



Farm Characteristics	CA-SKAB-1
Farm Description	A year-round grazing cow-calf operation with 448 cow, utilizing purchased feed to supplement on pasture.
Winter Feeding Ration (lbs/cow/day as fed)	60 days supplemented on pasture with hay (28 lb)
Retained Ownership/Replacement Ration (lb/head/day as fed)	Replacements: 180 days supplemented on pasture with hay (14 lb) and grain (2 lb)
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)	200-250
Ecoregion	Western Canada
Stocking Rate (Animal Unit days per acre)	26
Fertilize Hay (yes/no)	No
Fertilize Pasture (yes/no)	No
Typical Hay Yield (tonnes/acre)	N/A
Grassland Acres (owned+rented)	7,900
Crop Acres (includes hay) (owned+rented)	0
Bush and other acres	0

Physical Performance Indicators	
Breed	Angus
Cow:Bull Ratio	26:1
Bull Culling Rate (%)	12%
Mature Cow Weight (lb)	1,250
Heifer Retention for a steady herd (%)	13%
Cow Death Loss (%)	0.5%
Cow Culling Rate (%)	12.5%
Calves alive after 24hr/100 Cows exposed	91
Calf Death Loss (%) 24 hr to weaning	1%
Calves weaned per 100 cows exposed	91
Total Liveweight Sold per Cow (lb)	567
Weaning Weight (lb)	515
205 day adjusted Weaning Weight (lb)	564
Average Daily Gain pre-weaning (lb)	2.34
Weaning Weight as % of Cow Weight	41%

Production System	
Herd size	448
Days on field feeding (e.g. swath grazing)	0
Days supplemented on pasture	0
Days on full winter feed	60
Calving Start date	April 15
Weaning date	October 28
Sale date	October 28
Retained ownership	Replacements
% of feed purchased	100.0%
% of land in crops	0%
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

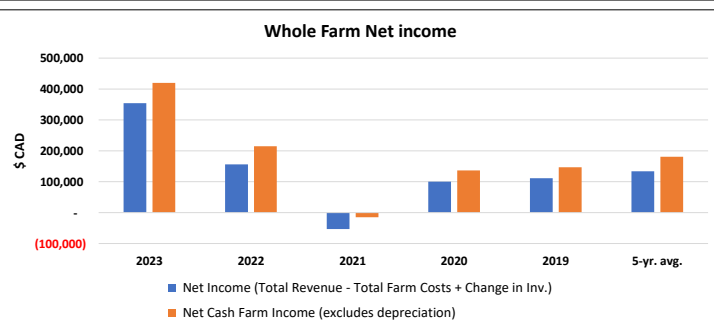
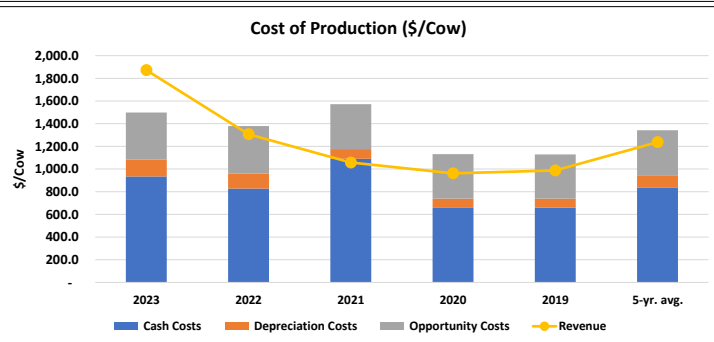
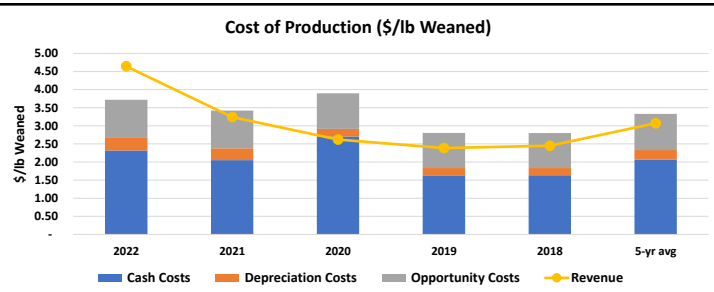
Footnotes:

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	Mature						
Herd Size	448			Beef Animals Sold from Retained Ownership		N/A	
Paid Labour (livestock only) (hours)	1,820						
Unpaid Labour (livestock only) (hours)	2,594						
Average wages - paid and unpaid (\$/hr)	24.63						
Revenue		2023	2022	2021	2020	2019	5-yr. avg.
Market Revenue	5-yr avg	799,755	540,645	428,873	430,925	442,325	528,505
Cow-Calf	95%	799,755	540,645	428,873	430,925	442,325	528,505
Cash Crops	0%	-	-	-	-	-	-
Retained Ownership	0%	-	-	-	-	-	-
Government Payments	5%	38,976	44,800	44,800	-	-	25,715
Other Farm Revenue †	0%	416	32	-	191	357	199
Total Revenue	100%	839,146	585,477	473,673	431,116	442,682	554,419
Change in Inventory		-	-	-	-	-	-
Expenses		2023	2022	2021	2020	2019	5-yr. avg.
Depreciation		66,159	58,636	38,111	36,761	35,737	47,081
Machinery		51,687	44,935	25,299	24,428	23,613	33,993
Buildings		14,473	13,701	12,811	12,333	12,123	13,088
Quota econ. Accounting		-	-	-	-	-	-
Overhead costs		110,288	107,245	92,594	83,734	85,953	95,963
Land improvement		7,660	7,493	7,160	6,754	6,927	7,199
Machinery Maintenance		11,387	11,431	11,387	10,459	10,874	11,108
Buildings Maintenance		8,375	8,004	7,349	7,115	7,202	7,609
Contract labour		-	-	-	-	-	-
Diesel, Gasoline, Natural Gas		12,007	15,187	10,298	7,167	10,126	10,957
Electricity		22,688	15,692	9,518	7,002	6,852	12,350
Water		-	-	-	-	-	-
Farm insurance		16,081	16,610	15,770	15,213	14,759	15,687
Disability and accident insurance		-	-	-	-	-	-
Farm taxes and duties		23,293	24,060	22,842	22,035	21,377	22,722
Advisor costs		-	-	-	-	-	-
Accountant & legal fees		4,303	4,445	4,220	4,071	3,949	4,198
Phone & utilities		2,563	2,467	2,310	2,235	2,219	2,359
Other overhead costs		1,929	1,856	1,738	1,682	1,670	1,775
Wages, rent and interest payments		88,655	92,302	91,875	85,629	82,782	88,248
Paid Labour		48,249	49,836	47,315	45,643	44,281	47,065
Total land rents		23,083	23,083	23,083	23,083	23,083	23,083
Total Interest on debt		17,322	19,382	21,477	16,903	15,418	18,101
Cow-Calf		219,907	171,233	304,147	124,998	126,751	189,407
Animal purchases		11,420	11,420	11,420	11,420	11,420	11,420
Purchased feed		182,765	133,530	268,297	90,273	92,238	153,421
Other fixed and var. costs *		25,723	26,283	24,430	23,304	23,093	24,567
Retained Ownership		-	-	-	-	-	-
Animal purchases		-	-	-	-	-	-
Purchased feed		-	-	-	-	-	-
Other fixed and var. costs *		-	-	-	-	-	-
Crop and forage		-	-	-	-	-	-
Seed		-	-	-	-	-	-
Fertilizer		-	-	-	-	-	-
Herbicide		-	-	-	-	-	-
Fungicide & Insecticide		-	-	-	-	-	-
Irrigation		-	-	-	-	-	-
Contract labour		-	-	-	-	-	-
Fuel costs (crop & forage)		-	-	-	-	-	-
Other crop and forage		-	-	-	-	-	-
Total Farm Costs (excludes unpaid labour)		485,009	429,415	526,726	331,121	331,223	420,699
Cash Costs (Total Farm Costs - Depreciation)		418,850	370,779	488,616	294,360	295,486	373,618
Depreciation & Opportunity Costs (including unpaid labour)		130,047	122,524	101,999	100,649	99,625	110,969
Total Economic Costs (cash, depr, opportunity)		548,897	493,303	590,614	395,009	395,111	484,587
Profits		2023	2022	2021	2020	2019	5-yr. avg.
Net Income (Total Revenue - Total Farm Costs + Change in Inv.)		354,137	156,062	(53,053)	99,995	111,459	133,720
Net Cash Farm Income (excludes depreciation)		419,881	214,666	(14,943)	136,564	146,839	180,602

† 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*	448	448	448	448	448	448
Average male and female calf price (\$/head)	1,971	1,298	1,042	1,037	1,072	1,284
REVENUE						
Cow Calf	1,872	1,307	1,057	962	987	1,237
Cull animals and slaughter receipts	235	180	133	143	142	166
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	1,550	1,027	824	819	846	1,013
Government payments	87.0	100.0	100.0	-	-	57.4
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	1,872	1,307	1,057	962	987	1,237
VARIABLE COSTS						
Animal purchases	25.5	25.5	25.5	25.5	25.5	25
Feed (purchase feed, fertiliser, seed, pesticides)	425.1	314.8	614.9	216.6	221.3	359
Machinery (maintenance, depreciation, contractor)	140.8	125.8	81.9	77.9	77.0	101
Fuel, energy, lubricants, water	77.4	68.9	44.2	31.6	37.9	52
Vet & medicine	18.4	19.0	18.0	17.4	16.9	18
Other inputs cow calf enterprise	45.2	45.3	41.7	39.7	39.8	42
Labour						
Paid Labour	107.7	111.2	105.6	101.9	98.8	105
Unpaid Labour	131.7	136.0	129.1	124.5	120.8	128
Total Variable Costs	971.7	846.6	1,061.0	635.1	638.1	830
CAPITAL COSTS						
Insurance, taxes	101.4	104.7	99.4	95.9	93.0	99
Buildings (maintenance, depreciation)	51.0	48.4	45.0	43.4	43.1	46
Land Cost	-	-	-	-	-	-
Rented Land	51.5	51.5	51.5	51.5	51.5	52
Own Land	245.9	245.9	245.9	245.9	245.9	246
Capital Costs	-	-	-	-	-	-
Liabilities	38.6	43.3	47.9	37.7	34.4	40
Own capital	38.5	39.0	21.4	21.7	23.2	29
Total Capital Costs	526.9	532.9	511.2	496.1	491.1	512
COSTS						
Cash Costs	934.9	827.6	1,090.7	657.0	659.5	834
Depreciation Costs	147.7	130.9	85.1	82.1	79.8	105
Opportunity Costs	416.0	420.9	396.4	392.1	389.9	403
Total Production Costs	1,498.6	1,379.4	1,572.1	1,131.2	1,129.2	1,342
Profits						
	2023	2022	2021	2020	2019	5-yr. avg.
Short-term profit (cash costs)	937.3	479.2	(33.4)	304.8	327.8	403
Medium-term profit (cash + depreciation)	789.6	348.3	(118.4)	222.8	248.0	298
Long-term profit (cash + depreciation + opportunity)	373.6	(72.6)	(514.8)	(169.3)	(141.9)	(105)

*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\$.

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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)	2023	2022	2021	2020	2019	5 yr. avg.
Pounds Weaned	180,599	180,599	180,599	180,599	180,599	180,599
Average male and female weaning weight (lbs)	515	515	515	515	515	
Average male and female calf price at weaning (\$/lb)	3.83	2.52	2.02	2.01	2.08	2.50
REVENUE						
Cow Calf Operation	4.64	3.24	2.62	2.39	2.45	3.07
Cull animals and slaughter receipts	0.58	0.45	0.33	0.35	0.35	0.41
Breeding livestock receipts	-	-	-	-	-	-
Calf Sales and transfer to retained ownership enterprise	3.85	2.55	2.04	2.03	2.10	2.51
Government payments	0.22	0.25	0.25	-	-	0.14
Other returns	-	-	-	-	-	-
Total Cow-Calf Revenue	4.64	3.24	2.62	2.39	2.45	3.07
VARIABLE COSTS						
Animal purchases	0.06	0.06	0.06	0.06	0.06	0.06
Feed (purchase feed, fertiliser, seed, pesticides)	1.05	0.78	1.53	0.54	0.55	0.89
Machinery (maintenance, depreciation, contractor)	0.35	0.31	0.20	0.19	0.19	0.25
Fuel, energy, lubricants, water	0.19	0.17	0.11	0.08	0.09	0.13
Vet & medicine	0.05	0.05	0.04	0.04	0.04	0.04
Other inputs cow calf enterprise	0.11	0.11	0.10	0.10	0.10	0.11
Labour						
Paid Labour	0.27	0.28	0.26	0.25	0.25	0.26
Unpaid Labour	0.33	0.34	0.32	0.31	0.30	0.32
Total Variable Costs	2.4	2.1	2.6	1.6	1.6	2.1
CAPITAL COSTS						
Insurance, taxes	0.25	0.26	0.25	0.24	0.23	0.25
Buildings (maintenance, depreciation)	0.13	0.12	0.11	0.11	0.11	0.11
Land Cost						
Rented Land	0.13	0.13	0.13	0.13	0.13	0.13
Owned Land	0.61	0.61	0.61	0.61	0.61	0.61
Capital Costs						
Liabilities	0.10	0.11	0.12	0.09	0.09	0.10
Own capital	0.10	0.10	0.05	0.05	0.06	0.07
Total Capital Costs	1.3	1.3	1.3	1.2	1.2	1.3
COSTS						
Cash Costs	2.32	2.05	2.71	1.63	1.64	2.07
Depreciation Costs	0.37	0.32	0.21	0.20	0.20	0.26
Opportunity Costs	1.03	1.04	0.98	0.97	0.97	1.00
Total Production Costs	3.72	3.42	3.90	2.81	2.80	3.33
Profits	2023	2022	2021	2020	2019	5-yr. avg.
Short-term profit (cash costs)	2.32	1.19	(0.08)	0.76	0.81	1.00
Medium-term profit (cash + depreciation)	1.96	0.86	(0.29)	0.55	0.62	0.74
Long-term profit (cash + depreciation + opportunity)	0.93	(0.18)	(1.28)	(0.42)	(0.35)	(0.26)

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