Farm Summary

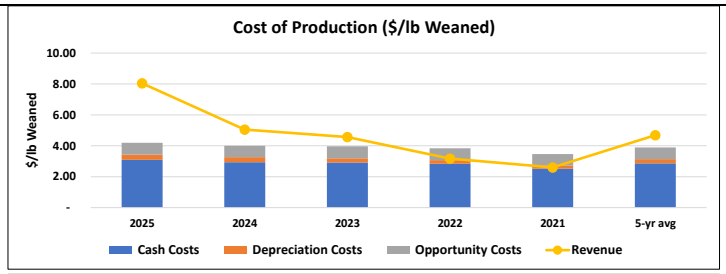
Farm Characteristics	*CA-BC-3*
Farm Description	A cow-calf operation with 460 cows located near Kamloops, utilizing predominantly homegrown feed and selling surplus hay.
Winter Feeding Ration (lbs/cow/day as fed)	135 days on hay and barley greenfeed (33 lb).
Retained Ownership/Replacement Ration (lb/head/day as fed)	Replacement heifers: 135 days on hay and barley greenfeed (20 lb).

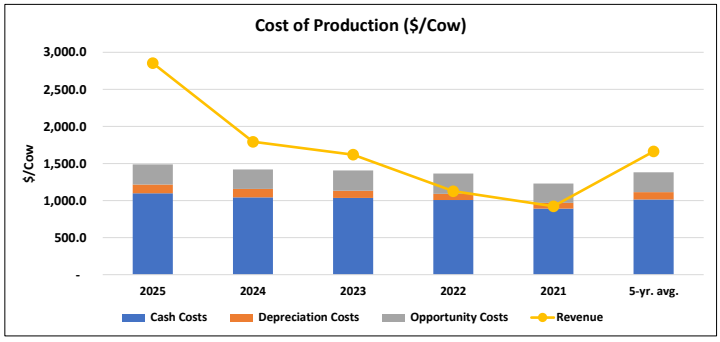
Disclaimer: This benchmark is based on the report Cost and Returns of Sample Ranching Businesses in Various Areas of British Columbia -2024.

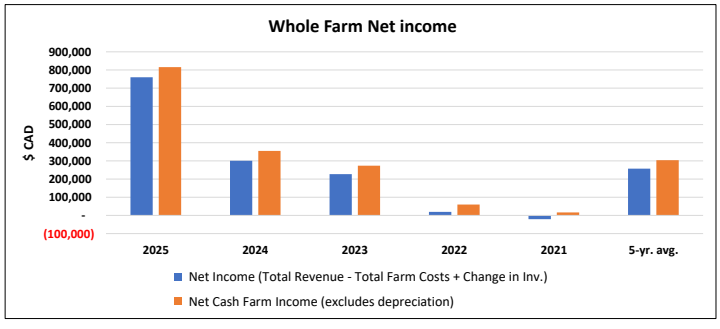
Environment	
Average Annual Temperature	8.6°C
Average Annual Precipitation (mm)	269.4 mm
Ecoregion	Kamloops
Stocking Rate (Animal Unit days per acre)	14
Fertilize Hay (yes/no)	Yes
Fertilize Pasture (yes/no)	N/A
Typical Hay Yield (tonnes/acre)	3.4
Grassland Acres (owned+rented)	1,700
Crop Acres (includes hay) (owned+rented)	300
Bush and other acres	N/A

Physical Performance Indicators	
Breed	N/A
Cow:Bull Ratio	20:1
Bull Culling Rate (%)	33%
Mature Cow Weight (lb)	1,300
Heifer Retention for a steady herd (%)	13%
Cow Death Loss (%)	1.3%
Cow Culling Rate (%)	11.7%
Calves alive after 24hr/100 Cows exposed	87
Calf Death Loss (%) 24 hr to weaning	8%
Calves weaned per 100 cows exposed	80
Total Liveweight Sold per Cow (lb)	561
Weaning Weight (lb)	540
205 day adjusted Weaning Weight (lb)	586
Average Daily Gain pre-weaning (lb)	2.45
Weaning Weight as % of Cow Weight	42%

Production System	
Herd size	460
Days on field feeding (e.g. swath grazing)	0
Days supplemented on pasture	0
Days on full winter feed	135
Calving Start date	March 25
Weaning date	October 15
Sale date	October 15
Retained ownership	Replacements
% of feed purchased	0.5%
% of land in crops	15%
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	N/A						
Herd Size	460	Beef Animals Sold from Retained Ownership			N/A		
Paid Labour (livestock only) (hours)	3,153						
Unpaid Labour (livestock only) (hours)	3,163						
Average wages - paid and unpaid ($/hr)	24.89						

Revenue		**2025**	**2024**	**2023**	**2022**	**2021**	**5-yr. avg.**
Market Revenue	***5-yr avg***	***1,332,311***	***848,968***	***763,340***	***543,714***	***443,487***	***786,364***
Cow-Calf	97%	1,312,862	824,652	744,924	517,959	424,495	*764,978*
Cash Crops	3%	19,448	24,316	18,416	25,754	18,992	*21,385*
Retained Ownership	0%	-	-	-	-	-	-
Government Payments	0%	-	-	-	-	-	-
Other Farm Revenue ǂ	0%	83	22	10	-	-	23
Total Revenue	***100%***	***1,332,393***	***848,989***	***763,350***	***543,714***	***443,487***	***786,387***
Change in Inventory		-	-	-	-	-	-

Expenses	**2025**	**2024**	**2023**	**2022**	**2021**	**5-yr. avg.**
Depreciation	***55,708***	***54,275***	***45,951***	***40,635***	***36,827***	***46,679***
Machinery	46,047	44,900	37,078	32,235	28,972	*37,846*
Buildings	9,662	9,375	8,873	8,400	7,855	*8,833*
Quota econ. Accounting	-	-	-	-	-	-
Overhead costs	***138,290***	***135,543***	***142,120***	***145,991***	***120,738***	***136,536***
Land improvement	-	-	-	-	-	-
Machinery Maintenance	31,192	30,125	27,597	27,959	27,527	*28,880*
Buildings Maintenance	13,421	13,000	12,551	11,926	10,794	*12,338*
Contract labour	-	-	-	-	-	-
Diesel, Gasoline, Natural Gas	44,306	42,418	46,279	53,735	35,849	*44,517*
Electricity	7,252	8,000	12,690	8,779	5,327	*8,410*
Water	-	-	-	-	-	-
Farm insurance	19,913	20,000	20,855	21,541	20,451	*20,552*
Disability and accident insurance	-	-	-	-	-	-
Farm taxes and duties	4,978	5,000	5,214	5,385	5,113	*5,138*
Advisor costs	-	-	-	-	-	-
Accountant & legal fees	4,978	5,000	5,214	5,385	5,113	*5,138*
Phone & utilities	4,083	4,000	3,907	3,760	3,521	*3,854*
Other overhead costs	8,167	8,000	7,813	7,520	7,043	*7,709*
Wages, rent and interest payments	***126,313***	***133,085***	***131,092***	***127,935***	***119,234***	***127,532***
Paid Labour	79,650	80,000	83,421	86,165	81,806	*82,208*
Total land rents	-	-	-	-	-	-
Total Interest on debt	46,663	53,085	47,671	41,770	37,429	*45,323*
Cow-Calf	***176,912***	***153,685***	***143,494***	***131,611***	***118,725***	***144,885***
Animal purchases	85,882	64,000	53,276	42,074	36,811	*56,409*
Purchased feed	12,424	12,000	11,847	10,619	8,947	*11,168*
Other fixed and var. costs *	78,605	77,685	78,371	78,919	72,966	*77,309*
Retained Ownership	-	-	-	-	-	-
Animal purchases	-	-	-	-	-	-
Purchased feed	-	-	-	-	-	-
Other fixed and var. costs *	-	-	-	-	-	-
Crop and forage	***74,871***	***72,140***	***73,374***	***78,104***	***68,820***	***73,462***
Seed	6,225	6,000	5,979	5,655	5,383	*5,849*
Fertilizer	45,693	43,500	44,090	49,073	41,288	*44,729*
Herbicide	1,835	1,820	2,614	3,250	2,944	*2,493*
Fungicide & Insecticide	-	-	-	-	-	-
Irrigation	-	-	-	-	-	-
Contract labour	5,376	5,400	5,631	5,631	5,631	*5,534*
Fuel costs (crop & forage)	-	-	-	-	-	-
Other crop and forage	15,741	15,420	15,061	14,495	13,575	*14,858*
Total Farm Costs (excludes unpaid labour)	***572,094***	***548,728***	***536,032***	***524,276***	***464,343***	***529,095***
Cash Costs (Total Farm Costs - Depreciation)	516,386	494,453	490,081	483,642	427,517	482,416
Depreciation & Opportunity Costs (including unpaid labour)	134,440	133,006	124,682	119,366	115,558	125,411
Total Economic Costs (cash, depr, opportunity)	650,826	627,459	614,763	603,008	543,075	607,826

Profits	**2025**	**2024**	**2023**	**2022**	**2021**	**5-yr. avg.**
Net Income (Total Revenue - Total Farm Costs + Change in Inv.)	**760,299**	**300,261**	**227,318**	**19,437**	**(20,857)**	**257,292**
Net Cash Farm Income (excludes depreciation)	**815,925**	**354,515**	**273,259**	**60,072**	**15,970**	**303,948**

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 ($/Cow)	2025	2024	2023	2022	2021	5 yr. avg.
No. of Cows*	460	460	460	460	460	460
Average male and female calf price ($/head)	3,454	2,114	1,939	1,318	1,068	*1,979*
REVENUE						
Cow Calf	2,854	1,793	1,619	1,126	923	1,663
Cull animals and slaughter receipts	560	387	332	247	210	347
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	2,294	1,406	1,288	879	712	1,316
Government payments	-	-	-	-	-	-
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	2,854	1,793	1,619	1,126	923	1,663
VARIABLE COSTS						
Animal purchases	186.7	139.1	115.8	91.5	80.0	123
Feed (purchase feed, fertiliser, seed, pesticides)	163.5	157.2	158.8	165.4	143.6	158
Machinery (maintenance, depreciation, contractor)	176.0	169.0	148.3	135.7	128.6	152
Fuel, energy, lubricants, water	110.4	106.5	125.1	129.5	85.7	111
Vet & medicine	34.6	34.8	36.3	37.5	35.6	36
Other inputs cow calf enterprise	173.2	170.0	170.0	168.6	155.7	167
Labour						
Paid Labour	170.6	168.9	177.0	178.4	170.2	173
Unpaid Labour	174.1	172.4	180.6	182.1	173.7	177
Total Variable Costs	1,189.2	1,117.9	1,111.9	1,088.7	973.1	1,096
CAPITAL COSTS						
Insurance, taxes	52.4	52.1	54.5	55.2	52.6	53
Buildings (maintenance, depreciation)	49.4	47.2	45.5	42.1	38.8	45
Land Cost	-	-	-	-	-	
Rented Land	-	-	-	-	-	-
Own Land	44.4	43.9	41.3	40.0	39.4	42
Capital Costs	-	-	-	-	-	
Liabilities	100.0	112.1	101.1	86.5	77.9	96
Own capital	52.2	45.9	51.7	50.8	48.5	50
Total Capital Costs	298.4	301.2	294.0	274.6	257.2	285
COSTS						
Cash Costs	1,097.6	1,042.3	1,034.9	1,006.2	892.0	1,015
Depreciation Costs	119.3	114.6	97.5	84.2	76.6	98
Opportunity Costs	270.8	262.2	273.6	272.9	261.6	268
Total Production Costs	1,487.7	1,419.1	1,405.9	1,363.3	1,230.3	1,381
Profits	**2025**	**2024**	**2023**	**2022**	**2021**	**5-yr. avg.**
Short-term profit (cash costs)	1,756.5	750.4	584.5	119.8	30.8	648
Medium-term profit (cash + depreciation)	1,637.1	635.8	487.1	35.6	(45.8)	550
Long-term profit (cash + depreciation + opportunity)	1,366.4	373.6	213.5	(237.3)	(307.5)	282

*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 (machinerymaintenance + 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 wil l 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 asse t 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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Labour: The opportunity costs of labour are the calculated wage for family labour, either off-farm salary or farm manager salary. It is important to note that the opportunity cost of labour reflects the income you can receive for the same type of labour.
Capital: The opportunity cost of capital is the interest rate for long-term government bonds multiplied by the equity without land (value s of machines, buildings, livestock, circulating capital, less total loans). If the producers' return on capital through farm and ranch production of an enterprise is greater than investing elsewhere then, continuous production should be preferred.

Unit Reported
Often cow-calf COP is expressed as dollars per cow wintered ($/cow wintered) which adjusts the calf price per head for the numbe r 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 ($/lb Weaned)	2025	2024	2023	2022	2021	5 yr. avg.
Pounds Weaned	163,219	163,219	163,219	163,219	163,219	163,219
Average male and female weaning weight (lbs)	540	540	540	540	540	540
Average male and female calf price at weaning ($/lb)	6.40	3.91	3.59	2.44	1.98	3.66
REVENUE						
Cow Calf Operation	8.04	5.05	4.56	3.17	2.60	4.69
Cull animals and slaughter receipts	1.58	1.09	0.93	0.70	0.59	0.98
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	6.47	3.96	3.63	2.48	2.01	3.71
Government payments	-	-	-	-	-	-
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	8.04	5.05	4.56	3.17	2.60	4.69
VARIABLE COSTS						
Animal purchases	0.53	0.39	0.33	0.26	0.23	0.35
Feed (purchase feed, fertiliser, seed, pesticides)	0.46	0.44	0.45	0.47	0.40	0.44
Machinery (maintenance, depreciation, contractor)	0.50	0.48	0.42	0.38	0.36	0.43
Fuel, energy, lubricants, water	0.31	0.30	0.35	0.36	0.24	0.31
Vet & medicine	0.10	0.10	0.10	0.11	0.10	0.10
Other inputs cow calf enterprise	0.49	0.48	0.48	0.48	0.44	0.47
Labour						
Paid Labour	0.48	0.48	0.50	0.50	0.48	0.49
Unpaid Labour	0.49	0.49	0.51	0.51	0.49	0.50
Total Variable Costs	3.4	3.2	3.1	3.1	2.7	3.1
CAPITAL COSTS						
Insurance, taxes	0.15	0.15	0.15	0.16	0.15	0.15
Buildings (maintenance, depreciation)	0.14	0.13	0.13	0.12	0.11	0.13
Land Cost						
Rented Land	-	-	-	-	-	-
Owned Land	0.13	0.12	0.12	0.11	0.11	0.12
Capital Costs						
Liabilities	0.28	0.32	0.29	0.24	0.22	0.27
Own capital	0.15	0.13	0.15	0.14	0.14	0.14
Total Capital Costs	0.8	0.8	0.8	0.8	0.7	0.8
COSTS						
Cash Costs	3.09	2.94	2.92	2.84	2.51	2.86
Depreciation Costs	0.34	0.32	0.27	0.24	0.22	0.28
Opportunity Costs	0.76	0.74	0.77	0.77	0.74	0.76
Total Production Costs	4.19	4.00	3.96	3.84	3.47	3.89
Profits	**2025**	**2024**	**2023**	**2022**	**2021**	**5-yr. avg.**
Short-term profit (cash costs)	4.95	2.11	1.65	0.34	0.09	1.83
Medium-term profit (cash + depreciation)	4.61	1.79	1.37	0.10	(0.13)	1.55
Long-term profit (cash + depreciation + opportunity)	3.85	1.05	0.60	(0.67)	(0.87)	0.79

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