



Farm Characteristics	CA-BC-5
Farm Description	A cow-calf operation with 288 cows located one hour from Vanderhoof, utilizing predominantly homegrown feed and selling surplus hay.
Winter Feeding Ration (lbs/cow/day as fed)	193 days on hay and oat greenfeed (35 lb).
Retained Ownership/Replacement Ration (lb/head/day as fed)	Replacement heifers: 193 days on hay and oat 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	3 °C
Average Annual Precipitation (mm)	576 mm
Ecoregion	Vanderhoof
Stocking Rate (Animal Unit days per acre)	26
Fertilize Hay (yes/no)	Yes
Fertilize Pasture (yes/no)	N/A
Typical Hay Yield (tonnes/acre)	2.1
Grassland Acres (owned+rented)	600
Crop Acres (includes hay) (owned+rented)	600
Bush and other acres	N/A

Physical Performance Indicators	
Breed	N/A
Cow:Bull Ratio	25:1
Bull Culling Rate (%)	33%
Mature Cow Weight (lb)	1,400
Heifer Retention for a steady herd (%)	13%
Cow Death Loss (%)	1.7%
Cow Culling Rate (%)	11.5%
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)	549
Weaning Weight (lb)	515
205 day adjusted Weaning Weight (lb)	572
Average Daily Gain pre-weaning (lb)	2.38
Weaning Weight as % of Cow Weight	37%

Production System	
Herd size	288
Days on field feeding (e.g. swath grazing)	0
Days supplemented on pasture	0
Days on full winter feed	193
Calving Start date	April 08
Weaning date	October 20
Sale date	October 20
Retained ownership	Replacements
% of feed purchased	0.4%
% 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)

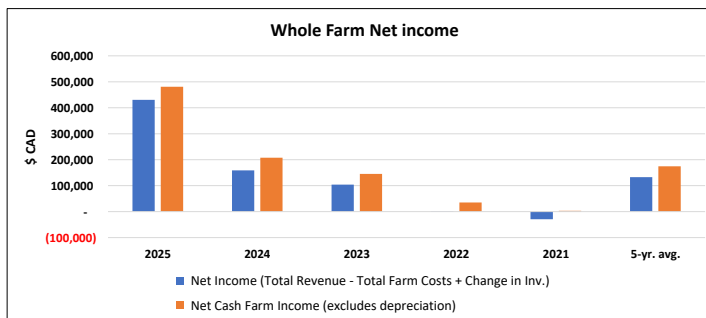
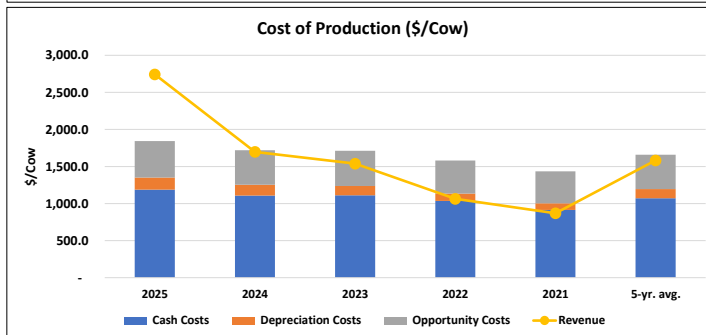
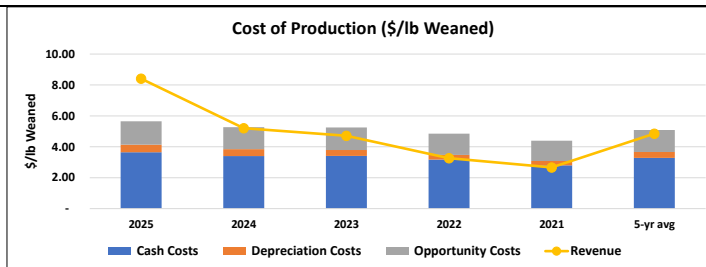
Depreciation = Linear depreciation on machinery and buildings, calculated on replacement values

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		288		Beef Animals Sold from Retained Ownership		N/A	
Paid Labour (livestock only) (hours)		741					
Unpaid Labour (livestock only) (hours)		2,937					
Average wages - paid and unpaid (\$/hr)		24.89					
Revenue		2025	2024	2023	2022	2021	5-yr. avg.
Market Revenue	5-yr avg	852,257	566,856	502,146	388,858	311,213	524,266
Cow-Calf	87%	789,876	488,864	443,075	306,250	250,296	455,672
Cash Crops	13%	62,381	77,993	59,071	82,607	60,917	68,594
Retained Ownership	0%	-	-	-	-	-	-
Government Payments	0%	-	-	-	-	-	-
Other Farm Revenue †	0%	37	6	1	-	-	9
Total Revenue	100%	852,294	566,862	502,147	388,858	311,213	524,275
Change in Inventory		-	-	-	-	-	-
Expenses		2025	2024	2023	2022	2021	5-yr. avg.
Depreciation		50,251	48,975	41,061	36,073	32,588	41,790
Machinery		44,970	43,850	36,211	31,481	28,295	36,961
Buildings		5,282	5,125	4,851	4,592	4,294	4,829
Quota econ. Accounting		-	-	-	-	-	-
Overhead costs		128,850	126,047	132,419	137,432	111,917	127,333
Land improvement		-	-	-	-	-	-
Machinery Maintenance		29,773	28,755	26,342	26,688	26,276	27,567
Buildings Maintenance		9,291	9,000	8,689	8,256	7,473	8,542
Contract labour		-	-	-	-	-	-
Diesel, Gasoline, Natural Gas		47,830	45,792	49,961	58,009	38,700	48,058
Electricity		6,346	7,000	11,104	7,682	4,661	7,358
Water		-	-	-	-	-	-
Farm insurance		17,921	18,000	18,770	19,387	18,406	18,497
Disability and accident insurance		-	-	-	-	-	-
Farm taxes and duties		1,991	2,000	2,086	2,154	2,045	2,055
Advisor costs		-	-	-	-	-	-
Accountant & legal fees		4,978	5,000	5,214	5,385	5,113	5,138
Phone & utilities		4,594	4,500	4,395	4,230	3,961	4,336
Other overhead costs		6,125	6,000	5,860	5,640	5,282	5,781
Wages, rent and interest payments		49,878	55,395	52,319	47,955	44,040	49,917
Paid Labour		19,913	20,000	20,855	21,541	20,451	20,552
Total land rents		-	-	-	-	-	-
Total interest on debt		29,966	35,395	31,464	26,414	23,588	29,365
Cow-Calf		138,418	125,830	119,756	112,085	102,665	119,751
Animal purchases		42,941	32,000	26,638	21,037	18,405	28,204
Purchased feed		7,765	7,500	7,405	6,637	5,592	6,980
Other fixed and var. costs *		87,712	86,330	85,713	84,412	78,668	84,567
Retained Ownership		-	-	-	-	-	-
Animal purchases		-	-	-	-	-	-
Purchased feed		-	-	-	-	-	-
Other fixed and var. costs *		-	-	-	-	-	-
Crop and forage		54,223	52,061	52,653	56,425	49,266	52,926
Seed		6,277	6,050	6,029	5,702	5,428	5,897
Fertilizer		38,970	37,100	37,603	41,853	35,213	38,148
Herbicide		-	-	-	-	-	-
Fungicide & Insecticide		-	-	-	-	-	-
Irrigation		-	-	-	-	-	-
Contract labour		4,779	4,800	5,005	5,005	5,005	4,919
Fuel costs (crop & forage)		-	-	-	-	-	-
Other crop and forage		4,197	4,111	4,015	3,864	3,619	3,961
Total Farm Costs (excludes unpaid labour)		421,621	408,308	398,208	389,970	340,476	391,717
Cash Costs (Total Farm Costs - Depreciation)		371,369	359,333	357,147	353,898	307,888	349,927
Depreciation & Opportunity Costs (including unpaid labour)		123,368	122,091	114,177	109,189	105,704	114,906
Total Economic Costs (cash, depr, opportunity)		494,737	481,424	471,324	463,087	413,592	464,833
Profits		2025	2024	2023	2022	2021	5-yr. avg.
Net Income (Total Revenue - Total Farm Costs + Change in Inv.)		430,673	158,554	103,939	(1,113)	(29,263)	132,558
Net Cash Farm Income (excludes depreciation)		480,888	207,523	145,000	34,960	3,326	174,339

† 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*	288	288	288	288	288	288
Average male and female calf price (\$/head)	3,400	2,020	1,865	1,251	1,006	1,908
REVENUE						
Cow Calf	2,743	1,697	1,538	1,063	869	1,582
Cull animals and slaughter receipts	586	403	347	258	219	363
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	2,157	1,294	1,191	806	650	1,220
Government payments	-	-	-	-	-	-
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	2,743	1,697	1,538	1,063	869	1,582
VARIABLE COSTS						
Animal purchases	149.1	111.1	92.5	73.0	63.9	98
Feed (purchase feed, fertiliser, seed, pesticides)	149.3	142.9	143.6	150.2	128.9	143
Machinery (maintenance, depreciation, contractor)	252.3	229.3	204.0	171.4	164.8	204
Fuel, energy, lubricants, water	174.3	158.1	187.1	179.6	121.1	164
Vet & medicine	34.6	34.7	36.2	37.4	35.5	36
Other inputs cow calf enterprise	320.5	311.4	308.8	297.4	277.7	303
Labour						
Paid Labour	64.1	59.9	63.9	58.9	57.1	61
Unpaid Labour	275.9	257.9	275.1	253.7	245.9	262
Total Variable Costs	1,420.2	1,305.4	1,311.2	1,221.8	1,095.0	1,271
CAPITAL COSTS						
Insurance, taxes	62.6	58.8	62.7	58.3	56.5	60
Buildings (maintenance, depreciation)	46.9	42.3	41.5	35.1	32.9	40
Land Cost	-	-	-	-	-	-
Rented Land	-	-	-	-	-	-
Own Land	157.4	157.7	145.1	144.8	138.5	149
Capital Costs	-	-	-	-	-	-
Liabilities	96.4	106.0	96.4	72.2	65.9	87
Own capital	58.7	48.7	55.8	48.7	45.8	52
Total Capital Costs	422.0	413.5	401.5	359.2	339.4	387
COSTS						
Cash Costs	1,188.4	1,108.0	1,110.8	1,035.2	913.2	1,071
Depreciation Costs	161.7	146.7	125.8	98.6	91.0	125
Opportunity Costs	492.0	464.3	476.1	447.2	430.2	462
Total Production Costs	1,842.1	1,718.9	1,712.7	1,581.0	1,434.4	1,658
Profits	2025	2024	2023	2022	2021	5-yr. avg.
Short-term profit (cash costs)	1,554.2	589.5	427.6	28.2	(44.1)	511
Medium-term profit (cash + depreciation)	1,392.5	442.8	301.8	(70.4)	(135.1)	386
Long-term profit (cash + depreciation + opportunity)	900.5	(21.4)	(174.3)	(517.6)	(565.3)	(76)

*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\$.

Opportunity Costs

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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.

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.

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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	93,949	93,949	93,949	93,949	93,949	93,949
Average male and female weaning weight (lbs)	515	515	515	515	515	515
Average male and female calf price at weaning (\$/lb)	6.60	3.92	3.62	2.43	1.95	3.71
REVENUE						
Cow Calf Operation	8.41	5.20	4.72	3.26	2.66	4.85
Cull animals and slaughter receipts	1.80	1.24	1.07	0.79	0.67	1.11
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	6.61	3.97	3.65	2.47	1.99	3.74
Government payments	-	-	-	-	-	-
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	8.41	5.20	4.72	3.26	2.66	4.85
VARIABLE COSTS						
Animal purchases	0.46	0.34	0.28	0.22	0.20	0.30
Feed (purchase feed, fertiliser, seed, pesticides)	0.46	0.44	0.44	0.46	0.40	0.44
Machinery (maintenance, depreciation, contractor)	0.77	0.70	0.63	0.53	0.51	0.63
Fuel, energy, lubricants, water	0.53	0.48	0.57	0.55	0.37	0.50
Vet & medicine	0.11	0.11	0.11	0.11	0.11	0.11
Other inputs cow calf enterprise	0.98	0.95	0.95	0.91	0.85	0.93
Labour						
Paid Labour	0.20	0.18	0.20	0.18	0.18	0.19
Unpaid Labour	0.85	0.79	0.84	0.78	0.75	0.80
Total Variable Costs	4.4	4.0	4.0	3.7	3.4	3.9
CAPITAL COSTS						
Insurance, taxes	0.19	0.18	0.19	0.18	0.17	0.18
Buildings (maintenance, depreciation)	0.14	0.13	0.13	0.11	0.10	0.12
Land Cost						
Rented Land	-	-	-	-	-	-
Owned Land	0.48	0.48	0.44	0.44	0.42	0.46
Capital Costs						
Liabilities	0.30	0.32	0.30	0.22	0.20	0.27
Own capital	0.18	0.15	0.17	0.15	0.14	0.16
Total Capital Costs	1.3	1.3	1.2	1.1	1.0	1.2
COSTS						
Cash Costs	3.64	3.40	3.41	3.17	2.80	3.28
Depreciation Costs	0.50	0.45	0.39	0.30	0.28	0.38
Opportunity Costs	1.51	1.42	1.46	1.37	1.32	1.42
Total Production Costs	5.65	5.27	5.25	4.85	4.40	5.08
Profits	2025	2024	2023	2022	2021	5-yr. avg.
Short-term profit (cash costs)	4.76	1.81	1.31	0.09	(0.14)	1.57
Medium-term profit (cash + depreciation)	4.27	1.36	0.93	(0.22)	(0.41)	1.18
Long-term profit (cash + depreciation + opportunity)	2.76	(0.07)	(0.53)	(1.59)	(1.73)	(0.23)

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