

Farm Characteristics CA-AB-4

Farm Description	A mixed farm with cow-calf and cash crop production.
Winter Feeding Ration (lbs/cow/day as fed)	20 days of swath grazing followed by 191 days on winter feeding with hay (21 lb), straw (7 lb) and greenfeed (15 lb), with mineral and salt (100 g)
Retained Ownership/Replacement Ration (lb/head/day as fed)	n/a

Disclaimer:

This benchmark is based on 4 farms of data; outliers were excluded as required. Canfax Research Services (CRS) tries to provide quality information, but we make no claims, promises, or guarantees about the accuracy, completeness, or adequacy of the information. CRS does not guarantee and accepts no legal liability arising from or connected to, the accuracy, reliability, or completeness of any material contained in our publications. Reproduction and/or electronic transmission of this publication, in whole or in part, is strictly forbidden without written consent from CRS.

Environment	
Average Annual Temperature	3.5°C
Average Annual Precipitation (mm)	400-500 mm
Ecoregion	Fescue Grassland
Stocking Rate (Animal Unit days per acre)	40
Fertilize Hay (yes/no)	Yes
Fertilize Pasture (yes/no)	no
Typical Hay Yield (tonnes/acre)	2.0
Grassland Acres (owned+rented)	299
Crop Acres (includes hay) (owned+rented)	301
Bush and other acres	0

Physical Performance Indicators	
Breed	Angus, Gelbvieh
Cow:Bull Ratio	18:1
Bull Culling Rate (%)	33%
Mature Cow Weight (lb)	1,369
Heifer Retention for a steady herd (%)	9%
Cow Death Loss (%)	1.9%
Cow Culling Rate (%)	8.1%
Calves alive after 24hr/100 Cows exposed	95
Calf Death Loss (%) 24 hr to weaning	7%
Calves weaned per 100 cows exposed	87
Total Liveweight Sold per Cow (lb)	619
Weaning Weight (lb)	626
205 day adjusted Weaning Weight (lb)	561
Average Daily Gain pre-weaning (lb)	2.32
Weaning Weight as % of Cow Weight	46%

Production System	
Herd size	54
Days on field feeding (e.g. swath grazing)	20
Days supplemented on pasture	0
Days on full winter feed	191
Calving Start date	March 02
Weaning date	November 17
Sale date	November 17
Retained ownership	Replacements
% of feed purchased	0.5%
% of land in crops	50%
Annual sales Retained Cattle (head)	N/A
Placement weight (lbs)	N/A
Sale Weight (lbs)	N/A
Days on feed	0
Days on grass	0

Footnotes:

Cost of Production: Cash Cost + Depreciation + Opportunity Costs

Cash Costs = Cash cost for purchased feed, fertiliser, seeds, fuel, maintenance, land rents, animal purchases, interest on liabilities, wages paid, veterinary costs plus medicine, water, insurance, accounting, etc (excl. Tax)

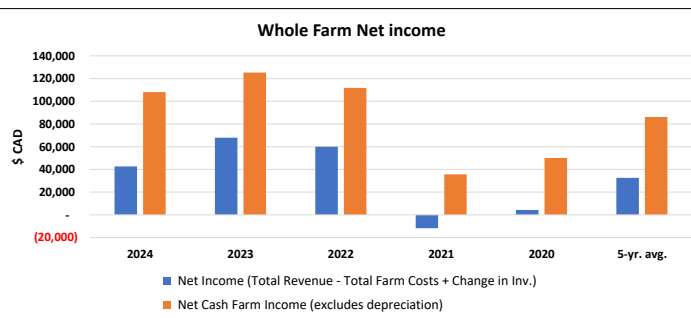
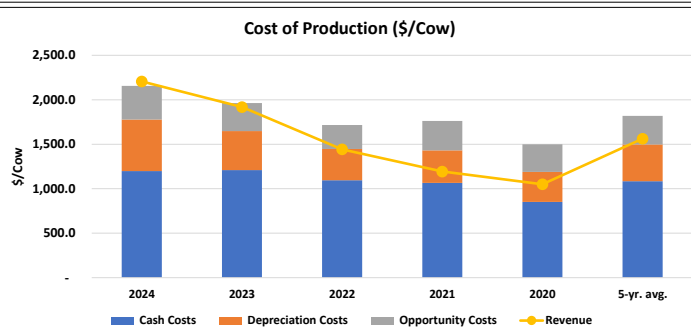
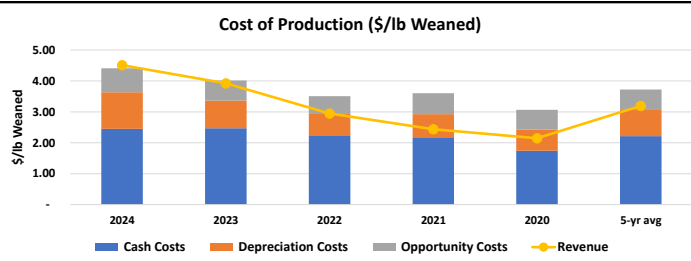
Depreciation = Linear depreciation on machinery and buildings, calculated on replacement values

Opportunity Costs = Calculated cost for using own production factors like labour (family working hours * wage for qualified local labour, land (own land * regional land rents) and capital (non-land equity * long-term government bonds interest rate)

Whole Farm Profitability = Market returns (+ coupled payments) (+ decoupled payments) - whole-farm costs +/- changes in inventory +/- capital gains/losses.

Whole Farm Net Income = Whole farm profitability + depreciation + changes in inventory + capital gains/losses. Known as: 'Net farm income' (Agri Profits, 2018)

Revenue = sales of calves, cull cows, breeding stock, government payments and other revenue applicable to the specific enterprise



Whole Farm Overview Page

Overview							
Operation Maturity	Mature						
Herd Size	54						
Paid Labour (livestock only) (hours)	-			Beef Animals Sold from Retained Ownership	N/A		
Unpaid Labour (livestock only) (hours)	404						
Average wages - paid and unpaid (\$/hr)	18.45						
Revenue		2024	2023	2022	2021	2020	5-yr. avg.
Market Revenue	5-yr avg	217,258	234,296	213,825	130,181	136,248	186,361
Cow-Calf	42%	119,126	100,672	72,184	59,361	56,707	81,610
Cash Crops	54%	98,131	133,624	141,641	70,820	79,540	104,751
Retained Ownership	0%	-	-	-	-	-	-
Government Payments	1%	-	2,916	5,724	5,076	-	2,743
Other Farm Revenue †	3%	4,916	4,919	4,909	4,900	4,900	4,909
Total Revenue	100%	222,174	242,131	224,458	140,157	141,148	194,014
Change in Inventory		-	-	-	-	-	-
Expenses		2024	2023	2022	2021	2020	5-yr. avg.
Depreciation		65,423	57,304	51,807	47,447	45,747	53,546
Machinery		38,248	31,584	27,459	24,680	23,829	29,160
Buildings		27,175	25,720	24,348	22,768	21,918	24,386
Quota econ. Accounting		-	-	-	-	-	-
Overhead costs		8,395	8,467	8,419	7,497	6,993	7,954
Land improvement		-	-	-	-	-	-
Machinery Maintenance		682	664	622	590	580	628
Buildings Maintenance		1,601	1,417	1,254	1,109	982	1,272
Contract labour		1,461	1,461	1,509	1,433	1,382	1,449
Diesel, Gasoline, Natural Gas		663	741	972	648	512	707
Electricity		335	531	367	223	164	324
Water		-	-	-	-	-	-
Farm insurance		2,121	2,121	2,190	2,080	2,006	2,103
Disability and accident insurance		-	-	-	-	-	-
Farm taxes and duties		90	90	93	88	85	89
Advisor costs		325	325	336	319	308	323
Accountant & legal fees		-	-	-	-	-	-
Phone & utilities		1,050	1,050	1,011	946	916	995
Other overhead costs		68	68	65	61	59	64
Wages, rent and interest payments		11,011	11,158	10,881	10,798	11,801	11,130
Paid Labour		-	-	-	-	-	-
Total land rents		7,955	7,496	7,085	6,743	6,625	7,181
Total interest on debt		3,056	3,662	3,796	4,054	5,177	3,949
Cow-Calf		43,693	45,371	40,295	39,064	28,408	39,366
Animal purchases		7,407	5,852	4,748	4,132	4,204	5,269
Purchased feed		20,272	22,051	17,374	19,651	10,353	17,940
Other fixed and var. costs *		16,014	17,469	18,172	15,280	13,851	16,157
Retained Ownership		-	-	-	-	-	-
Animal purchases		-	-	-	-	-	-
Purchased feed		-	-	-	-	-	-
Other fixed and var. costs *		-	-	-	-	-	-
Crop and forage		51,058	51,881	53,137	47,157	43,836	49,414
Seed		16,208	15,689	13,718	12,984	12,432	14,206
Fertilizer		19,059	19,326	21,881	17,825	15,649	18,748
Herbicide		2,462	3,536	4,397	3,983	3,804	3,636
Fungicide & Insecticide		-	-	-	-	-	-
Irrigation		-	-	-	-	-	-
Contract labour		4,427	4,427	4,573	4,341	4,188	4,391
Fuel costs (crop & forage)		-	-	-	-	-	-
Other crop and forage		8,902	8,902	8,568	8,024	7,763	8,432
Total Farm Costs (excludes unpaid labour)		179,580	174,182	164,540	151,963	136,787	161,410
Cash Costs (Total Farm Costs - Depreciation)		114,157	116,878	112,732	104,516	91,039	107,865
Depreciation & Opportunity Costs (including unpaid labour)		72,873	64,755	59,257	54,898	53,197	60,996
Total Economic Costs (cash, depr, opportunity)		187,030	181,632	171,990	159,414	144,237	168,860
Profits		2024	2023	2022	2021	2020	5-yr. avg.
Net Income (Total Revenue - Total Farm Costs + Change in Inv.)		42,594	67,949	59,919	(11,806)	4,361	32,603
Net Cash Farm Income (excludes depreciation)		108,000	125,233	111,716	35,640	50,107	86,139

† Other Farm Revenue includes: Other enterprises, capital gains and losses as well as calculated interest on savings based on the models previous year profits.

* Other fixed and var. costs includes: veterinary, medicine, maintenance and spare parts, and other/miscellaneous



Cow-Calf Enterprise (\$/Cow)	2024	2023	2022	2021	2020	5 yr. avg.
No. of Cows*	54	54	54	54	54	54
Average male and female calf price (\$/head)	2,417	2,072	1,474	1,149	1,155	1,654
REVENUE						
Cow Calf	2,206	1,918	1,443	1,193	1,050	1,562
Cull animals and slaughter receipts	304	232	173	194	142	209
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	1,902	1,633	1,163	905	908	1,302
Government payments	-	54.0	106.0	94.0	-	50.8
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	2,206	1,918	1,443	1,193	1,050	1,562
VARIABLE COSTS						
Animal purchases	137.2	108.4	87.9	76.5	77.8	98
Feed (purchase feed, fertiliser, seed, pesticides)	527.2	559.3	472.9	497.2	315.0	474
Machinery (maintenance, depreciation, contractor)	480.9	353.5	278.6	293.5	270.0	335
Fuel, energy, lubricants, water	53.0	85.8	100.9	61.4	42.7	69
Vet & medicine	72.4	72.4	74.8	71.0	68.5	72
Other inputs cow calf enterprise	171.1	162.2	152.5	144.6	136.9	153
Labour						
Paid Labour	-	-	-	-	-	-
Unpaid Labour	173.8	136.4	110.5	139.7	123.2	137
Total Variable Costs	1,615.6	1,477.9	1,278.2	1,284.1	1,034.3	1,338
CAPITAL COSTS						
Insurance, taxes	46.3	41.8	39.5	41.7	38.8	42
Buildings (maintenance, depreciation)	167.8	148.4	132.6	131.9	123.8	141
Land Cost	-	-	-	-	-	-
Rented Land	92.3	86.9	82.1	78.2	76.8	83
Own Land	78.2	73.5	69.3	65.2	63.7	70
Capital Costs	-	-	-	-	-	-
Liabilities	30.3	29.0	24.4	34.5	38.5	31
Own capital	125.8	106.5	89.5	127.3	123.6	115
Total Capital Costs	540.8	486.1	437.4	478.8	465.3	482
COSTS						
Cash Costs	1,198.4	1,209.1	1,095.8	1,065.9	852.1	1,084
Depreciation Costs	580.2	438.5	350.6	364.9	336.9	414
Opportunity Costs	377.8	316.3	269.3	332.1	310.5	321
Total Production Costs	2,156.4	1,964.0	1,715.6	1,762.9	1,499.6	1,820
Profits	2024	2023	2022	2021	2020	5-yr. avg.
Short-term profit (cash costs)	1,007.6	709.2	346.9	127.4	198.0	478
Medium-term profit (cash + depreciation)	427.4	270.7	(3.6)	(237.5)	(138.9)	64
Long-term profit (cash + depreciation + opportunity)	49.6	(45.7)	(272.9)	(569.6)	(449.4)	(258)

*Model Maintains a stable herd size

Costs and revenue are reported for a calendar (e.g. January to December). It reflects revenue and expenses that a producer experiences over that period. Producers who want a cash flow analysis typically use a calendar or agricultural year. This method is often preferred by lenders when getting evaluated for a line of credit or a loan. The model maintains a stable herd, retention rates were adjusted to ensure that.

Cash Costs

Cash costs are the outlays over the course of the year, including machine repairs, paid labour, costs of feed production, and purchased feed. CDN COP Network bases cash costs on actual costs of production. Agri Profit\$ uses the market value for some cash costs, including feed.

The cost of producing the feed on-farm and the purchased feed costs as used in that year to reflect the experience and situation of producers. Production inputs, land and any purchased feeds utilized that year are included. Rations for each type of animal and inventories are used to calculate total feed requirements. Any shortfall in production are assumed to be purchased at market value. Feed rations and yields are provided "as fed" to balance the model. Below are the included costs for feed production:

Feed: Calculated as feed cost (purchase feed + fertilizer, seed and pesticides for own feed production) + machinery cost (machinery maintenance + depreciation + contractor) + fuel, energy, lubricants and water + land cost (land rents paid + opportunity cost own land)

Land: separated into owned and rented land, includes both crop and pastureland. Land costs = Rents paid + calculated land rents for own land (opportunity cost).

By using the cost of land, the advantage that mature operations have is clearly shown as their cost structure is lower when land has been fully paid off.

Allocation

Generic allocation uses percent revenues from each commodity to cover overheads and utilizes accounting data for the overhead costs. This takes the approach that overheads and fixed costs will be covered by something grown on the farm and recognizes that there are commodity price cycles where grains and livestock tend to be opposite. It is not so much concerned about each enterprise paying their way as that all overheads are covered by the mix of commodities grown. It should be recognized that as commodity prices fluctuate and revenues to each enterprise fluctuate, the shifting shares will change the cost structure for each enterprise from year to year.

Depreciation

Depreciation on buildings and machinery is a non-cash cost that reveals the ability of the farm to continue operating if an asset needs replacement.

Differences in depreciation costs between AgriProfit\$ and the CDN COP Network primarily comes from the use of specific (AgriProfit\$) versus generic (CDN COP Network) allocation. Where generic allocation results in machinery depreciation used for feed production to show up in the cow-calf enterprise as that is where revenue is generated. In contrast, specific allocation removes that cost and since feed is treated at market value, machinery depreciation for feed production is treated as a cash cost. This results in the CDN COP Network typically having lower cash costs and higher depreciation costs than what is reported in AgriProfit\$.

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Land: The Opportunity costs of land are the rents for new contracts if the farm rents out owned land. It reflects the future cost of renting land. If the producers' profits of utilizing the land outweigh the profits of renting the land, utilizing owned land for production should be preferred and vice-versa.

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Unit Reported

Often cow-calf COP is expressed as dollars per cow wintered (\$/cow wintered) which adjusts the calf price per head for the number of calves sold per 100 cows. When evaluating overall cost structure to identify areas for improvement, or comparing to a benchmark, this is sufficient.

However, a per unit cost provides producers with their break-even cost, allowing them to compare with posted market prices for their calves' average weight category. This break-even price will depend on the percentage of calves weaned that year from the cow herd. The higher percent weaned, the lower per pound the break-even price will be.



Cow-Calf Enterprise (\$/lb Weaned)	2024	2023	2022	2021	2020	5 yr. avg.
Pounds Weaned	26,410	26,410	26,410	26,410	26,410	26,410
Average male and female weaning weight (lbs)	626	626	626	626	626	626
Average male and female calf price at weaning (\$/lb)	3.86	3.31	2.35	1.83	1.84	2.64
REVENUE						
Cow Calf Operation	4.51	3.92	2.95	2.44	2.15	3.19
Cull animals and slaughter receipts	0.62	0.47	0.35	0.40	0.29	0.43
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	3.89	3.34	2.38	1.85	1.86	2.66
Government payments	-	0.11	0.22	0.19	-	0.10
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	4.51	3.92	2.95	2.44	2.15	3.19
VARIABLE COSTS						
Animal purchases	0.28	0.22	0.18	0.16	0.16	0.20
Feed (purchase feed, fertiliser, seed, pesticides)	1.08	1.14	0.97	1.02	0.64	0.97
Machinery (maintenance, depreciation, contractor)	0.98	0.72	0.57	0.60	0.55	0.69
Fuel, energy, lubricants, water	0.11	0.18	0.21	0.13	0.09	0.14
Vet & medicine	0.15	0.15	0.15	0.15	0.14	0.15
Other inputs cow calf enterprise	0.35	0.33	0.31	0.30	0.28	0.31
Labour						
Paid Labour	-	-	-	-	-	-
Unpaid Labour	0.36	0.28	0.23	0.29	0.25	0.28
Total Variable Costs	3.3	3.0	2.6	2.6	2.1	2.7
CAPITAL COSTS						
Insurance, taxes	0.09	0.09	0.08	0.09	0.08	0.09
Buildings (maintenance, depreciation)	0.34	0.30	0.27	0.27	0.25	0.29
Land Cost						
Rented Land	0.19	0.18	0.17	0.16	0.16	0.17
Owned Land	0.16	0.15	0.14	0.13	0.13	0.14
Capital Costs						
Liabilities	0.06	0.06	0.05	0.07	0.08	0.06
Own capital	0.26	0.22	0.18	0.26	0.25	0.23
Total Capital Costs	1.1	1.0	0.9	1.0	1.0	1.0
COSTS						
Cash Costs	2.45	2.47	2.24	2.18	1.74	2.22
Depreciation Costs	1.19	0.90	0.72	0.75	0.69	0.85
Opportunity Costs	0.77	0.65	0.55	0.68	0.63	0.66
Total Production Costs	4.41	4.02	3.51	3.60	3.07	3.72
Profits	2024	2023	2022	2021	2020	5-yr. avg.
Short-term profit (cash costs)	2.06	1.45	0.71	0.26	0.40	0.98
Medium-term profit (cash + depreciation)	0.87	0.55	(0.01)	(0.49)	(0.28)	0.13
Long-term profit (cash + depreciation + opportunity)	0.10	(0.09)	(0.56)	(1.16)	(0.92)	(0.53)

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