

Farm Characteristics	CA-ON-2
Farm Description	A cow-calf operation with 120 cows, producing cash crops and predominantly homegrown feed around the Lake Simcoe-Rideau Ecoregion.
Winter Feeding Ration (lbs/cow/day as fed)	207 days on hay (25 lbs), corn silage (25 lbs), and corn grain (2 lbs) (TMR)
Retained Ownership/Replacement Ration (lb/head/day as fed)	Replacement heifers: 173 days on hay (11 lbs) and corn silage (20 lbs) (TMR)

Disclaimer:

This benchmark is based on 3 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)	117
Fertilize Hay (yes/no)	Yes
Fertilize Pasture (yes/no)	No
Typical Hay Yield (tonnes/acre)	3.5
Grassland Acres (owned+rented)	252
Crop Acres (includes hay) (owned+rented)	376
Bush and other acres	0

Physical Performance Indicators	
Breed	Mixed
Cow:Bull Ratio	24:1
Bull Culling Rate (%)	20%
Mature Cow Weight (lb)	1,425
Heifer Retention for a steady herd (%)	12%
Cow Death Loss (%)	3.0%
Cow Culling Rate (%)	8.0%
Calves alive after 24hr/100 Cows exposed	92
Calf Death Loss (%) 24 hr to weaning	3%
Calves weaned per 100 cows exposed	88
Total Liveweight Sold per Cow (lb)	579
Weaning Weight (lb)	575
205 day adjusted Weaning Weight (lb)	573
Average Daily Gain pre-weaning (lb)	2.38
Weaning Weight as % of Cow Weight	40%

Production System	
Herd size	120
Days on field feeding (e.g. swath grazing)	0
Days supplemented on pasture	0
Days on full winter feed	207
Calving Start date	April 30
Weaning date	December 08
Sale date	December 08
Retained ownership	N/A
% of feed purchased	0.8%
% of land in crops	60%
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)

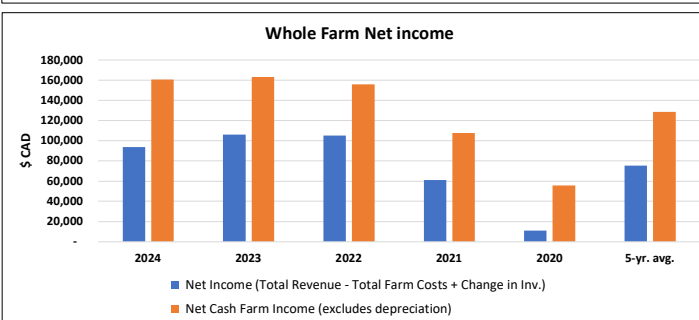
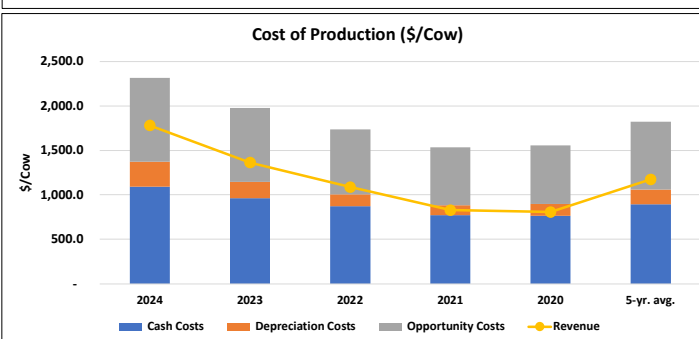
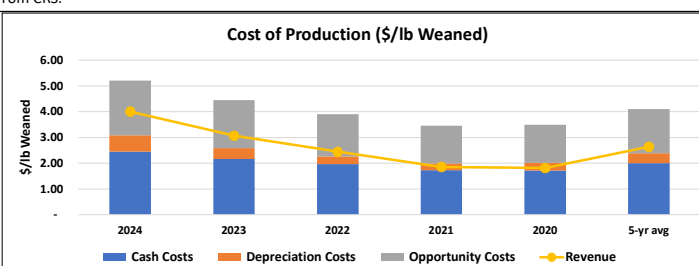
Depreciation = Linear depreciation on machinery and buildings, calculated on replacement values

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	Medium						
Herd Size	120						
Paid Labour (livestock only) (hours)	842			Beef Animals Sold from Retained Ownership	N/A		
Unpaid Labour (livestock only) (hours)	1,181						
Average wages - paid and unpaid (\$/hr)	22.00						
Revenue		2024	2023	2022	2021	2020	5-yr. avg.
Market Revenue	5-yr avg	426,345	427,331	418,209	345,009	275,762	378,531
Cow-Calf	37%	213,721	163,657	130,452	99,293	96,983	140,821
Cash Crops	63%	212,625	263,674	287,758	245,717	178,779	237,710
Retained Ownership	0%	-	-	-	-	-	-
Government Payments	0%	-	-	-	-	-	-
Other Farm Revenue †	0%	7	7	6	2	0	4
Total Revenue	100%	426,352	427,338	418,215	345,011	275,762	378,536
Change in Inventory		-	-	-	-	-	-
Expenses		2024	2023	2022	2021	2020	5-yr. avg.
Depreciation		66,963	57,271	50,987	46,359	44,722	53,260
Machinery		50,600	41,785	36,327	32,650	31,525	38,577
Buildings		16,363	15,486	14,660	13,709	13,197	14,683
Quota econ. Accounting		-	-	-	-	-	-
Overhead costs		83,560	83,674	87,040	80,331	75,135	81,948
Land improvement		1,700	1,631	1,590	1,572	1,526	1,604
Machinery Maintenance		25,286	23,493	23,525	25,921	25,498	24,745
Buildings Maintenance		1,656	1,639	1,558	1,364	1,304	1,504
Contract labour		13,607	14,189	14,189	14,189	14,189	14,072
Diesel, Gasoline, Natural Gas		15,120	15,991	18,975	11,779	7,968	13,967
Electricity		3,374	3,075	2,911	2,468	2,421	2,850
Water		-	-	-	-	-	-
Farm insurance		7,000	7,299	7,539	7,158	6,905	7,180
Disability and accident insurance		-	-	-	-	-	-
Farm taxes and duties		13,000	13,556	14,002	13,293	12,824	13,335
Advisor costs		-	-	-	-	-	-
Accountant & legal fees		750	782	808	767	740	769
Phone & utilities		1,667	1,628	1,567	1,467	1,420	1,550
Other overhead costs		400	391	376	352	341	372
Wages, rent and interest payments		82,404	79,098	70,909	62,326	55,390	70,026
Paid Labour		31,920	33,285	34,380	32,640	31,487	32,742
Total land rents		28,337	27,485	24,828	20,794	17,017	23,692
Total interest on debt		22,147	18,328	11,701	8,891	6,887	13,591
Cow-Calf		33,001	33,340	32,764	30,417	28,802	31,665
Animal purchases		8,250	8,250	8,250	8,250	8,250	8,250
Purchased feed		10,051	9,924	8,895	7,495	6,469	8,567
Other fixed and var. costs *		14,700	15,166	15,619	14,671	14,083	14,848
Retained Ownership		-	-	-	-	-	-
Animal purchases		-	-	-	-	-	-
Purchased feed		-	-	-	-	-	-
Other fixed and var. costs *		-	-	-	-	-	-
Crop and forage		66,707	68,022	71,559	64,451	60,682	66,284
Seed		16,955	16,171	15,287	14,563	14,079	15,411
Fertilizer		30,321	30,732	34,206	28,779	25,945	29,997
Herbicide		2,771	3,979	4,948	4,482	4,280	4,092
Fungicide & Insecticide		-	-	-	-	-	-
Irrigation		-	-	-	-	-	-
Contract labour		12,425	12,956	12,956	12,956	12,956	12,850
Fuel costs (crop & forage)		571	604	717	445	301	528
Other crop and forage		3,664	3,579	3,444	3,226	3,121	3,407
Total Farm Costs (excludes unpaid labour)		332,636	321,405	313,259	283,883	264,732	303,183
Cash Costs (Total Farm Costs - Depreciation)		265,673	264,134	262,271	237,524	220,010	249,922
Depreciation & Opportunity Costs (including unpaid labour)		92,938	83,247	76,963	72,335	70,698	79,236
Total Economic Costs (cash, depr, opportunity)		358,611	347,381	339,234	309,859	290,707	329,159
Profits		2024	2023	2022	2021	2020	5-yr. avg.
Net Income (Total Revenue - Total Farm Costs + Change in Inv.)		93,717	105,933	104,956	61,128	11,031	75,353
Net Cash Farm Income (excludes depreciation)		160,672	163,197	155,938	107,485	55,752	128,609

† 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*	120	120	120	120	120	120
Average male and female calf price (\$/head)	1,987	1,486	1,189	913	892	1,293
REVENUE						
Cow Calf	1,781	1,364	1,087	827	808	1,174
Cull animals and slaughter receipts	243	207	159	117	116	168
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	1,538	1,156	929	710	692	1,005
Government payments	-	-	-	-	-	-
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	1,781	1,364	1,087	827	808	1,174
VARIABLE COSTS						
Animal purchases	68.8	68.8	68.8	68.8	68.8	69
Feed (purchase feed, fertiliser, seed, pesticides)	176.6	175.7	170.1	149.4	135.8	162
Machinery (maintenance, depreciation, contractor)	379.2	259.2	198.0	180.0	214.3	246
Fuel, energy, lubricants, water	77.5	61.1	57.2	34.4	30.6	52
Vet & medicine	72.0	75.1	77.5	73.6	71.0	74
Other inputs cow calf enterprise	62.3	60.2	59.8	54.8	53.7	58
Labour						
Paid Labour	133.3	106.2	89.4	78.3	92.3	100
Unpaid Labour	335.9	267.6	225.1	197.2	232.4	252
Total Variable Costs	1,305.6	1,073.9	945.9	836.5	898.8	1,012
CAPITAL COSTS						
Insurance, taxes	93.7	90.5	89.0	83.1	83.8	88
Buildings (maintenance, depreciation)	75.3	54.7	42.2	36.1	42.5	50
Land Cost	-	-	-	-	-	-
Rented Land	140.5	136.3	123.1	103.1	84.4	118
Own Land	499.8	481.0	443.9	401.4	361.6	438
Capital Costs	-	-	-	-	-	-
Liabilities	92.5	58.5	30.4	21.3	20.2	45
Own capital	106.7	80.7	62.5	54.9	63.8	74
Total Capital Costs	1,008.5	901.7	791.2	700.0	656.3	812
COSTS						
Cash Costs	1,092.0	963.6	873.0	771.8	766.2	893
Depreciation Costs	279.7	182.8	132.5	111.2	131.1	167
Opportunity Costs	942.3	829.3	731.5	653.4	657.8	763
Total Production Costs	2,314.1	1,975.6	1,737.1	1,536.5	1,555.1	1,824
Profits	2024	2023	2022	2021	2020	5-yr. avg.
Short-term profit (cash costs)	689.0	400.3	214.1	55.6	42.0	280
Medium-term profit (cash + depreciation)	409.3	217.5	81.5	(55.6)	(89.1)	113
Long-term profit (cash + depreciation + opportunity)	(533.1)	(611.8)	(650.0)	(709.0)	(746.9)	(650)

*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)	2024	2023	2022	2021	2020	5 yr. avg.
Pounds Weaned	53,338	53,338	53,338	53,338	53,338	53,338
Average male and female weaning weight (lbs)	575	575	575	575	575	575
Average male and female calf price at weaning (\$/lb)	3.45	2.58	2.07	1.59	1.55	2.25
REVENUE						
Cow Calf Operation	4.01	3.07	2.45	1.86	1.82	2.64
Cull animals and slaughter receipts	0.55	0.47	0.36	0.26	0.26	0.38
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	3.46	2.60	2.09	1.60	1.56	2.26
Government payments	-	-	-	-	-	-
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	4.01	3.07	2.45	1.86	1.82	2.64
VARIABLE COSTS						
Animal purchases	0.15	0.15	0.15	0.15	0.15	0.15
Feed (purchase feed, fertiliser, seed, pesticides)	0.40	0.40	0.38	0.34	0.31	0.36
Machinery (maintenance, depreciation, contractor)	0.85	0.58	0.45	0.41	0.48	0.55
Fuel, energy, lubricants, water	0.17	0.14	0.13	0.08	0.07	0.12
Vet & medicine	0.16	0.17	0.17	0.17	0.16	0.17
Other inputs cow calf enterprise	0.14	0.14	0.13	0.12	0.12	0.13
Labour						
Paid Labour	0.30	0.24	0.20	0.18	0.21	0.22
Unpaid Labour	0.76	0.60	0.51	0.44	0.52	0.57
Total Variable Costs	2.9	2.4	2.1	1.9	2.0	2.3
CAPITAL COSTS						
Insurance, taxes	0.21	0.20	0.20	0.19	0.19	0.20
Buildings (maintenance, depreciation)	0.17	0.12	0.09	0.08	0.10	0.11
Land Cost						
Rented Land	0.32	0.31	0.28	0.23	0.19	0.26
Owned Land	1.12	1.08	1.00	0.90	0.81	0.98
Capital Costs						
Liabilities	0.21	0.13	0.07	0.05	0.05	0.10
Own capital	0.24	0.18	0.14	0.12	0.14	0.17
Total Capital Costs	2.3	2.0	1.8	1.6	1.5	1.8
COSTS						
Cash Costs	2.46	2.17	1.96	1.74	1.72	2.01
Depreciation Costs	0.63	0.41	0.30	0.25	0.29	0.38
Opportunity Costs	2.12	1.87	1.65	1.47	1.48	1.72
Total Production Costs	5.21	4.44	3.91	3.46	3.50	4.10
Profits	2024	2023	2022	2021	2020	5-yr. avg.
Short-term profit (cash costs)	1.55	0.90	0.48	0.13	0.09	0.63
Medium-term profit (cash + depreciation)	0.92	0.49	0.18	(0.13)	(0.20)	0.25
Long-term profit (cash + depreciation + opportunity)	(1.20)	(1.38)	(1.46)	(1.60)	(1.68)	(1.46)

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