinery Expenses	22.2	22.4	23.0	22.8	22.6	22.9	22.6	25.3	23.7	24.0	-6	1
Veterinary Expenses and Medicines	42.7	43.8	45.2	46.2	45.9	48.6	51.1	53.3	56.5	56.3	6	0
Crop Protection	47.7	47.2	46.4	48.3	56.0	65.9	65.1	66.9	69.8	71.1	4	2
Contract Work	66.4	67.4	66.6	65.5	78.7	85.9	84.6	90.2	97.9	98.9	8	1
Leasing of Quotas	7.8	17.7	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0		
Other Farm Costs	240.7	232.4	245.6	252.4	269.7	300.0	311.6	324.5	351.0	356.3	8	2
<b>15. Total Miscellaneous Expenses</b>	<b>555.9</b>	<b>564.3</b>	<b>572.2</b>	<b>589.1</b>	<b>642.2</b>	<b>718.8</b>	<b>733.2</b>	<b>781.1</b>	<b>858.0</b>	<b>878.4</b>	10	2
<b>16. FISIM (b)</b>	<b>15.8</b>	<b>15.4</b>	<b>18.3</b>	<b>19.9</b>	<b>20.9</b>	<b>25.9</b>	<b>26.8</b>	<b>28.0</b>	<b>28.9</b>	30.5	3	6
<b>17. Total Non-Agricultural Activities</b>	<b>19.8</b>	<b>29.8</b>	<b>41.4</b>	<b>50.5</b>	<b>55.9</b>	<b>57.9</b>	<b>78.7</b>	<b>59.1</b>	<b>76.2</b>	79.3	29	4
<b>18. GROSS INPUT (c)</b>	<b>1,106.9</b>	<b>1,155.6</b>	<b>1,180.1</b>	<b>1,211.7</b>	<b>1,355.1</b>	<b>1,597.4</b>	<b>1,704.1</b>	<b>1,677.5</b>	<b>1,896.9</b>	<b>1,941.0</b>	13	2
<b>19. GROSS VALUE ADDED (d)</b>	<b>972.8</b>	<b>999.9</b>	<b>594.7</b>	<b>677.1</b>	<b>792.0</b>	<b>768.4</b>	<b>629.2</b>	<b>817.1</b>	<b>908.0</b>	<b>844.0</b>	11	-7
Gross value added net of subsidies	643.8	645.3	545.1	645.6	763.7	741.6	605.3	795.1	885.8	820.2	11	-7
Consumption of Fixed Capital												
Plant Machinery and Vehicles	128.9	125.1	126.3	128.3	128.1	133.3	144.1	151.8	158.6	158.2	4	0
Building and Works	111.2	114.0	123.0	123.7	124.7	129.4	122.7	104.3	103.3	106.8	-1	3
Cattle	46.3	53.5	47.8	42.6	51.1	46.9	49.1	41.0	54.6	72.1	33	32
Sheep	21.7	18.7	25.1	12.5	13.7	21.0	19.3	27.6	28.5	31.1	3	9
Pigs	1.9	1.6	1.6	1.4	1.5	1.9	2.0	1.6	2.1	1.9	27	-9
Poultry	11.4	12.0	10.3	12.8	12.3	9.9	15.4	14.2	15.1	14.8	7	-2
<b>20. Total Consumption of Fixed Capital</b>	<b>321.5</b>	<b>324.9</b>	<b>334.0</b>	<b>321.3</b>	<b>331.5</b>	<b>342.3</b>	<b>352.6</b>	<b>340.5</b>	<b>362.2</b>	<b>384.9</b>	6	6
<b>21. NET VALUE ADDED (at basic prices)</b>	<b>651.3</b>	<b>675.0</b>	<b>260.7</b>	<b>355.9</b>	<b>460.5</b>	<b>426.0</b>	<b>276.6</b>	<b>476.6</b>	<b>545.9</b>	<b>459.1</b>	15	-16
Net value added (at basic prices) net of subsidies	322.3	320.4	211.1	324.3	432.2	399.3	252.7	454.6	523.7	435.3	15	-17

## Tables

### 7.1 Components of TIFF 2003 to 2012

£million	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	percentage change	
									(2nd Prov.)	(1st Prov.)	10-11	11-12
<b>Other Subsidies</b>												
Single Farm Payment	0.0	0.0	399.9	399.7	404.9	443.4	509.9	479.5	483.0	443.3	1	-8
Less-Favoured Areas Support Scheme	62.5	60.7	61.0	100.3	59.2	58.9	63.0	63.7	66.4	66.9	4	1
Land Management Contract Menu Scheme	0.0	0.0	14.5	22.0	19.8	20.0	17.8	17.1	6.6	0.3	-62	-96
Land Managers Options	0.0	0.0	0.0	0.0	0.0	0.0	0.4	0.9	3.5	6.9	286	94
Rural Stewardship Scheme	10.5	11.3	12.3	20.8	24.9	17.3	13.0	7.8	4.0	0.8	-49	-81
Rural Priorities	0.0	0.0	0.0	0.0	0.0	0.0	4.4	22.2	31.8	34.0	43	7
Environmentally Sensitive Areas	11.1	9.7	8.2	6.3	5.1	3.6	2.7	1.5	0.6	0.2	-61	-58
Other Agri Environmental (e)	19.2	14.1	12.5	13.5	15.8	13.6	9.3	6.9	6.0	4.2	-13	-30
Other	21.3	15.4	0.0	0.1	20.6	0.0	0.0	2.8	0.0	0.0		
<b>22. Total Other Payments and Subsidies</b>	<b>124.5</b>	<b>111.2</b>	<b>508.4</b>	<b>562.7</b>	<b>550.3</b>	<b>556.8</b>	<b>620.6</b>	<b>602.5</b>	<b>601.8</b>	<b>556.6</b>	<b>0</b>	<b>-8</b>
Total payments and subsidies	453.5	465.8	558.0	594.2	578.6	583.6	644.4	624.5	624.0	580.4	0	-7
<b>23. Net Value Added at Factor Cost (f)</b>	<b>775.9</b>	<b>786.2</b>	<b>769.1</b>	<b>918.5</b>	<b>1,010.8</b>	<b>982.8</b>	<b>897.2</b>	<b>1,079.1</b>	<b>1,147.7</b>	<b>1,015.7</b>	<b>6</b>	<b>-12</b>
<b>24. Hired Labour</b>	<b>248.1</b>	<b>255.4</b>	<b>274.5</b>	<b>276.2</b>	<b>282.5</b>	<b>303.1</b>	<b>351.3</b>	<b>336.0</b>	<b>347.6</b>	<b>324.9</b>	<b>3</b>	<b>-7</b>
<b>25. Net Interest</b>	<b>68.5</b>	<b>77.4</b>	<b>84.0</b>	<b>81.9</b>	<b>91.7</b>	<b>75.2</b>	<b>41.3</b>	<b>38.5</b>	<b>39.4</b>	<b>41.8</b>	<b>2</b>	<b>6</b>
<b>26. Net Rent</b>	<b>16.2</b>	<b>16.9</b>	<b>14.4</b>	<b>13.9</b>	<b>16.7</b>	<b>15.4</b>	<b>16.3</b>	<b>16.7</b>	<b>15.1</b>	<b>14.2</b>	<b>-10</b>	<b>-6</b>
<b>27. TOTAL INCOME FROM FARMING (23-(24+25+26))</b>	<b>443.0</b>	<b>436.5</b>	<b>396.2</b>	<b>546.5</b>	<b>619.9</b>	<b>589.1</b>	<b>488.4</b>	<b>687.9</b>	<b>745.6</b>	<b>634.7</b>	<b>8</b>	<b>-15</b>
(a) Also known as Intermediate Consumption												
(b) Financial Intermediation Services Indirectly Measured - the estimated cost of financial services												
(c) Also known as Total Intermediate Consumption												
(d) Formerly known as Gross Product												
(e) Includes Countryside Premium Scheme, Farm Woodland Scheme, Farm Woodland Premium Scheme, Organic Aid Scheme and elements of Habitats, Heather Moorland Schemes and Land Management												
(f) Formerly known as Net Product												

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- are well explained and readily accessible;
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