



Farm Characteristics	CA-ON-2
Farm Description	A spring and fall calving operation producing cash crops and predominantly homegrown feed around Lake Simcoe-Rideau.
Winter Feeding Ration (lbs/cow/day as fed)	180 days on free choice (28 lbs) hay, 5 lbs of corn distiller solubles with free choice mineral.
Retained Ownership/Replacement Ration (lb/head/day as fed)	180 days on 6 lbs hay (good quality), 6.5 lb barley grain, 1.5 lb corn distiller soluble and 1 lb protein supplement
Disclaimer:	This benchmark is based on 5 farms of data; outliers were excluded as required. Canfax Research Services (CRS) tries to provide quality information, but we make no claims, promises, or guarantees about the accuracy, completeness, or adequacy of the information. CRS does not guarantee and accepts no legal liability arising from or connected to, the accuracy, reliability, or completeness of any material contained in our publications. Reproduction and/or electronic transmission of this publication, in whole or in part, is strictly forbidden without written consent from CRS.

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)	0.24 cows/acre
Fertilize Hay (yes/no)	Yes
Fertilize Pasture (yes/no)	No
Typical Hay Yield (tonnes/acre)	2.8
Grassland Acres (owned+rented)	667
Crop Acres (includes hay) (owned+rented)	111
Bush and other acres	0

Physical Performance Indicators	
Breed	Angus
Cow:Bull Ratio	24:1
Bull Culling Rate (%)	14%
Mature Cow Weight (lb)	1,200
Heifer Retention for a steady herd (%)	15%
Cow Death Loss (%)	1.7%
Cow Culling Rate (%)	13.8%
Calves alive after 24hr/100 Cows exposed	92
Calf Death Loss (%) 24 hr to weaning	9%
Calves weaned per 100 cows exposed	85
Total Liveweight Sold per Cow (lb)	603
Weaning Weight (lb)	557
205 day adjusted Weaning Weight (lb)	581
Average Daily Gain pre-weaning (lb)	2.42
Weaning Weight as % of Cow Weight	46%

Production System	
Herd size	160
Days on field feeding (e.g. swath grazing)	0
Days supplemented on pasture	0
Days on full winter feed	180
Calving Start date	15-Mar/1-Sept
Weaning date	21-Oct/9-Apr
Sale date	15-Jun/15-Jan
Retained ownership	Replacements
% of feed purchased	16.5%
% of land in crops	14%
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

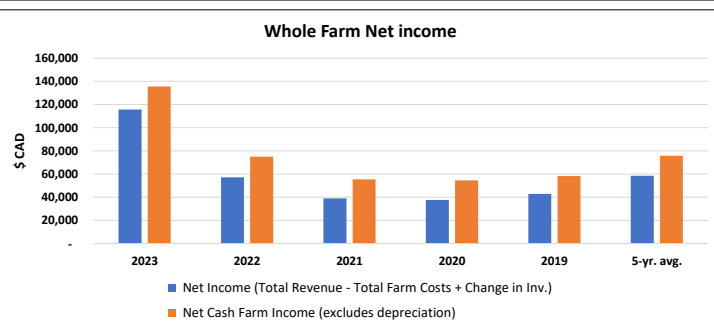
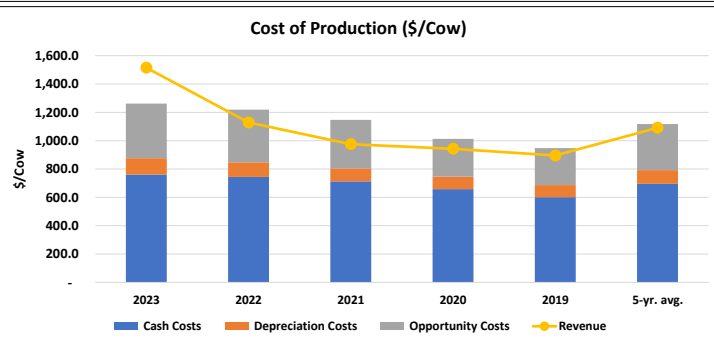
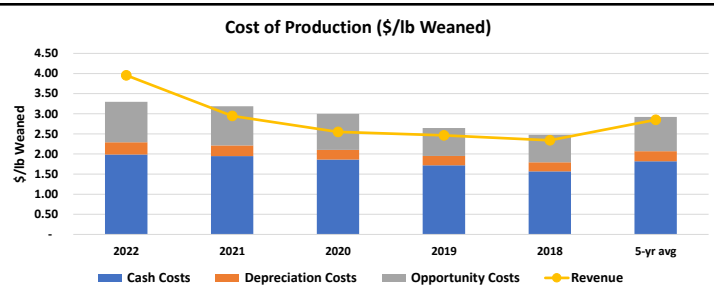
Footnotes:

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 Overview Page

Overview							
Operation Maturity	Medium						
Herd Size	160			Beef Animals Sold from Retained Ownership	N/A		
Paid Labour (livestock only) (hours)	655						
Unpaid Labour (livestock only) (hours)	1,127						
Average wages - paid and unpaid (\$/hr)	20.88						
Revenue		2023	2022	2021	2020	2019	5-yr. avg.
Market Revenue	5-yr avg	242,389	180,559	156,091	150,874	143,319	174,646
Cow-Calf	91%	242,389	180,559	156,091	150,874	143,319	174,646
Cash Crops	0%	-	-	-	-	-	-
Retained Ownership	0%	-	-	-	-	-	-
Government Payments	0%	-	-	-	-	-	-
Other Farm Revenue †	9%	18,144	18,114	18,108	18,109	18,109	18,117
Total Revenue	100%	260,534	198,673	174,199	168,982	161,429	192,763
Change in Inventory		-	-	-	(1,121)	-	(224)
Expenses		2023	2022	2021	2020	2019	5-yr. avg.
Depreciation		19,962	17,953	16,402	15,818	15,398	17,107
Machinery		12,211	10,616	9,541	9,213	8,906	10,097
Buildings		7,751	7,337	6,861	6,605	6,493	7,009
Quota econ. Accounting		-	-	-	-	-	-
Overhead costs		31,492	31,869	27,804	26,422	26,698	28,857
Land improvement		1,103	1,074	991	961	965	1,019
Machinery Maintenance		6,132	6,140	5,998	5,901	5,799	5,994
Buildings Maintenance		3,583	3,405	2,982	2,851	2,870	3,138
Contract labour		-	-	-	-	-	-
Diesel, Gasoline, Natural Gas		3,746	4,446	2,760	1,867	2,605	3,085
Electricity		6,692	6,335	5,151	5,269	5,142	5,718
Water		-	-	-	-	-	-
Farm insurance		4,021	4,153	3,943	3,803	3,690	3,922
Disability and accident insurance		-	-	-	-	-	-
Farm taxes and duties		3,703	3,824	3,631	3,503	3,398	3,612
Advisor costs		344	355	337	325	315	335
Accountant & legal fees		698	721	684	660	640	681
Phone & utilities		1,279	1,231	1,153	1,115	1,107	1,177
Other overhead costs		192	185	173	168	167	177
Wages, rent and interest payments		28,372	29,431	29,058	28,873	26,866	28,520
Paid Labour		14,512	14,989	14,231	13,728	13,318	14,156
Total land rents		8,621	7,788	6,522	5,337	5,098	6,673
Total Interest on debt		5,239	6,654	8,305	9,808	8,450	7,691
Cow-Calf		57,443	54,410	55,110	52,962	43,122	52,609
Animal purchases		5,175	5,175	5,175	5,175	5,175	5,175
Purchased feed		34,032	30,789	32,470	32,589	23,468	30,670
Other fixed and var. costs *		18,236	18,446	17,465	15,198	14,479	16,765
Retained Ownership		-	-	-	-	-	-
Animal purchases		-	-	-	-	-	-
Purchased feed		-	-	-	-	-	-
Other fixed and var. costs *		-	-	-	-	-	-
Crop and forage		7,623	7,897	6,833	6,253	6,543	7,030
Seed		2,637	2,492	2,374	2,295	2,412	2,442
Fertilizer		2,810	3,195	2,582	2,252	2,334	2,635
Herbicide		-	-	-	-	-	-
Fungicide & Insecticide		-	-	-	-	-	-
Irrigation		-	-	-	-	-	-
Contract labour		-	-	-	-	-	-
Fuel costs (crop & forage)		513	609	378	256	357	423
Other crop and forage		1,663	1,600	1,499	1,450	1,439	1,530
Total Farm Costs (excludes unpaid labour)		144,892	141,560	135,208	130,327	118,628	134,123
Cash Costs (Total Farm Costs - Depreciation)		124,930	123,607	118,806	114,510	103,229	117,016
Depreciation & Opportunity Costs (including unpaid labour)		43,491	41,483	39,932	39,347	38,928	40,637
Total Economic Costs (cash, depr, opportunity)		168,421	165,090	158,738	153,857	142,158	157,653
Profits		2023	2022	2021	2020	2019	5-yr. avg.
Net Income (Total Revenue - Total Farm Costs + Change in Inv.)		115,642	57,113	38,991	37,534	42,801	58,416
Net Cash Farm Income (excludes depreciation)		135,567	75,060	55,393	54,472	58,198	75,738

† 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)	2023	2022	2021	2020	2019	5 yr. avg.
No. of Cows*	160	160	160	160	160	160
Average male and female calf price (\$/head)	1,740	1,273	1,138	1,121	1,066	1,268
REVENUE						
Cow Calf	1,515	1,128	976	943	896	1,092
Cull animals and slaughter receipts	292	232	178	173	163	207
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	1,223	897	798	770	733	884
Government payments	-	-	-	-	-	-
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	1,515	1,128	976	943	896	1,092
VARIABLE COSTS						
Animal purchases	32.3	32.3	32.3	32.3	32.3	32
Feed (purchase feed, fertiliser, seed, pesticides)	264.0	244.7	249.5	247.2	191.4	239
Machinery (maintenance, depreciation, contractor)	106.7	95.2	87.0	84.3	81.6	91
Fuel, energy, lubricants, water	72.2	73.7	52.9	46.9	51.3	59
Vet & medicine	50.4	49.2	44.8	41.4	40.5	45
Other inputs cow calf enterprise	69.9	71.6	71.3	60.7	56.2	66
Labour						
Paid Labour	84.4	85.1	79.7	76.5	73.9	80
Unpaid Labour	153.4	154.8	144.9	139.2	134.4	145
Total Variable Costs	833.4	806.7	762.4	728.5	661.7	759
CAPITAL COSTS						
Insurance, taxes	46.5	47.5	44.8	43.1	41.7	45
Buildings (maintenance, depreciation)	65.9	61.0	55.1	52.7	52.0	57
Land Cost	-	-	-	-	-	-
Rented Land	53.9	48.7	40.8	33.4	31.9	42
Own Land	200.6	189.5	172.7	106.2	103.0	154
Capital Costs	-	-	-	-	-	-
Liabilities	30.5	37.8	46.5	28.0	33.4	35
Own capital	31.1	27.9	24.9	20.7	24.6	26
Total Capital Costs	428.5	412.4	384.8	284.1	286.5	359
COSTS						
Cash Costs	760.6	744.8	712.8	658.4	600.8	695
Depreciation Costs	116.1	102.0	91.9	88.2	85.4	97
Opportunity Costs	385.2	372.2	342.5	266.0	261.9	326
Total Production Costs	1,261.9	1,219.1	1,147.2	1,012.6	948.2	1,118
Profits						
	2023	2022	2021	2020	2019	5-yr. avg.
Short-term profit (cash costs)	754.3	383.6	262.7	284.6	294.9	396
Medium-term profit (cash + depreciation)	638.2	281.7	170.9	196.4	209.5	299
Long-term profit (cash + depreciation + opportunity)	253.1	(90.6)	(171.6)	(69.6)	(52.4)	(26)

*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.

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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)	2023	2022	2021	2020	2019	5 yr. avg.
Pounds Weaned	61,252	61,252	61,252	61,252	61,252	61,252
Average male and female weaning weight (lbs)	557	557	557	557	557	
Average male and female calf price at weaning (\$/lb)	3.12	2.29	2.04	2.01	1.91	2.28
REVENUE						
Cow Calf Operation	3.96	2.95	2.55	2.46	2.34	2.85
Cull animals and slaughter receipts	0.76	0.61	0.46	0.45	0.42	0.54
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	3.20	2.34	2.08	2.01	1.92	2.31
Government payments	-	-	-	-	-	-
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	3.96	2.95	2.55	2.46	2.34	2.85
VARIABLE COSTS						
Animal purchases	0.08	0.08	0.08	0.08	0.08	0.08
Feed (purchase feed, fertiliser, seed, pesticides)	0.69	0.64	0.65	0.65	0.50	0.63
Machinery (maintenance, depreciation, contractor)	0.28	0.25	0.23	0.22	0.21	0.24
Fuel, energy, lubricants, water	0.19	0.19	0.14	0.12	0.13	0.16
Vet & medicine	0.13	0.13	0.12	0.11	0.11	0.12
Other inputs cow calf enterprise	0.18	0.19	0.19	0.16	0.15	0.17
Labour						
Paid Labour	0.22	0.22	0.21	0.20	0.19	0.21
Unpaid Labour	0.40	0.40	0.38	0.36	0.35	0.38
Total Variable Costs	2.2	2.1	2.0	1.9	1.7	2.0
CAPITAL COSTS						
Insurance, taxes	0.12	0.12	0.12	0.11	0.11	0.12
Buildings (maintenance, depreciation)	0.17	0.16	0.14	0.14	0.14	0.15
Land Cost						
Rented Land	0.14	0.13	0.11	0.09	0.08	0.11
Owned Land	0.52	0.50	0.45	0.28	0.27	0.40
Capital Costs						
Liabilities	0.08	0.10	0.12	0.07	0.09	0.09
Own capital	0.08	0.07	0.07	0.05	0.06	0.07
Total Capital Costs	1.1	1.1	1.0	0.7	0.7	0.9
COSTS						
Cash Costs	1.99	1.95	1.86	1.72	1.57	1.82
Depreciation Costs	0.30	0.27	0.24	0.23	0.22	0.25
Opportunity Costs	1.01	0.97	0.89	0.69	0.68	0.85
Total Production Costs	3.30	3.18	3.00	2.65	2.48	2.92
Profits						
Short-term profit (cash costs)	1.97	1.00	0.69	0.74	0.77	1.03
Medium-term profit (cash + depreciation)	1.67	0.74	0.45	0.51	0.55	0.78
Long-term profit (cash + depreciation + opportunity)	0.66	(0.24)	(0.45)	(0.18)	(0.14)	(0.07)

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