



# Baseline Data Collection

## Checklist & Helper Questions

Collecting baseline data to develop a COP benchmark for a “typical farm” requires the willing participation of 4-7 similar operations in a focus group session. Each operation will be sharing data about their operations, through group discussion we select the value that best represents a “typical farm” for all the data points required for COP analysis. Individual data shared during the focus session is not to be shared with anyone outside of the focus session.

We have grouped operations based on the information each operation provided on the intake form completed when they initially signed up to be part of the Canadian Cow-Calf Cost of Production (COP) network. While the operations in a focus group session will be similar, there will be differences among them. And we expect there will be certain aspects of your operation that make an operation feel like an outlier; for example, your operation may be the only one in the focus group that calves in March, your operation may be the only one in the group that backgrounds.

This document can act as a checklist of the type of information that needs to be shared during the focus group sessions. In addition, it provides ‘helper questions’ to guide you in gathering the data that will be needed for the baseline data collection.

## COW-CALF PRODUCTION

### Production Details

There are several production parameters that need to be established for the ‘Typical Farm’.

Measure	Value	Measure	Value
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Cow:Bull Ratio		Calf Crop (# calves weaned/# females exposed)	
Conception Rate <i># females bred/# exposed</i>		% females AI'd	
Age at first calving, months		% Male Calves Castrated	
Calving season length		Death loss, calves	
Weaning Weight Steers, lb		Death loss, cows	
Weaning Weight Heifers, lb		Death loss, bulls	
% heifers retained		Death loss, replacements	

<b>Livestock Sales Measures</b>	<b>Value</b>	<b>Livestock Sales Measures</b>	<b>Value</b>
Breeding Bull culled, %		Cows culled, %	
Sale weight, bulls		Sale weight, cows	
Typical sale dates, bulls		Typical sale dates, cows	
Breeding bulls sold,		% Sold at weaning, steers	
Typical sale dates, calves		% Sold at weaning, heifers	

<b>Livestock Purchase Measures</b>	<b>Value</b>	<b>Livestock Purchase Measures</b>	<b>Value</b>
Breeding Stock Purchases			
# Bred Cows, head		Bred Cow price, \$/hd	
# Bred heifers, head		Bred Heifer price, \$/hd	
# Breeding bulls, head		Breeding Bull price, \$/hd	

## Variable Costs for Cows (\$/cow)

Cost	\$/year	\$/cow
Vet services ( <i>preg-checking, bull test, c-section</i> )		
Medical products ( <i>vaccines, antibiotics</i> )		
Miscellaneous vet ( <i>RFID and mgt tags, syringes, taggers, etc.</i> )		
Growth hormones ( <i>are they used or not</i> )		
Bedding ( <i>only if purchased</i> )		
Sales Commissions, Auction Fees ( <i>insurance at auction</i> )		
<a href="#">Check-off</a>		
Brand inspection		
Transport / hauling ( <i>e.g. to auction or summer grass</i> )		
Insurance ( <i>e.g. WLPIP</i> )		
Water ( <i>only if paid for with a monthly bill</i> )		
Registration fees (purebred)		
Breeding fee for Community Pasture		
Other _____		
Other _____		
Other _____		

NOTE: livestock insurance is a variable expense regardless of what percentage of the calf crop was insured (=total premium divide by cow herd).

## Feed Rations

Animal Type	Feed	Lbs/day	# of days
Mature Cows			
Replacements			
< 1 year			
12-24 months old			
>24 months old			

## RETAINED OWNERSHIP (*pre-conditioned, backgrounded, dairy-beef*)

## Production Details

Measure		Measure	
# Head sold per year		# of Groups (# hd per group)	
Start/End Date		Days on Feed, d	
Starting Weight, lb		End Weight, lb	
Shrink, %		Death loss	
Origin of animals (Homegrown, Purchased)		Prices paid, if purchased	
Sale price(s)			
<b>Feed Ration (by stage)</b> Feed type & kg/hd/d & number of days			

## Variable Costs for Retained Animals *(pre-conditioned, backgrounders, dairy-beef)*

Cost	\$/year	\$/head retained
Vet services <i>(preg-checking, bull test, c-section)</i>		
Medical products <i>(vaccines, antibiotics)</i>		
Miscellaneous vet <i>(RFID and mgt tags, syringes, taggers, etc.)</i>		
Growth hormones <i>(are they used or not)</i>		
Bedding <i>(only if purchased)</i>		
Sales Commissions, Auction Fees <i>(insurance at auction)</i>		
<a href="#">Check-off</a>		
Brand inspection		
Transport / hauling <i>(e.g. to auction or summer grass)</i>		
Insurance <i>(e.g. WLPIP)</i>		
Water <i>(only if paid for with a monthly bill)</i>		
Other _____		
Other _____		

## Greenhouse Gas (GHG) Emissions

Climate will be pulled based on the EcoRegion for the group.

## Animal Management

- Winter housing – confined or pasture conditions

- Manure storage – solid storage, covered, bulking agent, additives, drylot, deep bedding, composting, etc.
- Bedding – type (straw, sand, sawdust/wood shavings), amount used per year, by animal type

## Land Use Change

Acres of land that has changed uses in the last 20 years (e.g. woodland to pasture, pasture to annual crops, etc.)

## WHOLE FARM DATA

### Overview

1. What is your **ecoregion**? (*We can determine/discuss this during session. We will need to pick one for the 'typical farm'.*)
2. Sole Proprietorship or Corporation

### Asset Value & Depreciation Rates

3. What is the **current fair market value for all machinery and equipment (excluding passenger vehicles)**? \$ \_\_\_\_\_
  - a. The fair market value of all equipment/machinery can be found on a Net Worth Statement.
    - i. It should exclude small power tools
  - b. This would be the amount all machinery and equipment is insured for.
  - c. When completing your individual COP analysis, it can be helpful to report the equipment/machinery by type (tractors, tillage, harvest/transport, haying, etc.) along with year of purchase, purchase price, expected years of use, salvage value.
  - d. Machinery depreciation will be set at 10% and used for all farms in the COP Network.
    - i. The [Capital Cost Allowance](#) (aka depreciation rate) used for tax purposes is 20% for equipment and 30% for passenger vehicles.
    - ii. Rates used by AB's AgriProfit\$ are 11.5% for non-powered equipment, 8% for powered and 5% for equipment.

- iii. Rates used by SK Ministry of Agriculture's *Crop Planning Guide* are 10.7% for machinery.
- 4. What is the **current fair market value for buildings and facilities (excluding the house)?**  
\$ \_\_\_\_\_
  - a. The fair market value of all buildings and facilities, can be found on a Net Worth Statement.
  - b. This would be the amount all buildings and facilities are insured for.
  - c. A steel chute is considered part of the facilities and should be included here. Portable steel panels expensed as purchased are excluded.
  - d. When completing your individual COP analysis, it can be helpful to report buildings and facilities individually along with year of purchase, purchase price, expected years of use, salvage value.
  - e. Building and facilities depreciation will be set at 5% and used for all farms in the COP Network.
    - i. The Capital Cost Allowance used for tax purposes: 10% buildings.
    - ii. Rates used by AB's AgriProfit\$ is 5% for buildings.
    - iii. Rates used by SK Ministry of Agriculture's *Crop Planning Guide* is 5% for buildings.
- 5. What is the **current fair market value for the house/dwelling that is located on-farm?**  
\$ \_\_\_\_\_
- 6. What is the % of the house allocated to farm business? \_\_\_\_\_%
  - a. If the dwelling is on the farm, separate it from the number reported.
    - i. If the dwelling is off-farm (e.g. in town); exclude it.
    - ii. In AgriProfit\$ up to 25% of the house can be attributed to the farm operations for office use and is separate by enterprise.

## Paid & Unpaid Labour

We are interested in your family, hired and casual labour. Custom operators (i.e. silage crew, custom combining) is captured in another section.

If there are multiple individual workers and multiple enterprises, they should be listed on separate rows to more easily allocate to each enterprise on the operation.

Labour Category	Hours (per year)	Wages \$/hr	Total Wages \$/year
Family Member 1: _____			
Family Member 2: _____			
FT Hired			
Part-time/Casual			

To estimate family labour you can breakdown each season. For example, during calving (March-April) X hours per week, during haying (June-July) X hours per week, etc.

For unpaid labour we will be looking for the value of those hours if that person was injured and someone else had to do those tasks. Consider the percentage of time and value (\$/hr) for physical tasks vs. the percentage of time and value (\$/hr) for management tasks.

### Allocation of Labour to Enterprises (% of time)

Labour Category	Cow-Calf	Cash Crops	Forage Production	Other: _____
Family Member 1: _____				
Family Member 2: _____				
FT Hired				
Part-time/Casual				

## Liabilities & Interest Rates

7. Would you classify your operation as a:                      **Start-up**                      **Medium**                      **Mature**

*Note: The 'typical farm' that we are creating the benchmarks for will have to be classified as one of these as well. It is recognized that the liabilities a farm carried is related to its stage.*

Loans/Accounts	Interest Rate (%)	Outstanding Balance (Remaining total loan)
Short-term (1-3 years)		
Medium-term (4-8 years)		

Long-term loans (>8 years)		
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Loan definition is, in general, matched with asset life and therefore, depreciation rates (see above).

Short-term – operating loan    Medium-term – livestock and machinery    Long-term – land

## Fixed Costs (Overhead for Whole Farm)

*Note: Fixed costs do not fluctuate based on the number of head, acres or crop rotation.*

Cost Category	\$CAD/year
Land improvements ( <i>land clearing/drainage 9796, fencing, water development, etc.</i> )	
Machinery Maintenance	
Building and Facilities Maintenance	
Contract Labour (manure hauling)	
Fuel	
Diesel – <i>Includes Pick-up trucks, farm vehicles, NOT tractors for crop and forage production (var. cost per ha!)</i>	
Diesel - Heating, Irrigation	
Gasoline	
Utilities (Natural Gas, Electricity, water)	
Water rights/access	
Insurance	
Farm (Buildings, Machinery, Vehicles)	
Disability, accident, life insurance	
Advisor costs (feed tests, soil test, nutritionist)	
Farm Tax and Fees (e.g. property tax, not personal) 9810	
Accounting, Legal Fees (9809)	
Office Expenses (Phone, Cell, Internet, Subscriptions – portion allocated to the farm) 9808/9807/9824 †	
Bank fees	
Rental/Lease Payments (on cattle)	
Grazing fees for community pasture*	
Marketing (set fees only)	
Other	

† *With utilities (i.e. natural gas/propane, electricity) and office supplies, AgriProfit\$ separates and allocated to farm vs. non-farm use and by enterprise.*

*\*Community pasture costs are captured under variable costs for the cow if breeding fees apply, and under fixed costs for grazing fees (must confirm if grazing fees are itemized and included in other placed to avoid double counting).*

## Other Income

This is revenue that comes from the farm assets such as contract work using farm machinery or revenue that comes from the land.

Other Farm Income	\$CAD/year
Agricultural contract work	
Leases (gas, oil, well, surface)	
Sales of gravel, sand, etc.	
Ecosystem services	
Other _____	

See lines 9540-9600 in Statement A of the AgriStability Form

## Off-Farm Income

8. What percent of net farm revenue comes from off-farm income? \_\_\_\_\_ %

## FEED PRODUCTION

### Land Use

9. What is the average stocking rate you use on grazing lands? \_\_\_\_\_ AU/ac
- Acres should equal total grazing acres in table below, both owned and rented.
  - Example 1. Animal Unit for for 1300 lb cow = 1.3 AU X 100 head = 130 AU  
130 AU for 156 grazing days = 20,280 AUD  
20,280 AUD / 676 acres of grassland = 30 AU/acre
  - Example 2. 20 cows/quarter, where 1.3 AU x 20 cows x 156 grazing days / 160 acres of grazing land = 25.35 AU/acre

Animal Type	Animal Unit Equivalent
Cow, dry (1000 lbs)	1.0
Cow, 1300 lbs with calf to 4 months	1.3
Cow, 1500 lbs with calf to 4 months	1.5
Yearling Steer	0.85
Heifers, 700 lbs	0.80
Bulls, mature (1700 lbs. average)	1.7

Land Use	Cropland (acres)	Grassland (acres)	Other (e.g. Woodland, Bush)
Owned Land (ac)			
Rented Land (ac)			
Rental Price (\$/acre)			
Market Value for owned land (\$/acre)			

*NOTE: Crown land (if it is at a different rate from private rental) go into "Other" in order to estimate the land base needed to support the cow herd and capture grazing costs.*

*Community pasture costs are captured under variable costs for the cow if breeding fees apply, and under fixed costs for grazing fees (must confirm if grazing fees are itemized and included in other placed to avoid double counting).*

### Land Use, Yields and Prices

Provide breakout of the various crops (e.g. barley grain, canola) and forages (e.g. pasture, hay, silage) grown on land base – acreage, yield (provide unit), report cash crops separate from annuals grown for feed. Indicate which enterprises use the land.

Acreage Use	# Acres	Yield	Enterprise _e.g. cow-calf_	Enterprise _yearlings_	Enterprise _cash crops
Hay					
Silage					
Barley					
Wheat					
Canola/Corn					
Other Crops					

*Note: details are needed for homegrown feed production as many regions do not have a publicly traded market price for feeds (e.g. hay)*

### Variable Costs of Crop and Forage Production (Section 2.3, row 586)

Provide details on the costs associated with crop and forage production.

Cost	Hay \$/acre	Crop _____ \$/acre	Crop _____ \$/acre	Crop _____ \$/acre
Frequency (i.e. every 6 years)				
Seed				

Fertilizer				
Herbicide				
Fungicide, Insecticide				
Contract Labour				
Fuel (\$/acre)				
Other (e.g. crop insurance, netwrap/ plastic, irrigation)				

*NOTE: crop insurance is a variable expense because producers have options each year on the crop grown.*

## Land Use

- Fertilizer
  - Lbs/acre of N, P, S
- % residue harvest (by crop type), leaching, drained, burnt
- Rejuvenation of hay land, how often (e.g. every 5, 10 years)
- Inputs – Urea, Limestone, Dolomite
- Land use change in last 20 years (e.g. from forest or native to tame pasture, hay or annual crop)

## Purchased Feed

If your operation purchases feed, what are the prices paid for each feedstuff?

Note: A decision will be made as to what percentage of the 'Typical Farm's' feed requirements are met from homegrown vs purchased feed. And the percentages may differ from your situation.

<b>Purchased</b>	<b>\$</b>	<b>Unit (ton, tonne, lb)</b>	<b>DM, energy, protein</b>
Hay			
Straw			
Grain_____			
Supplement			
Mineral			
Salt			