

Farm Characteristics

CA-BC-6

Farm Description	A cow-calf operation with 230 cows located near Dawson Creek, utilizing homegrown and purchased feed.
Winter Feeding Ration (lbs/cow/day as fed)	229 days on hay and oat greenfeed (45 lb).
Retained Ownership/Replacement Ration (lb/head/day as fed)	Replacement heifers: 229 days on hay and oat greenfeed (30 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)	420 mm
Ecoregion	Dawson Creek
Stocking Rate (Animal Unit days per acre)	14
Fertilize Hay (yes/no)	Yes
Fertilize Pasture (yes/no)	N/A
Typical Hay Yield (tonnes/acre)	1.6
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	30
Bull Culling Rate (%)	38%
Mature Cow Weight (lb)	1,400
Heifer Retention for a steady herd (%)	13%
Cow Death Loss (%)	1.7%
Cow Culling Rate (%)	11.3%
Calves alive after 24hr/100 Cows exposed	87
Calf Death Loss (%) 24 hr to weaning	10%
Calves weaned per 100 cows exposed	78
Total Liveweight Sold per Cow (lb)	578
Weaning Weight (lb)	575
205 day adjusted Weaning Weight (lb)	561
Average Daily Gain pre-weaning (lb)	2.32
Weaning Weight as % of Cow Weight	41%

Production System	
Herd size	230
Days on field feeding (e.g. swath grazing)	0
Days supplemented on pasture	0
Days on full winter feed	229
Calving Start date	March 15
Weaning date	October 30
Sale date	October 30
Retained ownership	Replacements
% of feed purchased	11.5%
% 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)

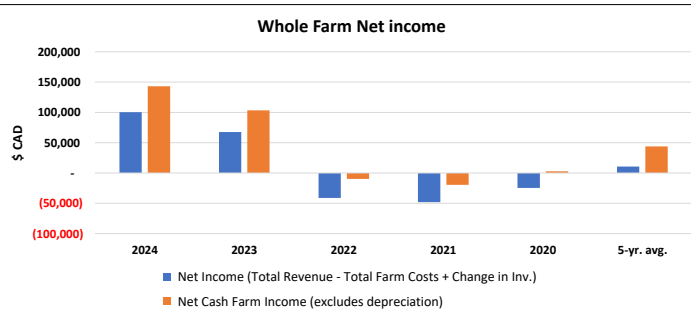
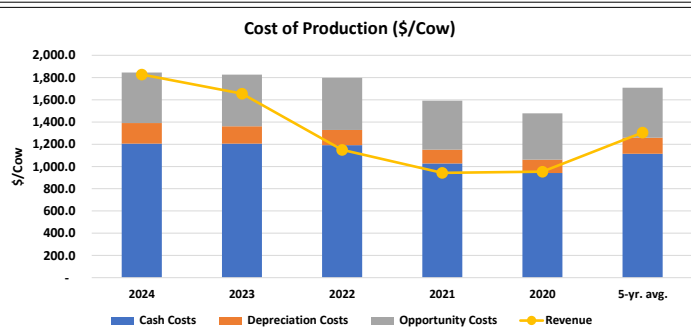
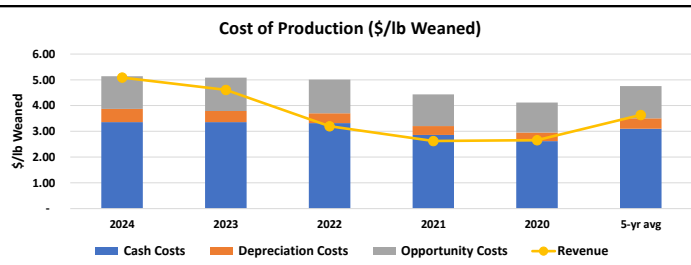
Depreciation = Linear depreciation on machinery and buildings, calculated on replacement values

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	N/A						
Herd Size	230						
Paid Labour (livestock only) (hours)	800						
Unpaid Labour (livestock only) (hours)	2,752						
Average wages - paid and unpaid (\$/hr)	25.00						
				Beef Animals Sold from Retained Ownership	N/A		
Revenue		2024	2023	2022	2021	2020	5-yr. avg.
Market Revenue	5-yr avg	420,260	380,687	264,456	216,806	219,351	300,312
Cow-Calf	100%	420,260	380,687	264,456	216,806	219,351	300,312
Cash Crops	0%	-	-	-	-	-	-
Retained Ownership	0%	-	-	-	-	-	-
Government Payments	0%	-	-	-	-	-	-
Other Farm Revenue †	0%	6	1	-	-	-	1
Total Revenue	100%	420,266	380,689	264,456	216,806	219,351	300,313
Change in Inventory		-	-	-	-	-	-
Expenses		2024	2023	2022	2021	2020	5-yr. avg.
Depreciation		42,588	35,830	31,552	28,537	27,540	33,209
Machinery		37,100	30,637	26,635	23,939	23,114	28,285
Buildings		5,488	5,194	4,917	4,598	4,426	4,924
Quota econ. Accounting		-	-	-	-	-	-
Overhead costs		105,711	112,385	114,811	93,220	81,490	101,523
Land improvement		-	-	-	-	-	-
Machinery Maintenance		18,631	17,067	17,292	17,025	16,576	17,318
Buildings Maintenance		10,000	9,655	9,173	8,303	7,920	9,010
Contract labour		-	-	-	-	-	-
Diesel, Gasoline, Natural Gas		35,880	39,146	45,453	30,323	21,944	34,549
Electricity		8,000	12,690	8,779	5,327	3,917	7,743
Water		-	-	-	-	-	-
Farm insurance		16,000	16,684	17,233	16,361	15,783	16,412
Disability and accident insurance		-	-	-	-	-	-
Farm taxes and duties		1,200	1,251	1,292	1,227	1,184	1,231
Advisor costs		-	-	-	-	-	-
Accountant & legal fees		4,000	4,171	4,308	4,090	3,946	4,103
Phone & utilities		5,000	4,883	4,700	4,402	4,259	4,649
Other overhead costs		7,000	6,837	6,580	6,162	5,962	6,508
Wages, rent and interest payments		46,912	45,086	42,755	39,811	37,777	42,468
Paid Labour		20,000	20,855	21,541	20,451	19,729	20,515
Total land rents		-	-	-	-	-	-
Total interest on debt		26,912	24,231	21,213	19,359	18,049	21,953
Cow-Calf		96,856	91,136	87,305	76,262	71,462	84,604
Animal purchases		24,000	19,978	15,778	13,804	14,310	17,574
Purchased feed		35,800	33,606	33,612	26,784	22,752	30,511
Other fixed and var. costs *		37,056	37,552	37,915	35,674	34,400	36,519
Retained Ownership		-	-	-	-	-	-
Animal purchases		-	-	-	-	-	-
Purchased feed		-	-	-	-	-	-
Other fixed and var. costs *		-	-	-	-	-	-
Crop and forage		27,750	28,742	29,302	27,061	25,811	27,733
Seed		13,800	13,753	13,007	12,381	11,935	12,975
Fertilizer		6,000	6,081	6,769	5,695	5,134	5,936
Herbicide		2,100	3,016	3,750	3,397	3,244	3,101
Fungicide & Insecticide		-	-	-	-	-	-
Irrigation		-	-	-	-	-	-
Contract labour		2,700	2,815	2,815	2,815	2,815	2,792
Fuel costs (crop & forage)		-	-	-	-	-	-
Other crop and forage		3,150	3,077	2,961	2,773	2,683	2,929
Total Farm Costs (excludes unpaid labour)		319,816	313,180	305,725	264,890	244,080	289,538
Cash Costs (Total Farm Costs - Depreciation)		277,229	277,349	274,174	236,353	216,540	256,329
Depreciation & Opportunity Costs (including unpaid labour)		111,388	104,630	100,352	97,337	96,340	102,009
Total Economic Costs (cash, depr, opportunity)		388,616	381,980	374,525	333,690	312,880	358,338
Profits		2024	2023	2022	2021	2020	5-yr. avg.
Net Income (Total Revenue - Total Farm Costs + Change in Inv.)		100,449	67,509	(41,270)	(48,083)	(24,729)	10,775
Net Cash Farm Income (excludes depreciation)		143,031	103,338	(9,718)	(19,547)	2,811	43,983

† 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*	230	230	230	230	230	230
Average male and female calf price (\$/head)	2,248	2,062	1,401	1,134	1,154	1,600
REVENUE						
Cow Calf	1,827	1,655	1,150	943	954	1,306
Cull animals and slaughter receipts	405	352	260	222	223	292
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	1,423	1,303	890	721	731	1,013
Government payments	-	-	-	-	-	-
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	1,827	1,655	1,150	943	954	1,306
VARIABLE COSTS						
Animal purchases	104.3	86.9	68.6	60.0	62.2	76
Feed (purchase feed, fertiliser, seed, pesticides)	264.6	258.8	261.3	221.9	198.9	241
Machinery (maintenance, depreciation, contractor)	254.0	219.7	203.2	190.3	184.8	210
Fuel, energy, lubricants, water	190.8	225.4	235.8	155.0	112.4	184
Vet & medicine	54.8	57.1	59.0	56.0	54.0	56
Other inputs cow calf enterprise	175.9	175.2	173.6	162.8	157.1	169
Labour						
Paid Labour	87.0	90.7	93.7	88.9	85.8	89
Unpaid Labour	299.1	311.9	322.2	305.9	295.1	307
Total Variable Costs	1,430.5	1,425.7	1,417.4	1,240.8	1,150.4	1,333
CAPITAL COSTS						
Insurance, taxes	74.8	78.0	80.5	76.5	73.8	77
Buildings (maintenance, depreciation)	67.3	64.6	61.3	56.1	53.7	61
Land Cost	-	-	-	-	-	-
Rented Land	-	-	-	-	-	-
Own Land	88.7	81.6	81.5	77.9	71.0	80
Capital Costs	-	-	-	-	-	-
Liabilities	117.0	105.4	92.2	84.2	78.5	95
Own capital	67.7	71.7	64.9	56.6	51.3	62
Total Capital Costs	415.5	401.2	380.4	351.2	328.2	375
COSTS						
Cash Costs	1,205.3	1,205.9	1,192.1	1,027.6	941.5	1,114
Depreciation Costs	185.2	155.8	137.2	124.1	119.7	144
Opportunity Costs	455.5	465.2	468.5	440.4	417.4	449
Total Production Costs	1,846.0	1,826.9	1,797.8	1,592.1	1,478.6	1,708
Profits	2024	2023	2022	2021	2020	5-yr. avg.
Short-term profit (cash costs)	621.9	449.3	(42.3)	(85.0)	12.2	191
Medium-term profit (cash + depreciation)	436.7	293.5	(179.4)	(209.1)	(107.5)	47
Long-term profit (cash + depreciation + opportunity)	(18.8)	(171.7)	(648.0)	(649.4)	(524.9)	(403)

*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

Opportunity costs are the non-cash costs that reveal the opportunity of using different resources. These costs can include Unpaid labour, renting out land, the opportunity of selling or buying feed production, and return to own capital.

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.

Capital: The opportunity cost of capital is the interest rate for long-term government bonds multiplied by the equity without land (values 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 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	82,599	82,599	82,599	82,599	82,599	82,599
Average male and female weaning weight (lbs)	575	575	575	575	575	575
Average male and female calf price at weaning (\$/lb)	3.91	3.59	2.44	1.97	2.01	2.78
REVENUE						
Cow Calf Operation	5.09	4.61	3.20	2.62	2.66	3.64
Cull animals and slaughter receipts	1.13	0.98	0.72	0.62	0.62	0.81
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	3.96	3.63	2.48	2.01	2.03	2.82
Government payments	-	-	-	-	-	-
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	5.09	4.61	3.20	2.62	2.66	3.64
VARIABLE COSTS						
Animal purchases	0.29	0.24	0.19	0.17	0.17	0.21
Feed (purchase feed, fertiliser, seed, pesticides)	0.74	0.72	0.73	0.62	0.55	0.67
Machinery (maintenance, depreciation, contractor)	0.71	0.61	0.57	0.53	0.51	0.59
Fuel, energy, lubricants, water	0.53	0.63	0.66	0.43	0.31	0.51
Vet & medicine	0.15	0.16	0.16	0.16	0.15	0.16
Other inputs cow calf enterprise	0.49	0.49	0.48	0.45	0.44	0.47
Labour						
Paid Labour	0.24	0.25	0.26	0.25	0.24	0.25
Unpaid Labour	0.83	0.87	0.90	0.85	0.82	0.85
Total Variable Costs	4.0	4.0	3.9	3.5	3.2	3.7
CAPITAL COSTS						
Insurance, taxes	0.21	0.22	0.22	0.21	0.21	0.21
Buildings (maintenance, depreciation)	0.19	0.18	0.17	0.16	0.15	0.17
Land Cost						
Rented Land	-	-	-	-	-	-
Owned Land	0.25	0.23	0.23	0.22	0.20	0.22
Capital Costs						
Liabilities	0.33	0.29	0.26	0.23	0.22	0.27
Own capital	0.19	0.20	0.18	0.16	0.14	0.17
Total Capital Costs	1.2	1.1	1.1	1.0	0.9	1.0
COSTS						
Cash Costs	3.36	3.36	3.32	2.86	2.62	3.10
Depreciation Costs	0.52	0.43	0.38	0.35	0.33	0.40
Opportunity Costs	1.27	1.30	1.30	1.23	1.16	1.25
Total Production Costs	5.14	5.09	5.01	4.43	4.12	4.76
Profits	2024	2023	2022	2021	2020	5-yr. avg.
Short-term profit (cash costs)	1.73	1.25	(0.12)	(0.24)	0.03	0.53
Medium-term profit (cash + depreciation)	1.22	0.82	(0.50)	(0.58)	(0.30)	0.13
Long-term profit (cash + depreciation + opportunity)	(0.05)	(0.48)	(1.80)	(1.81)	(1.46)	(1.12)

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