

## Farm Characteristics

## CA-ON-1

<b>Farm Description</b>	A cow/calf and preconditioning operation producing cash crops and predominantly homegrown feed around Lake Simcoe-Rideau.
<b>Winter Feeding Ration (lbs/cow/day as fed)</b>	175 days of 20 lb hay, 20 lb oatlage, 2 lb corn screenings and a premix mineral pack
<b>Retained Ownership/Replacement Ration (lb/head/day as fed)</b>	Calves receive 4-5 lb/day 13% high fibre pellets for 30 days while still with cows on pasture. Then preconditioned for 20 days on 10 lbs of hay and 7 lb of precondition pellets.
<b>Disclaimer:</b>	This benchmark is based on 5 farms of data; outliers were excluded as required.

Environment	
Average Annual Temperature	4.9-7.8°C
Average Annual Precipitation (mm)	759-1087 mm
Ecoregion	Lake Simcoe-Rideau
Stocking Rate (Animal Unit days per acre)	0.60 cows/acre
Fertilize Hay (yes/no)	Yes
Fertilize Pasture (yes/no)	Yes
Typical Hay Yield (tonnes/acre)	2.6
Grassland Acres (owned+rented)	84
Crop Acres (includes hay) (owned+rented)	132
Bush and other acres	0

Physical Performance Indicators	
Breed	Simmental, Mixed
Cow:Bull Ratio	25:1
Bull Culling Rate (%)	18%
Mature Cow Weight (lb)	1,400
Heifer Retention for a steady herd (%)	10%
Cow Death Loss (%)	0.5%
Cow Culling Rate (%)	9.4%
Calves alive after 24hr/100 Cows exposed	96
Calf Death Loss (%) 24 hr to weaning	3%
Calves weaned per 100 cows exposed	92
Total Liveweight Sold per Cow (lb)	679
Weaning Weight (lb)	597
205 day adjusted Weaning Weight (lb)	625
Average Daily Gain pre-weaning (lb)	2.61
Weaning Weight as % of Cow Weight	43%

Production System	
Herd size	50
Days on field feeding (e.g. swath grazing)	0
Days supplemented on pasture	0
Days on full winter feed	175
Calving Start date	March 15
Weaning date	October 20
Sale date	November 10
Retained ownership	Precondition (60)
% of feed purchased	7.7%
% of land in crops	61%
Annual sales Retained Cattle (head)	41
Placement weight (lbs)	602
Sale Weight (lbs)	600-670
Days on feed	20
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)

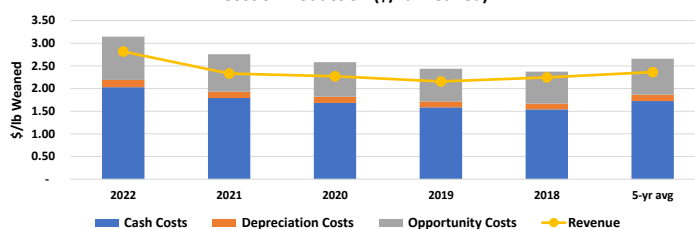
Whole Farm Profitability = Market returns (+ coupled payments) (+ decoupled payments) - whole-farm costs +/- changes in inventory +/- capital gains/losses.

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

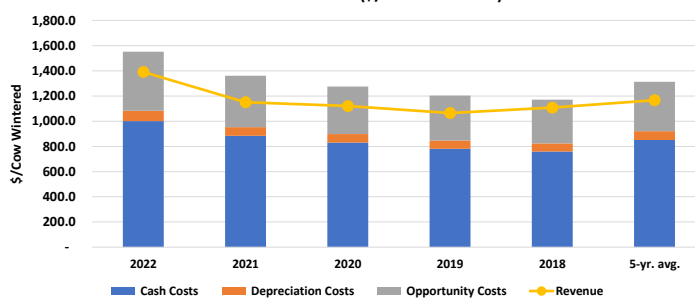
Revenue = sales of calves, cull cows, breeding stock, government payments and other revenue applicable to the specific enterprise

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

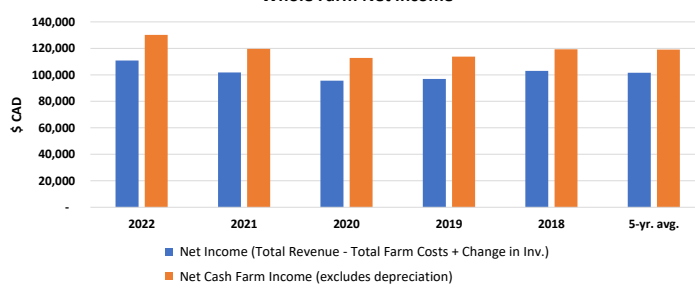
Cost of Production (\$/lb Weaned)



Cost of Production (\$/Cow Wintered)



Whole Farm Net income



# Whole Farm Overview Page

Overview							
Operation Maturity	Medium						
Herd Size	50						
Paid Labour (livestock only) (hours)	281			Beef Animals Sold from Retained Ownership	41		
Unpaid Labour (livestock only) (hours)	852						
Average wages - paid and unpaid (\$/hr)	23.84						
Revenue		2022	2021	2020	2019	2018	5-yr. avg.
<b>Market Revenue</b>	<b>5-yr avg</b>	<b>195,964</b>	<b>163,290</b>	<b>149,023</b>	<b>144,850</b>	<b>146,968</b>	<b>160,019</b>
Cow-Calf	20%	69,526	57,528	56,025	53,237	55,404	58,344
Cash Crops	17%	63,002	54,915	41,690	42,473	43,154	49,047
Retained Ownership	18%	63,436	50,847	51,308	49,140	48,410	52,628
<b>Government Payments</b>	<b>0%</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Other Farm Revenue †</b>	<b>46%</b>	<b>134,742</b>	<b>134,736</b>	<b>134,736</b>	<b>134,737</b>	<b>134,740</b>	<b>134,738</b>
<b>Total Revenue</b>	<b>100%</b>	<b>330,706</b>	<b>298,026</b>	<b>283,758</b>	<b>279,586</b>	<b>281,709</b>	<b>294,757</b>
Change in Inventory		-	-	-	-	-	-
Expenses		2022	2021	2020	2019	2018	5-yr. avg.
<b>Depreciation</b>		<b>19,338</b>	<b>17,878</b>	<b>17,225</b>	<b>16,852</b>	<b>16,279</b>	<b>17,515</b>
Machinery		5,647	5,075	4,900	4,737	4,463	4,964
Buildings		13,692	12,803	12,325	12,116	11,816	12,550
Quota econ. Accounting		-	-	-	-	-	-
<b>Overhead costs</b>		<b>50,179</b>	<b>43,852</b>	<b>40,651</b>	<b>41,719</b>	<b>41,128</b>	<b>43,506</b>
Land improvement		3,394	3,133	3,037	3,051	3,003	3,123
Machinery Maintenance		9,053	8,844	8,700	8,549	8,197	8,669
Buildings Maintenance		4,181	3,661	3,500	3,523	3,436	3,660
Contract labour		1,354	1,285	1,240	1,203	1,150	1,247
Diesel, Gasoline, Natural Gas		10,474	6,502	4,398	6,137	6,836	6,869
Electricity		1,234	1,003	1,026	1,001	979	1,049
Water		-	-	-	-	-	-
Farm insurance		9,169	8,705	8,398	8,147	7,791	8,442
Disability and accident insurance		-	-	-	-	-	-
Farm taxes and duties		3,712	3,525	3,400	3,299	3,155	3,418
Advisor costs		1,774	1,685	1,625	1,576	1,508	1,634
Accountant & legal fees		2,812	2,669	2,575	2,498	2,389	2,589
Phone & utilities		2,808	2,629	2,544	2,525	2,477	2,597
Other overhead costs		215	210	208	208	207	210
<b>Wages, rent and interest payments</b>		<b>43,194</b>	<b>42,914</b>	<b>43,441</b>	<b>40,746</b>	<b>36,224</b>	<b>41,304</b>
Paid Labour		15,789	14,990	14,460	14,028	13,416	14,537
Total land rents		15,343	13,610	11,987	11,659	11,220	12,764
Total Interest on debt		12,062	14,315	16,994	15,059	11,588	14,003
<b>Cow-Calf</b>		<b>12,720</b>	<b>11,557</b>	<b>10,645</b>	<b>8,941</b>	<b>8,862</b>	<b>10,545</b>
Animal purchases		836	836	836	836	836	836
Purchased feed		6,326	5,876	5,499	4,039	3,919	5,132
Other fixed and var. costs *		5,557	4,844	4,310	4,066	4,107	4,577
<b>Retained Ownership</b>		<b>62,815</b>	<b>52,925</b>	<b>51,530</b>	<b>49,066</b>	<b>51,804</b>	<b>53,628</b>
Animal purchases		59,384	49,930	48,681	46,371	48,994	50,672
Purchased feed		2,303	1,868	1,721	1,568	1,682	1,828
Other fixed and var. costs *		1,128	1,128	1,128	1,128	1,128	1,128
<b>Crop and forage</b>		<b>31,651</b>	<b>27,122</b>	<b>24,661</b>	<b>25,393</b>	<b>24,418</b>	<b>26,649</b>
Seed		6,627	6,313	6,103	6,414	5,909	6,273
Fertilizer		20,416	16,499	14,388	14,916	14,524	16,149
Herbicide		2,070	1,875	1,791	1,710	1,677	1,824
Fungicide & Insecticide		776	776	776	776	776	776
Irrigation		-	-	-	-	-	-
Contract labour		671	637	614	596	570	618
Fuel costs (crop & forage)		-	-	-	-	-	-
Other crop and forage		1,091	1,022	989	981	963	1,009
<b>Total Farm Costs (excludes unpaid labour)</b>		<b>219,896</b>	<b>196,248</b>	<b>188,153</b>	<b>182,718</b>	<b>178,715</b>	<b>193,146</b>
Cash Costs (Total Farm Costs - Depreciation)		200,558	178,370	170,927	165,866	162,436	175,631
Depreciation & Opportunity Costs (including unpaid labour)		39,653	38,193	37,540	37,167	36,594	37,830
Total Economic Costs (cash, depr, opportunity)		240,211	216,563	208,468	203,033	199,030	213,461
Profits		2022	2021	2020	2019	2018	5-yr. avg.
<b>Net Income (Total Revenue - Total Farm Costs + Change in Inv.)</b>		<b>110,810</b>	<b>101,778</b>	<b>95,606</b>	<b>96,868</b>	<b>102,994</b>	<b>101,611</b>
<b>Net Cash Farm Income (excludes depreciation)</b>		<b>130,139</b>	<b>119,654</b>	<b>112,829</b>	<b>113,717</b>	<b>119,266</b>	<b>119,121</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



<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 *	50	50	50	50	50	50
Average male and female calf price (\$/head)	1,428	1,203	1,171	1,114	1,177	1,218
<b>REVENUE</b>						
Cow Calf	1,391	1,151	1,121	1,065	1,108	1,167
Cull animals and slaughter receipts	203	152	147	137	128	153
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	1,188	999	974	927	980	1,013
Government payments	-	-	-	-	-	-
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	1,391	1,151	1,121	1,065	1,108	1,167
<b>VARIABLE COSTS</b>						
Animal purchases	16.7	16.7	16.7	16.7	16.7	17
Feed (purchase feed, fertiliser, seed, pesticides)	344.9	306.5	282.2	257.7	250.7	288
Machinery (maintenance, depreciation, contractor)	67.5	58.7	58.6	55.2	54.3	59
Fuel, energy, lubricants, water	58.3	35.5	27.2	33.5	37.3	38
Vet & medicine	57.3	51.3	46.5	45.7	45.2	49
Other inputs cow calf enterprise	76.8	66.9	61.4	55.1	56.3	63
Labour						
Paid Labour	66.4	57.9	57.1	53.4	52.8	58
Unpaid Labour	246.4	214.8	212.0	198.3	195.9	213
Total Variable Costs	934.3	808.2	761.7	715.8	709.2	786
<b>CAPITAL COSTS</b>						
Insurance, taxes	83.4	76.3	74.2	70.8	68.8	75
Buildings (maintenance, depreciation)	75.1	63.6	62.5	59.6	60.0	64
Land Cost	-	-	-	-	-	-
Rented Land	185.3	164.7	144.7	140.7	135.9	154
Own Land	223.0	193.3	164.7	158.9	151.8	178
Capital Costs	-	-	-	-	-	-
Liabilities	50.7	55.3	67.1	57.3	45.6	55
Own capital	0.0	0.0	0.0	0.0	0.0	0
Total Capital Costs	617.6	553.1	513.2	487.3	462.1	527
<b>COSTS</b>						
Cash Costs	1,001.1	884.1	830.2	781.8	759.5	851
Depreciation Costs	81.3	69.0	68.0	64.2	64.0	69
Opportunity Costs	469.5	408.1	376.6	357.2	347.7	392
Total Production Costs	1,551.9	1,361.3	1,274.9	1,203.2	1,171.2	1,312
<b>Profits</b>						
Short-term profit (cash costs)	389.4	266.4	290.3	283.0	348.6	316
Medium-term profit (cash + depreciation)	308.1	197.4	222.2	218.8	284.5	246
Long-term profit (cash + depreciation + opportunity)	(161.4)	(210.7)	(154.4)	(138.4)	(63.2)	(146)

\*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>	24,684	24,684	24,684	24,684	24,684	24,684
Average male and female weaning weight (lbs)	597	597	597	597	597	
Average male and female calf price at weaning (\$/lb)	2.39	2.01	1.96	1.86	1.97	2.04
<b>REVENUE</b>						
Cow Calf Operation	2.82	2.33	2.27	2.16	2.24	2.36
Cull animals and slaughter receipts	0.41	0.31	0.30	0.28	0.26	0.31
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	2.41	2.02	1.97	1.88	1.98	2.05
Government payments	-	-	-	-	-	-
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	2.82	2.33	2.27	2.16	2.24	2.36
<b>VARIABLE COSTS</b>						
Animal purchases	0.03	0.03	0.03	0.03	0.03	0.03
Feed (purchase feed, fertiliser, seed, pesticides)	0.70	0.62	0.57	0.52	0.51	0.58
Machinery (maintenance, depreciation, contractor)	0.14	0.12	0.12	0.11	0.11	0.12
Fuel, energy, lubricants, water	0.12	0.07	0.06	0.07	0.08	0.08
Vet & medicine	0.12	0.10	0.09	0.09	0.09	0.10
Other inputs cow calf enterprise	0.16	0.14	0.12	0.11	0.11	0.13
Labour						
Paid Labour	0.13	0.12	0.12	0.11	0.11	0.12
Unpaid Labour	0.50	0.44	0.43	0.40	0.40	0.43
Total Variable Costs	1.9	1.6	1.5	1.4	1.4	1.6
<b>CAPITAL COSTS</b>						
Insurance, taxes	0.17	0.15	0.15	0.14	0.14	0.15
Buildings (maintenance, depreciation)	0.15	0.13	0.13	0.12	0.12	0.13
Land Cost						
Rented Land	0.38	0.33	0.29	0.29	0.28	0.31
Owned Land	0.45	0.39	0.33	0.32	0.31	0.36
Capital Costs						
Liabilities	0.10	0.11	0.14	0.12	0.09	0.11
Own capital	0.00	0.00	0.00	0.00	0.00	0.00
Total Capital Costs	1.3	1.1	1.0	1.0	0.9	1.1
<b>COSTS</b>						
Cash Costs	2.03	1.79	1.68	1.58	1.54	1.72
Depreciation Costs	0.16	0.14	0.14	0.13	0.13	0.14
Opportunity Costs	0.95	0.83	0.76	0.72	0.70	0.79
Total Production Costs	3.14	2.76	2.58	2.44	2.37	2.66
<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)	0.79	0.54	0.59	0.57	0.71	0.64
Medium-term profit (cash + depreciation)	0.62	0.40	0.45	0.44	0.58	0.50
Long-term profit (cash + depreciation + opportunity)	(0.33)	(0.43)	(0.31)	(0.28)	(0.13)	(0.29)

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RETAINED OWNERSHIP		2022	2021	2020	2019	2018	5-yr. avg.
No. of beef cattle sold per year		41	41	41	41	41	41
<i>Note: breeding stock sales are in the cow-calf enterprise</i>							
Placement weight (lbs)		602					
Sale Weight (lbs)		600-670					
Days on Feed		20					
Average Daily Gain (lbs/day)		2.00					

REVENUE (\$/head Sold)	2022	2021	2020	2019	2018	5-yr. avg.
Market Returns from Retained Ownership	1,547.23	1,240.17	1,251.40	1,198.53	1,180.74	1,283.61
Other Returns (Government payments, by-products)	-	-	-	-	-	-
<b>Total Revenue</b>	<b>1,547.23</b>	<b>1,240.17</b>	<b>1,251.40</b>	<b>1,198.53</b>	<b>1,180.74</b>	<b>1,283.61</b>

Costs (\$/head Sold)	2022	2021	2020	2019	2018	5-yr. avg.
<b>VARIABLE COSTS</b>						
Animal purchases	1,448.40	1,217.79	1,187.35	1,131.00	1,194.98	1,235.90
Feed (purchase feed, fertiliser, seed, pesticides)	122.92	100.84	92.65	90.70	90.43	99.51
Machinery (maintenance, depreciation, contractor)	75.11	63.27	65.45	62.11	57.89	64.77
Fuel, energy, lubricants, water	54.77	31.23	23.92	30.60	32.76	34.66
Vet & medicine	-	-	-	-	-	-
Other inputs	63.10	57.43	58.16	56.68	55.08	58.09
Labour						
Paid Labour	73.87	62.38	63.77	60.14	56.23	63.28
Unpaid Labour	274.21	231.55	236.72	223.23	208.74	234.89
<b>Total Variable Costs</b>	<b>2,112.38</b>	<b>1,764.49</b>	<b>1,728.02</b>	<b>1,654.47</b>	<b>1,696.10</b>	<b>1,791.09</b>

CAPITAL COSTS	2022	2021	2020	2019	2018	5-yr. avg.
Insurance, taxes	49.16	42.07	42.78	40.52	37.85	42.48
Buildings (maintenance, depreciation)	83.62	68.51	69.79	67.04	63.93	70.58
<b>Land Cost</b>						
Rented Land	25.86	22.56	20.24	19.77	18.49	21.39
Owned Land	31.13	26.48	23.03	22.33	20.65	24.73
<b>Capital Costs</b>						
Liabilities	56.43	59.57	74.95	64.56	48.57	60.81
Own capital	-	-	-	-	-	-
<b>Total Capital Costs</b>	<b>246.20</b>	<b>219.19</b>	<b>230.79</b>	<b>214.22</b>	<b>189.49</b>	<b>219.98</b>

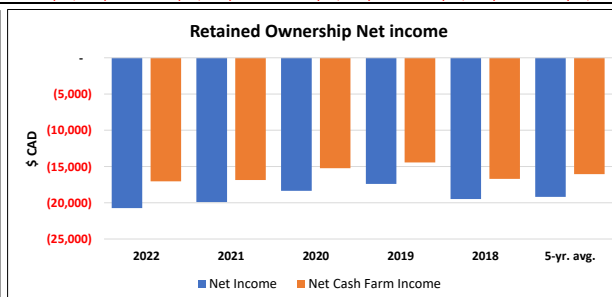
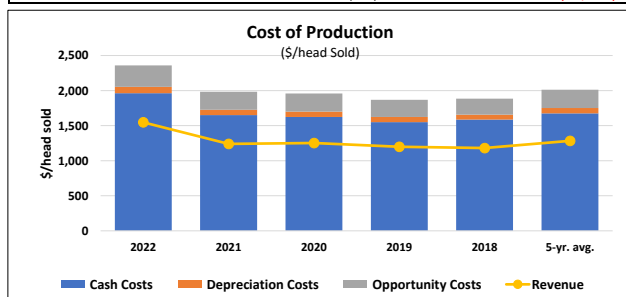
TOTAL COSTS	2022	2021	2020	2019	2018	5-yr. avg.
Cash Costs	1,962.77	1,651.26	1,623.10	1,550.88	1,587.96	1,675.19
Depreciation Costs	90.48	74.40	75.97	72.24	68.23	76.26
Opportunity Costs	305.34	258.03	259.75	245.56	229.39	259.61
<b>Total Production Costs (excludes own capital)</b>	<b>2,358.58</b>	<b>1,983.68</b>	<b>1,958.81</b>	<b>1,868.68</b>	<b>1,885.59</b>	<b>2,011.07</b>

Profits	2022	2021	2020	2019	2018	5-yr. avg.
Short-term profit (cash costs)	(415.54)	(411.09)	(371.69)	(352.35)	(407.22)	(391.58)
Medium-term profit (cash + depreciation)	(506.02)	(485.49)	(447.66)	(424.59)	(475.46)	(467.84)
Long-term profit (cash + depreciation + opportunity)	(811.35)	(743.51)	(707.41)	(670.16)	(704.85)	(727.46)

Net Income (\$/head sold)	2022	2021	2020	2019	2018	5-yr. avg.
Net Income	(505.97)	(485.48)	(447.65)	(424.58)	(475.43)	(467.82)
Net Cash Farm Income	(415.54)	(411.09)	(371.69)	(352.35)	(407.22)	(391.58)

Labour	2022	2021	2020	2019	2018	5-yr. avg.
Paid Labour	139	123	131	127	124	129
Unpaid Labour	435	387	410	399	390	404
Return to labour input	(33.1)	(36)	(31)	(30)	(35)	(33)
Average wages (paid and calculated)	25	24	23	22	21	23

Net Income (annual total)	2022	2021	2020	2019	2018	5-yr. avg.
Net Income	(20,745)	(19,905)	(18,354)	(17,408)	(19,493)	(19,181)
Net Cash Farm Income	(17,037)	(16,855)	(15,239)	(14,446)	(16,696)	(16,055)



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	2.41	1,547.23	38.68
Other Returns (Government payments, by-products)	-	-	-
Total	2.41	1,547.23	38.68
<b>Costs (\$/lb LW Sold)</b>	<b>2021</b>	<b>2021</b>	<b>2021</b>
<b>VARIABLE COSTS</b>			
Animal purchases	2.26	1,448.40	36.21
Feed (purchase feed, fertiliser, seed, pesticides)	0.19	122.92	3.07
Machinery (maintenance, depreciation, contractor)	0.12	75.11	1.88
Fuel, energy, lubricants, water	0.09	54.77	1.37
Vet & medicine	-	-	-
Other inputs	0.10	63.10	1.58
Labour			
Paid Labour	0.12	73.87	1.85
Unpaid Labour	0.43	274.21	6.86
Total Variable Costs	3.29	2,112.38	52.81
<b>CAPITAL COSTS</b>			
Insurance, taxes	0.08	49.16	1.23
Buildings (maintenance, depreciation)	0.13	83.62	2.09
Land Cost			
Rented Land	0.04	25.86	0.65
Owned Land	0.05	31.13	0.78
Capital Costs			
Liabilities	0.09	56.43	1.41
Own capital	-	-	-
Total Capital Costs	0.38	246.20	6.16
<b>TOTAL COSTS</b>			
Cash Costs	3.06	1,962.77	49.07
Depreciation Costs	0.14	90.48	2.26
Opportunity Costs	0.48	305.34	7.63
Total Production Costs (excludes own capital)	3.67	2,358.58	58.96
<b>Profits</b>	<b>2021</b>	<b>2021</b>	<b>2021</b>
Margin over operating costs	4.56	13.29	0.33
Short-term profit (cash costs)	(0.65)	(415.54)	(10.39)
Medium-term profit (cash + depreciation)	(0.79)	(506.02)	(12.65)
Long-term profit (cash + depreciation + opportunity)	(1.26)	(811.35)	(20.28)
<b>Net Income</b>	<b>2021</b>	<b>2021</b>	<b>2021</b>
Net Income	(0.79)	(505.97)	(12.65)
Net Cash Farm Income	(0.65)	(415.54)	(10.39)

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