

Farm Characteristics	CA-SK-7
Farm Description	A mixed cow-calf through yearling grasser and cash crop operation with 375 head of beef cows, utilizing predominantly homegrown feed.
Winter Feeding Ration (lbs/cow/day as fed)	180 days on barley silage (25 lb) and hay (25 lb)
Retained Ownership/Replacement Ration (lb/head/day as fed)	Yearling grassers: 180 days on barley silage (25 lb), hay (3 lb), barley (3 lb) and DDG (2 lb), followed by 110 days of grazing on pasture

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	1.5°C
Average Annual Precipitation (mm)	400-500mm
Ecoregion	Aspen Parkland
Stocking Rate (Animal Unit days per acre)	35
Fertilize Hay (yes/no)	No
Fertilize Pasture (yes/no)	No
Typical Hay Yield (tonnes/acre)	1.3
Grassland Acres (owned+rented)	4,050
Crop Acres (includes hay) (owned+rented)	1,813
Bush and other acres	0

Physical Performance Indicators	
	Herefords, Angus, Simmental
Breed	Simmental
Cow:Bull Ratio	27:1
Bull Culling Rate (%)	10%
Mature Cow Weight (lb)	1,350
Heifer Retention for a steady herd (%)	14%
Cow Death Loss (%)	2.2%
Cow Culling Rate (%)	11.7%
Calves alive after 24hr/100 Cows exposed	88
Calf Death Loss (%) 24 hr to weaning	3%
Calves weaned per 100 cows exposed	86
Total Liveweight Sold per Cow (lb)	534
Weaning Weight (lb)	533
205 day adjusted Weaning Weight (lb)	565
Average Daily Gain pre-weaning (lb)	2.34
Weaning Weight as % of Cow Weight	39%

Production System	
Herd size	375
Days on field feeding (e.g. swath grazing)	0
Days supplemented on pasture	0
Days on full winter feed	180
Calving Start date	April 06
Weaning date	October 27
Sale date	September 02
Retained ownership	Yearling grassers
% of feed purchased	0.8%
% of land in crops	31%
Annual sales Retained Cattle (head)	258
Placement weight (lbs)	538
Sale Weight (lbs)	980-1058
Days on feed	180
Days on grass	130

Footnotes:

Cost of Production: Cash Cost + Depreciation + Opportunity Costs

Cash Costs = Cash cost for purchased feed, fertilizer, seeds, fuel, maintenance, land rents, animal purchases, interest on liabilities, wages paid, veterinary costs plus medicine, water, insurance, accounting, etc (excl. Tax)

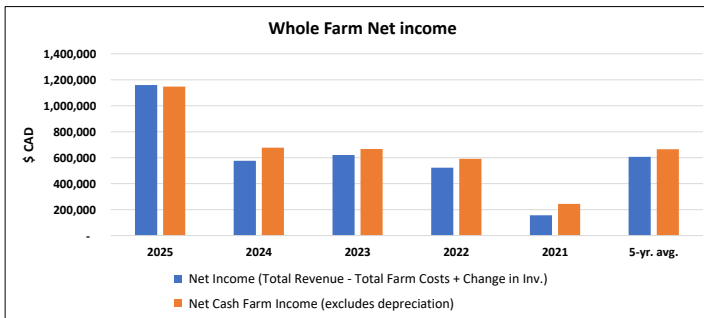
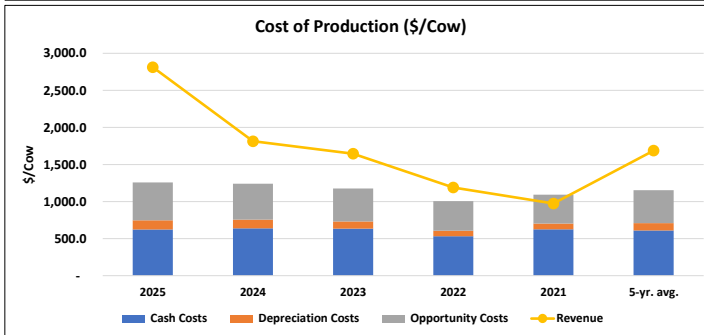
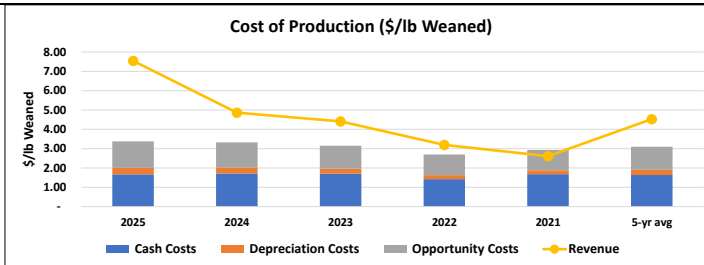
Depreciation = Linear depreciation on machinery and buildings, calculated on replacement values

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	375						
Paid Labour (livestock only) (hours)	1,756		Beef Animals Sold from Retained Ownership	258			
Unpaid Labour (livestock only) (hours)	3,020						
Average wages - paid and unpaid (\$/hr)	21.42						
Revenue		2025	2024	2023	2022	2021	5-yr. avg.
Market Revenue	5-yr avg	2,474,724	1,673,366	1,602,976	1,313,342	920,535	1,596,989
Cow-Calf	36%	1,054,811	680,100	595,761	408,801	327,748	613,444
Cash Crops	13%	217,343	210,958	230,214	334,914	137,735	226,233
Retained Ownership	45%	1,202,570	782,309	777,001	569,628	455,052	757,312
Government Payments	1%	-	-	21,375	37,500	37,500	19,275
Other Farm Revenue †	5%	84,935	84,840	84,840	84,749	84,675	84,808
Total Revenue	100%	2,559,659	1,758,206	1,709,191	1,435,591	1,042,711	1,701,072
Change in Inventory		128,754	13,908	61,636	29,073	-	46,674
Expenses		2025	2024	2023	2022	2021	5-yr. avg.
Depreciation		117,937	114,914	108,546	97,692	87,442	105,306
Machinery		99,855	97,368	91,940	81,971	72,742	88,775
Buildings		18,082	17,545	16,606	15,720	14,700	16,531
Quota econ. Accounting		-	-	-	-	-	-
Overhead costs		146,577	146,889	149,057	151,642	122,589	143,351
Land improvement		9,533	9,474	8,811	8,091	7,292	8,640
Machinery Maintenance		39,505	39,505	34,960	30,938	27,379	34,458
Buildings Maintenance		5,572	5,496	5,420	5,180	4,756	5,285
Contract labour		-	-	-	-	-	-
Diesel, Gasoline, Natural Gas		42,086	41,907	44,112	55,794	37,833	44,346
Electricity		8,554	9,436	14,967	10,352	6,279	9,918
Water		-	-	-	-	-	-
Farm insurance		8,634	8,634	8,634	8,918	8,467	8,657
Disability and accident insurance		3,569	3,569	3,569	3,687	3,500	3,579
Farm taxes and duties		8,923	8,923	8,923	9,216	8,750	8,947
Advisor costs		1,734	1,734	1,734	1,791	1,700	1,738
Accountant & legal fees		5,983	5,983	5,983	6,179	5,867	5,999
Phone & utilities		7,460	7,308	7,138	6,869	6,433	7,042
Other overhead costs		5,025	4,922	4,808	4,627	4,333	4,743
Wages, rent and interest payments		146,332	149,715	147,652	145,844	143,584	146,626
Paid Labour		44,698	44,698	44,698	46,168	43,832	44,819
Total land rents		71,394	66,882	60,771	54,537	50,461	60,809
Total interest on debt		30,241	38,136	42,183	45,139	49,290	40,998
Cow-Calf		50,710	58,685	68,579	44,621	85,772	61,674
Animal purchases		9,587	7,965	6,047	4,953	4,250	6,560
Purchased feed		19,470	28,472	39,236	16,728	61,012	32,984
Other fixed and var. costs *		21,653	22,248	23,296	22,939	20,510	22,129
Retained Ownership		962,292	622,169	570,338	391,392	346,074	578,453
Animal purchases		920,301	574,259	519,494	351,513	281,652	529,444
Purchased feed		18,769	23,941	27,517	16,787	43,142	26,031
Other fixed and var. costs *		23,221	23,969	23,327	23,092	21,279	22,978
Crop and forage		105,519	103,740	106,634	110,226	100,627	105,349
Seed		19,349	20,039	19,858	17,288	17,810	18,869
Fertilizer		36,114	34,285	34,706	38,768	32,312	35,237
Herbicide		7,616	7,550	10,847	13,488	12,216	10,343
Fungicide & Insecticide		-	-	-	-	-	-
Irrigation		-	-	-	-	-	-
Contract labour		14,295	14,295	14,295	14,765	14,018	14,334
Fuel costs (crop & forage)		-	-	-	-	-	-
Other crop and forage		28,145	27,571	26,928	25,917	24,271	26,566
Total Farm Costs (excludes unpaid labour)		1,529,367	1,196,113	1,150,807	941,417	886,088	1,140,758
Cash Costs (Total Farm Costs - Depreciation)		1,411,430	1,081,199	1,042,261	843,725	798,646	1,035,452
Depreciation & Opportunity Costs (including unpaid labour)		182,622	179,599	173,231	162,376	152,127	169,991
Total Economic Costs (cash, depr, opportunity)		1,594,052	1,260,798	1,215,492	1,006,102	950,773	1,205,443
Profits		2025	2024	2023	2022	2021	5-yr. avg.
Net Income (Total Revenue - Total Farm Costs + Change in Inv.)		1,159,047	576,001	620,020	523,248	156,622	606,987
Net Cash Farm Income (excludes depreciation)		1,147,960	676,834	666,757	591,784	244,056	665,478

† 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*	375	375	375	375	375	375
Average male and female calf price (\$/head)	3,458	2,150	1,945	1,313	1,051	1,984
REVENUE						
Cow Calf	2,813	1,814	1,646	1,190	974	1,687
Cull animals and slaughter receipts	359	282	203	153	123	224
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	2,454	1,531	1,385	937	751	1,412
Government payments	-	-	57.0	100.0	100.0	51.4
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	2,813	1,814	1,646	1,190	974	1,687
VARIABLE COSTS						
Animal purchases	25.6	21.2	16.1	13.2	11.3	17
Feed (purchase feed, fertiliser, seed, pesticides)	166.2	188.4	215.9	153.3	263.1	197
Machinery (maintenance, depreciation, contractor)	151.1	145.3	120.5	91.6	92.2	120
Fuel, energy, lubricants, water	58.1	58.2	62.7	57.3	42.4	56
Vet & medicine	41.4	41.4	41.4	42.8	40.6	42
Other inputs cow calf enterprise	32.3	32.7	29.6	26.5	26.0	29
Labour						
Paid Labour	46.8	45.7	40.6	35.3	38.1	41
Unpaid Labour	83.1	81.3	72.1	62.6	67.7	73
Total Variable Costs	604.5	614.3	598.8	482.7	581.4	576
CAPITAL COSTS						
Insurance, taxes	30.1	29.8	28.4	27.5	27.4	29
Buildings (maintenance, depreciation)	24.8	23.6	20.0	16.0	16.9	20
Land Cost	-	-	-	-	-	-
Rented Land	138.8	130.0	118.2	106.0	98.1	118
Own Land	403.5	383.5	353.8	324.0	308.1	355
Capital Costs	-	-	-	-	-	-
Liabilities	31.6	39.0	39.2	36.7	46.0	39
Own capital	24.4	19.8	17.2	13.0	14.1	18
Total Capital Costs	653.2	625.7	576.8	523.2	510.7	578
COSTS						
Cash Costs	623.3	637.9	633.9	531.6	626.2	611
Depreciation Costs	123.4	117.6	98.6	74.6	76.0	98
Opportunity Costs	511.0	484.5	443.1	399.6	389.9	446
Total Production Costs	1,257.7	1,240.1	1,175.6	1,005.9	1,092.1	1,154
Profits	2025	2024	2023	2022	2021	5-yr. avg.
Short-term profit (cash costs)	2,189.5	1,175.7	1,011.8	658.5	347.8	1,077
Medium-term profit (cash + depreciation)	2,066.1	1,058.1	913.2	583.9	271.8	979
Long-term profit (cash + depreciation + opportunity)	1,555.1	573.5	470.1	184.3	(118.1)	533

*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)	2025	2024	2023	2022	2021	5 yr. avg.
Pounds Weaned	139,790	139,790	139,790	139,790	139,790	139,790
Average male and female weaning weight (lbs)	533	533	533	533	533	533
Average male and female calf price at weaning (\$/lb)	6.49	4.04	3.65	2.47	1.97	3.72
REVENUE						
Cow Calf Operation	7.55	4.87	4.41	3.19	2.61	4.53
Cull animals and slaughter receipts	0.96	0.76	0.55	0.41	0.33	0.60
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	6.58	4.11	3.72	2.51	2.01	3.79
Government payments	-	-	0.15	0.27	0.27	0.14
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	7.55	4.87	4.41	3.19	2.61	4.53
VARIABLE COSTS						
Animal purchases	0.07	0.06	0.04	0.04	0.03	0.05
Feed (purchase feed, fertiliser, seed, pesticides)	0.45	0.51	0.58	0.41	0.71	0.53
Machinery (maintenance, depreciation, contractor)	0.41	0.39	0.32	0.25	0.25	0.32
Fuel, energy, lubricants, water	0.16	0.16	0.17	0.15	0.11	0.15
Vet & medicine	0.11	0.11	0.11	0.11	0.11	0.11
Other inputs cow calf enterprise	0.09	0.09	0.08	0.07	0.07	0.08
Labour						
Paid Labour	0.13	0.12	0.11	0.09	0.10	0.11
Unpaid Labour	0.22	0.22	0.19	0.17	0.18	0.20
Total Variable Costs	1.6	1.6	1.6	1.3	1.6	1.5
CAPITAL COSTS						
Insurance, taxes	0.08	0.08	0.08	0.07	0.07	0.08
Buildings (maintenance, depreciation)	0.07	0.06	0.05	0.04	0.05	0.05
Land Cost						
Rented Land	0.37	0.35	0.32	0.28	0.26	0.32
Owned Land	1.08	1.03	0.95	0.87	0.83	0.95
Capital Costs						
Liabilities	0.08	0.10	0.11	0.10	0.12	0.10
Own capital	0.07	0.05	0.05	0.03	0.04	0.05
Total Capital Costs	1.8	1.7	1.5	1.4	1.4	1.6
COSTS						
Cash Costs	1.67	1.71	1.70	1.43	1.68	1.64
Depreciation Costs	0.33	0.32	0.26	0.20	0.20	0.26
Opportunity Costs	1.37	1.30	1.19	1.07	1.05	1.20
Total Production Costs	3.37	3.33	3.15	2.70	2.93	3.10
Profits	2025	2024	2023	2022	2021	5-yr. avg.
Short-term profit (cash costs)	5.87	3.15	2.71	1.77	0.93	2.89
Medium-term profit (cash + depreciation)	5.54	2.84	2.45	1.57	0.73	2.63
Long-term profit (cash + depreciation + opportunity)	4.17	1.54	1.26	0.49	(0.32)	1.43

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RETAINED OWNERSHIP	2025	2024	2023	2022	2021	5-yr. avg.
No. of beef cattle sold per year	258	258	258	258	258	258
<i>Note: breeding stock sales are in the cow-calf enterprise</i>						
Placement weight (lbs)	538					
Sale Weight (lbs)	980-1058					
Days on Feed	180					
Average Daily Gain (lbs/day)	1.63					

REVENUE (\$/head Sold)	2025	2024	2023	2022	2021	5-yr. avg.
Market Returns from Retained Ownership	4,830.18	3,142.18	3,120.86	2,287.94	1,827.74	3,041.78
Other Returns (Government payments, by-products)	-	-	-	-	-	-
Total Revenue	4,830.18	3,142.18	3,120.86	2,287.94	1,827.74	3,041.78

Costs (\$/head Sold)	2025	2024	2023	2022	2021	5-yr. avg.
VARIABLE COSTS						
Animal purchases	3,696.44	2,306.54	2,086.57	1,411.87	1,131.27	2,126.54
Feed (purchase feed, fertiliser, seed, pesticides)	148.48	167.84	183.58	142.21	240.96	176.61
Machinery (maintenance, depreciation, contractor)	285.48	255.29	252.62	198.79	190.15	236.46
Fuel, energy, lubricants, water	100.73	92.66	113.76	111.46	80.21	99.77
Vet & medicine	33.22	33.08	32.82	32.78	31.66	32.71
Other inputs	100.24	99.20	98.73	92.78	87.14	95.62
Labour						
Paid Labour	88.91	80.67	86.07	77.80	79.70	82.63
Unpaid Labour	157.94	143.30	152.89	138.19	141.57	146.77
Total Variable Costs	4,611.43	3,178.58	3,007.04	2,205.86	1,982.66	2,997.11

CAPITAL COSTS	2025	2024	2023	2022	2021	5-yr. avg.
Insurance, taxes	30.65	28.40	29.88	27.83	28.02	28.96
Buildings (maintenance, depreciation)	47.05	41.59	42.41	35.22	35.38	40.33
Land Cost						
Rented Land	51.05	47.82	43.46	39.00	36.08	43.48
Owned Land	148.40	141.03	130.14	119.17	113.33	130.41
Capital Costs						
Liabilities	60.15	68.82	80.24	74.11	86.40	73.94
Own capital	46.07	34.51	35.89	28.33	28.88	34.74
Total Capital Costs	383.37	362.17	362.02	323.66	328.09	351.86

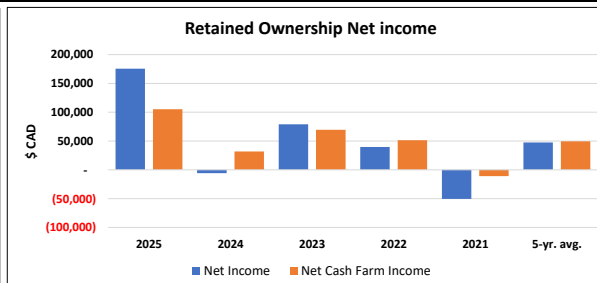
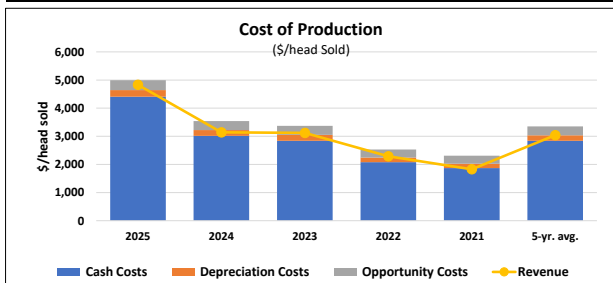
TOTAL COSTS	2025	2024	2023	2022	2021	5-yr. avg.
Cash Costs	4,407.80	3,014.51	2,841.13	2,079.22	1,867.97	2,842.13
Depreciation Costs	234.60	207.40	209.02	164.62	158.99	194.93
Opportunity Costs	352.40	318.83	318.92	285.69	283.78	311.92
Total Production Costs (excludes own capital)	4,994.80	3,540.75	3,369.07	2,529.52	2,310.75	3,348.98

Profits	2025	2024	2023	2022	2021	5-yr. avg.
Short-term profit (cash costs)	422.38	127.67	279.73	208.72	(40.23)	199.65
Medium-term profit (cash + depreciation)	187.77	(79.73)	70.71	44.11	(199.23)	4.73
Long-term profit (cash + depreciation + opportunity)	(164.62)	(398.57)	(248.21)	(241.58)	(483.01)	(307.20)

Net Income (\$/head sold)	2025	2024	2023	2022	2021	5-yr. avg.
Net Income	705.45	(23.57)	317.62	159.07	(202.44)	191.23
Net Cash Farm Income	422.37	127.66	278.74	206.77	(43.46)	198.42

Labour	2025	2024	2023	2022	2021	5-yr. avg.
Paid Labour	1,021	927	989	865	934	947
Unpaid Labour	1,858	1,685	1,798	1,574	1,698	1,723
Return to labour input	7.1	(17)	(1)	(3)	(25)	(8)
Average wages (paid and calculated)	21	21	21	22	21	21

Net Income (annual total)	2025	2024	2023	2022	2021	5-yr. avg.
Net Income	\$ per year 175,636	(5,867)	79,078	39,603	(50,401)	47,610
Net Cash Farm Income	\$ per year 105,158	31,783	69,398	51,479	(10,820)	49,400



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



RETAINED OWNERSHIP	\$/lb LW Sold	\$/hd sold	\$/lb gain
REVENUE	2025	2025	2025
Market Returns from Retained Ownership	4.70	4,830.18	9.52
Other Returns (Government payments, by-products)	-	-	-
Total	4.70	4,830.18	9.52
Costs (\$/lb LW Sold)	2025	2025	2025
VARIABLE COSTS			
Animal purchases	3.59	3,696.44	7.28
Feed (purchase feed, fertiliser, seed, pesticides)	0.14	148.48	0.29
Machinery (maintenance, depreciation, contractor)	0.28	285.48	0.56
Fuel, energy, lubricants, water	0.10	100.73	0.20
Vet & medicine	0.03	33.22	0.07
Other inputs	0.10	100.24	0.20
Labour			
Paid Labour	0.09	88.91	0.18
Unpaid Labour	0.15	157.94	0.31
Total Variable Costs	4.48	4,611.43	9.08
CAPITAL COSTS			
Insurance, taxes	0.03	30.65	0.06
Buildings (maintenance, depreciation)	0.05	47.05	0.09
Land Cost			
Rented Land	0.05	51.05	0.10
Owned Land	0.14	148.40	0.29
Capital Costs			
Liabilities	0.06	60.15	0.12
Own capital	0.04	46.07	0.09
Total Capital Costs	0.37	383.37	0.76
TOTAL COSTS			
Cash Costs	4.29	4,407.80	8.68
Depreciation Costs	0.23	234.60	0.46
Opportunity Costs	0.34	352.40	0.69
Total Production Costs (excludes own capital)	4.86	4,994.80	9.84
Profits	2025	2025	2025
Margin over operating costs	0.42	1.98	0.00
Short-term profit (cash costs)	0.41	422.38	0.83
Medium-term profit (cash + depreciation)	0.18	187.77	0.37
Long-term profit (cash + depreciation + opportunity)	(0.16)	(164.62)	(0.32)
Net Income	2025	2025	2025
Net Income	0.69	705.45	1.39
Net Cash Farm Income	0.41	422.37	0.83

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

