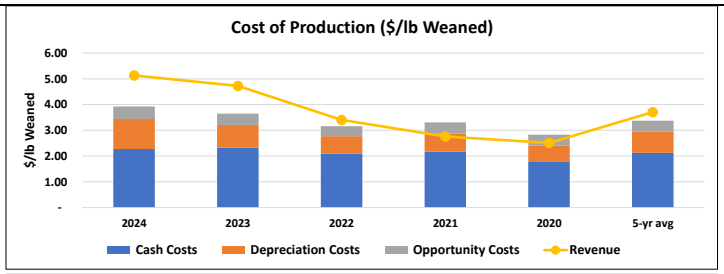
Farm Summary

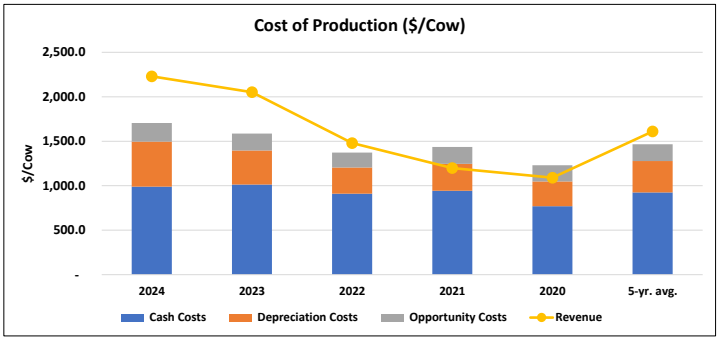
Farm Characteristics	*CA-AB-6*
Farm Description	A cow-calf operation producing predominantly homegrown feed in one of the most productive agricultural regions of the prairies.
Winter Feeding Ration (lbs/cow/day as fed)	35 days of swath grazing followed by 117 days winter feeding with hay (28 lb), straw (11 lb), grain (2 lb), mineral and salt (100 g)
Retained Ownership/Replacement Ration (lb/head/day as fed)	n/a
Disclaimer:	This benchmark is based on 3 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.

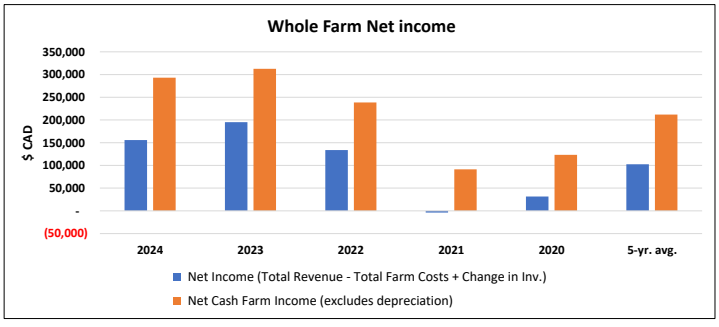
Environment	
Average Annual Temperature	1.5°C
Average Annual Precipitation (mm)	400–500 mm
Ecoregion	Aspen Parkland
Stocking Rate (Animal Unit days per acre)	17
Fertilize Hay (yes/no)	Yes
Fertilize Pasture (yes/no)	No
Typical Hay Yield (tonnes/acre)	1.7
Grassland Acres (owned+rented)	2,370
Crop Acres (includes hay) (owned+rented)	518
Bush and other acres	0

Physical Performance Indicators	
Breed	Hereford, Angus
Cow:Bull Ratio	19:1
Bull Culling Rate (%)	4%
Mature Cow Weight (lb)	1,338
Heifer Retention for a steady herd (%)	9%
Cow Death Loss (%)	1.3%
Cow Culling Rate (%)	8.0%
Calves alive after 24hr/100 Cows exposed	96
Calf Death Loss (%) 24 hr to weaning	5%
Calves weaned per 100 cows exposed	90
Total Liveweight Sold per Cow (lb)	551
Weaning Weight (lb)	535
205 day adjusted Weaning Weight (lb)	609
Average Daily Gain pre-weaning (lb)	2.55
Weaning Weight as % of Cow Weight	40%

Production System	
Herd size	152
Days on field feeding (e.g. swath grazing)	35
Days supplemented on pasture	0
Days on full winter feed	117
Calving Start date	April 04
Weaning date	October 21
Sale date	October 21
Retained ownership	Replacements
% of feed purchased	0.5%
% of land in crops	18%
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

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Whole Farm Overview Page

Overview							
Operation Maturity	Mature						
Herd Size	152	Beef Animals Sold from Retained Ownership			N/A		
Paid Labour (livestock only) (hours)	454						
Unpaid Labour (livestock only) (hours)	782						
Average wages - paid and unpaid ($/hr)	12.71						

Revenue		**2024**	**2023**	**2022**	**2021**	**2020**	**5-yr. avg.**
Market Revenue	***5-yr avg***	***499,110***	***520,296***	***429,199***	***276,746***	***293,427***	***403,755***
Cow-Calf	52%	338,950	304,284	208,872	167,944	165,778	*237,166*
Cash Crops	37%	160,159	216,011	220,327	108,803	127,649	*166,590*
Retained Ownership	0%	-	-	-	-	-	-
Government Payments	3%	*5,835*	*13,435*	*21,947*	*20,123*	*5,835*	*13,435*
Other Farm Revenue ǂ	8%	37,411	37,415	37,384	37,368	37,368	37,389
Total Revenue	***100%***	***542,356***	***571,146***	***488,529***	***334,237***	***336,629***	***454,579***
Change in Inventory		-	-	-	-	-	-

Expenses	**2024**	**2023**	**2022**	**2021**	**2020**	**5-yr. avg.**
Depreciation	***137,124***	***117,469***	***104,692***	***95,236***	***91,870***	***109,278***
Machinery	102,041	84,264	73,257	65,843	63,574	*77,796*
Buildings	35,084	33,205	31,434	29,394	28,297	*31,483*
Quota econ. Accounting	-	-	-	-	-	-
Overhead costs	***15,362***	***15,956***	***15,965***	***14,084***	***13,163***	***14,906***
Land improvement	-	-	-	-	-	-
Machinery Maintenance	2,131	2,074	1,944	1,842	1,812	*1,960*
Buildings Maintenance	1,345	1,190	1,053	932	825	*1,069*
Contract labour	527	527	544	516	498	*522*
Diesel, Gasoline, Natural Gas	1,384	1,659	2,269	1,474	1,136	*1,584*
Electricity	906	1,437	994	603	443	*877*
Water	-	-	-	-	-	-
Farm insurance	1,771	1,771	1,829	1,737	1,675	*1,756*
Disability and accident insurance	-	-	-	-	-	-
Farm taxes and duties	66	66	68	65	63	*66*
Advisor costs	3,769	3,769	3,893	3,696	3,565	*3,738*
Accountant & legal fees	-	-	-	-	-	-
Phone & utilities	2,489	2,489	2,396	2,244	2,171	*2,358*
Other overhead costs	975	975	975	975	975	*975*
Wages, rent and interest payments	***66,636***	***66,049***	***65,645***	***66,259***	***68,684***	***66,655***
Paid Labour	9,138	9,138	9,439	8,961	8,645	*9,064*
Total land rents	52,794	50,162	47,694	47,187	47,011	*48,970*
Total Interest on debt	4,703	6,749	8,512	10,110	13,028	*8,621*
Cow-Calf	***58,813***	***65,455***	***53,187***	***58,732***	***34,254***	***54,088***
Animal purchases	2,154	1,702	1,381	1,202	1,222	*1,532*
Purchased feed	26,283	30,377	18,554	29,669	7,821	*22,541*
Other fixed and var. costs *	30,376	33,377	33,252	27,862	25,211	*30,016*
Retained Ownership	-	-	-	-	-	-
Animal purchases	-	-	-	-	-	-
Purchased feed	-	-	-	-	-	-
Other fixed and var. costs *	-	-	-	-	-	-
Crop and forage	***108,527***	***110,982***	***115,188***	***103,670***	***97,133***	***107,100***
Seed	27,461	26,582	23,242	21,999	21,064	*24,070*
Fertilizer	32,448	32,903	37,252	30,346	26,642	*31,918*
Herbicide	6,595	9,475	11,782	10,671	10,191	*9,743*
Fungicide & Insecticide	-	-	-	-	-	-
Irrigation	-	-	-	-	-	-
Contract labour	35,024	35,024	36,176	34,346	33,132	*34,740*
Fuel costs (crop & forage)	-	-	-	-	-	-
Other crop and forage	6,999	6,999	6,736	6,308	6,103	*6,629*
Total Farm Costs (excludes unpaid labour)	***386,463***	***375,912***	***354,677***	***337,982***	***305,104***	***352,028***
Cash Costs (Total Farm Costs - Depreciation)	249,338	258,443	249,985	242,745	213,234	242,749
Depreciation & Opportunity Costs (including unpaid labour)	147,059	127,404	114,626	105,171	101,805	119,213
Total Economic Costs (cash, depr, opportunity)	396,397	385,847	364,612	347,916	315,039	361,962

Profits	**2024**	**2023**	**2022**	**2021**	**2020**	**5-yr. avg.**
Net Income (Total Revenue - Total Farm Costs + Change in Inv.)	**155,893**	**195,233**	**133,852**	**(3,745)**	**31,525**	**102,552**
Net Cash Farm Income (excludes depreciation)	**292,973**	**312,654**	**238,527**	**91,490**	**123,394**	**211,807**

ǂ 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 ($/Cow)	2024	2023	2022	2021	2020	5 yr. avg.
No. of Cows*	152	152	152	152	152	152
Average male and female calf price ($/head)	2,464	2,242	1,526	1,220	1,204	*1,731*
REVENUE						
Cow Calf	2,230	2,052	1,480	1,199	1,091	1,610
Cull animals and slaughter receipts	225	174	129	109	109	149
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	2,005	1,828	1,245	996	982	1,411
Government payments	-	50.0	106.0	94.0	-	50.0
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	2,230	2,052	1,480	1,199	1,091	1,610
VARIABLE COSTS						
Animal purchases	14.2	11.2	9.1	7.9	8.0	10
Feed (purchase feed, fertiliser, seed, pesticides)	254.1	282.3	208.5	269.7	119.3	227
Machinery (maintenance, depreciation, contractor)	523.8	408.4	329.5	333.5	310.0	381
Fuel, energy, lubricants, water	44.4	69.9	68.6	42.2	29.8	51
Vet & medicine	65.9	65.9	68.1	64.6	62.4	65
Other inputs cow calf enterprise	119.1	110.8	102.7	98.2	91.5	104
Labour						
Paid Labour	38.0	32.8	27.8	31.5	28.5	32
Unpaid Labour	77.6	67.0	56.8	64.4	58.2	65
Total Variable Costs	1,137.0	1,048.3	871.0	912.1	707.8	935
CAPITAL COSTS						
Insurance, taxes	17.8	16.8	16.2	16.4	15.4	17
Buildings (maintenance, depreciation)	83.4	73.9	64.6	64.6	60.5	69
Land Cost	-	-	-	-	-	
Rented Land	315.5	299.6	284.7	281.8	280.7	292
Own Land	52.8	49.6	46.8	44.0	43.0	47
Capital Costs	-	-	-	-	-	
Liabilities	19.3	24.2	25.8	36.3	42.2	30
Own capital	79.5	73.3	64.0	81.3	80.6	76
Total Capital Costs	568.3	537.5	502.1	524.3	522.5	531
COSTS						
Cash Costs	989.4	1,012.6	911.2	944.4	769.8	925
Depreciation Costs	506.1	383.2	294.3	302.3	278.5	353
Opportunity Costs	209.8	189.9	167.6	189.7	181.9	188
Total Production Costs	1,705.3	1,585.8	1,373.1	1,436.4	1,230.2	1,466
Profits	**2024**	**2023**	**2022**	**2021**	**2020**	**5-yr. avg.**
Short-term profit (cash costs)	1,240.6	1,039.2	569.0	254.5	320.8	685
Medium-term profit (cash + depreciation)	734.5	656.0	274.7	(47.9)	42.3	332
Long-term profit (cash + depreciation + opportunity)	524.6	466.1	107.1	(237.5)	(139.6)	144

*Model Maintains a stable herd size

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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 forown 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.

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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.
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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 ($/lb Weaned)	2024	2023	2022	2021	2020	5 yr. avg.
Pounds Weaned	66,039	66,039	66,039	66,039	66,039	66,039
Average male and female weaning weight (lbs)	535	535	535	535	535	535
Average male and female calf price at weaning ($/lb)	4.61	4.19	2.85	2.28	2.25	3.24
REVENUE						
Cow Calf Operation	5.13	4.72	3.41	2.76	2.51	3.71
Cull animals and slaughter receipts	0.52	0.40	0.30	0.25	0.25	0.34
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	4.62	4.21	2.87	2.29	2.26	3.25
Government payments	-	0.12	0.24	0.22	-	0.12
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	5.13	4.72	3.41	2.76	2.51	3.71
VARIABLE COSTS						
Animal purchases	0.03	0.03	0.02	0.02	0.02	0.02
Feed (purchase feed, fertiliser, seed, pesticides)	0.58	0.65	0.48	0.62	0.27	0.52
Machinery (maintenance, depreciation, contractor)	1.21	0.94	0.76	0.77	0.71	0.88
Fuel, energy, lubricants, water	0.10	0.16	0.16	0.10	0.07	0.12
Vet & medicine	0.15	0.15	0.16	0.15	0.14	0.15
Other inputs cow calf enterprise	0.27	0.25	0.24	0.23	0.21	0.24
Labour						
Paid Labour	0.09	0.08	0.06	0.07	0.07	0.07
Unpaid Labour	0.18	0.15	0.13	0.15	0.13	0.15
Total Variable Costs	2.6	2.4	2.0	2.1	1.6	2.2
CAPITAL COSTS						
Insurance, taxes	0.04	0.04	0.04	0.04	0.04	0.04
Buildings (maintenance, depreciation)	0.19	0.17	0.15	0.15	0.14	0.16
Land Cost						
Rented Land	0.73	0.69	0.66	0.65	0.65	0.67
Owned Land	0.12	0.11	0.11	0.10	0.10	0.11
Capital Costs						
Liabilities	0.04	0.06	0.06	0.08	0.10	0.07
Own capital	0.18	0.17	0.15	0.19	0.19	0.17
Total Capital Costs	1.3	1.2	1.2	1.2	1.2	1.2
COSTS						
Cash Costs	2.28	2.33	2.10	2.17	1.77	2.13
Depreciation Costs	1.16	0.88	0.68	0.70	0.64	0.81
Opportunity Costs	0.48	0.44	0.39	0.44	0.42	0.43
Total Production Costs	3.93	3.65	3.16	3.31	2.83	3.37
Profits	**2024**	**2023**	**2022**	**2021**	**2020**	**5-yr. avg.**
Short-term profit (cash costs)	2.86	2.39	1.31	0.59	0.74	1.58
Medium-term profit (cash + depreciation)	1.69	1.51	0.63	(0.11)	0.10	0.76
Long-term profit (cash + depreciation + opportunity)	1.21	1.07	0.25	(0.55)	(0.32)	0.33

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