



Beef Industry Demographics

The 2021 Census of Agriculture provides information key to understanding the beef cattle sector in Canada. The number of farms reporting beef cattle totaled 60,697, an increase of 1.5% from 59,784 farms in 2016. This is the first increase in the number of beef farms since the period between 1991 and 1996 (+1.9%). An increase in number of farms was seen across all sectors, with the largest increase seen in the stocker sector (+5.7%), as compared to cow-calf (+1.3%) and finishing (+1.3%) sectors. Despite this, the proportion of each farm type remains unchanged, with 89% identifying as cow-calf, 5% as stocker, and 6% as finishing, though some farms may integrate multiple stages within the same operation.

Table 1. Canadian beef farms

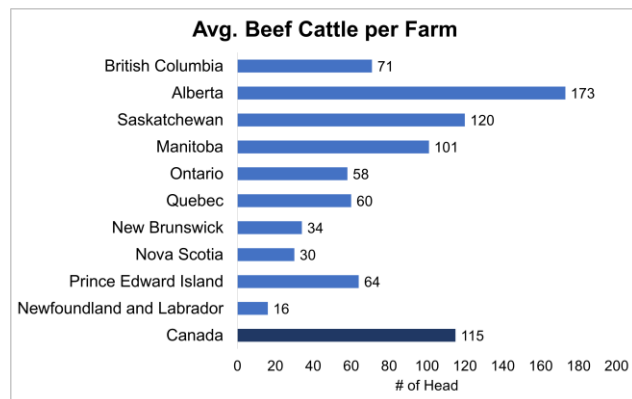
	Beef Farms	Cow/Calf	Stocker	Finishing
Canada	60,697	53,936	3,087	3,674
Alberta	20,310	18,386	889	1,035
Saskatchewan	13,381	12,659	396	326
Ontario	11,701	9,102	979	1,620
Manitoba	6,000	5,603	231	166
British Columbia	4,085	3,626	242	217
Quebec	3,617	3,194	196	227
Nova Scotia	731	669	50	12
New Brunswick	488	436	37	15
Prince Edward Island	332	220	59	53
Newfoundland and Labrador	52	41	8	3

Source: 2021 Census of Agriculture

Increase in Beef Cow, Total Herd Size

Where the national beef cow herd has previously been on the decline, the 2021 Census reported an increase of 1.5% to 3,654,228 head. This is in contrast with the previous trend of consolidation.

The national beef cattle herd, including beef cows, replacement heifers, steers, and heifers for slaughter, totaled 6,959,609 head. This is an increase of 1.1% from 6,883,906 head in 2016. Both beef cow and steer numbers increased from 2016, up 3.9% and 1.2%, respectively, while heifers for slaughter and replacement decreased by 0.4% and 2.9%, respectively. The average number of beef cattle per farm was 115 head, with the largest average herd sizes in Alberta (173 head), Saskatchewan (120 head), and Manitoba (101 head).



More than half (61%) of beef cattle farms have <47 head, but these farms account for only 16% of the beef cow herd. Farms with 48-122 head and 123-249 head, comprise 23% and 10% of farms, respectively,

though each represent 25% of the national cow herd. Meanwhile, 32% of cows reside on farms with >250 head, though these are only 5% of total farms.

While farm size categories have changes since the 2016 Census, the distribution of beef cows by farm size remains consistent. Where the 2016 Census showed consolidation of the national beef herd from 2011, with fewer small farms and a greater number of large farms, this trend appears to have slowed. In 2021 and 2016, farms with <47 represented 61% of farms, and 16% of beef cows. Meanwhile, in 2021 herds with >250 head accounted for 5% of farms, and 32% of beef cows; while the 2016 census reported herds with >272 head accounted for 4% of farms, and 29% of beef cows.

Table 2. Beef cow herd size

Herd Size	Farms reporting	Beef cows (head)	% of Farms Reporting	% of Beef Cows
≤47 head	32,798	596,419	61%	16%
48-122 head	12,407	956,118	23%	26%
123-249 head	5,622	957,227	10%	26%
250-499 head	2,200	714,667	4%	19%
≥500 head	570	483,070	1%	13%

Source: 2021 Census of Agriculture

The Changing Face of the Cattle Operator

The “typical” beef producer in Canada would probably be described as a middle-aged male. But as the 2021 Census of Agriculture tells us, the face of the beef producer in Canada is changing. In fact, only 33% of producers would fall within this demographic – sole operators, male, and 55+ years of age. Younger and female operators are becoming increasingly prevalent in the industry.

More Young Entrants

The proportion of young producers in the beef industry continues to increase, a trend which was first observed in the 2016 Census. The percentage of farms with operators (single or multiple) under <35 has increased from 10.7% in 2016 to 12.0% in 2021. The Prairie provinces lead the way in attracting young producers: the proportion of producers under 35 years of age are highest in Manitoba (14.8%), Saskatchewan, (13.7%), and Alberta (12.7%).

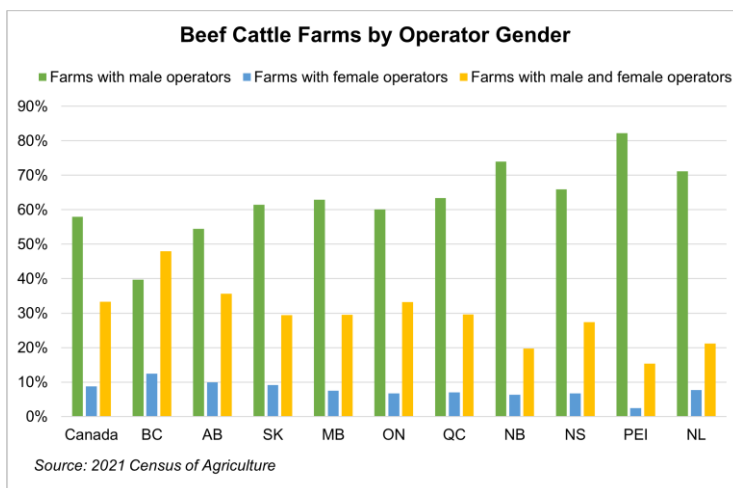
Table 3. Age of beef farm operators by province

	% of Beef Cattle Farms Reporting										
	Canada	BC	AB	SK	MB	ON	QC	NB	NS	PEI	NL
<35 years of age	9%	4%	10%	11%	11%	7%	5%	6%	6%	3%	0%
35-54 years of age	26%	21%	26%	28%	29%	25%	29%	22%	22%	24%	23%
>55 years of age	55%	63%	55%	52%	50%	58%	52%	64%	62%	63%	65%
<35 years & 35-54 years	1%	2%	1%	1%	1%	1%	2%	1%	2%	1%	0%
<35 years & >55 years	2%	2%	1%	1%	2%	2%	3%	2%	2%	2%	2%
35-54 years & >55 years	7%	8%	7%	6%	6%	6%	9%	5%	6%	6%	10%
<35 years, 35-54 years & >55 years	0%	0%	0%	0%	0%	0%	1%	0%	0%	1%	0%
<35 year of age (on all operations)	12%	8%	13%	14%	15%	10%	10%	9%	10%	7%	2%

Source: 2021 Census of Agriculture

More Female Operators

Across all agricultural sectors, the number of female operators has increased for the first time since 1991. Within the beef industry, the number of females, on sole- or multi-operator farms, has been steadily growing since 1996. Women, as the primary decision maker or part of a multi-operator farm, are present on 42.1% of operations. This is a slight increase from 40.2% in 2016. The highest proportion of female operators is in British Columbia, where female operators are present on the majority (60.3%) of beef cattle operations.



As sole operators, the proportion of females has increased to 8.8%, up from 5.6% in 2016. This has been on the incline since 1996, where the proportion of female operators was 3.5%. There is a geographic trend in the proportion of female sole-operators; the highest percentage is in British Columbia (12.4%), followed by Alberta (9.9%) and Saskatchewan (9.1%), whereas the lowest percentages are in Prince Edward Island (2.4%) and New Brunswick (6.4%). Females as sole-operators are more commonly found on cow-calf operations (9.1%), as compared to stocker (6.7%) or finishing (5.8%) operations.

Multi-Generational Farms and Succession Planning

Multi-generational farms comprise 9.9% of all beef operations. This is a decrease from 12.0% in 2016. Surprisingly, then, a slightly larger percentage, 10.5%, have a written succession plan indicating family member(s) as the farm successor. Of multi-generational farms, 7.8-25.0% have a written succession plan naming a familial successor. The highest rates of succession planning on multi-generational farms are in Newfoundland and Labrador (33.3%), Alberta (22.5%), and Prince Edward Island (18.75%). Across all farms, the highest rates of succession planning occur in Newfoundland and Labrador (23.1%), Alberta (13.2%), and Saskatchewan (11.2%). As the number of farms with sole operators under 35 years of age continues to increase (+32% from 2016), attracting new, young entrants to the industry appears key to future growth.

Adoption of Management Practices on Beef Cattle Farms

On-Farm Technology

Technologies for enhancement of farm productivity continues to evolve. Previously, the Census of Agriculture tracked computer and smartphone use, however the use of these technologies has become ubiquitous, and new technologies are being adopted. Traditionally, younger producers are more apt at adopting these new technologies.

Of new technologies for which adoption rates are being reported, soil sample testing, a means to improve on-farm nutrient use efficiency, is the most prevalent, conducted on 22.4% of farms. Twenty per cent of operations also use auto-steer technologies, reducing unnecessary fuel consumption and labour costs by reducing the overlap between passes of machinery. Slow-release fertilizers, which release nutrient at a

slower rate over a longer period of time, are used on 18.3% of farms. Adoption rates are smaller for other technologies, including variable rate input application (12.1%), GIS mapping (7.8%), and drones (3.0%).

Overall, the highest rates of technology adoption occur in the Prairie provinces of Alberta, Saskatchewan, and Manitoba, which is also where the greatest number of beef cattle and beef farms are located. Adoption rates are similar across all farm types, though uptake of GIS mapping, soil test sampling, and slow-release fertilizers, are slightly lower on cow-calf operations compared to stocker and finishing operations. There is also a trend for adoption of these technologies on larger farms; highest adoption rates of the technologies mentioned (19.4-67.4%) are on farms with >2,500 head.

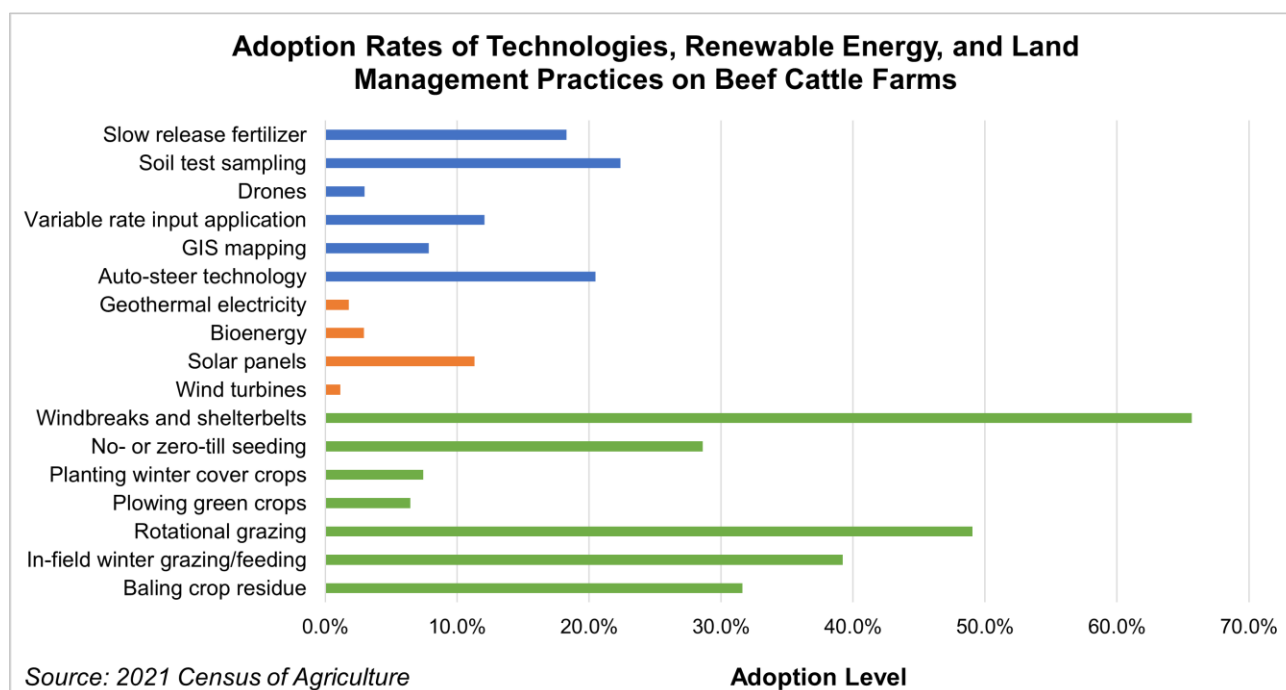


Table 4. Adoption levels of select technologies and land management practices by operation type

	% of All Farms	% of Cow-calf Operations	% of Stocker Operations	% of Finishing Operations
Land Management Practices				
Baling crop residue	31.6%	30.6%	39.2%	40.6%
In-field winter grazing/feeding	39.2%	40.5%	41.6%	18.1%
Rotational grazing	49.0%	49.9%	52.8%	33.5%
Plowing green crops	6.5%	5.7%	11.0%	14.5%
Planting winter cover crops	7.4%	6.0%	15.9%	21.5%
Windbreaks and shelterbelts	65.7%	66.4%	64.5%	56.8%
Technologies				
Auto-steer technology	20.5%	20.2%	21.9%	23.3%
GIS mapping	7.8%	7.3%	11.5%	13.4%
Variable rate input application	12.1%	11.7%	14.6%	15.1%
Drones	3.0%	2.8%	4.1%	3.9%
Soil test sampling	22.4%	21.1%	31.8%	32.7%
Slow release fertilizer	18.3%	17.4%	22.1%	27.6%

Source: 2021 Census of Agriculture

Land Practices on Beef Cattle Farms

Knowledge and purposeful implementation of farm management practices can help to lower production costs, improve productivity, and increase profits. The 2021 Census shows that management practices related to crop and forage management have the highest rates of adoption (see Table 5). Windbreaks and shelterbelts (natural or planted) are present on 65.7% of beef cattle operations. Rotational grazing is practiced on 49.0% of farms, and 39.2% of farms practice in-field winter grazing or feeding. Crop residues are baled on 31.6% of farms, and 28.6% on farms manage lands as no-till. A smaller percentage of farms plant winter cover crops (7.4%) and plow green crops (6.5%).

Some geographic trends are apparent in these adoption rates, as appropriate practices will vary with local climate. In-field winter grazing or feeding is highest in Western Canada (35.4-54.5%), where the majority of beef cattle reside. No-till seeding is also more prevalent in the Prairie provinces (23.1-42.8%) and Ontario (27.5%). Planting of winter cover crops is significantly more prevalent in Ontario (22.0%) and Prince Edward Island (14.8%) as compared to the rest of the country (3.0-8.6%). Outside of Quebec (36.1%), adoption of windbreaks and shelterbelts is uniformly quite strong (46.2-75.1%). Rotational grazing is also quite consistent across the country (43.8-59.6%), with the exception of Newfoundland and Labrador (26.9%).

Overall, adoption rates are highest on farms with >250 head and >1,000 head. Smaller farms (<250 head) have particularly low adoption rates for baling crop residue (28.0%) and in-field winter grazing/feeding (35.2%), as compared to farms of larger size (48.1-54.6% and 53.9-66.0%, respectively). Planting of winter cover crops is more common on farms with >1,000 head (16.2-22.9%) compared to smaller farms (7.0-9.6%).

Table 5. Adoption levels of farm practices

	Adoption Level (% of Farms)						
	Windbreaks and shelterbelts	No-till seeding	Planting winter cover crops	Plowing green crops	Rotational grazing	In-field winter grazing/feeding	Baling crop residue
Canada	65.7%	28.6%	7.4%	6.5%	49.0%	39.2%	31.6%
British Columbia	57.2%	15.9%	4.8%	6.0%	55.7%	54.5%	8.1%
Alberta	75.1%	27.1%	3.3%	3.0%	52.4%	49.3%	29.5%
Saskatchewan	70.9%	42.8%	3.0%	2.8%	43.4%	42.3%	37.0%
Manitoba	76.6%	23.1%	5.3%	2.7%	49.1%	35.4%	39.8%
Ontario	51.8%	27.5%	22.0%	15.9%	43.8%	21.8%	34.9%
Quebec	36.1%	16.8%	5.7%	12.1%	59.0%	24.9%	28.5%
New Brunswick	48.6%	16.4%	4.7%	15.6%	49.4%	20.3%	25.8%
Nova Scotia	50.8%	19.3%	8.6%	8.8%	59.6%	23.4%	14.4%
Prince Edward Island	59.9%	13.3%	14.8%	25.0%	47.3%	14.8%	53.3%
Newfoundland and Labrador	52	46.2%	19.2%	3.8%	3.8%	26.9%	32.7%

Source: 2021 Census of Agriculture

Renewable Energy Practices on Beef Cattle Farms

Adoption rates for production of renewable energy are among the lowest reported. Including all systems, 15.0% of farms generated renewable energy. Solar panels are the most common, used on 11.3% of beef cattle operations. This is an increase of 95.6%, up from 5.9% in 2016. Solar panel usage is particularly popular in the Prairies (12.8-13.5%), as compared to other provinces (3.3-9.7%). Next most common is bioenergy production, followed by geothermal electricity (1.8%) and wind turbines (1.1%). Manitoba leads provincial renewable energy production, with 18.7% of all beef cattle operations, followed by Ontario (16.6%) and Saskatchewan (15.7%). Quebec and New Brunswick have the lowest adoption for renewable

energy production (8.1% and 8.2%, respectively). Renewable energy production was also more common on multi-generational farms (15.5-20.8%), and farms with both male and female operators (17.8%).

Land Tenure

While the number of young producers in the beef industry continues to grow, there do exist several barriers to entrance. Principal among these is land acquisition. The 2021 Census tells us that 59.6% of beef farm land is owned, while 17.4% is rented or leased from governments, and 23.7% is rented or leased from others.

Farms owned by operators over 55 years of age make up 49.7% of total beef farm land acres (Table 6). This category of producers also has the largest share of owned land, at 65.4%. In contrast, sole operators under 35 years of age, who represent 8.8% of all producers, operate on 5.4% of beef farm land, and own less than half (46.9%) of this land base.

Table 6. Land ownership of Canadian beef cattle farms by producer age

Operator age	Farm area owned (%)	Farm area rented or leased from governments (%)	Farm area rented or leased from others (%)
All Farms	59.6%	17.4%	23.7%
<35 years of age	46.9%	12.2%	35.5%
35-54 years of age	53.9%	16.3%	28.4%
>55 years of age	65.4%	18.5%	19.3%
<35 years & 35-54 years	46.1%	15.2%	36.4%
<35 years & >55 years	55.8%	17.4%	25.2%
35-54 years & >55 years	57.6%	18.9%	23.2%
<35 years, 35-54 years & >55 years	54.9%	14.4%	28.6%

**columns may add to more than 100% due to crop sharing acres*
Source: 2021 Census of Agriculture

Across all provinces, the majority of farm area consists of owned land. The largest proportions of owned land are in Atlantic provinces and Quebec (73.7-78.3%). The proportion of farm land owned decreases moving West, to a low of 51.4% in British Columbia. British Columbia also has the largest proportion of land rented or leased from the government (33.5%).

Table 7. Land ownership in Canadian beef cattle farms summarized by province

Province	Farm area owned (%)	Farm area rented or leased from governments (%)	Farm area rented or leased from others (%)
Canada	59.6%	17.4%	23.7%
British Columbia	51.4%	33.5%	14.2%
Alberta	56.1%	20.9%	23.3%
Saskatchewan	61.1%	15.7%	24.7%
Manitoba	64.3%	12.5%	25.4%
Ontario	68.1%	0.5%	29.8%
Quebec	77.6%	0.3%	22.0%
New Brunswick	78.3%	X	14.8%
Nova Scotia	X	X	X
Prince Edward Island	73.7%	0.3%	X
Newfoundland and Labrador	X	X	X

Land Management

Of the 69 million acres operated by beef farm in Canada, 40.5% is as land in crops. A similar proportion (38.1%) is maintained as native pasture, while 13.6% is as tame or seeded pasture. The proportion of land maintained as wood- or wet-lands varies significantly across the country. In the East, this is higher, lead by Nova Scotia (40.2%), New Brunswick (34.9%), and Quebec (29.5%). In the Prairies, wood- or wet-lands make up only 2.9-7.3% of total beef farmland acres.

How this land is managed will vary by land use, region, and local weather conditions of the current year. The 2021 Census reports on land management during the 2020 production year. However, this data is not broken down by land use; it is unclear on what proportion these management practices apply to annual cropland versus forage or pasture acres.

In 2020, 5.1% of beef cattle farms acres baled crop residue. Herbicides, insecticides, and fungicides were applied to 26.7%, 3.3%, and 6.7% of beef cattle farm acres, respectively. Producers under 35 years of age have the highest percentage of land on which crop residue is baled (6.9%), meanwhile producers over 55 years of age have the lowest percentage of land to which herbicides (23.4%), insecticides (2.5%), and fungicides (5%) are applied. Herbicide (30.3%), fungicide (7.9%), and commercial fertilizer use (31.5%) are higher on farms <250 head, as compared to larger farms. On farms with >250 head, herbicide use ranges from 20.2-26.0%, fungicide use 5.1-6.2%, and commercial fertilizer 21.4-26.7%. Manitoba, Ontario, and Prince Edward Island are leaders in total land acres to which insecticide, fungicide, and commercial fertilizer are applied.

Manure, including solid and liquid, incorporated and non-incorporated, was applied to 3.7% of total beef farm land acres in 2020. Solid manure was applied to a greater land base than liquid manure; injection/incorporation varied by province, likely reflective of weather conditions, land use, and availability of labour. The proportion of land to which manure was applied was greatest in Quebec (24.0%), and lowest in British Columbia (1.4%). Manure application across the Prairies was similarly low (2.1-3.8% of total beef land acres), likely due to the greater occurrence of in-field winter feeding, from which manure would be deposited on pasture rather than collected and stored for later application.

Table 8. Land management, percentage of total beef cattle farm acres

Province	% Total Farm Acres					
	Baled Crop Residue	Herbicides	Insecticides	Fungicides	Commercial Fertilizer	Manure
Canada	5.1%	26.7%	3.3%	6.7%	27.6%	3.7%
British Columbia	0.8%	1.8%	0.2%	0.1%	6.1%	1.4%
Alberta	5.1%	23.9%	2.4%	5.5%	25.1%	3.0%
Saskatchewan	4.7%	33.3%	3.4%	7.8%	32.2%	2.1%
Manitoba	7.6%	31.1%	6.6%	11.7%	33.0%	3.8%
Ontario	8.1%	30.6%	7.0%	9.0%	35.7%	15.4%
Quebec	6.9%	10.2%	0.8%	1.2%	15.3%	24.0%
New Brunswick	4.3%	X	1.3%	X	14.8%	12.2%
Nova Scotia	2.6%	5.8%	1.0%	1.6%	19.0%	12.7%
Prince Edward Island	20.5%	28.9%	9.6%	11.4%	38.1%	17.0%
Newfoundland and Labrador	1.2%	X	0.5%	X	8.9%	16.5%

X – redacted for confidentiality

Source: 2021 Census of Agriculture

Organic Farms

Of the 60,697 beef cattle farms who responded to the 2021 Census, only 974, or 1.6% of operations, reported some organic production. Certified organic production accounted for 1.5%, and transitional organic production for 0.1%. The number of organic farms increased 24.4% from 2016, while the number of transitional farms decreased by 38.5%, as these farms transitioned into certified organic production. Quebec reported the largest percentage of total (4.7%) and certified (4.3%) organic farms; corresponding to the fact that in 2016 Quebec reported the largest percentage of transitioning organic farms. Quebec maintains the largest percentage of transitioning organic farms (0.6%), indicating the demand for organic products in this province is continuing. Both nationally, and in Quebec, operators over 35 years of age make up a large share of organic production (72.1% and 63.9% of all organic production, respectively). Organic production is most prevalent on farms with <250 head (1.7% of farms), and least prevalent on farms with > 2,500 head (0.4% of farms).

Table 9. Organic beef cattle farms as a proportion of the Provincial total

Province	% of Farms		
	Certified organic farms	Transitional organic farms	Total organic farms
Canada	1.5%	0.1%	1.6%
British Columbia	1.0%	0.1%	1.2%
Alberta	0.8%	0.1%	0.9%
Saskatchewan	2.4%	0.1%	2.4%
Manitoba	1.0%	0.0%	1.0%
Ontario	1.4%	0.2%	1.6%
Quebec	4.3%	0.6%	4.7%
New Brunswick	0.4%	0.0%	0.4%
Nova Scotia	1.4%	0.1%	1.5%
Prince Edward Island	2.1%	0.3%	2.4%
Newfoundland and Labrador	0.0%	0.0%	0.0%

Source: 2021 Census of Agriculture

Direct Sales

Just as farms are adapting new land management practices and on-farm technologies, the way in which agricultural products are being sold is also changing. Across agriculture as a whole, direct-to-consumer sales increased in 2020 in response to the global pandemic. Within the beef cattle industry, 12.5% of total beef cattle farms reported direct sales to consumers in 2020. The most popular avenues for direct sales of beef products include direct delivery to the consumer (61.1% of practicing farms), on-site farm stores (46.0% of practicing farms), and farmers markets (8.8% of practicing farms). Two per cent of all beef cattle farms rely on these methods of direct marketing for 100% of farm revenue.

Newfoundland and Labrador lead the way in direct sales, with 65.4% of farms employing this marketing strategy. In contrast, direct sales in the Prairies were lower; with producers reporting direct-to-consumer sales in Alberta at 6.7%, Saskatchewan at 5.4%, and Manitoba at 6.6%. A larger proportion of smaller (<250 head) farms reported direct sales (12.5%), as opposed to large (>1,000 head) farms (4.7%), which is likely related to the geographic variation described.

Examining Beef Farm Employment and Off-Farm Work

In 2021, only 11.0% of beef cattle farms in Canada had paid employees, down from 21.8% of farms in the 2016 Census. This corresponds with a decrease in total number of employees, down 34.9%, to 25,434 paid employees on beef cattle farms. The provinces with the highest percentage of farms with paid employees are Newfoundland and Labrador (25.0%) and Quebec (17.4%), the lowest is Ontario (7.0%). Employment rates are otherwise fairly consistent across the provinces (11.0-15.1%)

Of the 25,434 paid employees reported, 35.8% of these were family members. Paid family labour was higher than average across the Prairie provinces (38.2-47.0%). Multi-generational farms have the highest rates of paid employment, and unsurprisingly, the highest rates of paid familial labour.

Year-round, full-time (30 hours or more per week) employees made up the majority (53.5%) of paid on-farm employment. Seasonal or temporary employees accounted for 29.8% of paid employment, and year-round, part-time (less than 30 hours per week) employees the remaining 16.7%. This is a considerable change from 2016, where the majority of on-farm employment was on a seasonal/temporary basis (51.4%), followed by year-round full-time employment (34.8%).

Off-Farm Employment has Increased

Of the 83,805 total beef farm operators, 50.9% of beef cattle operators received a wage/salary from employment not related to their agricultural operation in 2020. This is an increase of 6.8%, up from 47.1% in 2015, returning to a level similar to 2010 (50.1%). Of operators with off-farm employment, a similar proportion work >40 hours a week (34.3%), 30-40 hours a week (33.3%), and <30 hours a week (32.4%).

Table 10. Percentage of cattle operators' time contributed to the agriculture operation

Operator Age	% of Operators				Received off-farm income
	More than 40 hours /week	30 - 40 hours /week	20 to 29 hours /week	Less than 20 hours /week	
All age classes	42.2%	16.6%	17.0%	24.3%	50.9%
Under 35 years of age	37.5%	16.9%	19.6%	26.0%	69.5%
35 - 54 years of age	42.3%	15.6%	18.1%	24.0%	63.9%
55 years of age and over	42.8%	17.1%	15.9%	24.1%	40.9%

Source: 2021 Census of Agriculture

Forty-two per cent of operators worked more than 40 hours per week on the agricultural operation in 2020. The provinces with the most full-time farm operators were Saskatchewan (50.7%), Manitoba (48.7%), and Newfoundland and Labrador (46.2). Producers less than 35 years of age reported slightly fewer full-time operators (37.5%) compared to those over 35 years of age (42.3-42.8%). This is likely related to the higher proportion of young producers that hold off-farm employment.

Farm Financials

For the 60,697 farms that reported to the 2021 Census, gross farm receipts totaled \$23.2 billion, and total operating expenses \$20.9 billion in 2020. This results in an expense-to-receipt ratio of 0.90, which is an indicator of financial health; a small expense to receipt ration indicates a better financial situation. From 2015, gross farm receipts increased 19.3%, while total operating expenses increased 23.9%, therefore the expense-to-receipt ratio also increased from 0.87 in 2015 as beef margins have been squeezed with expenses increasing faster than output prices.

Operators over 55 years of age had the highest gross farm receipts, but also the highest total operating expenses. However, producers less than 35 years of age had the highest expense-to-receipt ratio (0.92).

The lowest expense-to-receipt ratios were seen on multi-generational farms (0.84-0.86), as compared to farms with operators within a single age category (0.90-0.92).

In 2020, 2.9% of farms reported gross farm receipts of \$0. Operations with gross farm receipts between \$1 and \$99,999 had expense-to-receipt ratios ≥ 1 , indicating a poor financial situation. The highest expense-to-receipt ratio was for farms with gross farm receipts of \$1-\$10,000 (2.71). Farms with revenue over \$10,000 saw expense-to-receipt ratios < 1 , with the lowest ratio for farms with gross receipts of \$1,000,000-\$1,999,999 (0.82). Farms with gross receipts $> \$2,000,000$ had an expense-to-receipt ratio on 0.92, indicating the farms with the largest revenues are not necessarily the most profitable. As beef cattle production is inherently diverse, there exist many ways in which to achieve a financially viable operation.

Table 11: Financial situation of Canadian cattle farms in 2020

	Gross farm receipt	Total farm operating expenses	Expense-to-receipt ratio
All cattle farms	23,204,266,141	20,893,119,344	0.90
Breakdown by operator age			
Under 35	1,173,089,170	1,078,461,329	0.92
35-54	8,195,503,537	7,494,776,179	0.91
55 and over	10,550,643,951	9,475,506,642	0.90
Under 35 & 35-54	317,046,021	290,008,445	0.91
Under 35 & 55 and over	561,850,662	484,987,356	0.86
35-54 & 55 and over	2,291,879,978	1,973,703,352	0.86
<35 & 35-54 & 55 and over	114,252,822	95,676,041	0.84
Breakdown by farm size			
\$0	0	7,861,761	0.00
\$1 - \$10,000	39,347,128	106,768,853	2.71
\$10,000 - \$24,999	149,603,461	233,927,955	1.56
\$25,000 - \$49,999	311,445,420	366,544,631	1.18
\$50,000 - \$99,999	651,149,121	650,411,059	1.00
\$100,000 - \$249,999	1,772,749,786	1,578,473,674	0.89
\$250,000 - \$499,999	2,212,021,018	1,878,968,852	0.85
\$500,000 - \$999,999	2,911,434,365	2,427,962,692	0.83
\$1,000,000 - \$1,999,999	2,926,462,339	2,406,033,361	0.82
\$2,000,000 and over	12,230,053,503	11,236,166,506	0.92
<i>Source: 2021 Census of Agriculture</i>			