
Economics of Cow/Calf Industry in Manitoba



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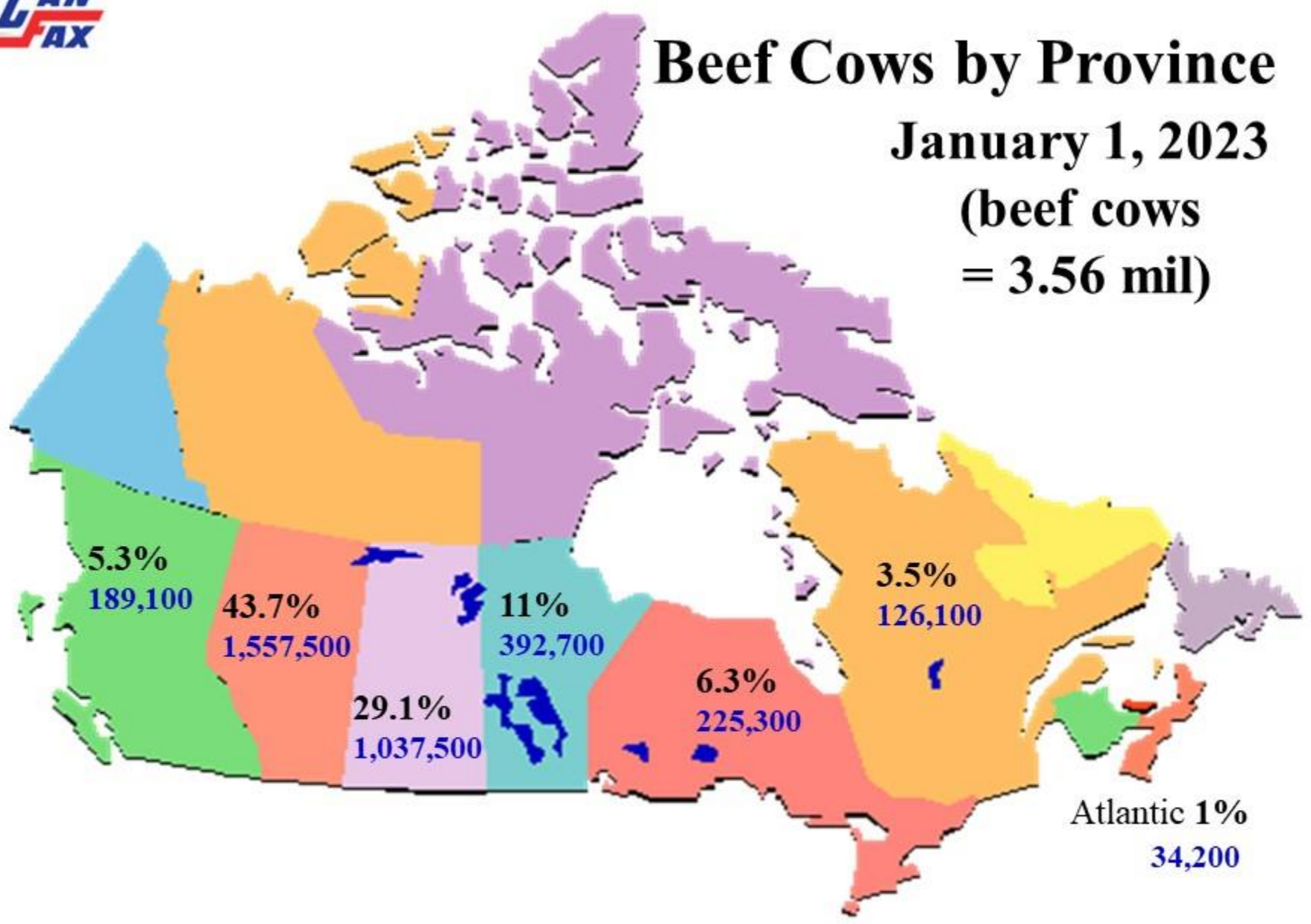




Beef Cows by Province

January 1, 2023

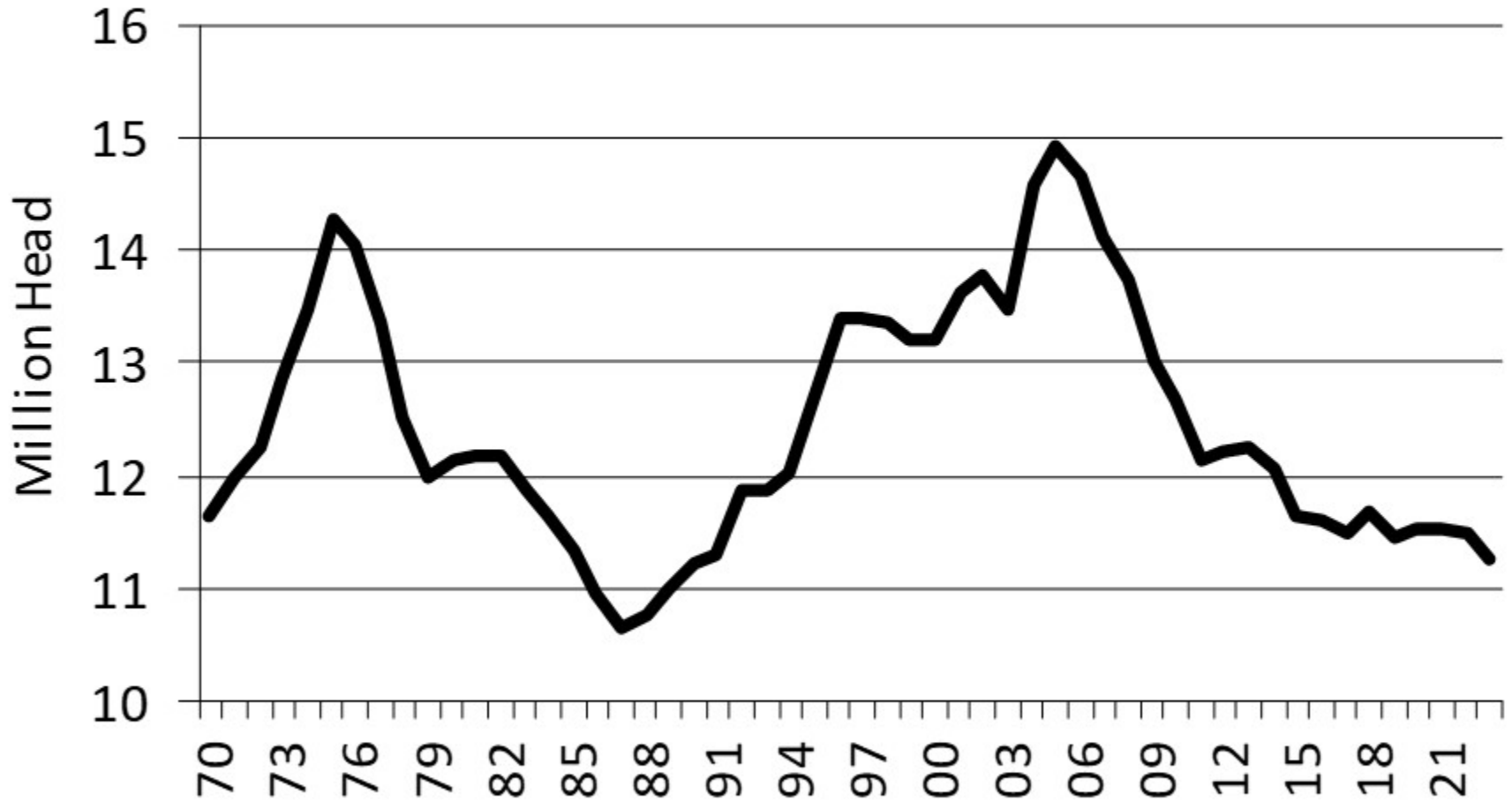
(beef cows = 3.56 mil)



Source: Statistics Canada



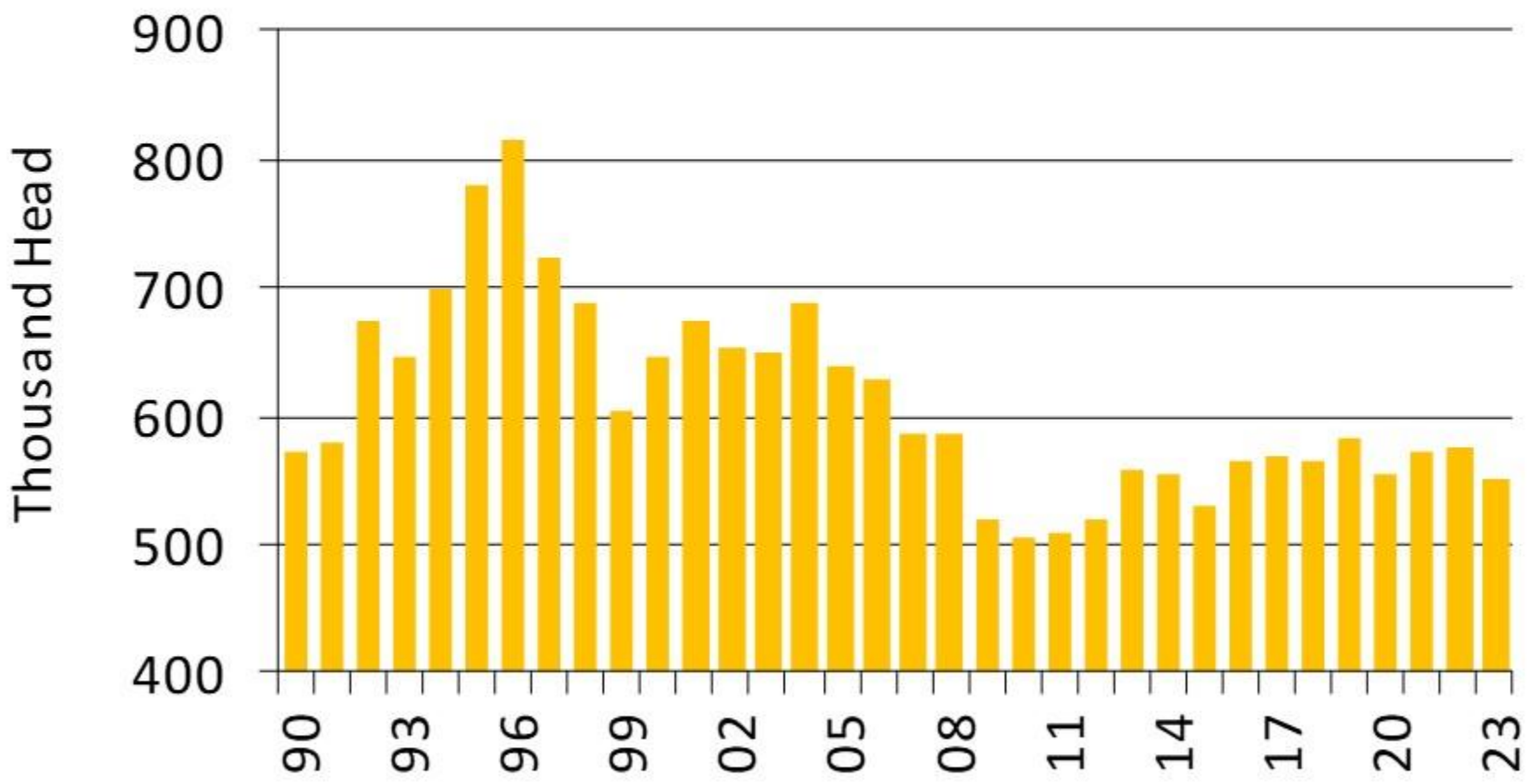
Canadian Total Cattle & Calves January 1



Source: Statistics Canada



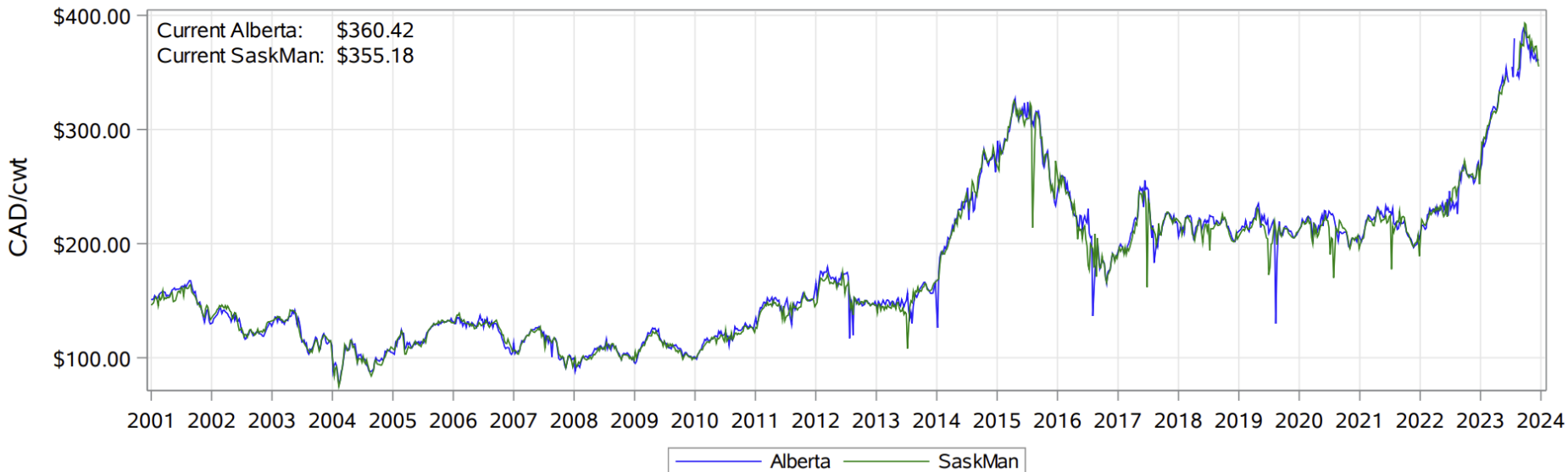
Canadian Beef Heifers (Breeding) January 1



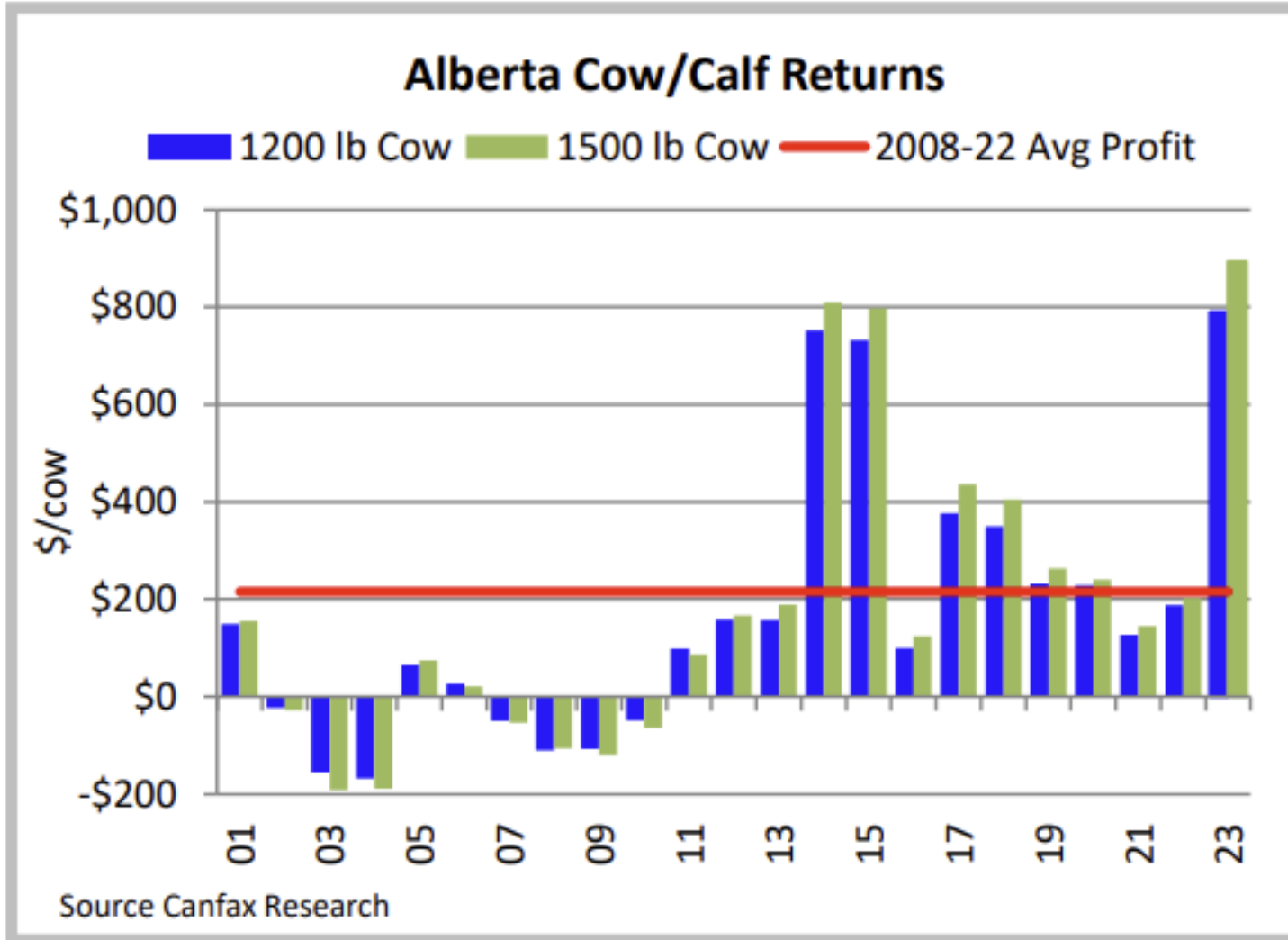
Source: Statistics Canada

Livestock Price Insurance Settlement Index

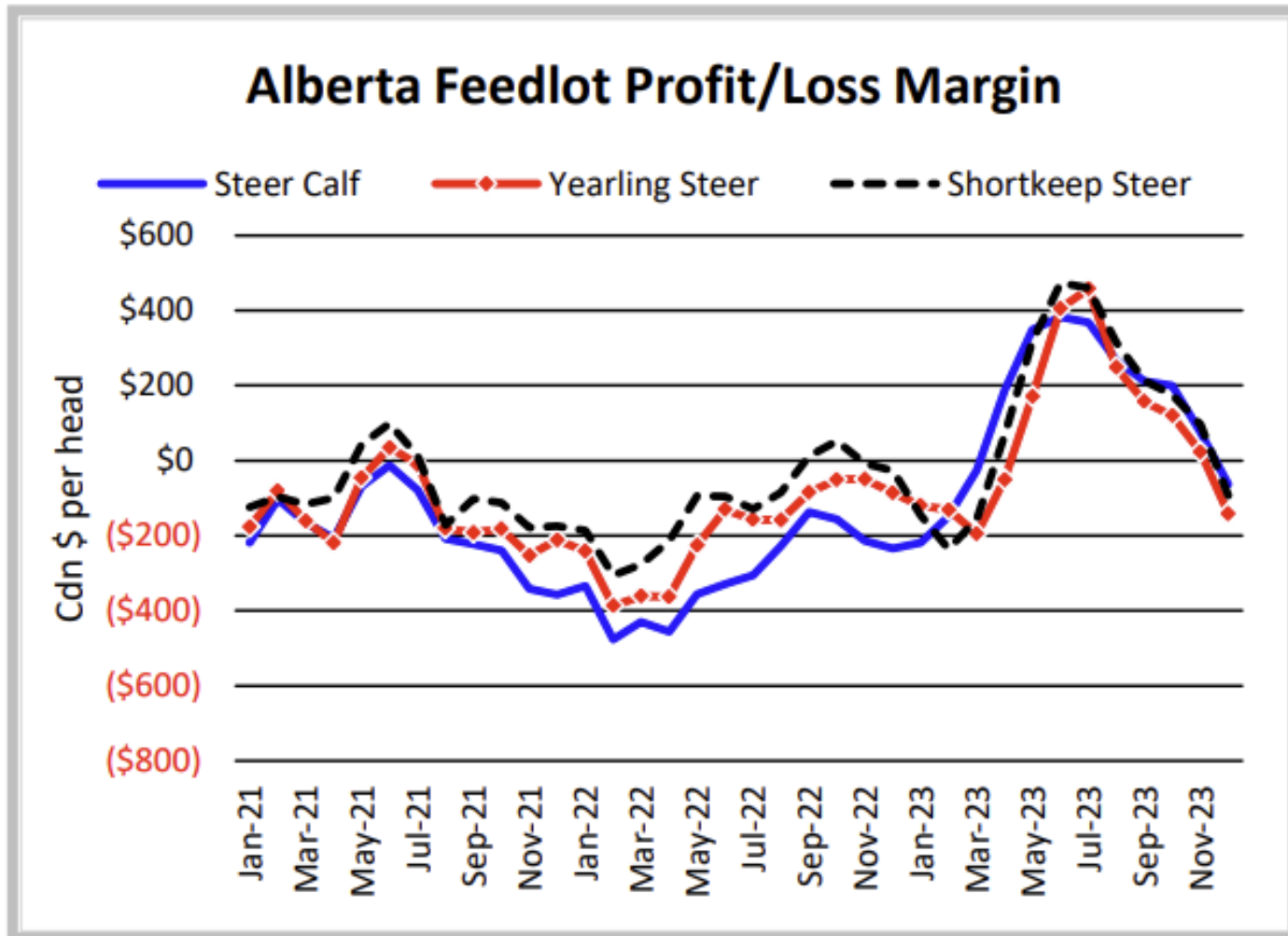
Calf Settlement Index (Week of Dec 18)



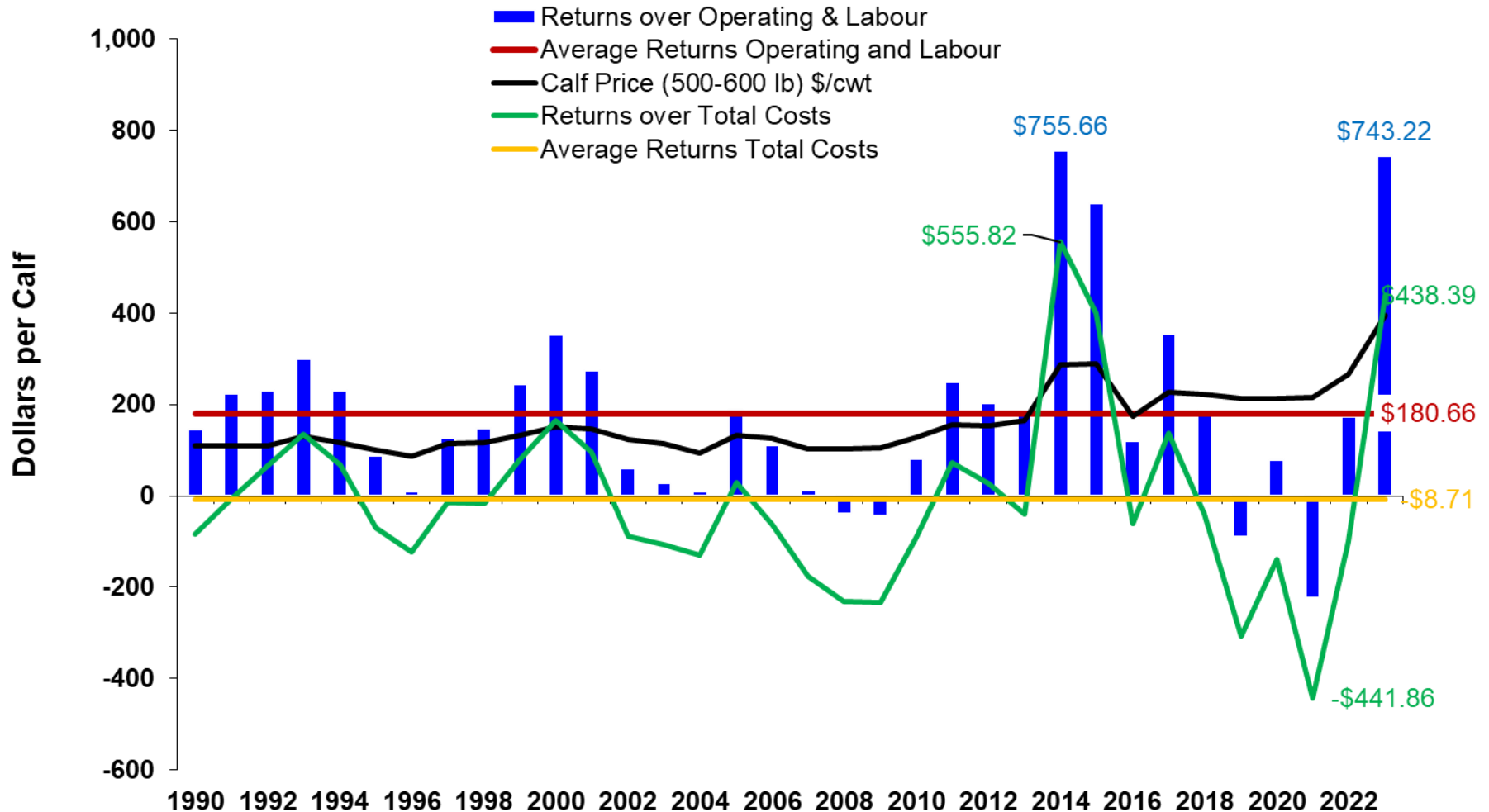
Cow/Calf Returns



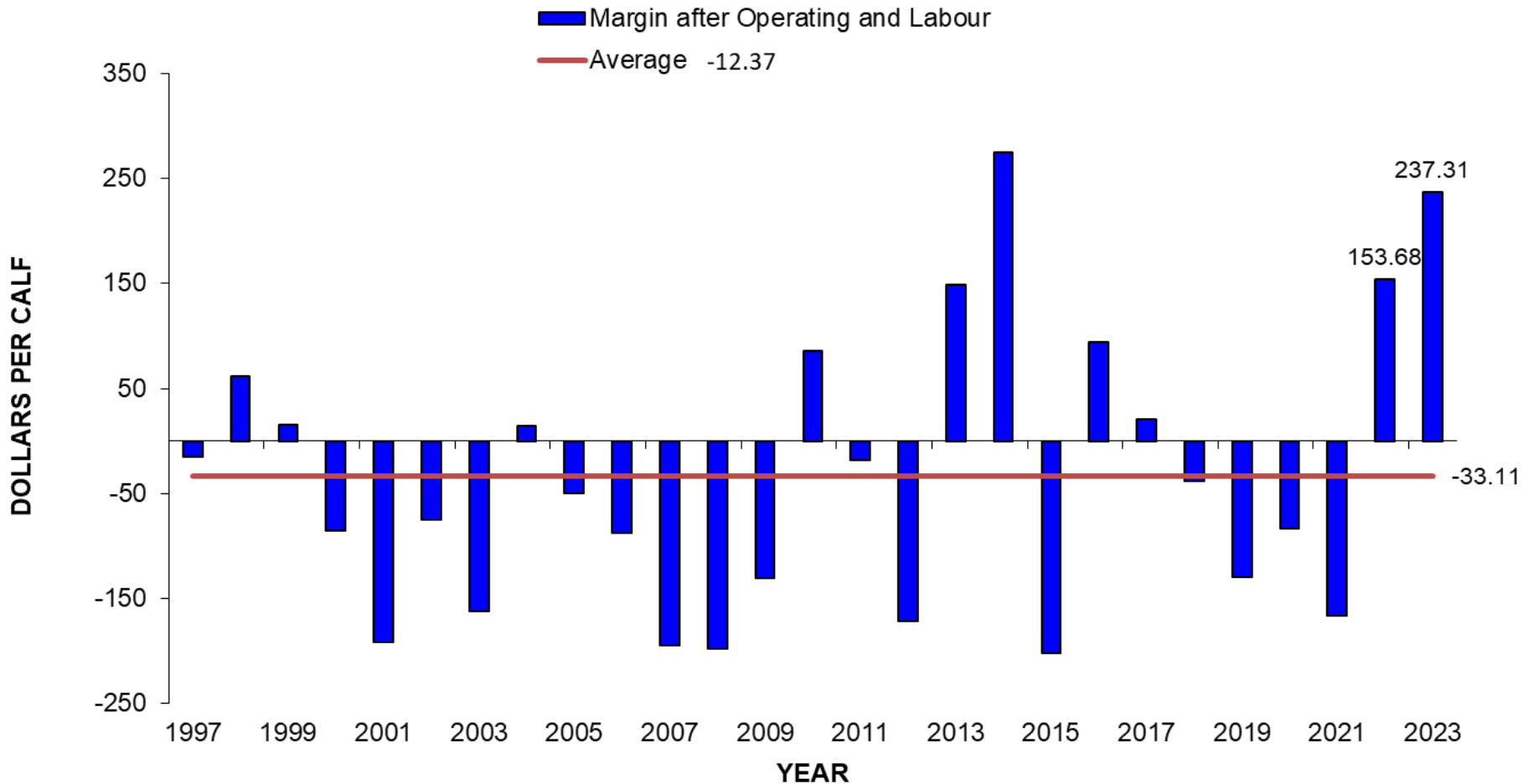
Feedlot Profit/Loss



Manitoba Cow-Calf Estimated Returns Covering Operating & Labour, 1990-2023



MANITOBA BEEF CATTLE BACKGROUNDING 500-900lb STEERS, ESTIMATED RETURNS, 1997-2023



2024 Cost of Production

Beef Cow-Calf

300 Cow Herd - Corn Silage Ration



Cow-Calf Production Costs - September, 2023 Based on a 300 Cow Herd

A. Operating Costs	<u>Cost/Cow</u>	<u>Total Cost</u>	<u>Your Cost</u>
1. Feed Costs			
Grain and Concentrates	\$95.72	\$28,717	_____
Forages	\$311.02	\$93,305	_____
Salt & Minerals	\$42.09	\$12,627	_____
Extended Grazing Forages	<u>\$41.65</u>	<u>\$12,496</u>	_____
Total Feed Cost	\$490.49	\$147,145	_____

Winter Feed Ration Economics

Pre Calving - Cows														
	Ration Number			#1	#2	#3	#4	#5	#6	#7	#8	#9	Total lbs /cow	Total Cost /cow ²
	Days on Feed			0	0	135	0	0	0	0	0	0		
Feed Type	\$/unit	lbs/Unit	\$/lb	Ration - Feed Per Day (lbs based on 1400 lb cow)										
Alfalfa Hay	\$160.00	2,000	0.080	0	0	0	0	0	0	0	0	0	0	\$0.00
Alfalfa Grass Hay	\$120.00	2,000	0.060	35	0	0	0	16	0	10	0	0	0	\$0.00
Grass Hay	\$80.00	2,000	0.040	0	0	0	0	0	0	0	0	0	0	\$0.00
Barley Straw	\$70.00	2,000	0.035	0	17	19	23	0	23	15	23	0	2,473	\$86.57
Barley Greenfeed	\$120.00	2,000	0.060	0	0	0	0	19	0	0	0	0	0	\$0.00
Corn Silage	\$45.00	2,000	0.023	0	0	47	0	0	0	32	0	0	6,118	\$137.66
Barley Silage	\$55.00	2,000	0.028	0	48	0	0	0	0	0	0	0	0	\$0.00
Barley Grain	\$6.00	48	0.125	0	0	0	11	0	10	0	0	0	0	\$0.00
32% Feedlot Suppl.	\$550	2,205	0.249	0	0.5	0.5	1	0	0	0	0	0	65	\$16.24
32% Liquid Suppl.	\$475	2,205	0.215	0	0	0	0	0	2.9	0	0	0	0	\$0.00
20% Grain Pellets	\$350	2,205	0.159	0	0	0	0	0	0	0	14	0	0	\$0.00
1:1 Mineral	\$50.00	55	0.909	0.12	0	0.00	0	0	0	0	0	0	0	\$0.00
2:1 Mineral	\$50.00	55	0.909	0	0.06	0.06	0.06	0.12	0.2	0.2	0.06	0	8	\$7.10
Limestone	\$20.00	55	0.364	0	0	0.00	0	0	0.2	0	0.2	0	0	\$0.00
Blue Salt	\$10.00	55	0.182	0.07	0.07	0.07	0.07	0.07	0.07	0.07	0.07	0	9	\$1.66
			\$/head/day	\$2.22	\$2.11	\$1.91	\$2.50	\$2.22	\$2.95	\$2.04	\$3.17	\$0.00		\$249.23

Extended Grazing Options - Costs					
	<u>Corn</u> <u>Grazing</u>	<u>Stockpiled</u> <u>Forage</u>	<u>Swath</u> <u>Grazing</u>	<u>Crop</u> <u>Residue</u>	
Standing Forage Cost (\$/lb)	n/a	\$0.025	n/a	\$0.015	
Input Costs (\$/acre)					
Seed	\$96.00		\$32.00		
Fertilizer (incl. applic.)	\$209.00		\$114.00		
Herbicide	\$16.00		\$16.00		
Custom tillage	\$12.00		\$12.00		
Custom seeding	\$25.00		\$25.00		
Custom spraying	\$9.00		\$9.00		
Miscellaneous	\$7.75		\$7.75		
Land taxes	\$10.00		\$10.00		
Land Costs	\$71.26		\$71.26		
<u>Labour</u>	\$20.25		\$20.25		
Subtotal	\$476.26	\$50.00	\$317.26	\$7.50	
Fencing Costs					
Estimated miles of fence required	0.350	2.950	0.588	11.550	
Fence Investment Cost/acre	\$1.31	\$1.31	\$1.31	\$1.31	
Fence Depreciation Cost/acre	\$1.64	\$1.64	\$1.64	\$1.64	
Total cost per acre	\$479.21	\$52.95	\$320.21	\$10.45	
Extended Grazing Options - Yields & Cost Comparison					
Grazing Yield (wet tons/acre)	15.00	1.00	7.50	0.25	
% moisture	50	10	40	8	
Yield (tons dry matter/acre)	7.5	0.9	4.5	0.23	
Total # cow grazing days/acre	370.4	44.4	222.2	11.4	
Acres Req'd for Option	28	236	47	924	
Total Extended Grazing Cost	\$13,417.90	\$12,496.41	\$15,049.91	\$9,656.61	
Cost per cow	\$44.73	\$41.65	\$50.17	\$32.19	
Cost/cow/day (based on 35 days)	\$1.28	\$1.19	\$1.43	\$0.92	

Corn Grazing Vs Silage Pile Feeding

	<u>Corn Grazing</u>	<u>Corn Pile Grazing</u>
Input Costs (\$/acre)		
Seed	\$96.00	\$96.00
Fertilizer (incl. applic.)	\$209.00	\$209.00
Herbicide	\$16.00	\$16.00
Custom tillage	\$12.00	\$12.00
Custom seeding	\$25.00	\$25.00
Custom spraying X 2	\$18.00	\$18.00
Miscellaneous	\$7.75	\$7.75
Land taxes	\$10.00	\$10.00
Land Costs	\$71.26	\$71.26
Plastic	\$0.00	\$15.00
Custom Harveset	\$0.00	\$120.00
Straw	\$0.00	\$0.00
Subtotal	\$465.01	\$600.01
Fencing Costs		
Estimated miles of fence required	1.350	0.100
Fence Investment Cost/acre	\$1.07	\$0.54
Fence Depreciation Cost/acre	\$1.64	\$0.82
Total cost per acre	\$467.72	\$601.37
Grazing Yield (wet tons/acre)	15.00	15.00
% moisture	50	50
Yield (tons dry matter/acre)	7.5	7.5
Total # cow grazing days/acre	370.4	750.0
Acres Req'd for Option	145.8	72
Straw for feeding		\$8,500.00
Total Extended Grazing Cost	\$68,193.58	\$51,798.28
Labour	\$1,560.00	\$780.00
Cost per cow	\$232.51	\$175.26
Cost per cow per hd per day	\$1.29	\$0.97



2. Other Operating Costs

Straw	\$70.00
Veterinary Medicine & Supplies	\$21.90
Breeding Costs	\$53.51
Fuel, Maintenance & Repairs	\$42.39
Utilities	\$9.48
Marketing & Transportation	\$37.76
Death Loss	\$21.88
Manure Removal	\$10.84
Insurance	\$12.51
Herd Replacement	\$85.80
Pasture Rental	\$0.00
Pasture Operating	\$27.44
Labour - Hired	\$52.00
Miscellaneous	<u>\$3.33</u>
Subtotal Operating Costs	\$945.83
Operating Interest	<u>\$36.65</u>
Total Operating Costs	\$982.48

B. Fixed Costs

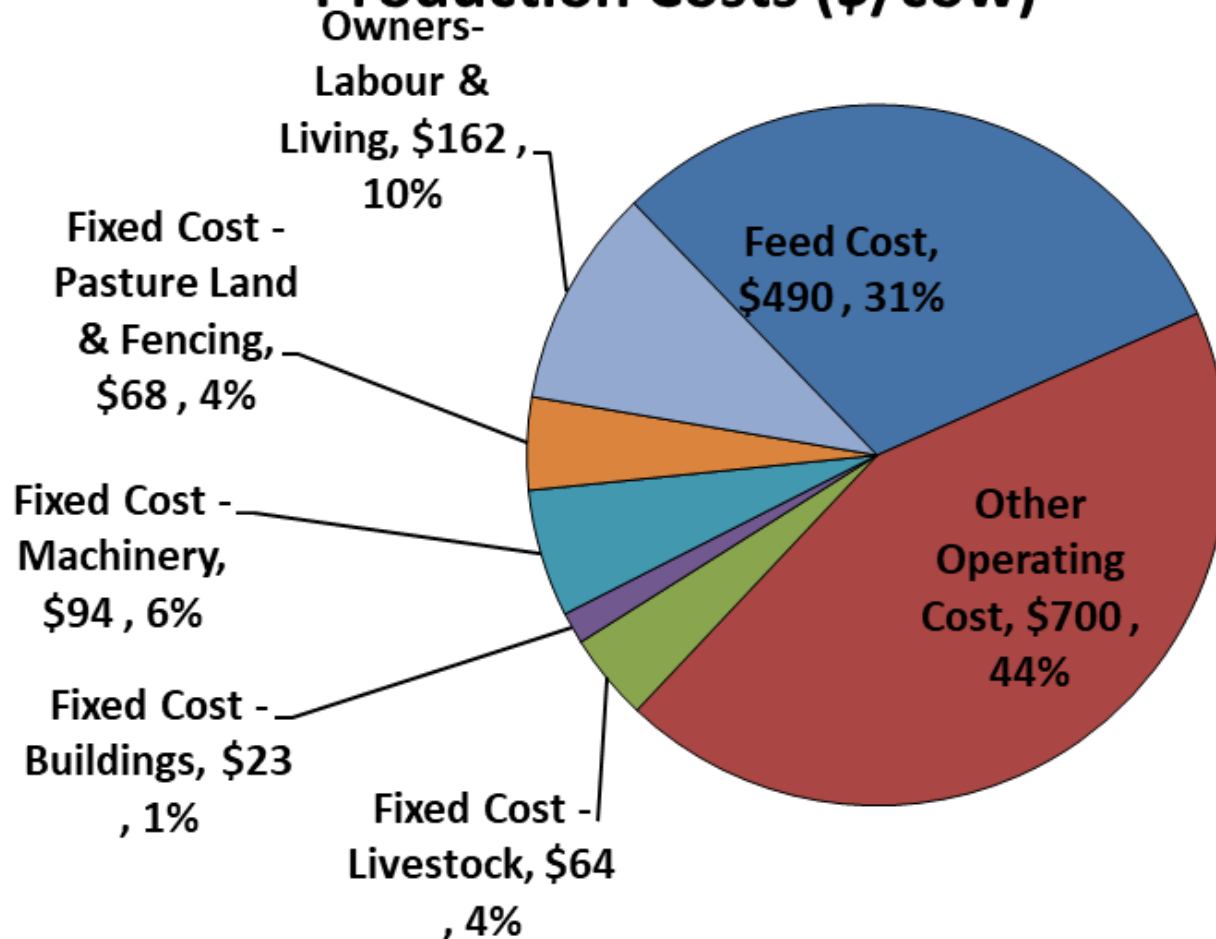
Livestock	\$64.47
Buildings	\$23.49
Machinery & Equipment	\$94.31
Pasture Land & Fencing	<u>\$68.47</u>

Total Fixed Costs **\$250.75**

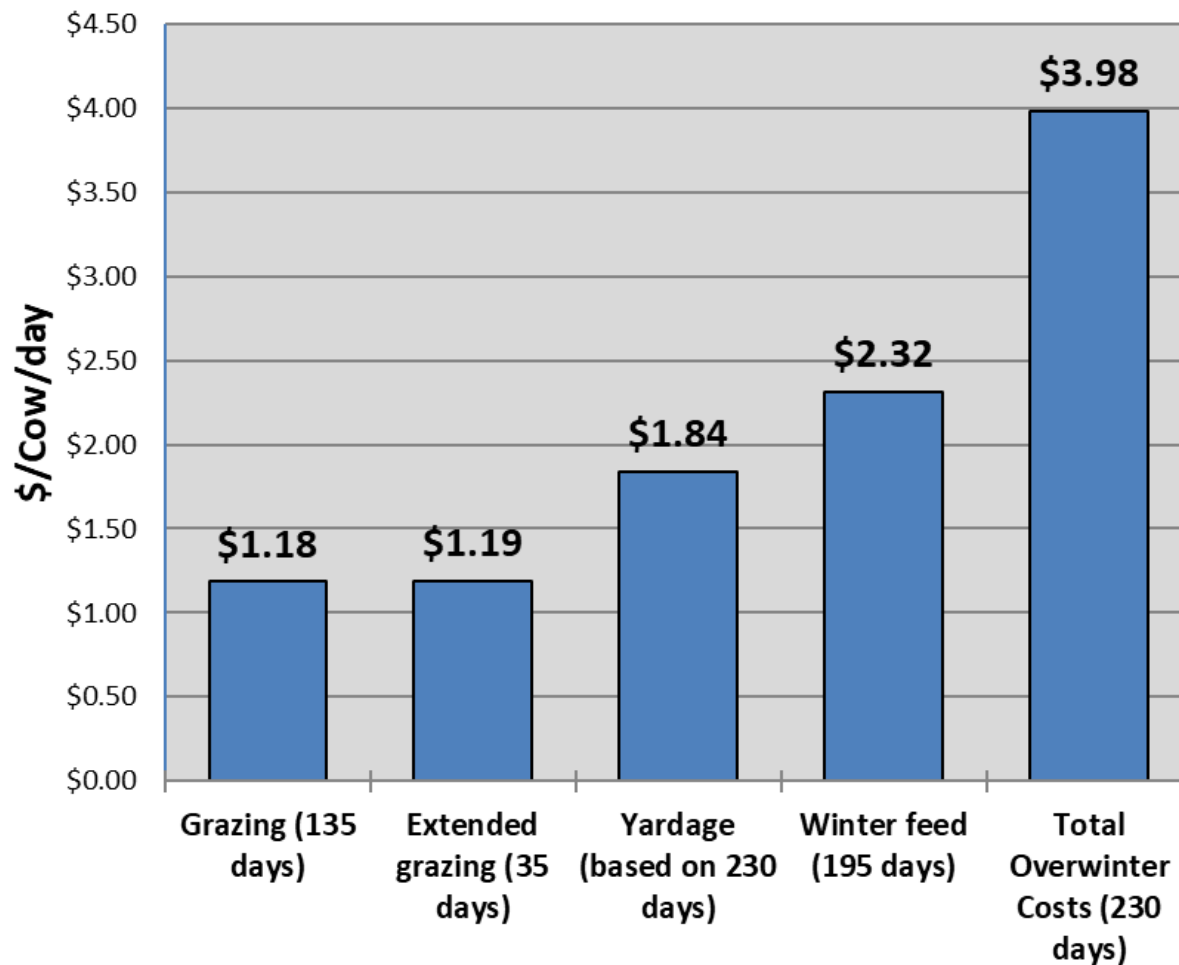
C. Owners - Labour & Living **\$162.00**

Total Cost of Production **\$1,602.86**

300 Head Beef Cow Calf - Total Production Costs (\$/cow)



300 Head Beef Cow Calf - Cost Summary (\$/cow/day)



Marginal Returns per Acre

Profitability and Breakeven Analysis

Estimated Farmgate	<u>Per Cow</u>	<u>Total</u>	<u>Per Acre</u>
Price (\$ per cwt)	\$356.09		
Calf weight (lbs)	575		
Gross Revenue / cow	\$1,945.14	\$583,542	\$406
Operating Expense Ratio	61.2%		
Marginal Returns			
Over Feed Costs	\$1,455	\$436,397	\$304
Over Operating Costs	\$755	\$226,509	\$158
Over Operating & Fixed Costs	\$504	\$151,285	\$105
Over Total Costs (Net Profit)	\$342	\$102,685	\$72
Breakeven (Lb. weaned calf)			
	<u>Price</u>		
	<u>(\$/cwt)</u>		
Over Feed & Operating Costs	\$218		
Over Feed, Operating & Fixed Costs	\$264		
Over Total Costs	\$293		

Cost Summary Per Cow Per Day

Summer grazing (based on 135 days)	\$1.183
Extended grazing (based on 35 days)	\$1.190
Winter feed (based on 195 days)	\$2.316
Yardage (based on 230 days)	\$1.837
Total Overwinter Costs (based on 230 days)	\$3.981

Note: This budget is only a guide and is not intended to be an in-depth study of the cost of production of this industry. Interpretation and utilization of this information is the responsibility of the user. No liability for decisions based on this publication is assumed.

5% Rule to Increase Profitability

Risk & Sensitivity Analysis (Stress Test)

	<u>Percent Change</u>	<u>Per Head</u>	<u>Change from Baseline Value</u>	<u>Change in Profit/Cow</u>	<u>Change in Total Profit</u>
Operating Costs	(5.0%)	\$1,141	(\$60)	\$60	\$18,017
Sale Price (\$ per cwt)	5.0%	\$374	\$18	\$102	\$30,713
Calf Weaning Weight (lbs)	5.0%	604	29	\$102	\$30,713
Calf Crop %	1.0%	96	1	<u>\$20</u>	<u>\$6,143</u>
				\$285	\$85,585

Revenue per Cow with Different Weaning Rates

Table 1: Revenue per Cow as Weaning Rate Changes

Assuming 575 lb Calf Avg- 550 lb heifers and 600 lb steers

Gross revenue per calf @3.50/lb X 575 = \$2012.50

Weaning Rate	Revenue per Cow	
95%	\$	1,911.88
90%	\$	1,811.25
85%	\$	1,710.63
80%	\$	1,610.00
75%	\$	1,509.38

Pounds of Weaned Calf per Cow at Different Weaning Rates

Table 2: Pounds of Weaned Calf per Cow by Weaning Weight					
	Average Weaning Weight				
Weaning Rate	400 lbs	450 lbs	500 lbs	550 lbs	600 lbs
95%	380	427.5	475	522.5	570
90%	360	405	450	495	540
85%	340	382.5	425	467.5	510
80%	320	360	400	440	480
75%	300	337.5	375	412.5	450

Land Use Efficiency on Pasture

<u>Land Base</u>			Marginal Pasture	Improved Pasture
Number of cows pastured/season			300	300
Number of cows/quarter			32	64
Number of pasture acres/head			5.0	2.5
Total Acres Required			1500	750
<u>Pasture Land Value</u>				
	(\$/acre, excl. fence, water, facilities)		\$750	\$750
	Owned Land Equity	0%		
	Land Financed	100%		
	Land Opportunity Cost (Investment Rate)	0.00%		
<u>Land cost (\$/acre)</u>				
	Finance Rate & Term	7.000%	25 years	
	Principle & Interest Cost		\$64.36	\$64.36
	Owned Land Opportunity Cost		<u>\$0.00</u>	<u>\$0.00</u>
	Total Cost (\$/acre)		\$64.36	\$64.36
	Days on Pasture	135		
	Cost per Cow		\$321.79	\$160.89
	Cost per Day		\$2.38	\$1.19

Low Equity Scenario on Land Value

<u>Land Base</u>			Marginal Pasture	Improved Pasture
Number of cows pastured/season			300	300
Number of cows/quarter			32	64
Number of pasture acres/head			5.0	2.5
Total Acres Required			1500	750
<u>Pasture Land Value</u>				
	(\$/acre, excl. fence, water, facilities)		\$2,000	\$2,000
	Owned Land Equity	0%		
	Land Financed	100%		
	Land Opportunity Cost (Investment Rate)	0.00%		
<u>Land cost (\$/acre)</u>				
	Finance Rate & Term	7.000%	25 years	
	Principle & Interest Cost		\$171.62	\$171.62
	Owned Land Opportunity Cost		<u>\$0.00</u>	<u>\$0.00</u>
	Total Cost (\$/acre)		\$171.62	\$171.62
	Days on Pasture	135		
	Cost per Cow		\$858.11	\$429.05
	Cost per Day		\$6.36	\$3.18

High Equity Scenario on Land Value

<u>Land Base</u>			Marginal Pasture	Improved Pasture
Number of cows pastured/season			300	300
Number of cows/quarter			32	64
Number of pasture acres/head			5.0	2.5
Total Acres Required			1500	750
<u>Pasture Land Value</u>				
	(\$/acre, excl. fence, water, facilities)		\$2,000	\$2,000
	Owned Land Equity		85%	
	Land Financed		15%	
	Land Opportunity Cost (Investment Rate)		0.00%	
<u>Land cost (\$/acre)</u>				
	Finance Rate & Term	7.000%	25 years	
	Principle & Interest Cost		\$25.74	\$25.74
	Owned Land Opportunity Cost		\$0.00	\$0.00
	Total Cost (\$/acre)		\$25.74	\$25.74
	Days on Pasture	135		
	Cost per Cow		\$128.72	\$64.36
	Cost per Day		\$0.95	\$0.48

Land Use Efficiency with Corn Silage Acres

Land Use Efficiency and Feed Security Analysis:

			<u>Acres/cow</u>	<u>Total Acres</u>
Pasture (Marginal, Improved, Crown Land and Rented Pasture)		135 Days	4.34	1,302
Extended Grazing (Corn, Stockpiled, Swath and Crop Residue)		35 Days	0.79	236
Planned forage & feed waste amount	10%	1,500 pound bales		
Alfalfa Hay	0 Total Tons @	3.50 tons/acre (4.7 bales/ac)	0.00	0
Alfalfa Grass Hay	0 Total Tons @	2.79 tons/acre (3.7 bales/ac)	0.00	0
Grass Hay	0 Total Tons @	2.00 tons/acre (2.7 bales/ac)	0.00	0
Barley Greenfeed	0 Total Tons @	2.83 tons/acre (3.8 bales/ac)	0.00	0
Corn Silage	1,468 Total Tons @	15.0 tons/acre	0.33	98
Barley Silage	0 Total Tons @	7.5 tons/acre	0.00	0
Barley Grain	2,784 Total bu @	78 bu/acre	0.12	36
			5.57	1,672

Revenue per Acre on Farm that Produces Corn Silage

Profitability and Breakeven Analysis

Estimated Farmgate	<u>Per Cow</u>	<u>Total</u>	<u>Per Acre</u>
Price (\$ per cwt)	\$356.09		
Calf weight (lbs)	575		
Gross Revenue / cow	\$1,945.14	\$583,542	\$406
Operating Expense Ratio	61.2%		
Marginal Returns			
Over Feed Costs	\$1,455	\$436,397	\$304
Over Operating Costs	\$755	\$226,509	\$158
Over Operating & Fixed Costs	\$504	\$151,285	\$105
Over Total Costs (Net Profit)	\$342	\$102,685	\$72
	Price		
Breakeven (Lb. weaned calf)	<u>(\$/cwt)</u>		
Over Feed & Operating Costs	\$218		
Over Feed, Operating & Fixed Costs	\$264		
Over Total Costs	\$293		

Land Use Efficiency with Hay Acres

Land Use Efficiency and Feed Security Analysis:

			<u>Acres/cow</u>	<u>Total Acres</u>
Pasture (Marginal, Improved, Crown Land and Rented Pasture)		135 Days	4.34	1,302
Extended Grazing (Corn, Stockpiled, Swath and Crop Residue)		35 Days	0.79	236
Planned forage & feed waste amount	10%	1,500 pound bales		
Alfalfa Hay	0 Total Tons @	3.50 tons/acre (4.7 bales/ac)	0.00	0
Alfalfa Grass Hay	1,172 Total Tons @	1.50 tons/acre (2. bales/ac)	2.60	781
Grass Hay	0 Total Tons @	2.00 tons/acre (2.7 bales/ac)	0.00	0
Barley Greenfeed	0 Total Tons @	2.83 tons/acre (3.8 bales/ac)	0.00	0
Corn Silage	0 Total Tons @	15.0 tons/acre	0.00	0
Barley Silage	0 Total Tons @	7.5 tons/acre	0.00	0
Barley Grain	1,989 Total bu @	78 bu/acre	0.08	25
			7.82	2,345

Revenue per Acre on Farm that Produces Dry Hay

Profitability and Breakeven Analysis

Estimated Farmgate	<u>Per Cow</u>	<u>Total</u>	<u>Per Acre</u>
Price (\$ per cwt)	\$356.09		
Calf weight (lbs)	575		
Gross Revenue / cow	\$1,945.14	\$583,542	\$277
Operating Expense Ratio	64.4%		
Marginal Returns			
Over Feed Costs	\$1,394	\$418,237	\$198
Over Operating Costs	\$692	\$207,532	\$98
Over Operating & Fixed Costs	\$441	\$132,308	\$63
Over Total Costs (Net Profit)	\$279	\$83,708	\$40
	Price		
Breakeven (Lb. weaned calf)	<u>(\$/cwt)</u>		
Over Feed & Operating Costs	\$229		
Over Feed, Operating & Fixed Costs	\$275		
Over Total Costs	\$305		

Economics and Breakeven at 100% Financed

B. Fixed Costs

Livestock	\$429.81	\$128,944	_____
Buildings	\$79.79	\$23,937	_____
Machinery & Equipment	\$218.09	\$65,428	_____
Pasture Land & Fencing	<u>\$215.72</u>	<u>\$64,715</u>	_____
Total Fixed Costs	<u>\$943.41</u>	<u>\$283,024</u>	_____

C. Owners - Labour & Living

	<u>\$162.00</u>	<u>\$48,600</u>	_____
Total Cost of Production	\$2,306.53	\$691,957.00	_____

Profitability and Breakeven Analysis

Estimated Farmgate	<u>Per Cow</u>	<u>Total</u>	<u>Per Acre</u>
Price (\$ per cwt)	\$356.09		
Calf weight (lbs)	575		
Gross Revenue / cow	\$1,945.14	\$583,542	\$406
Operating Expense Ratio	61.7%		

Marginal Returns

Over Feed Costs	\$1,455	\$436,397	\$304
Over Operating Costs	\$744	\$223,208	\$155
Over Operating & Fixed Costs	(\$199)	(\$59,816)	-\$42
Over Total Costs (Net Profit)	(\$361)	(\$108,416)	-\$76

	<u>Price</u>
Breakeven (Lb. weaned calf)	<u>(\$/cwt)</u>
Over Feed & Operating Costs	\$220
Over Feed, Operating & Fixed Costs	\$393
Over Total Costs	\$422

Crop Economics per acre

Crop Production Costs 2024 Guidelines (Dollars Per Acre)								
	Wheat - Hard Red Spring	Wheat - Northern Hard Red	Wheat - Prairie Spring	Wheat - Winter	Oats	Barley	Hybrid Fall Rye	Corn
A. Operating Costs								
Seed & Treatment	\$36.00	\$36.00	\$36.00	\$34.00	\$25.00	\$24.00	\$82.40	\$102.00
Fertilizer	\$124.44	\$136.29	\$128.39	\$124.44	\$91.21	\$93.08	\$152.08	\$177.00
Crop Protection	\$61.81	\$61.81	\$61.81	\$41.54	\$23.13	\$50.13	\$8.38	\$32.00
Fuel	\$38.14	\$38.83	\$38.28	\$38.14	\$44.98	\$41.74	\$38.79	\$46.59
Machinery Operating & Lease	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00
Labour - Hired	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40
Crop Insurance	\$13.52	\$16.41	\$12.45	\$13.98	\$21.02	\$18.96	\$18.50	\$50.70
Hail Insurance	\$11.80	\$11.80	\$11.80	\$11.80	\$11.80	\$11.80	\$11.80	\$11.80
Drying & Other Costs	\$17.75	\$17.75	\$17.75	\$17.75	\$17.75	\$17.75	\$17.75	\$87.75
Land Taxes	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00
Storage Costs	\$17.88	\$19.25	\$18.15	\$17.88	\$31.63	\$21.45	\$22.00	\$37.13
Interest on Operating	<u>\$16.73</u>	<u>\$17.48</u>	<u>\$16.88</u>	<u>\$15.75</u>	<u>\$14.26</u>	<u>\$14.82</u>	<u>\$18.09</u>	<u>\$26.79</u>
Total Operating	\$388.46	\$406.01	\$391.90	\$365.67	\$331.16	\$344.13	\$420.19	\$622.15
B. Fixed Costs								
Land Costs	\$101.43	\$101.43	\$101.43	\$101.43	\$101.43	\$101.43	\$101.43	\$101.43
Machinery Costs	<u>\$89.15</u>	<u>\$89.15</u>	<u>\$89.15</u>	<u>\$89.15</u>	<u>\$89.15</u>	<u>\$89.15</u>	<u>\$89.15</u>	<u>\$109.03</u>
Total Fixed	\$190.58	\$190.58	\$190.58	\$190.58	\$190.58	\$190.58	\$190.58	\$210.46
C. Owners - Labour & Living	\$27.00	\$27.00	\$27.00	\$27.00	\$27.00	\$27.00	\$27.00	\$27.00
Total Costs	\$606.04	\$623.59	\$609.48	\$583.25	\$548.74	\$561.71	\$637.77	\$859.61

Crop Production Costs 2024 Guidelines (Dollars Per Acre)

	Wheat - Hard Red Spring	Wheat - Northern Hard Red	Wheat - Prairie Spring	Wheat - Winter	Oats	Barley	Hybrid Fall Rye	Corn
Profitability Analysis								
Estimated Farmgate								
Target Price \$ per unit	\$9.25	\$8.75	\$8.75	\$8.00	\$5.00	\$6.25	\$6.50	\$6.25
Premium \$ per unit	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Target Yield per acre	65	70	66	65	115	78	80	135
Unit type (bu. or lb.)	bu	bu	bu	bu	bu	bu	bu	bu
Gross Revenue / acre	\$601.25	\$612.50	\$577.50	\$520.00	\$575.00	\$487.50	\$520.00	\$843.75
Operating Expense Ratio	64.6%	66.3%	67.9%	70.3%	57.6%	70.6%	80.8%	73.7%
Marginal Returns								
Over Operating Costs	\$212.79	\$206.49	\$185.60	\$154.33	\$243.84	\$143.37	\$99.81	\$221.60
Over Total Costs (Net Profit)	(\$4.79)	(\$11.09)	(\$31.98)	(\$63.25)	\$26.26	(\$74.21)	(\$117.77)	(\$15.86)
Profitability Ranking	7	8	10	11	6	12	14	9
Return on Investment (ROI)	(0.79%)	(1.78%)	(5.25%)	(10.84%)	4.79%	(13.21%)	(18.47%)	(1.85%)
Return on Asset (ROA)	3.10%	2.97%	2.55%	1.92%	3.73%	1.70%	0.82%	3.28%

Crop Economics per Acre

Crop Production Costs Guidelines (Dollars Per Acre)

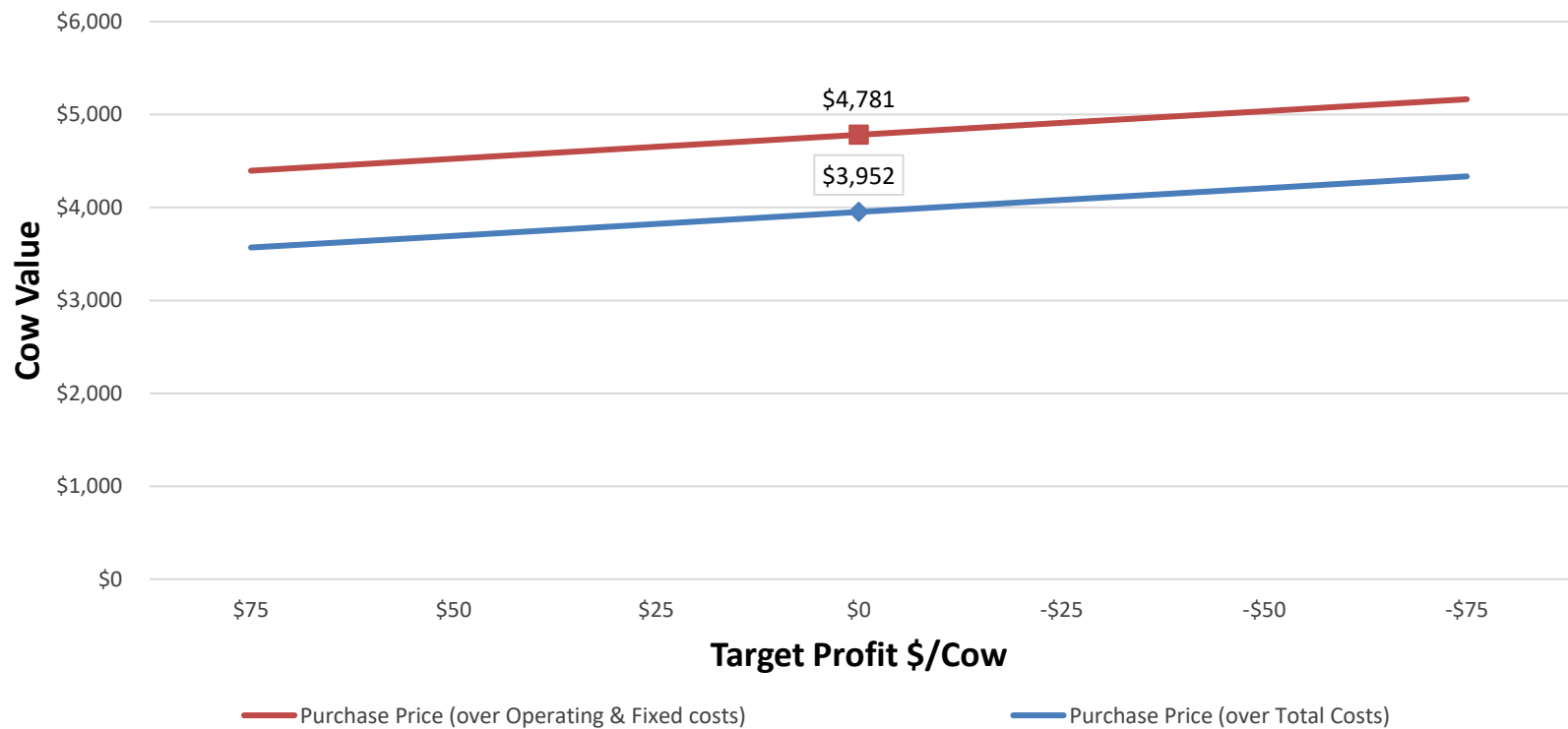
	Canola	Soybeans	Sunflower - Oilseed	Flaxseed	Peas	Beans - Pinto	Beans - White	Beans - Black
A. Operating Costs								
Seed & Treatment	\$80.00	\$90.00	\$50.00	\$64.00	\$88.00	\$116.00	\$112.00	\$118.00
Fertilizer	\$142.10	\$42.23	\$116.14	\$62.46	\$28.13	\$78.26	\$86.16	\$86.16
Crop Protection	\$66.76	\$23.58	\$47.52	\$32.26	\$46.00	\$129.78	\$129.78	\$129.78
Fuel	\$37.93	\$33.05	\$39.07	\$36.32	\$33.15	\$32.61	\$32.15	\$32.15
Machinery Operating & Lease	\$25.00	\$25.00	\$38.00	\$25.00	\$25.00	\$50.00	\$50.00	\$50.00
Labour - Hired	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40
Crop Insurance	\$17.50	\$25.95	\$27.35	\$21.70	\$19.66	\$39.01	\$40.82	\$46.86
Hail Insurance	\$11.80	\$15.34	\$11.80	\$11.80	\$23.60	\$20.65	\$20.65	\$20.65
Drying & Other Costs	\$17.75	\$17.75	\$27.75	\$17.75	\$17.75	\$17.75	\$17.75	\$17.75
Land Taxes	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00
Storage Costs	\$12.38	\$10.45	\$22.00	\$6.88	\$13.75	\$8.71	\$7.79	\$7.79
Interest on Operating	<u>\$19.65</u>	<u>\$13.89</u>	<u>\$18.23</u>	<u>\$13.66</u>	<u>\$14.42</u>	<u>\$23.32</u>	<u>\$23.51</u>	<u>\$24.05</u>
Total Operating	\$456.26	\$322.64	\$423.26	\$317.22	\$334.86	\$541.49	\$546.01	\$558.59
B. Fixed Costs								
Land Costs	\$101.43	\$101.43	\$101.43	\$101.43	\$101.43	\$101.43	\$101.43	\$101.43
Machinery Costs	<u>\$89.15</u>	<u>\$89.15</u>	<u>\$109.03</u>	<u>\$89.15</u>	<u>\$89.15</u>	<u>\$109.03</u>	<u>\$109.03</u>	<u>\$109.03</u>
Total Fixed	\$190.58	\$190.58	\$210.46	\$190.58	\$190.58	\$210.46	\$210.46	\$210.46
C. Owners - Labour & Living	\$27.00	\$27.00	\$27.00	\$27.00	\$27.00	\$27.00	\$27.00	\$27.00
Total Costs	\$673.83	\$540.22	\$660.72	\$534.80	\$552.44	\$778.95	\$783.48	\$796.06

Crop Production Costs Guidelines (Dollars Per Acre)

	Canola	Soybeans	Sunflower - Oilseed	Flaxseed	Peas	Beans - Pinto	Beans - White	Beans - Black
Estimated Farmgate								
Target Price \$ per unit	\$15.75	\$15.25	\$0.25	\$16.00	\$9.50	\$0.50	\$0.50	\$0.50
Premium \$ per unit	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Target Yield per acre	45	38	2,000	25	50	1,900	1,700	1,700
Unit type (bu. or lb.)	bu	bu	lb	bu	bu	lb	lb	lb
Gross Revenue / acre	\$708.75	\$579.50	\$500.00	\$400.00	\$475.00	\$950.00	\$850.00	\$850.00
Operating Expense Ratio	64.4%	55.7%	84.7%	79.3%	70.5%	57.0%	64.2%	65.7%
Marginal Returns								
Over Operating Costs	\$252.49	\$256.86	\$76.74	\$82.78	\$140.14	\$408.51	\$303.99	\$291.41
Over Total Costs (Net Profit)	\$34.92	\$39.28	(\$160.72)	(\$134.80)	(\$77.44)	\$171.05	\$66.52	\$53.94
Profitability Ranking	5	4	16	15	13	1	2	3
Return on Investment (ROI)	5.18%	7.27%	(24.33%)	(25.21%)	(14.02%)	21.96%	8.49%	6.78%
Return on Asset (ROA)	3.90%	3.99%	0.35%	0.47%	1.63%	7.06%	4.94%	4.69%

Cow Value if Financing 15%

What Can you Profitably Pay for Cows? (15% financed)



Cow Value if Financing 100%

What Can you Profitably Pay for Cows? (100% financed)



Manage Risk

- Take out the risk with risk management programs
- Agri Insurance (forage and pasture)
- Livestock Price Insurance
- Agristability (whole farm)
- Manitoba livestock cash advance (operating interest)
- Watch deadlines – Agri insurance March 31,
Agristability April 30 2024

Livestock

- Beef 300 Cow-Calf Production Costs ([Excel](#) or [PDF](#))
- Beef 150 Cow-Calf Production Cost ([Excel](#) or [PDF](#))
- Beef Backgrounding Costs ([Excel](#) or [PDF](#))
- Beef Replacement Heifer Costs ([Excel](#) or [PDF](#))
- Beef Grassing Costs ([Excel](#) or [PDF](#))
- Beef Feedlot Finishing Costs ([Excel](#) or [PDF](#))
- FeedPlan Feed Ingredient Cost Calculator ([Online](#), [Excel](#))
- Beef Cow Overwinter Cost Calculator ([Online](#), [Excel](#))
- Managing Low Forage Supplies During Winter ([Excel](#) or [PDF](#))
- Calf Creep Feed Calculator ([Online](#), [Excel](#))
- Straw Ammoniation Calculator ([Excel](#))
- Livestock Price Slide Calculator ([Online](#), [Excel](#))
- LPI Calf Decision Calculator ([Online](#), [Excel](#))
- LPI Feeders Decision Calculator ([Online](#), [Excel](#))
- Cow Share Lease Calculator ([Excel](#))
- Bison Cow-Calf Production Costs ([Excel](#) or [PDF](#))
- Bison Bull Backgrounding Costs ([Excel](#) or [PDF](#))
- Bison Bull Finishing Costs ([Excel](#) or [PDF](#))
- Sheep Lamb Production Costs ([Excel](#) or [PDF](#))

Forage

- Hay: Round Bale and Silage Production Costs ([Excel](#) or [PDF](#))
- Silage Production Costs ([Excel](#) or [PDF](#))
- Pasture Production Costs ([Excel](#) or [PDF](#))
- ****NEW**** Pasture Days Insurance Calculator ([Excel](#))
- Standing Hay Costs Calculator ([Online](#), [Excel](#))
- FeedPlan Feed Ingredient Cost Calculator ([Online](#), [Excel](#))
- Forage Purchase Decision Calculator ([Excel](#))
- Forage Price Moisture Conversion Calculator ([Online](#), [Excel](#))
- Forage Yield Moisture Conversion Calculator ([Online](#), [Excel](#))
- [Manitoba Agriculture Forage Production](#)

Land, Fence & Buildings

- RentPlan Crop Land Rental Rate Calculator ([Online](#), [Excel](#) or [PDF](#))
- Pasture Rental Rate Calculator ([Online](#), [Excel](#))
- FencePlan Cost Calculator ([Online](#), [Excel](#))
- Grain Bin and Farm Building Rental Cost Planner ([Online](#), [Excel](#))
- Crop Share Lease Calculator ([Excel](#))
- Hay Storage Cost Planner ([Excel](#))
- [Contracts and Leases](#)
- [Agricultural Crown Land](#)
- [Manitoba Assessment Property Search](#)
- [Manitoba Assessment Property Sales](#)
- [Association of Manitoba Community Pastures](#)

Online Calculators

Machinery

- Farm Machinery Custom and Rental Guide

Land, Fence & Buildings

- RentPlan Cropland Rental Rate Calculator
- Pasture Rental Rate Calculator
- FencePlan Cost Calculator
- Grain Bin and Farm Building Rental Cost Planner

Forage

- FeedPlan Feed Ingredient Cost Calculator
- Pasture Rental Rate Calculator
- Standing Hay Cost Calculator
- Standing Corn Cost Calculator
- Standing Greenfeed Cost Calculator
- Straw Cost Calculator
- Forage Price Moisture Conversion Calculator
- Forage Yield Moisture Conversion Calculator

Crops

- RentPlan Cropland Rental Rate Calculator
- Seeding Rate and Cost Calculator
- FertPlan Fertilizer Cost And Requirement Calculator
- Crop Reseeding Decision Tool
- Crop Disease Break Even Calculator
- Sclerotinia Treatment Decision Calculator (Canola)
- Sclerotinia Treatment Decision Calculator (Sunflowers)
- Grain Drying Cost Calculator
- Straw Cost Calculator

Livestock

- Beef Cow Overwinter Cost Calculator
- FeedPlan Feed Ingredient Cost Calculator
- LPI Decision Calculator (Calf)
- LPI Decision Calculator (Feeder)
- Calf Creep Feed Calculator

Questions?

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<https://www.gov.mb.ca/agriculture/farm-management/production-economics/cost-of-production.html>

