

## Farm Characteristics

## CA-MB-2

<b>Farm Description</b>	A cow-calf operation that preconditions and produces cash crops and predominantly homegrown feed in cool, moist regions of Manitoba.
<b>Winter Feeding Ration (lbs/cow/day as fed)</b>	180 days of corn* silage (33 lb), hay* (17 lb), pellet (2 lb), grain (1 lb) with mineral (90g) and salt (45 g) throughout winter feeding, including 60 days with straw (9 lb). *Silage ingredient varied among producers as did dry matter of hay.
<b>Retained Ownership/Replacement Ration (lb/head/day as fed)</b>	180 days of winter feeding with corn* silage (26 lb), hay* (9 lb), oat or barley grain (1 lb) with mineral (60 g) and salt (30 g) throughout winter feeding. *Silage ingredient varied among producers as did dry matter of hay.
<b>Disclaimer:</b>	This benchmark is based on 4 farms of data; outliers were excluded as required.

Environment	
Average Annual Temperature	2°C
Average Annual Precipitation (mm)	500-525 mm
Ecoregion	Interlake Plain Ecoregion
Stocking Rate (Animal Unit days per acre)	42
Fertilize Hay (yes/no)	No
Fertilize Pasture (yes/no)	Yes
Typical Hay Yield (tonnes/acre)	2.3
Grassland Acres (owned+rented)	1,271
Crop Acres (includes hay) (owned+rented)	237
Bush and other acres	334

## Physical Performance Indicators

Breed	Charolais, Angus, Simmental
Cow:Bull Ratio	27:1
Bull Culling Rate (%)	11%
Mature Cow Weight (lb)	1,273
Heifer Retention for a steady herd (%)	10%
Cow Death Loss (%)	2.0%
Cow Culling Rate (%)	8.0%
Calves alive after 24hr/100 Cows exposed	93
Calf Death Loss (%) 24 hr to weaning	1%
Calves weaned per 100 cows exposed	92
Total Liveweight Sold per Cow (lb)	527
Weaning Weight (lb)	487
205 day adjusted Weaning Weight (lb)	485
Average Daily Gain pre-weaning (lb)	1.95
Weaning Weight as % of Cow Weight	38%

## Production System

Herd size	225
Days on field feeding (e.g. swath grazing)	0
Days supplemented on pasture	0
Days on full winter feed	180
Calving Start date	April 10
Weaning date	November 25
Sale date	March 01
Retained ownership	Background
% of feed purchased	11.0%
% of land in crops	13%
Annual sales Retained Cattle (head)	177
Placement weight (lbs)	491
Sale Weight (lbs)	611-683
Days on feed	74
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)

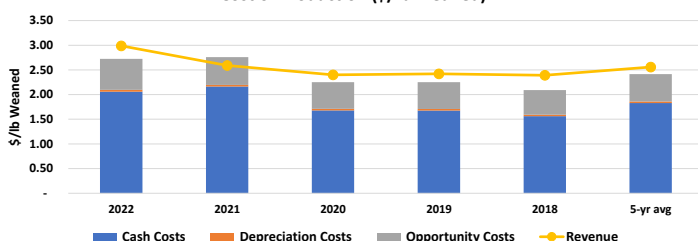
Whole Farm Profitability = Market returns (+ coupled payments) (+ decoupled payments) - whole-farm costs +/- changes in inventory +/- capital gains/losses.

Whole Farm Net Income = Whole farm profitability + depreciation + changes in inventory + capital gains/losses. Known as: 'Net farm income' (Agri Profits, 2018)

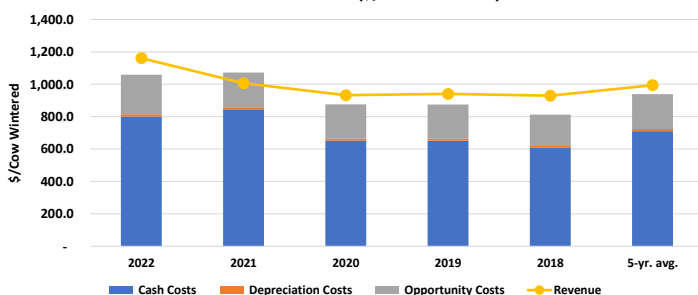
Revenue = sales of calves, cull cows, breeding stock, government payments and other revenue applicable to the specific enterprise

NOTE: Feed costs are based on cost of production if homegrown.

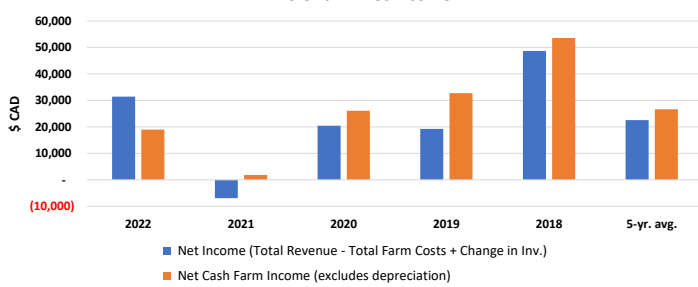
## Cost of Production (\$/lb Weaned)



## Cost of Production (\$/Cow Wintered)



## Whole Farm Net income



## Whole Farm Overview Page

Overview							
Operation Maturity	Medium						
Herd Size	225						
Paid Labour (livestock only) (hours)	-						
Unpaid Labour (livestock only) (hours)	3,669						
Average wages - paid and unpaid (\$/hr)	23.11						
Revenue		2022	2021	2020	2019	2018	5-yr. avg.
<b>Market Revenue</b>	<b>5-yr avg</b>	<b>488,175</b>	<b>424,373</b>	<b>428,229</b>	<b>423,853</b>	<b>429,899</b>	<b>438,906</b>
Cow-Calf	49%	261,317	204,438	209,883	211,651	209,168	219,292
Cash Crops	0%	-	-	-	-	-	-
Retained Ownership	49%	226,858	219,935	218,346	212,202	220,731	219,614
<b>Government Payments</b>	<b>1%</b>	<b>-</b>	<b>25,148</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>5,030</b>
<b>Other Farm Revenue †</b>	<b>0%</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total Revenue</b>	<b>100%</b>	<b>488,175</b>	<b>449,520</b>	<b>428,229</b>	<b>423,853</b>	<b>429,899</b>	<b>443,935</b>
Change in Inventory		18,863	(2,867)	-	(7,941)	407	1,692
Expenses		2022	2021	2020	2019	2018	5-yr. avg.
<b>Depreciation</b>		<b>6,385</b>	<b>5,860</b>	<b>5,649</b>	<b>5,510</b>	<b>5,290</b>	<b>5,739</b>
Machinery		3,045	2,737	2,643	2,555	2,407	2,677
Buildings		3,340	3,123	3,007	2,956	2,882	3,062
Quota econ. Accounting		-	-	-	-	-	-
<b>Overhead costs</b>		<b>44,439</b>	<b>37,328</b>	<b>35,955</b>	<b>35,648</b>	<b>34,799</b>	<b>37,634</b>
Land improvement		3,379	3,222	3,087	3,101	3,052	3,168
Machinery Maintenance		8,480	8,457	8,186	8,154	8,027	8,261
Buildings Maintenance		6,054	5,534	5,250	5,317	5,231	5,477
Contract labour		2,457	2,332	2,250	2,183	2,088	2,262
Diesel, Gasoline, Natural Gas		10,831	5,272	5,103	5,083	5,004	6,258
Electricity		-	-	-	-	-	-
Water		-	-	-	-	-	-
Farm insurance		2,745	2,606	2,514	2,439	2,332	2,527
Disability and accident insurance		-	-	-	-	-	-
Farm taxes and duties		3,884	3,688	3,557	3,451	3,300	3,576
Advisor costs		696	661	637	618	591	641
Accountant & legal fees		1,371	1,302	1,256	1,219	1,165	1,263
Phone & utilities		1,354	1,268	1,227	1,218	1,195	1,252
Other overhead costs		3,188	2,985	2,888	2,867	2,813	2,948
<b>Wages, rent and interest payments</b>		<b>54,454</b>	<b>49,845</b>	<b>50,830</b>	<b>51,014</b>	<b>50,054</b>	<b>51,239</b>
Paid Labour		-	-	-	-	-	-
Total land rents		20,912	20,416	20,017	19,877	19,727	20,190
Total Interest on debt		33,542	29,429	30,813	31,137	30,327	31,049
<b>Cow-Calf</b>		<b>103,166</b>	<b>123,508</b>	<b>82,263</b>	<b>80,553</b>	<b>74,028</b>	<b>92,704</b>
Animal purchases		4,800	4,800	4,800	4,800	4,800	4,800
Purchased feed		68,086	93,040	53,258	53,191	47,881	63,091
Other fixed and var. costs *		30,280	25,668	24,205	22,562	21,347	24,812
<b>Retained Ownership</b>		<b>239,068</b>	<b>214,392</b>	<b>211,357</b>	<b>202,081</b>	<b>196,592</b>	<b>212,698</b>
Animal purchases		201,867	178,047	182,861	174,298	171,015	181,618
Purchased feed		25,687	25,995	18,512	18,279	16,376	20,970
Other fixed and var. costs *		11,514	10,350	9,984	9,504	9,201	10,111
<b>Crop and forage</b>		<b>28,074</b>	<b>22,622</b>	<b>21,723</b>	<b>21,838</b>	<b>20,869</b>	<b>23,025</b>
Seed		6,944	6,573	6,293	6,698	6,222	6,546
Fertilizer		883	714	622	645	628	699
Herbicide		449	407	388	371	364	396
Fungicide & Insecticide		-	-	-	-	-	-
Irrigation		-	-	-	-	-	-
Contract labour		9,788	9,293	8,964	8,697	8,317	9,012
Fuel costs (crop & forage)		8,312	4,046	3,916	3,901	3,840	4,803
Other crop and forage		1,698	1,590	1,538	1,527	1,498	1,570
<b>Total Farm Costs (excludes unpaid labour)</b>		<b>475,587</b>	<b>453,555</b>	<b>407,778</b>	<b>396,645</b>	<b>381,631</b>	<b>423,039</b>
Cash Costs (Total Farm Costs - Depreciation)		469,202	447,695	402,128	391,134	376,342	417,300
Depreciation & Opportunity Costs (including unpaid labour)		91,184	90,659	90,448	90,309	90,088	90,537
Total Economic Costs (cash, depr, opportunity)		560,386	538,354	492,576	481,443	466,430	507,838
Profits		2022	2021	2020	2019	2018	5-yr. avg.
<b>Net Income (Total Revenue - Total Farm Costs + Change in Inv.)</b>		<b>31,451</b>	<b>(6,902)</b>	<b>20,451</b>	<b>19,268</b>	<b>48,675</b>	<b>22,589</b>
<b>Net Cash Farm Income (excludes depreciation)</b>		<b>18,973</b>	<b>1,826</b>	<b>26,101</b>	<b>32,719</b>	<b>53,557</b>	<b>26,635</b>

† 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



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<b>Cow-Calf Enterprise (\$/Cow Wintered)</b>	<b>2022</b>	<b>2021</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>	<b>5 yr. avg.</b>
Cows Wintered *	225	225	225	225	225	225
Average male and female calf price (\$/head)	1,250	985	1,015	1,014	1,001	1,053
<b>REVENUE</b>						
Cow Calf	1,161	1,007	933	941	930	994
Cull animals and slaughter receipts	154	117	120	128	125	129
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	1,007	791	813	813	804	846
Government payments	-	98.0	-	-	-	19.6
Other returns	-	-	-	-	-	-
<b>Total Cow-Calf Revenue</b>	<b>1,161</b>	<b>1,007</b>	<b>933</b>	<b>941</b>	<b>930</b>	<b>994</b>
<b>VARIABLE COSTS</b>						
Animal purchases	21.3	21.3	21.3	21.3	21.3	21
Feed (purchase feed, fertiliser, seed, pesticides)	339.3	446.7	268.6	270.0	244.1	314
Machinery (maintenance, depreciation, contractor)	54.4	49.2	48.0	48.8	45.0	49
Fuel, energy, lubricants, water	43.8	20.1	19.6	20.3	19.1	25
Vet & medicine	49.4	45.6	41.6	36.1	32.9	41
Other inputs cow calf enterprise	100.3	81.8	79.1	77.6	74.4	83
<b>Labour</b>						
Paid Labour	-	-	-	-	-	-
Unpaid Labour	194.2	173.5	169.2	170.4	155.7	173
<b>Total Variable Costs</b>	<b>802.9</b>	<b>838.3</b>	<b>647.4</b>	<b>644.6</b>	<b>592.5</b>	<b>705</b>
<b>CAPITAL COSTS</b>						
Insurance, taxes	22.2	20.7	20.0	19.7	18.5	20
Buildings (maintenance, depreciation)	21.5	18.7	18.0	18.7	17.5	19
Land Cost	-	-	-	-	-	-
Rented Land	85.8	83.3	81.8	81.5	80.5	83
Own Land	49.9	45.0	41.3	40.1	38.5	43
Capital Costs	-	-	-	-	-	-
Liabilities	76.8	66.3	67.1	70.4	65.5	69
Own capital	0.0	0.0	0.0	0.0	0.0	0
<b>Total Capital Costs</b>	<b>256.3</b>	<b>234.0</b>	<b>228.2</b>	<b>230.3</b>	<b>220.6</b>	<b>234</b>
<b>COSTS</b>						
Cash Costs	800.4	841.1	652.8	651.9	607.5	711
Depreciation Costs	14.6	12.6	12.3	12.5	11.4	13
Opportunity Costs	244.1	218.5	210.4	210.5	194.2	216
<b>Total Production Costs</b>	<b>1,059.2</b>	<b>1,072.3</b>	<b>875.6</b>	<b>874.9</b>	<b>813.2</b>	<b>939</b>
<b>Profits</b>						
<b>Short-term profit (cash costs)</b>	<b>361.0</b>	<b>165.5</b>	<b>280.0</b>	<b>288.7</b>	<b>322.1</b>	<b>283</b>
<b>Medium-term profit (cash + depreciation)</b>	<b>346.4</b>	<b>152.9</b>	<b>267.7</b>	<b>276.3</b>	<b>310.7</b>	<b>271</b>
<b>Long-term profit (cash + depreciation + opportunity)</b>	<b>102.3</b>	<b>(65.6)</b>	<b>57.2</b>	<b>65.8</b>	<b>116.5</b>	<b>55</b>

\*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.



<b>Cow-Calf Enterprise (\$/lb Weaned)</b>	<b>2022</b>	<b>2021</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>	<b>5 yr. avg.</b>
<b>Pounds Weaned</b>	87,452	87,452	87,452	87,452	87,452	87,452
Average male and female weaning weight (lbs)	487	487	487	487	487	
Average male and female calf price at weaning (\$/lb)	2.57	2.02	2.08	2.08	2.05	2.16
<b>REVENUE</b>						
Cow Calf Operation	2.99	2.59	2.40	2.42	2.39	2.56
Cull animals and slaughter receipts	0.40	0.30	0.31	0.33	0.32	0.33
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	2.59	2.04	2.09	2.09	2.07	2.18
Government payments	-	0.25	-	-	-	0.05
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	2.99	2.59	2.40	2.42	2.39	2.56
<b>VARIABLE COSTS</b>						
Animal purchases	0.05	0.05	0.05	0.05	0.05	0.05
Feed (purchase feed, fertiliser, seed, pesticides)	0.87	1.15	0.69	0.69	0.63	0.81
Machinery (maintenance, depreciation, contractor)	0.14	0.13	0.12	0.13	0.12	0.13
Fuel, energy, lubricants, water	0.11	0.05	0.05	0.05	0.05	0.06
Vet & medicine	0.13	0.12	0.11	0.09	0.08	0.11
Other inputs cow calf enterprise	0.26	0.21	0.20	0.20	0.19	0.21
Labour						
Paid Labour	-	-	-	-	-	-
Unpaid Labour	0.50	0.45	0.44	0.44	0.40	0.44
Total Variable Costs	2.1	2.2	1.7	1.7	1.5	1.8
<b>CAPITAL COSTS</b>						
Insurance, taxes	0.06	0.05	0.05	0.05	0.05	0.05
Buildings (maintenance, depreciation)	0.06	0.05	0.05	0.05	0.05	0.05
Land Cost						
Rented Land	0.22	0.21	0.21	0.21	0.21	0.21
Owned Land	0.13	0.12	0.11	0.10	0.10	0.11
Capital Costs						
Liabilities	0.20	0.17	0.17	0.18	0.17	0.18
Own capital	0.00	0.00	0.00	0.00	0.00	0.00
Total Capital Costs	0.7	0.6	0.6	0.6	0.6	0.6
<b>COSTS</b>						
Cash Costs	2.06	2.16	1.68	1.68	1.56	1.83
Depreciation Costs	0.04	0.03	0.03	0.03	0.03	0.03
Opportunity Costs	0.63	0.56	0.54	0.54	0.50	0.55
Total Production Costs	2.73	2.76	2.25	2.25	2.09	2.42
<b>Profits</b>	<b>2022</b>	<b>2021</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>	<b>5-yr. avg.</b>
Short-term profit (cash costs)	0.93	0.43	0.72	0.74	0.83	0.73
Medium-term profit (cash + depreciation)	0.89	0.39	0.69	0.71	0.80	0.70
Long-term profit (cash + depreciation + opportunity)	0.26	(0.17)	0.15	0.17	0.30	0.14

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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.

**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.



RETAINED OWNERSHIP		2022	2021	2020	2019	2018	5-yr. avg.
No. of beef cattle sold per year		177	177	177	177	177	177
<i>Note: breeding stock sales are in the cow-calf enterprise</i>							
Placement weight (lbs)	491						
Sale Weight (lbs)	611-683						
Days on Feed	74						
Average Daily Gain (lbs/day)	2.32						

REVENUE (\$/head Sold)	2022	2021	2020	2019	2018	5-yr. avg.
Market Returns from Retained Ownership	1,345.60	1,304.54	1,295.11	1,258.67	1,309.26	1,302.63
Other Returns (Government payments, by-products)	-	18.37	-	-	-	3.67
<b>Total Revenue</b>	<b>1,345.60</b>	<b>1,322.91</b>	<b>1,295.11</b>	<b>1,258.67</b>	<b>1,309.26</b>	<b>1,306.31</b>

Costs (\$/head Sold)	2022	2021	2020	2019	2018	5-yr. avg.
<b>VARIABLE COSTS</b>						
Animal purchases	1,197.37	1,056.08	1,084.63	1,033.84	1,014.37	1,077.26
Feed (purchase feed, fertiliser, seed, pesticides)	182.57	184.11	138.03	136.77	125.17	153.33
Machinery (maintenance, depreciation, contractor)	68.33	69.70	66.66	62.89	63.52	66.22
Fuel, energy, lubricants, water	55.03	28.46	27.28	26.17	26.96	32.78
Vet & medicine	13.12	11.97	10.64	8.55	7.56	10.37
Other inputs	71.58	65.95	64.36	62.77	62.38	65.41
Labour						
Paid Labour	-	-	-	-	-	-
Unpaid Labour	243.75	245.92	234.88	219.48	219.65	232.74
<b>Total Variable Costs</b>	<b>1,831.75</b>	<b>1,662.19</b>	<b>1,626.48</b>	<b>1,550.47</b>	<b>1,519.60</b>	<b>1,638.10</b>

CAPITAL COSTS	2022	2021	2020	2019	2018	5-yr. avg.
Insurance, taxes	12.25	12.21	11.70	11.00	10.91	11.62
Buildings (maintenance, depreciation)	27.00	26.45	24.97	24.10	24.73	25.45
<b>Land Cost</b>						
Rented Land	9.54	9.89	9.60	9.18	9.54	9.55
Owned Land	5.54	5.34	4.85	4.52	4.56	4.96
<b>Capital Costs</b>						
Liabilities	96.42	86.04	93.19	90.70	92.44	91.76
Own capital	-	-	-	-	-	-
<b>Total Capital Costs</b>	<b>150.75</b>	<b>139.93</b>	<b>144.31</b>	<b>139.51</b>	<b>142.19</b>	<b>143.34</b>

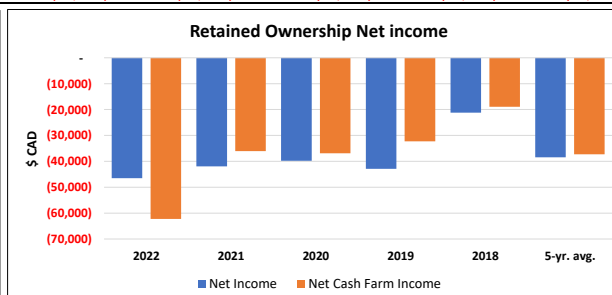
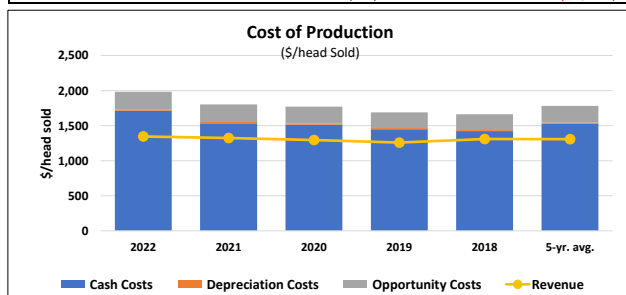
TOTAL COSTS	2022	2021	2020	2019	2018	5-yr. avg.
Cash Costs	1,714.85	1,532.96	1,513.98	1,449.92	1,421.45	1,526.63
Depreciation Costs	18.35	17.90	17.09	16.05	16.12	17.10
Opportunity Costs	249.30	251.26	239.73	224.00	224.21	237.70
<b>Total Production Costs (excludes own capital)</b>	<b>1,982.50</b>	<b>1,802.12</b>	<b>1,770.79</b>	<b>1,689.98</b>	<b>1,661.79</b>	<b>1,781.44</b>

Profits	2022	2021	2020	2019	2018	5-yr. avg.
Short-term profit (cash costs)	(369.25)	(210.05)	(218.87)	(191.26)	(112.20)	(220.32)
Medium-term profit (cash + depreciation)	(387.60)	(227.95)	(235.95)	(207.31)	(128.32)	(237.43)
Long-term profit (cash + depreciation + opportunity)	(636.90)	(479.21)	(475.68)	(431.31)	(352.53)	(475.13)

Net Income (\$/head sold)	2022	2021	2020	2019	2018	5-yr. avg.
Net Income	(275.72)	(248.81)	(235.95)	(254.41)	(125.91)	(228.16)
Net Cash Farm Income	(369.25)	(213.90)	(218.87)	(191.26)	(112.20)	(221.09)

Labour						
Paid Labour	hours per year	-	-	-	-	-
Unpaid Labour	hours per year	1,778	1,890	1,871	1,802	1,845
Return to labour input	\$/hour	(37.3)	(21)	(22)	(20)	(22)
Average wages (paid and calculated)	\$/hour	23	22	21	21	21

Net Income (annual total)	2022	2021	2020	2019	2018	5-yr. avg.
Net Income	\$ per year (46,484)	(41,947)	(39,780)	(42,892)	(21,228)	(38,466)
Net Cash Farm Income	\$ per year (62,252)	(36,062)	(36,899)	(32,244)	(18,916)	(37,275)



NOTE: Feed costs are based on cost of production if homegrown.



RETAINED OWNERSHIP	\$/lb LW Sold	\$/hd sold	\$/lb gain
<b>REVENUE</b>	<b>2021</b>	<b>2021</b>	<b>2021</b>
Market Returns from Retained Ownership	2.06	1,345.60	7.92
Other Returns (Government payments, by-products)	-	-	-
Total	2.06	1,345.60	7.92
<b>Costs (\$/lb LW Sold)</b>	<b>2021</b>	<b>2021</b>	<b>2021</b>
<b>VARIABLE COSTS</b>			
Animal purchases	1.83	1,197.37	7.05
Feed (purchase feed, fertiliser, seed, pesticides)	0.28	182.57	1.07
Machinery (maintenance, depreciation, contractor)	0.10	68.33	0.40
Fuel, energy, lubricants, water	0.08	55.03	0.32
Vet & medicine	0.02	13.12	0.08
Other inputs	0.11	71.58	0.42
Labour			
Paid Labour	-	-	-
Unpaid Labour	0.37	243.75	1.43
Total Variable Costs	2.81	1,831.75	10.78
<b>CAPITAL COSTS</b>			
Insurance, taxes	0.02	12.25	0.07
Buildings (maintenance, depreciation)	0.04	27.00	0.16
Land Cost			
Rented Land	0.01	9.54	0.06
Owned Land	0.01	5.54	0.03
Capital Costs			
Liabilities	0.15	96.42	0.57
Own capital	-	-	-
Total Capital Costs	0.23	150.75	0.89
<b>TOTAL COSTS</b>			
Cash Costs	2.63	1,714.85	10.09
Depreciation Costs	0.03	18.35	0.11
Opportunity Costs	0.38	249.30	1.47
Total Production Costs (excludes own capital)	3.04	1,982.50	11.67
<b>Profits</b>	<b>2021</b>	<b>2021</b>	<b>2021</b>
Margin over operating costs	0.39	1.14	0.01
Short-term profit (cash costs)	(0.57)	(369.25)	(2.17)
Medium-term profit (cash + depreciation)	(0.59)	(387.60)	(2.28)
Long-term profit (cash + depreciation + opportunity)	(0.98)	(636.90)	(3.75)
<b>Net Income</b>	<b>2021</b>	<b>2021</b>	<b>2021</b>
Net Income	(0.42)	(275.72)	(1.62)
Net Cash Farm Income	(0.57)	(369.25)	(2.17)

NOTE: Feed costs are based on cost of production if homegrown.