

Farm Characteristics

CA-SK-8b

Farm Description	A cow-calf through yearling grasser operation with 950 head of beef cows, utilizing homegrown and purchased feed.
Winter Feeding Ration (lbs/cow/day as fed)	30 days of cereal swath grazing, followed by 125 days on barley silage (55 lb) and straw (5 lb)
Retained Ownership/Replacement Ration (lb/head/day as fed)	Yearling grassers: 180 days on barley silage (15 lb), corn silage (8 lb), straw (3 lb), corn (2 lb) and malt pellets (2 lb), followed by 145 days of grazing on pasture
Disclaimer:	This benchmark is based on 4 farms of data; outliers were excluded as required.

Environment	
Average Annual Temperature	2.5°C
Average Annual Precipitation (mm)	350-400mm
Ecoregion	Mixed Grassland
Stocking Rate (Animal Unit days per acre)	21
Fertilize Hay (yes/no)	No
Fertilize Pasture (yes/no)	No
Typical Hay Yield (tonnes/acre)	N/A
Grassland Acres (owned+rented)	18,570
Crop Acres (includes hay) (owned+rented)	534
Bush and other acres	0

Physical Performance Indicators	
Breed	Angus, Hereford, Charolais
Cow:Bull Ratio	25:1
Bull Culling Rate (%)	20%
Mature Cow Weight (lb)	1,325
Heifer Retention for a steady herd (%)	15%
Cow Death Loss (%)	1.4%
Cow Culling Rate (%)	13.3%
Calves alive after 24hr/100 Cows exposed	92
Calf Death Loss (%) 24 hr to weaning	1%
Calves weaned per 100 cows exposed	91
Total Liveweight Sold per Cow (lb)	571
Weaning Weight (lb)	503
205 day adjusted Weaning Weight (lb)	576
Average Daily Gain pre-weaning (lb)	2.34
Weaning Weight as % of Cow Weight	38%

Production System	
Herd size	950
Days on field feeding (e.g. swath grazing)	30
Days supplemented on pasture	0
Days on full winter feed	125
Calving Start date	April 19
Weaning date	October 29
Sale date	September 19
Retained ownership	Yearling grassers
% of feed purchased	10.2%
% of land in crops	3%
Annual sales Retained Cattle (head)	711
Placement weight (lbs)	507
Sale Weight (lbs)	1005-1040
Days on feed	180
Days on grass	145

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)

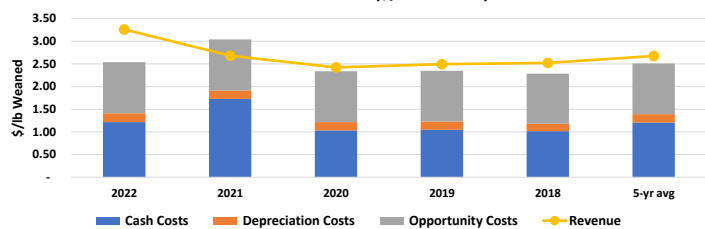
Whole Farm Profitability = Market returns (+ coupled payments) (+ decoupled payments) - whole-farm costs +/- changes in inventory +/- capital gains/losses.

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

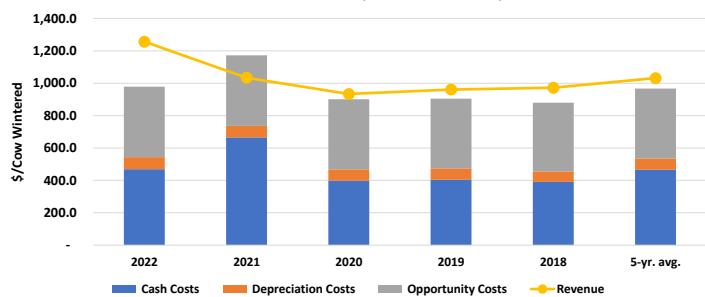
Revenue = sales of calves, cull cows, breeding stock, government payments and other revenue applicable to the specific enterprise

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

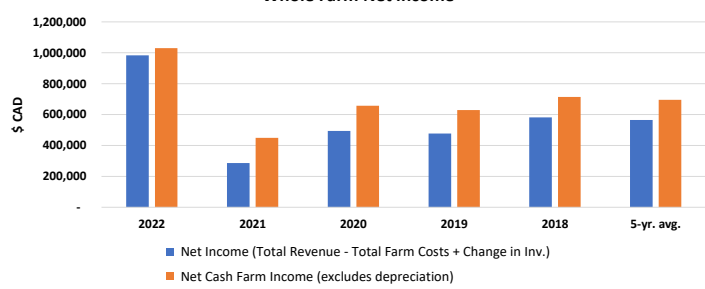
Cost of Production (\$/lb Weaned)



Cost of Production (\$/Cow Wintered)



Whole Farm Net income



Whole Farm Overview Page

Overview							
Operation Maturity	Medium						
Herd Size	950						
Paid Labour (livestock only) (hours)	4,359						
Unpaid Labour (livestock only) (hours)	2,514						
Average wages - paid and unpaid (\$/hr)	27.11						
Beef Animals Sold from Retained Ownership							711
Revenue		2022	2021	2020	2019	2018	5-yr. avg.
Market Revenue	5-yr avg	2,657,621	2,131,535	2,073,344	2,079,970	2,156,346	2,219,763
Cow-Calf	41%	1,098,778	886,904	886,965	912,849	923,399	941,779
Cash Crops	0%	-	-	-	-	-	-
Retained Ownership	56%	1,558,843	1,244,631	1,186,380	1,167,120	1,232,946	1,277,984
Government Payments	2%	95,000	95,000	-	-	-	38,000
Other Farm Revenue †	1%	14,718	14,536	14,585	14,613	14,624	14,615
Total Revenue	100%	2,767,339	2,241,071	2,087,929	2,094,583	2,170,970	2,272,378
Change in Inventory		133,715	-	(5,247)	1,097	12,314	28,376
Expenses		2022	2021	2020	2019	2018	5-yr. avg.
Depreciation		180,757	163,335	157,642	152,742	144,623	159,820
Machinery		156,698	140,838	135,985	131,453	123,860	137,767
Buildings		24,059	22,497	21,657	21,289	20,763	22,053
Quota econ. Accounting		-	-	-	-	-	-
Overhead costs		299,590	259,026	228,172	244,720	243,426	254,987
Land improvement		28,397	27,114	25,577	26,230	25,839	26,631
Machinery Maintenance		74,403	74,117	68,075	70,775	69,632	71,400
Buildings Maintenance		4,423	4,055	3,926	3,973	3,919	4,059
Contract labour		36,788	34,927	33,693	32,687	31,261	33,871
Diesel, Gasoline, Natural Gas		85,180	58,750	41,639	57,195	61,413	60,835
Electricity		19,439	11,791	8,675	8,488	7,781	11,235
Water		-	-	-	-	-	-
Farm insurance		20,170	19,150	18,473	17,922	17,140	18,571
Disability and accident insurance		-	-	-	-	-	-
Farm taxes and duties		10,343	9,820	9,473	9,190	8,789	9,523
Advisor costs		-	-	-	-	-	-
Accountant & legal fees		11,887	11,286	10,887	10,562	10,101	10,945
Phone & utilities		5,526	5,175	5,007	4,970	4,875	5,111
Other overhead costs		3,033	2,841	2,748	2,728	2,676	2,805
Wages, rent and interest payments		214,126	210,707	203,336	199,864	193,883	204,383
Paid Labour		119,896	113,830	109,807	106,529	101,881	110,388
Total land rents		88,870	88,027	87,619	87,336	87,030	87,776
Total Interest on debt		5,361	8,850	5,910	5,999	4,972	6,219
Cow-Calf		163,728	360,389	120,574	117,427	113,622	175,148
Animal purchases		28,000	28,000	28,000	28,000	28,000	28,000
Purchased feed		88,395	291,664	55,749	52,234	49,649	107,538
Other fixed and var. costs *		47,332	40,726	36,826	37,193	35,973	39,610
Retained Ownership		1,012,441	912,775	833,180	857,084	860,864	895,269
Animal purchases		899,583	748,749	743,861	767,974	777,957	787,625
Purchased feed		69,869	122,186	51,911	51,497	47,305	68,554
Other fixed and var. costs *		42,989	41,840	37,408	37,613	35,602	39,091
Crop and forage		47,126	48,665	45,565	46,521	44,907	46,557
Seed		10,725	11,292	10,725	11,694	10,955	11,078
Fertilizer		14,839	16,623	14,839	15,285	14,952	15,308
Herbicide		4,149	4,345	4,149	3,963	3,885	4,098
Fungicide & Insecticide		-	-	-	-	-	-
Irrigation		-	-	-	-	-	-
Contract labour		7,605	7,220	6,965	6,757	6,462	7,002
Fuel costs (crop & forage)		-	-	-	-	-	-
Other crop and forage		9,808	9,185	8,887	8,822	8,654	9,071
Total Farm Costs (excludes unpaid labour)		1,917,768	1,954,897	1,588,470	1,618,359	1,601,326	1,736,164
Cash Costs (Total Farm Costs - Depreciation)		1,737,011	1,791,562	1,430,828	1,465,617	1,456,703	1,576,344
Depreciation & Opportunity Costs (including unpaid labour)		248,898	231,476	225,783	220,884	212,764	227,961
Total Economic Costs (cash, depr, opportunity)		1,985,909	2,023,038	1,656,612	1,686,500	1,669,467	1,804,305
Profits		2022	2021	2020	2019	2018	5-yr. avg.
Net Income (Total Revenue - Total Farm Costs + Change in Inv.)		983,287	286,175	494,212	477,322	581,957	564,590
Net Cash Farm Income (excludes depreciation)		1,030,110	449,473	657,016	628,853	714,143	695,919

† 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 Wintered)	2022	2021	2020	2019	2018	5 yr. avg.
Cows Wintered *	950	950	950	950	950	950
Average male and female calf price (\$/head)	1,267	1,017	1,012	1,047	1,059	1,081
REVENUE						
Cow Calf	1,257	1,034	934	961	972	1,031
Cull animals and slaughter receipts	175	145	151	153	153	155
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	981	788	783	808	819	836
Government payments	100.0	100.0	-	-	-	40.0
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	1,257	1,034	934	961	972	1,031
VARIABLE COSTS						
Animal purchases	29.5	29.5	29.5	29.5	29.5	29
Feed (purchase feed, fertiliser, seed, pesticides)	146.3	360.6	108.9	106.6	102.5	165
Machinery (maintenance, depreciation, contractor)	114.9	113.0	110.7	111.7	103.9	111
Fuel, energy, lubricants, water	50.1	34.9	25.6	33.1	33.5	35
Vet & medicine	25.3	24.0	23.1	22.4	21.5	23
Other inputs cow calf enterprise	26.0	23.1	21.0	22.1	21.6	23
Labour						
Paid Labour	49.4	49.5	49.2	48.8	45.4	48
Unpaid Labour	28.8	28.9	28.7	28.5	26.4	28
Total Variable Costs	470.3	663.4	396.7	402.7	384.2	463
CAPITAL COSTS						
Insurance, taxes	16.6	16.2	15.9	15.6	14.7	16
Buildings (maintenance, depreciation)	11.7	11.6	11.5	11.6	11.0	11
Land Cost	-	-	-	-	-	-
Rented Land	71.2	70.5	70.2	70.0	69.7	70
Own Land	369.8	367.5	366.3	365.5	364.7	367
Capital Costs	-	-	-	-	-	-
Liabilities	2.3	4.1	2.6	2.8	2.2	3
Own capital	36.2	38.7	37.5	36.3	33.3	36
Total Capital Costs	507.9	508.5	504.0	501.7	495.6	504
COSTS						
Cash Costs	468.8	665.8	397.5	404.1	391.0	465
Depreciation Costs	74.5	71.1	70.7	70.0	64.4	70
Opportunity Costs	434.9	435.0	432.5	430.2	424.4	431
Total Production Costs	978.2	1,171.9	900.6	904.4	879.8	967
Profits						
Short-term profit (cash costs)	787.8	367.8	536.2	556.8	581.0	566
Medium-term profit (cash + depreciation)	713.3	296.7	465.5	486.7	516.6	496
Long-term profit (cash + depreciation + opportunity)	278.4	(138.3)	33.0	56.5	92.2	64

*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.



Cow-Calf Enterprise (\$/lb Weaned)	2022	2021	2020	2019	2018	5 yr. avg.
Pounds Weaned	366,197	366,197	366,197	366,197	366,197	366,197
Average male and female weaning weight (lbs)	503	503	503	503	503	
Average male and female calf price at weaning (\$/lb)	2.52	2.02	2.01	2.08	2.11	2.15
REVENUE						
Cow Calf Operation	3.26	2.68	2.42	2.49	2.52	2.68
Cull animals and slaughter receipts	0.45	0.38	0.39	0.40	0.40	0.40
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	2.55	2.04	2.03	2.10	2.12	2.17
Government payments	0.26	0.26	-	-	-	0.10
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	3.26	2.68	2.42	2.49	2.52	2.68
VARIABLE COSTS						
Animal purchases	0.08	0.08	0.08	0.08	0.08	0.08
Feed (purchase feed, fertiliser, seed, pesticides)	0.38	0.94	0.28	0.28	0.27	0.43
Machinery (maintenance, depreciation, contractor)	0.30	0.29	0.29	0.29	0.27	0.29
Fuel, energy, lubricants, water	0.13	0.09	0.07	0.09	0.09	0.09
Vet & medicine	0.07	0.06	0.06	0.06	0.06	0.06
Other inputs cow calf enterprise	0.07	0.06	0.05	0.06	0.06	0.06
Labour						
Paid Labour	0.13	0.13	0.13	0.13	0.12	0.13
Unpaid Labour	0.07	0.07	0.07	0.07	0.07	0.07
Total Variable Costs	1.2	1.7	1.0	1.0	1.0	1.2
CAPITAL COSTS						
Insurance, taxes	0.04	0.04	0.04	0.04	0.04	0.04
Buildings (maintenance, depreciation)	0.03	0.03	0.03	0.03	0.03	0.03
Land Cost						
Rented Land	0.18	0.18	0.18	0.18	0.18	0.18
Owned Land	0.96	0.95	0.95	0.95	0.95	0.95
Capital Costs						
Liabilities	0.01	0.01	0.01	0.01	0.01	0.01
Own capital	0.09	0.10	0.10	0.09	0.09	0.09
Total Capital Costs	1.3	1.3	1.3	1.3	1.3	1.3
COSTS						
Cash Costs	1.22	1.73	1.03	1.05	1.01	1.21
Depreciation Costs	0.19	0.18	0.18	0.18	0.17	0.18
Opportunity Costs	1.13	1.13	1.12	1.12	1.10	1.12
Total Production Costs	2.54	3.04	2.34	2.35	2.28	2.51
Profits	2022	2021	2020	2019	2018	5-yr. avg.
Short-term profit (cash costs)	2.04	0.95	1.39	1.44	1.51	1.47
Medium-term profit (cash + depreciation)	1.85	0.77	1.21	1.26	1.34	1.29
Long-term profit (cash + depreciation + opportunity)	0.72	(0.36)	0.09	0.15	0.24	0.17

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

Open 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.



RETAINED OWNERSHIP		2022	2021	2020	2019	2018	5-yr. avg.
No. of beef cattle sold per year		711	711	711	711	711	711
<i>Note: breeding stock sales are in the cow-calf enterprise</i>							
Placement weight (lbs)	507						
Sale Weight (lbs)	1005-1040						
Days on Feed	180						
Average Daily Gain (lbs/day)	1.60						

REVENUE (\$/head Sold)	2022	2021	2020	2019	2018	5-yr. avg.
Market Returns from Retained Ownership	2,275.92	1,817.17	1,732.12	1,704.00	1,800.11	1,865.86
Other Returns (Government payments, by-products)	-	-	-	-	-	-
Total Revenue	2,275.92	1,817.17	1,732.12	1,704.00	1,800.11	1,865.86

Costs (\$/head Sold)	2022	2021	2020	2019	2018	5-yr. avg.
VARIABLE COSTS						
Animal purchases	1,313.39	1,093.18	1,086.04	1,121.24	1,135.82	1,149.93
Feed (purchase feed, fertiliser, seed, pesticides)	127.33	204.17	99.85	99.95	93.18	124.89
Machinery (maintenance, depreciation, contractor)	240.80	216.21	201.33	195.53	191.31	209.03
Fuel, energy, lubricants, water	92.14	59.73	41.66	53.46	57.62	60.92
Vet & medicine	6.70	7.46	6.63	5.48	4.89	6.23
Other inputs	64.98	61.32	55.08	56.21	54.05	58.33
Labour						
Paid Labour	105.59	96.39	90.92	86.71	84.84	92.89
Unpaid Labour	61.53	56.17	52.98	50.53	49.44	54.13
Total Variable Costs	2,012.47	1,794.62	1,634.50	1,669.10	1,671.16	1,756.37

CAPITAL COSTS						
Insurance, taxes	30.47	28.29	26.94	25.88	25.07	27.33
Buildings (maintenance, depreciation)	25.08	22.48	21.18	20.56	20.55	21.97
Land Cost						
Rented Land	31.00	30.70	30.56	30.46	30.36	30.62
Owned Land	161.01	159.98	159.48	159.14	158.76	159.67
Capital Costs						
Liabilities	4.57	7.18	4.89	4.88	4.14	5.13
Own capital	77.00	74.46	68.91	64.09	62.12	69.32
Total Capital Costs	329.14	323.10	311.97	305.01	301.01	314.04

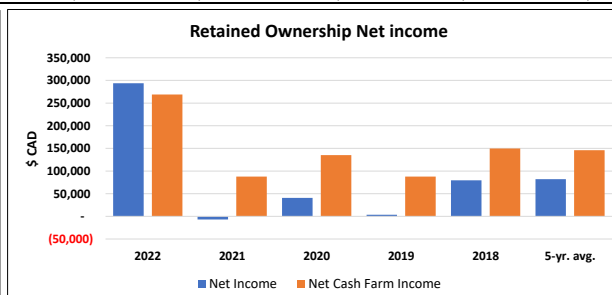
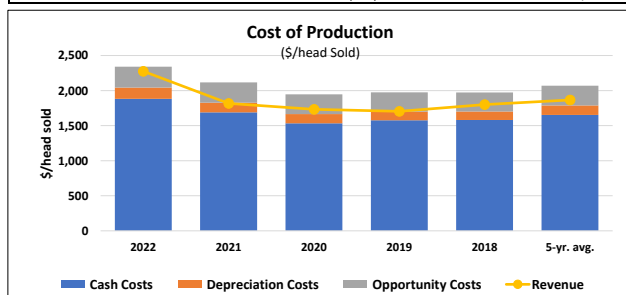
TOTAL COSTS						
Cash Costs	1,882.86	1,688.80	1,534.55	1,576.04	1,581.40	1,652.73
Depreciation Costs	159.20	138.30	130.53	124.32	120.44	134.56
Opportunity Costs	299.55	290.61	281.38	273.75	270.32	283.12
Total Production Costs (excludes own capital)	2,341.60	2,117.71	1,946.47	1,974.11	1,972.16	2,070.41

Profits	2022	2021	2020	2019	2018	5-yr. avg.
Short-term profit (cash costs)	393.05	128.37	197.56	127.96	218.71	213.13
Medium-term profit (cash + depreciation)	233.86	(9.94)	67.03	3.64	98.27	78.57
Long-term profit (cash + depreciation + opportunity)	(65.69)	(300.55)	(214.35)	(270.11)	(172.06)	(204.55)

Net Income (\$/head sold)	2022	2021	2020	2019	2018	5-yr. avg.
Net Income	429.12	(10.23)	59.44	5.33	116.35	120.00
Net Cash Farm Income	392.90	128.05	197.56	127.96	218.71	213.03

Labour						
Paid Labour	hours per year	2,719	2,614	2,556	2,513	2,571
Unpaid Labour	hours per year	1,526	1,467	1,435	1,410	1,443
Return to labour input	\$/hour	16.4	(25)	(12)	(23)	(6)
Average wages (paid and calculated)	\$/hour	27	26	25	24	23

Net Income (annual total)	2022	2021	2020	2019	2018	5-yr. avg.
Net Income	\$ per year	293,918	(7,004)	40,712	3,653	79,690
Net Cash Farm Income	\$ per year	269,108	87,704	135,317	87,642	149,798



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



RETAINED OWNERSHIP	\$/lb LW Sold	\$/hd sold	\$/lb gain
REVENUE	2021	2021	2021
Market Returns from Retained Ownership	2.22	2,275.92	4.22
Other Returns (Government payments, by-products)	-	-	-
Total	2.22	2,275.92	4.22
Costs (\$/lb LW Sold)	2021	2021	2021
VARIABLE COSTS			
Animal purchases	1.28	1,313.39	2.44
Feed (purchase feed, fertiliser, seed, pesticides)	0.12	127.33	0.24
Machinery (maintenance, depreciation, contractor)	0.23	240.80	0.45
Fuel, energy, lubricants, water	0.09	92.14	0.17
Vet & medicine	0.01	6.70	0.01
Other inputs	0.06	64.98	0.12
Labour			
Paid Labour	0.10	105.59	0.20
Unpaid Labour	0.06	61.53	0.11
Total Variable Costs	1.96	2,012.47	3.73
CAPITAL COSTS			
Insurance, taxes	0.03	30.47	0.06
Buildings (maintenance, depreciation)	0.02	25.08	0.05
Land Cost			
Rented Land	0.03	31.00	0.06
Owned Land	0.16	161.01	0.30
Capital Costs			
Liabilities	0.00	4.57	0.01
Own capital	0.08	77.00	0.14
Total Capital Costs	0.32	329.14	0.61
TOTAL COSTS			
Cash Costs	1.84	1,882.86	3.49
Depreciation Costs	0.16	159.20	0.30
Opportunity Costs	0.29	299.55	0.56
Total Production Costs (excludes own capital)	2.28	2,341.60	4.34
Profits	2021	2021	2021
Margin over operating costs	0.12	0.57	0.00
Short-term profit (cash costs)	0.38	393.05	0.73
Medium-term profit (cash + depreciation)	0.23	233.86	0.43
Long-term profit (cash + depreciation + opportunity)	(0.06)	(65.69)	(0.12)
Net Income	2021	2021	2021
Net Income	0.42	429.12	0.80
Net Cash Farm Income	0.38	392.90	0.73

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