



Farm Characteristics	CA-BC-2
Farm Description	A cow-calf operation with 174 cows located near Vernon, utilizing predominantly homegrown feed and selling surplus hay.
Winter Feeding Ration (lbs/cow/day as fed)	181 days on hay and oat greenfeed (33 lb).
Retained Ownership/Replacement Ration (lb/head/day as fed)	Replacement heifers: 181 days on hay and oat greenfeed (25 lb).

Disclaimer: This benchmark is based on the report Cost and Returns of Sample Ranching Businesses in Various Areas of British Columbia -2024.

Environment	
Average Annual Temperature	7.4°C
Average Annual Precipitation (mm)	428.1 mm
Ecoregion	Vernon
Stocking Rate (Animal Unit days per acre)	57
Fertilize Hay (yes/no)	Yes
Fertilize Pasture (yes/no)	N/A
Typical Hay Yield (tonnes/acre)	3.6
Grassland Acres (owned+rented)	150
Crop Acres (includes hay) (owned+rented)	150
Bush and other acres	N/A

Physical Performance Indicators	
Breed	N/A
Cow:Bull Ratio	25:1
Bull Culling Rate (%)	29%
Mature Cow Weight (lb)	1,400
Heifer Retention for a steady herd (%)	14%
Cow Death Loss (%)	3.4%
Cow Culling Rate (%)	10.3%
Calves alive after 24hr/100 Cows exposed	86
Calf Death Loss (%) 24 hr to weaning	9%
Calves weaned per 100 cows exposed	78
Total Liveweight Sold per Cow (lb)	584
Weaning Weight (lb)	625
205 day adjusted Weaning Weight (lb)	516
Average Daily Gain pre-weaning (lb)	2.10
Weaning Weight as % of Cow Weight	45%

Production System	
Herd size	174
Days on field feeding (e.g. swath grazing)	0
Days supplemented on pasture	0
Days on full winter feed	181
Calving Start date	February 15
Weaning date	October 15
Sale date	October 15
Retained ownership	Replacements
% of feed purchased	1.1%
% 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)

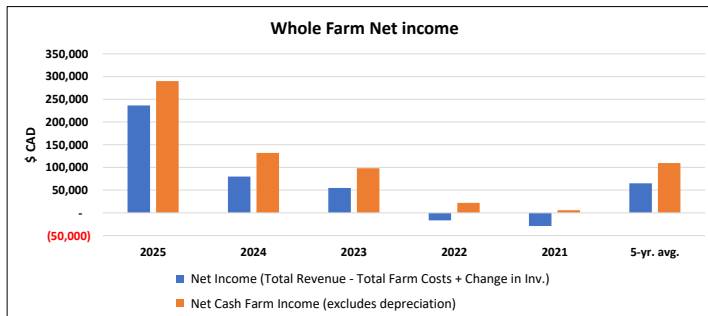
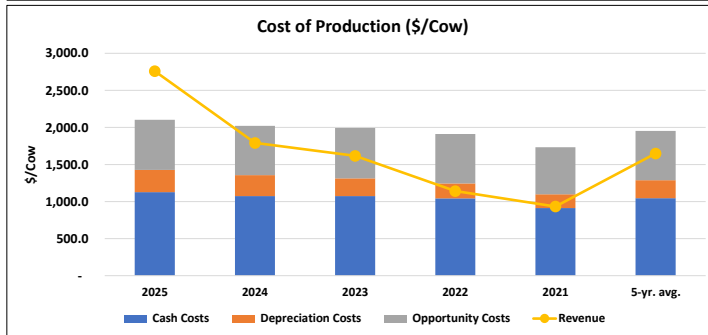
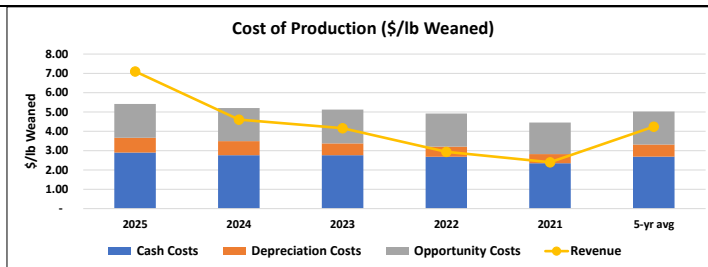
Depreciation = Linear depreciation on machinery and buildings, calculated on replacement values

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		N/A					
Herd Size		174		Beef Animals Sold from Retained Ownership		N/A	
Paid Labour (livestock only) (hours)		253					
Unpaid Labour (livestock only) (hours)		2,982					
Average wages - paid and unpaid (\$/hr)		24.89					
Revenue		2025	2024	2023	2022	2021	5-yr. avg.
Market Revenue	5-yr avg	493,450	328,276	293,944	216,258	175,361	301,458
Cow-Calf	95%	480,125	311,616	281,326	198,612	162,348	286,805
Cash Crops	5%	13,325	16,660	12,618	17,646	13,013	14,652
Retained Ownership	0%	-	-	-	-	-	-
Government Payments	0%	-	-	-	-	-	-
Other Farm Revenue †	0%	25	6	2	-	-	7
Total Revenue	100%	493,476	328,282	293,946	216,258	175,361	301,464
Change in Inventory		-	-	-	-	-	-
Expenses		2025	2024	2023	2022	2021	5-yr. avg.
Depreciation		53,382	52,025	43,640	38,352	34,653	44,410
Machinery		47,585	46,400	38,317	33,312	29,940	39,111
Buildings		5,797	5,625	5,324	5,040	4,713	5,300
Quota econ. Accounting		-	-	-	-	-	-
Overhead costs		73,208	71,729	74,913	76,849	63,901	72,120
Land improvement		-	-	-	-	-	-
Machinery Maintenance		16,785	16,211	14,851	15,046	14,813	15,541
Buildings Maintenance		7,743	7,500	7,241	6,880	6,227	7,118
Contract labour		-	-	-	-	-	-
Diesel, Gasoline, Natural Gas		22,476	21,518	23,477	27,259	18,186	22,583
Electricity		3,626	4,000	6,345	4,390	2,663	4,205
Water		-	-	-	-	-	-
Farm insurance		9,956	10,000	10,428	10,771	10,226	10,276
Disability and accident insurance		-	-	-	-	-	-
Farm taxes and duties		2,489	2,500	2,607	2,693	2,556	2,569
Advisor costs		-	-	-	-	-	-
Accountant & legal fees		2,987	3,000	3,128	3,231	3,068	3,083
Phone & utilities		4,083	4,000	3,907	3,760	3,521	3,854
Other overhead costs		3,062	3,000	2,930	2,820	2,641	2,891
Wages, rent and interest payments		24,250	27,101	25,141	22,738	20,723	23,991
Paid Labour		6,472	6,500	6,778	7,001	6,647	6,679
Total land rents		-	-	-	-	-	-
Total interest on debt		17,778	20,601	18,363	15,737	14,077	17,311
Cow-Calf		65,795	58,533	56,055	53,095	47,728	56,241
Animal purchases		26,838	20,000	16,649	13,148	11,503	17,628
Purchased feed		7,835	7,650	7,503	6,835	6,287	7,222
Other fixed and var. costs *		31,122	30,883	31,904	33,112	29,938	31,392
Retained Ownership		-	-	-	-	-	-
Animal purchases		-	-	-	-	-	-
Purchased feed		-	-	-	-	-	-
Other fixed and var. costs *		-	-	-	-	-	-
Crop and forage		40,370	38,971	39,543	41,755	37,088	39,545
Seed		4,070	3,923	3,910	3,698	3,520	3,824
Fertilizer		22,846	21,750	22,045	24,537	20,644	22,364
Herbicide		666	660	948	1,179	1,067	904
Fungicide & Insecticide		-	-	-	-	-	-
Irrigation		-	-	-	-	-	-
Contract labour		4,480	4,500	4,692	4,692	4,692	4,612
Fuel costs (crop & forage)		-	-	-	-	-	-
Other crop and forage		8,307	8,138	7,948	7,650	7,164	7,842
Total Farm Costs (excludes unpaid labour)		257,005	248,359	239,293	232,789	204,093	236,308
Cash Costs (Total Farm Costs - Depreciation)		203,623	196,334	195,652	194,437	169,441	191,897
Depreciation & Opportunity Costs (including unpaid labour)		127,617	126,260	117,875	112,586	108,887	118,645
Total Economic Costs (cash, depr, opportunity)		331,240	322,594	313,528	307,024	278,328	310,543
Profits		2025	2024	2023	2022	2021	5-yr. avg.
Net Income (Total Revenue - Total Farm Costs + Change in Inv.)		236,471	79,923	54,654	(16,531)	(28,733)	65,157
Net Cash Farm Income (excludes depreciation)		289,827	131,942	98,292	21,821	5,920	109,560

† 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)	2025	2024	2023	2022	2021	5 yr. avg.
No. of Cows*	174	174	174	174	174	174
Average male and female calf price (\$/head)	3,527	2,251	2,057	1,430	1,155	2,084
REVENUE						
Cow Calf	2,759	1,791	1,617	1,141	933	1,648
Cull animals and slaughter receipts	525	361	311	231	196	325
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	2,234	1,429	1,306	911	737	1,323
Government payments	-	-	-	-	-	-
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	2,759	1,791	1,617	1,141	933	1,648
VARIABLE COSTS						
Animal purchases	154.2	114.9	95.7	75.6	66.1	101
Feed (purchase feed, fertiliser, seed, pesticides)	227.9	219.6	220.7	228.1	201.2	220
Machinery (maintenance, depreciation, contractor)	382.8	364.5	316.4	279.2	262.0	321
Fuel, energy, lubricants, water	146.0	139.2	164.0	167.0	110.9	145
Vet & medicine	68.7	69.0	71.9	74.3	70.5	71
Other inputs cow calf enterprise	166.9	163.1	166.3	167.8	150.6	163
Labour						
Paid Labour	36.2	35.5	37.3	37.0	35.4	36
Unpaid Labour	439.4	430.6	452.7	448.7	429.4	440
Total Variable Costs	1,622.0	1,536.4	1,524.9	1,477.6	1,326.2	1,497
CAPITAL COSTS						
Insurance, taxes	68.4	67.3	70.6	70.6	67.4	69
Buildings (maintenance, depreciation)	75.7	71.6	69.1	62.9	58.2	68
Land Cost	-	-	-	-	-	-
Rented Land	-	-	-	-	-	-
Own Land	129.7	129.9	119.6	119.4	114.1	123
Capital Costs	-	-	-	-	-	-
Liabilities	99.4	112.4	101.0	83.1	74.9	94
Own capital	108.6	104.3	106.8	97.8	91.1	102
Total Capital Costs	481.7	485.5	467.2	433.7	405.7	455
COSTS						
Cash Costs	1,127.6	1,073.2	1,072.9	1,043.1	913.0	1,046
Depreciation Costs	298.5	283.8	240.0	202.4	184.4	242
Opportunity Costs	677.7	664.8	679.1	665.8	634.6	664
Total Production Costs	2,103.8	2,021.8	1,992.1	1,911.3	1,731.9	1,952
Profits	2025	2024	2023	2022	2021	5-yr. avg.
Short-term profit (cash costs)	1,631.8	717.6	543.9	98.4	20.1	602
Medium-term profit (cash + depreciation)	1,333.2	433.8	303.8	(104.0)	(164.3)	361
Long-term profit (cash + depreciation + opportunity)	655.6	(230.9)	(375.3)	(769.9)	(798.9)	(304)

*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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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)	2025	2024	2023	2022	2021	5 yr. avg.
Pounds Weaned	67,599	67,599	67,599	67,599	67,599	67,599
Average male and female weaning weight (lbs)	625	625	625	625	625	625
Average male and female calf price at weaning (\$/lb)	5.64	3.60	3.29	2.29	1.85	3.33
REVENUE						
Cow Calf Operation	7.10	4.61	4.16	2.94	2.40	4.24
Cull animals and slaughter receipts	1.35	0.93	0.80	0.59	0.51	0.84
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	5.75	3.68	3.36	2.34	1.90	3.41
Government payments	-	-	-	-	-	-
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	7.10	4.61	4.16	2.94	2.40	4.24
VARIABLE COSTS						
Animal purchases	0.40	0.30	0.25	0.19	0.17	0.26
Feed (purchase feed, fertiliser, seed, pesticides)	0.59	0.57	0.57	0.59	0.52	0.57
Machinery (maintenance, depreciation, contractor)	0.99	0.94	0.81	0.72	0.67	0.83
Fuel, energy, lubricants, water	0.38	0.36	0.42	0.43	0.29	0.37
Vet & medicine	0.18	0.18	0.19	0.19	0.18	0.18
Other inputs cow calf enterprise	0.43	0.42	0.43	0.43	0.39	0.42
Labour						
Paid Labour	0.09	0.09	0.10	0.10	0.09	0.09
Unpaid Labour	1.13	1.11	1.17	1.15	1.11	1.13
Total Variable Costs	4.2	4.0	3.9	3.8	3.4	3.9
CAPITAL COSTS						
Insurance, taxes	0.18	0.17	0.18	0.18	0.17	0.18
Buildings (maintenance, depreciation)	0.19	0.18	0.18	0.16	0.15	0.17
Land Cost						
Rented Land	-	-	-	-	-	-
Owned Land	0.33	0.33	0.31	0.31	0.29	0.32
Capital Costs						
Liabilities	0.26	0.29	0.26	0.21	0.19	0.24
Own capital	0.28	0.27	0.28	0.25	0.23	0.26
Total Capital Costs	1.2	1.2	1.2	1.1	1.0	1.2
COSTS						
Cash Costs	2.90	2.76	2.76	2.68	2.35	2.69
Depreciation Costs	0.77	0.73	0.62	0.52	0.47	0.62
Opportunity Costs	1.74	1.71	1.75	1.71	1.63	1.71
Total Production Costs	5.42	5.20	5.13	4.92	4.46	5.02
Profits	2025	2024	2023	2022	2021	5-yr. avg.
Short-term profit (cash costs)	4.20	1.85	1.40	0.25	0.05	1.55
Medium-term profit (cash + depreciation)	3.43	1.12	0.78	(0.27)	(0.42)	0.93
Long-term profit (cash + depreciation + opportunity)	1.69	(0.59)	(0.97)	(1.98)	(2.06)	(0.78)

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