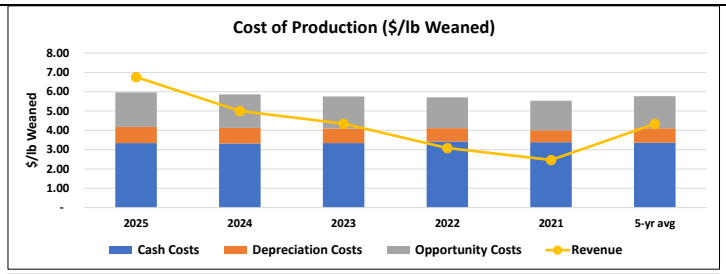
Farm Summary

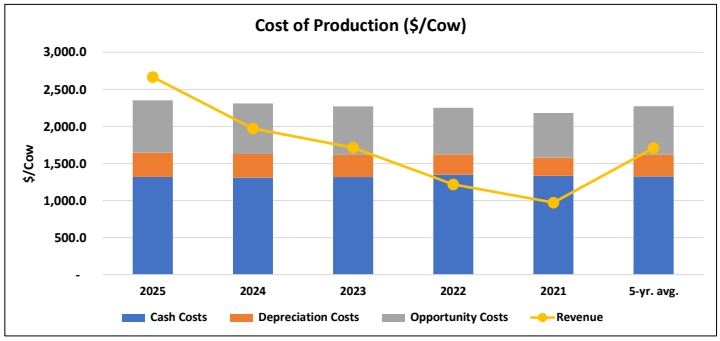
Farm Characteristics	*CA-SK-10*
Farm Description	A cow-calf operation with 140 cows, utilizing predominantly homegrown feed.
Winter Feeding Ration (lbs/cow/day as fed)	134 days on hay (35 lb) and barley grain (5 lb)
Retained Ownership/Replacement Ration (lb/head/day as fed)	Replacement heifers: 134 days on hay (20 lb) and barley grain (3 lb)
Disclaimer:	This benchmark is based on 4 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.

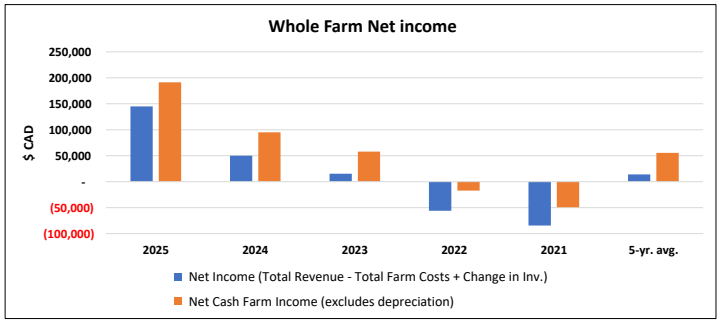
Environment	
Average Annual Temperature	3.5° C
Average Annual Precipitation (mm)	150-200 mm
Ecoregion	Mixed Grassland
Stocking Rate (Animal Unit days per acre)	17
Fertilize Hay (yes/no)	No
Fertilize Pasture (yes/no)	No
Typical Hay Yield (tonnes/acre)	0.9
Grassland Acres (owned+rented)	3,022
Crop Acres (includes hay) (owned+rented)	460
Bush and other acres	0

Physical Performance Indicators	
Breed	Angus
Cow:Bull Ratio	23:1
Bull Culling Rate (%)	17%
Mature Cow Weight (lb)	1,300
Heifer Retention for a steady herd (%)	11%
Cow Death Loss (%)	1.6%
Cow Culling Rate (%)	9.3%
Calves alive after 24hr/100 Cows exposed	87
Calf Death Loss (%) 24 hr to weaning	3%
Calves weaned per 100 cows exposed	84
Total Liveweight Sold per Cow (lb)	533
Weaning Weight (lb)	533
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	140
Days on field feeding (e.g. swath grazing)	0
Days supplemented on pasture	0
Days on full winter feed	134
Calving Start date	April 06
Weaning date	November 01
Sale date	November 01
Retained ownership	Replacements
% of feed purchased	13.7%
% of land in crops	13%
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

Brought to you by Canfax Research Services in collaboration with the Provincial Coordinators and funded by BCRC

Whole Farm Overview Page

Overview							
Operation Maturity	Medium						
Herd Size	140	Beef Animals Sold from Retained Ownership			N/A		
Paid Labour (livestock only) (hours)	665						
Unpaid Labour (livestock only) (hours)	1,881						
Average wages - paid and unpaid ($/hr)	22.25						

Revenue		**2025**	**2024**	**2023**	**2022**	**2021**	**5-yr. avg.**
Market Revenue	***5-yr avg***	***373,241***	***276,197***	***226,029***	***156,427***	***122,175***	***230,814***
Cow-Calf	95%	373,241	276,197	226,029	156,427	122,175	*230,814*
Cash Crops	0%	-	-	-	-	-	-
Retained Ownership	0%	-	-	-	-	-	-
Government Payments	3%	-	-	*14,000*	*14,000*	*14,000*	*8,400*
Other Farm Revenue ǂ	1%	3,189	3,141	3,100	3,050	3,056	3,107
Total Revenue	***100%***	***376,429***	***279,338***	***243,129***	***173,477***	***139,231***	***242,321***
Change in Inventory		-	-	-	-	-	-

Expenses	**2025**	**2024**	**2023**	**2022**	**2021**	**5-yr. avg.**
Depreciation	***46,317***	***45,090***	***42,609***	***38,773***	***35,338***	***41,626***
Machinery	30,819	30,051	28,376	25,299	22,739	*27,457*
Buildings	15,498	15,038	14,233	13,474	12,600	*14,169*
Quota econ. Accounting	-	-	-	-	-	-
Overhead costs	***55,483***	***55,615***	***56,694***	***55,891***	***47,968***	***54,330***
Land improvement	7,174	7,099	6,608	6,073	5,786	*6,548*
Machinery Maintenance	12,877	12,777	11,307	10,006	9,893	*11,372*
Buildings Maintenance	3,460	3,412	3,365	3,216	2,948	*3,280*
Contract labour	-	-	-	-	-	-
Diesel, Gasoline, Natural Gas	10,547	10,522	11,054	13,932	9,502	*11,111*
Electricity	4,004	4,417	7,006	4,846	2,939	*4,642*
Water	-	-	-	-	-	-
Farm insurance	6,753	6,753	6,753	6,975	6,622	*6,771*
Disability and accident insurance	3,195	3,195	3,195	3,300	3,133	*3,204*
Farm taxes and duties	4,077	4,077	4,077	4,211	3,998	*4,088*
Advisor costs	-	-	-	-	-	-
Accountant & legal fees	1,839	1,839	1,839	1,900	1,804	*1,844*
Phone & utilities	1,484	1,454	1,420	1,367	1,280	*1,401*
Other overhead costs	72	71	69	67	62	*68*
Wages, rent and interest payments	***70,874***	***71,770***	***73,433***	***79,839***	***70,029***	***73,189***
Paid Labour	11,607	11,607	11,607	11,989	11,382	*11,638*
Total land rents	42,951	41,381	38,726	36,100	35,146	*38,861*
Total Interest on debt	16,316	18,782	23,100	31,751	23,501	*22,690*
Cow-Calf	***48,807***	***46,945***	***45,065***	***43,150***	***61,496***	***49,093***
Animal purchases	7,984	6,633	5,036	4,125	4,125	*5,581*
Purchased feed	26,334	25,975	25,846	24,806	44,337	*29,460*
Other fixed and var. costs *	14,489	14,337	14,184	14,219	13,033	*14,052*
Retained Ownership	-	-	-	-	-	-
Animal purchases	-	-	-	-	-	-
Purchased feed	-	-	-	-	-	-
Other fixed and var. costs *	-	-	-	-	-	-
Crop and forage	***10,008***	***9,908***	***10,163***	***11,821***	***8,866***	***10,153***
Seed	-	-	-	-	-	-
Fertilizer	-	-	-	-	-	-
Herbicide	-	-	-	-	-	-
Fungicide & Insecticide	-	-	-	-	-	-
Irrigation	-	-	-	-	-	-
Contract labour	-	-	-	-	-	-
Fuel costs (crop & forage)	6,434	6,407	6,744	8,530	5,784	*6,780*
Other crop and forage	3,574	3,501	3,419	3,291	3,082	*3,373*
Total Farm Costs (excludes unpaid labour)	***231,489***	***229,327***	***227,965***	***229,475***	***223,696***	***228,390***
Cash Costs (Total Farm Costs - Depreciation)	185,172	184,238	185,356	190,701	188,358	186,765
Depreciation & Opportunity Costs (including unpaid labour)	88,178	86,950	84,470	80,634	77,199	83,486
Total Economic Costs (cash, depr, opportunity)	273,350	271,188	269,825	271,335	265,557	270,251

Profits	**2025**	**2024**	**2023**	**2022**	**2021**	**5-yr. avg.**
Net Income (Total Revenue - Total Farm Costs + Change in Inv.)	**144,940**	**50,011**	**15,164**	**(55,997)**	**(84,465)**	**13,931**
Net Cash Farm Income (excludes depreciation)	**191,119**	**95,010**	**57,723**	**(17,224)**	**(49,133)**	**55,499**

ǂ 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 ($/Cow)	2025	2024	2023	2022	2021	5 yr. avg.
No. of Cows*	140	140	140	140	140	140
Average male and female calf price ($/head)	3,152	2,313	1,906	1,315	1,019	*1,941*
REVENUE						
Cow Calf	2,666	1,973	1,714	1,217	973	1,709
Cull animals and slaughter receipts	310	246	188	132	109	197
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	2,356	1,727	1,427	985	763	1,452
Government payments	-	-	100.0	100.0	100.0	60.0
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	2,666	1,973	1,714	1,217	973	1,709
VARIABLE COSTS						
Animal purchases	57.0	47.4	36.0	29.5	29.5	40
Feed (purchase feed, fertiliser, seed, pesticides)	264.9	261.2	256.2	244.1	380.0	281
Machinery (maintenance, depreciation, contractor)	309.6	302.6	279.7	247.4	227.4	273
Fuel, energy, lubricants, water	149.1	151.3	175.5	192.5	128.0	159
Vet & medicine	32.8	32.7	32.3	32.0	29.7	32
Other inputs cow calf enterprise	82.2	81.0	79.9	80.0	73.1	79
Labour						
Paid Labour	82.2	82.0	81.8	84.0	79.3	82
Unpaid Labour	367.9	366.8	365.9	375.7	354.8	366
Total Variable Costs	1,345.7	1,325.0	1,307.3	1,285.1	1,301.8	1,313
CAPITAL COSTS						
Insurance, taxes	112.1	111.9	111.7	115.0	108.8	112
Buildings (maintenance, depreciation)	134.3	130.3	124.0	116.9	108.4	123
Land Cost	-	-	-	-	-	
Rented Land	306.8	295.6	276.6	257.9	251.0	278
Own Land	310.9	296.0	273.6	251.1	239.5	274
Capital Costs	-	-	-	-	-	
Liabilities	115.6	132.6	162.9	222.8	164.2	160
Own capital	26.5	19.7	13.5	2.1	8.2	14
Total Capital Costs	1,006.2	986.1	962.3	965.7	880.1	960
COSTS						
Cash Costs	1,318.4	1,310.1	1,316.4	1,350.3	1,333.1	1,326
Depreciation Costs	328.2	318.6	300.3	271.7	246.3	293
Opportunity Costs	705.3	682.5	653.0	628.9	602.5	654
Total Production Costs	2,351.9	2,311.1	2,269.7	2,250.8	2,181.9	2,273
Profits	**2025**	**2024**	**2023**	**2022**	**2021**	**5-yr. avg.**
Short-term profit (cash costs)	1,347.6	662.7	398.1	(133.0)	(360.4)	383
Medium-term profit (cash + depreciation)	1,019.4	344.2	97.8	(404.6)	(606.7)	90
Long-term profit (cash + depreciation + opportunity)	314.2	(338.3)	(555.2)	(1,033.5)	(1,209.2)	(564)

*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 (machinerymaintenance + 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 wil l 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 asse t 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 Unpai d 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 (value s 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 numbe r 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 ($/lb Weaned)	2025	2024	2023	2022	2021	5 yr. avg.
Pounds Weaned	55,217	55,217	55,217	55,217	55,217	55,217
Average male and female weaning weight (lbs)	533	533	533	533	533	533
Average male and female calf price at weaning ($/lb)	5.91	4.34	3.57	2.47	1.91	3.64
REVENUE						
Cow Calf Operation	6.76	5.00	4.35	3.09	2.47	4.33
Cull animals and slaughter receipts	0.79	0.62	0.48	0.33	0.28	0.50
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	5.97	4.38	3.62	2.50	1.94	3.68
Government payments	-	-	0.25	0.25	0.25	0.15
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	6.76	5.00	4.35	3.09	2.47	4.33
VARIABLE COSTS						
Animal purchases	0.14	0.12	0.09	0.07	0.07	0.10
Feed (purchase feed, fertiliser, seed, pesticides)	0.67	0.66	0.65	0.62	0.96	0.71
Machinery (maintenance, depreciation, contractor)	0.78	0.77	0.71	0.63	0.58	0.69
Fuel, energy, lubricants, water	0.38	0.38	0.44	0.49	0.32	0.40
Vet & medicine	0.08	0.08	0.08	0.08	0.08	0.08
Other inputs cow calf enterprise	0.21	0.21	0.20	0.20	0.19	0.20
Labour						
Paid Labour	0.21	0.21	0.21	0.21	0.20	0.21
Unpaid Labour	0.93	0.93	0.93	0.95	0.90	0.93
Total Variable Costs	3.4	3.4	3.3	3.3	3.3	3.3
CAPITAL COSTS						
Insurance, taxes	0.28	0.28	0.28	0.29	0.28	0.28
Buildings (maintenance, depreciation)	0.34	0.33	0.31	0.30	0.27	0.31
Land Cost						
Rented Land	0.78	0.75	0.70	0.65	0.64	0.70
Owned Land	0.79	0.75	0.69	0.64	0.61	0.70
Capital Costs						
Liabilities	0.29	0.34	0.41	0.56	0.42	0.40
Own capital	0.07	0.05	0.03	0.01	0.02	0.04
Total Capital Costs	2.6	2.5	2.4	2.4	2.2	2.4
COSTS						
Cash Costs	3.34	3.32	3.34	3.42	3.38	3.36
Depreciation Costs	0.83	0.81	0.76	0.69	0.62	0.74
Opportunity Costs	1.79	1.73	1.66	1.59	1.53	1.66
Total Production Costs	5.96	5.86	5.75	5.71	5.53	5.76
Profits	**2025**	**2024**	**2023**	**2022**	**2021**	**5-yr. avg.**
Short-term profit (cash costs)	3.42	1.68	1.01	(0.34)	(0.91)	0.97
Medium-term profit (cash + depreciation)	2.58	0.87	0.25	(1.03)	(1.54)	0.23
Long-term profit (cash + depreciation + opportunity)	0.80	(0.86)	(1.41)	(2.62)	(3.07)	(1.43)

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 (machinerymaintenance + 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 wil l 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 asse t 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 Unpai d 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 (value s 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 numbe r 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.