The image shows a website banner for AgMpower. At the top left is the AgMpower logo, which includes a leaf icon and the text "Farm Management Tools" and "AgMpower". To the right of the logo is a navigation menu with buttons for "Home", "About Us", "AgMpower Software", "Sign Up & Pricing", "Support & Help", "News & Press", and "Contact Us". A "Login" button with a lock icon is located in the top right corner. The main banner features a photograph of a man in a grey tank top sitting on a hill, using a laptop. The background is a blue sky with white clouds. To the right of the photo, the text reads: "SIMPLE TO USE SOFTWARE TO HELP YOU MANAGE YOUR FARM." Below this, there is a call to action: "Click to learn about the AgMpower software and how it can help you." with a right-pointing arrow. At the bottom left of the banner, there is a paragraph: "Imagine knowing exactly how you are doing at all times. Track profitability by crop years, and make smart decisions based on reliable data rather than 'best guess'." At the bottom right, there is a lightbulb icon and the text: "Why Choose AgMpower? Learn about the advantages of the AgMpower software."

# WBDC Cow Calf Benchmarking Study

Leo Kosokowsky

# Strategies

- **Be a low cost producer**
- **Purebred**
- **Winter calving**
- **Pasture calving**

# System in Total is Important

- **Grazing**
  - Swath
  - Bale
  - Corn
- **Winter Feeding**
- **Land base**
  - Ownership
  - Community Pasture

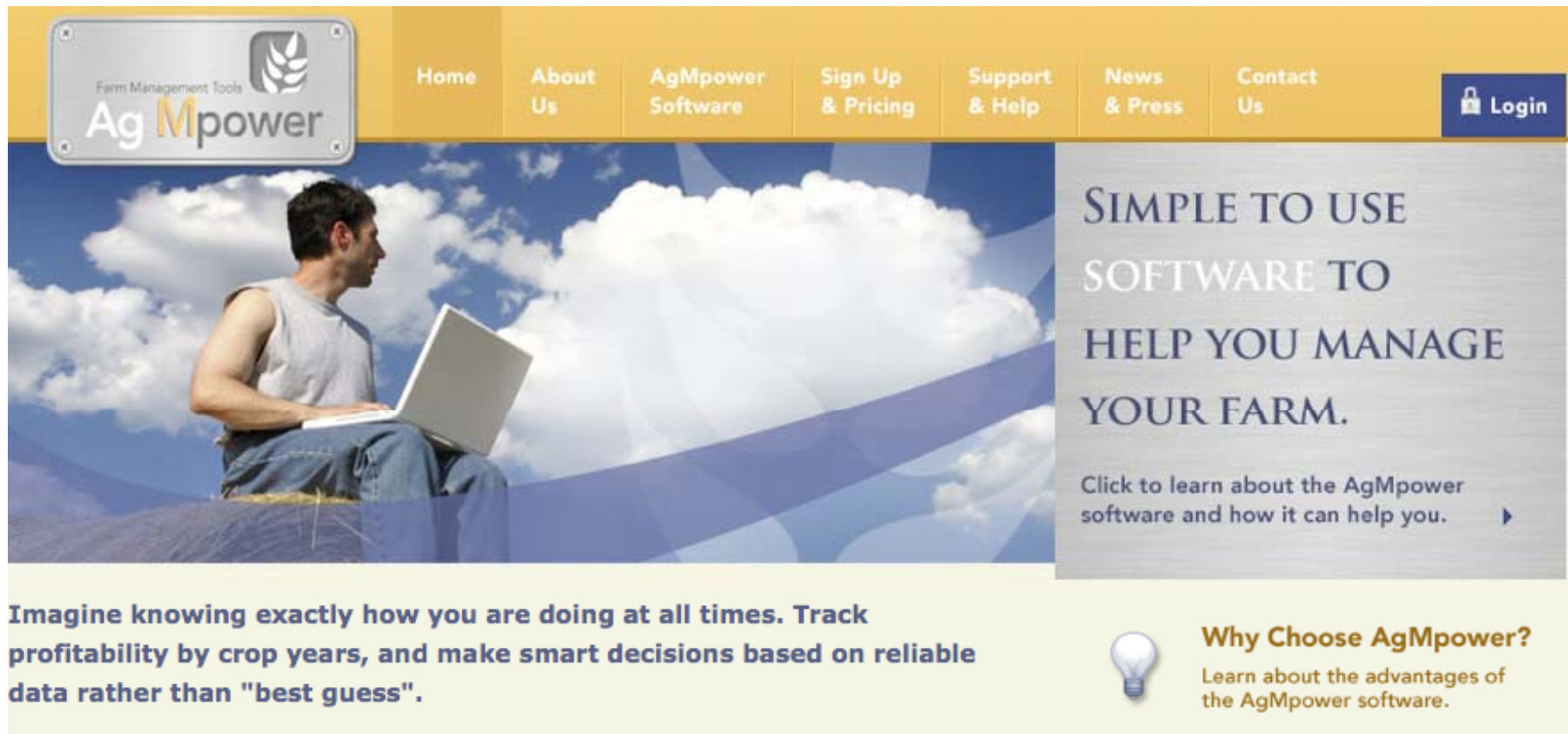
# Know your Cost of Production

- **Change Strategy**
  - COP of \$1.20
  - COP of \$1.50
  - COP of \$0.90
- **Fine Tune**
  - grazing management
    - Timing / intensity / rotational
    - Reseed / Replace

# All information is needed

- **Assets**
- **Loans**
- **Landbase**
  - **Capacity / Productivity of land**
  - **Cost**
- **Compare**
  - **Feed cost**
  - **Overhead**
  - **Investment / cow**

# Tools



Farm Management Tools  
**AgMpower**

Home About Us AgMpower Software Sign Up & Pricing Support & Help News & Press Contact Us Login

**SIMPLE TO USE  
SOFTWARE TO  
HELP YOU MANAGE  
YOUR FARM.**

Click to learn about the AgMpower software and how it can help you. ▶

**Imagine knowing exactly how you are doing at all times. Track profitability by crop years, and make smart decisions based on reliable data rather than "best guess".**

**Why Choose AgMpower?**  
Learn about the advantages of the AgMpower software.

- Keep track of all your field and crop detail
- livestock tracking and cost detail
- web based
- Benchmarks
- Supported in house and by advisers

Budget Item Information - Mozilla Firefox

http://rd1.agmpower.ca/2009-05/mgmt/LivestockCMPopup.php?p

**GROUP**

Budget Group: Cows

**ITEM**

Budget Type: Straw

Name: ration for Mar 1 - may 1

**UNIT CALCULATION**

Cost: \$ 10 default: \$10

#Units: 5 bale

for: 230 animals

lasts: 3 days

**TOTALS**

Apply for: 90 days

PPU Cost:  $\$10 * 5 * 90 / (230 * 3) = \$6.52$

Herd Total: \$1,500

**COMMENTS**

OK Cancel Delete

Easy to input  
your Direct  
Costs?

# 2008 Planning Contrib Margin (Livestock Budgets)

Leo sysAdmin::R demo

Logo

? << 2008 **Planning** Actual 2009 Planning Actual 2010 Planning Actual >>

? Save		TYPE	NAME	DETAIL	PPU ? TOTAL	HERD TOTAL
<b>OVERALL</b> + <a href="#">NEW BUDGET GROUP</a>					\$326.14	\$75,012
✎ + <b>Cows (230)</b> cull: % @ \$, purchase: % @ \$					\$326.14	\$75,012
<b>Livestock</b>					\$487.83	\$112,200
<input checked="" type="checkbox"/>	✎	Calves 5-600 lb	owned	89% * 550 lb * \$1	487.83	
<b>Expenses</b>					\$161.69	\$37,188
<b>Feed</b>					\$-157.01	\$-36,113
<input checked="" type="checkbox"/>	✎	Alfalfa	hay alfalfa	\$50, 281 ton, 230 hd, 365 d, 365 d	61.09	
<input checked="" type="checkbox"/>	✎	Purchased Feed		\$185.96, 100 bale, 230 hd, 365 d, 365 d	80.85	
<input checked="" type="checkbox"/>	✎	Screenings	Screens	\$44.7, 44 ton, 230 hd, 365 d, 365 d	8.55	
<input checked="" type="checkbox"/>	✎	Straw	ration for Mar 1 - may 1	\$10, 5 bale, 230 hd, 3 d, 90 d	6.52	
<b>Supplies</b>					\$-2.15	\$-495
<input checked="" type="checkbox"/>	✎	Minerals and Supplements		100% * \$495 per 230	2.15	
<b>Vet</b>					\$-2.52	\$-580
<input checked="" type="checkbox"/>	✎	Supplies		100% * \$580 per 230	2.52	

+ [add Cows item](#)

[View Printer Friendly Version](#)

## What happens if I change . . . ?

BUDGET DESCRIPTION		SEED COSTS		INSURANCE COSTS																																																									
Budget Name:	Smith E2	Description/variety:	IMC - cargill	Crop Ins:	6.86 \$/ac																																																								
Land Location:	optional	Rate / ac:	5.5 units / ac	Hail Coverage:	rate: 6 \$ / \$100 coverage																																																								
Crop:	Canola, CSCO	Seed Price:	7.273 \$/unit = \$40/ac	coverage:	100 Coverage chosen																																																								
Acres:	200	Bin run + cleaning:	\$/unit	hail premium:	\$6/ac																																																								
<b>CROP REVENUE</b>		Package Price:	\$/ac	<b>Insurance:</b>	<b>\$12.86/ac</b>																																																								
Yield:	33 bu /ac	<b>Seed:</b>	<b>\$40/ac</b>	add comment																																																									
Override Price:	10 \$ / bu	<b>FERTILIZER COSTS</b>																																																											
Misc Income:	\$/ acre	<table border="1"> <thead> <tr> <th>N</th> <th>P</th> <th>K</th> <th>S</th> <th>\$/MT</th> <th>LB/AC</th> <th>\$/AC</th> </tr> </thead> <tbody> <tr> <td>46</td> <td>0</td> <td>0</td> <td>0</td> <td>600</td> <td>100</td> <td>27.22</td> </tr> <tr> <td>21</td> <td>0</td> <td>0</td> <td>24</td> <td>400</td> <td>100</td> <td>18.14</td> </tr> <tr> <td>12</td> <td>51</td> <td>0</td> <td>0</td> <td>900</td> <td>45</td> <td>18.37</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>72</td> <td>23</td> <td>0</td> <td>24</td> <td></td> <td>245</td> <td><b>63.73</b></td> </tr> </tbody> </table>				N	P	K	S	\$/MT	LB/AC	\$/AC	46	0	0	0	600	100	27.22	21	0	0	24	400	100	18.14	12	51	0	0	900	45	18.37																						72	23	0	24		245	<b>63.73</b>
N	P	K	S	\$/MT	LB/AC	\$/AC																																																							
46	0	0	0	600	100	27.22																																																							
21	0	0	24	400	100	18.14																																																							
12	51	0	0	900	45	18.37																																																							
72	23	0	24		245	<b>63.73</b>																																																							
<b>Revenue:</b>	<b>\$330/ac</b>	Drying Fuel:																																																											
add comment		0 /bu = \$/ac																																																											
<b>TOTALS</b>		\$/ac add comment																																																											
Revenue:	\$330/ac	\$/ac add comment																																																											
Expenses:	\$122.59/ac	\$/ac add comment																																																											
Cont. Margin:	\$207.41/ac	\$/ac add comment																																																											
CM - Land Rent:	\$162.41/ac	Other:																																																											
<input type="checkbox"/> Exclude From Acre Total		add comment																																																											
Action		<b>LAND RENT</b>																																																											
<b>MOVE TO</b>		Total Cash Rent:																																																											
Analysis Type:	Planning	\$/ac																																																											
Crop Year:	2009	or per acre: \$/ac																																																											
		Crop Share: 20 %																																																											
		min: 25 \$/ac																																																											
		max: 45 \$/ac																																																											
		<b>Chemical Costs (\$/AC)</b>																																																											
		Seed Treat: 0 add comment																																																											
		PreEmergent: 3 add comment																																																											
		PostEmergent: 3 add comment																																																											
		PreHarvest: add comment																																																											
		Insecticide: add comment																																																											
		Fungicide: add comment																																																											
		Other: add comment																																																											
		<b>Chemical:</b> \$6/ac																																																											
		<b>Land Rent:</b> \$9000 or \$45/ac																																																											
		add comment																																																											

Easy to use ... so you actually use it. . .?

		REVENUE				EXPENSE						CONT MARGIN	LAND RENT				
?	Save	FIELD ( <input checked="" type="checkbox"/> detail)	ACRES	YIELD	PRICE	MISC	TOTALREV	SEED	FERT	CHEM	INS	OTHER	TOTALEXP	?	RENT		
OVERALL			7,100	-	-	-	303.03	18.32	45.20	21.09	9.43	-	94.04	208.98	✓	17.39	
Barley-Feed			300	60.00	6.00	-	360.00	10.00	58.80	32.20	17.75	-	118.75	241.25	✓	19.00	
<input checked="" type="checkbox"/>			barley	300	60.00	6.00	0.00	360.00	10.00	58.80	32.2	17.75	0	118.75	241.25	✓	19.00
Canola			700	25.00	13.00	-	325.00	45.00	58.80	18.70	18.40	-	140.90	184.10	✓	19.00	
<input checked="" type="checkbox"/>			canola	700	25.00	13.00	0.00	325.00	45.00	58.80	18.7	18.4	0	140.9	184.10	✓	19.00
Pasture			600	100.00	-	-	-	-	-	-	-	-	-	-	✗	-	
<input checked="" type="checkbox"/>			Aug 15 - Sep 3...	300	100.00	0.00	0.00	0.00	0.00	0	0	0	0	0.00	0.00	✗	0.00
<input checked="" type="checkbox"/>			Jul1 - Aug 15	300	100.00	0.00	0.00	0.00	0.00	0	0	0	0	0.00	0.00	✗	0.00

[+ Add a crop budget](#) Use  to include budgets in totals Cont Margin: ✗ less than \$100.00/ac, ✓ greater than \$150.00/ac

**What much will it pay growing this?**  
**What happens if I change . . . ?**

? Grower Filter

8 growers: 1,001 to 4,000 acres, All farms

		RANK ?	AVG ALL ?	TOP 25% ?	
<b>Crop Units (acres)</b>	<b>2,081</b>	7/8	2,770	? n/a	
Total Revenue:	\$611,850				incl
<b>per unit</b>	<b>\$294.02</b>	4/8	286.81	n/a	
Budget Costs:	\$215,267				Exp
<b>per unit</b>	<b>\$103.44</b>	3/8	114.58	n/a	
Contribution Margin:	\$396,583 ?				
<b>per unit</b>	<b>\$190.57</b>	2/8	172.23	n/a	
CM %	64.8%	2/8	60.2%	n/a%	

Crop Fixed Cost (cash)	\$192,273	Rank	Avg All	? Top 25%	\$Farm T
<b>per unit</b>	<b>\$92.39</b>	4/8	99.27	n/a	
Fuel:	11.27	5/8	10.35	n/a	23,450
Repairs:	10.19	4/8	10.26	n/a	21,200
Custom Hire:	-	1/8	1.20	n/a	0
Hired Labour:	0.91	3/8	6.24	n/a	1,900
Land Rent:	28.96	7/8	16.98	n/a	60,265
Real Estate Tax:	1.44	2/8	2.84	n/a	3,001
Mach. & Bldg. leases:	0.59	3/8	3.58	n/a	1,234
Farm Insurance:	0.48	2/8	1.45	n/a	1,000
Utilities:	1.15	4/8	1.24	n/a	2,400
Marketing:	0.58	5/8	0.81	n/a	1,200
Dues & Prof Fees:	0.72	3/8	1.80	n/a	1,500
Miscellaneous:	0.48	2/8	1.47	n/a	999
Interest:	8.15	5/8	6.51	n/a	16,965
Principle Payments:	14.97	3/8	21.56	n/a	31,159
Living Exp/Mgmt Fee:	12.49	5/8	9.93	n/a	26,000
Income Tax:	-	1/8	3.05	n/a	0
Cash Surplus:	\$204,310				
<b>per unit</b>	<b>\$98.18</b>	3/8	72.96	? n/a	includes rela

? Grower Filter 8 growers: 1,001 to 4,000 acres, All farms

		RANK ?	AVG ALL ?	TOP 25% ?	
<b>Crop Units (acres)</b>	<b>2,855</b>	5/8	2,770	? n/a	
Total Revenue:	\$691,955				inc
<b>per unit</b>	<b>\$242.37</b>	7/8	286.81	n/a	
Budget Costs:	\$280,198				Exp
<b>per unit</b>	<b>\$98.14</b>	2/8	114.58	n/a	
Contribution Margin:	\$411,757 ?				
<b>per unit</b>	<b>\$144.22</b>	6/8	172.23	n/a	
CM %	59.5%	5/8	60.2%	n/a%	

	Crop Fixed Cost (cash)	\$388,984	Rank	Avg All ?	Top 25%	
<b>per unit</b>	<b>\$136.25</b>	8/8	99.27	n/a	\$Farm T	
Fuel:	12.61	8/8	10.35	n/a	36,000	
Repairs:	12.61	7/8	10.26	n/a	36,000	
Custom Hire:	2.80	7/8	1.20	n/a	8,000	
Hired Labour:	2.63	5/8	6.24	n/a	7,500	
Land Rent:	7.90	3/8	16.98	n/a	22,545	
Real Estate Tax:	3.18	5/8	2.84	n/a	9,075	
Mach. & Bldg. leases:	2.10	5/8	3.58	n/a	6,000	
Farm Insurance:	2.55	7/8	1.45	n/a	7,285	
Utilities:	1.40	6/8	1.24	n/a	4,000	
Marketing:	-	1/8	0.81	n/a	0	
Dues & Prof Fees:	2.28	6/8	1.80	n/a	6,500	
Miscellaneous:	2.10	6/8	1.47	n/a	6,000	
Interest:	11.57	7/8	6.51	n/a	33,046	
Principle Payments:	51.50	8/8	21.56	n/a	147,033	
Living Exp/Mgmt Fee:	21.02	8/8	9.93	n/a	60,000	
Income Tax:	-	1/8	3.05	n/a	0	
Cash Surplus:	\$22,773					
<b>per unit</b>	<b>\$7.98</b>	8/8	72.96	? n/a	includes rel.	

agmpower.ca



# CAN I...? ANALYSIS TOOL

CAN I  
AFFORD?



CAN I  
EXPAND?



CAN I  
RETIRE?



Our low cost, simple to use analysis tool helps take the guesswork out of big decisions.

Test out your strategy First

# Test out your strategy First

## 2008 What-If Adviser

Leo sysAdmin::R demo

? << 2008 Planning Actual **sell cattle** 2009 Planning Actual 2010 Planning Actual >>

Select Scenarios ?

CROP	PLANNING			SELL CATTLE		
	UNITS	FARM	CM/UNIT	UNITS	FARM	CM/UNIT
Overall Revenue		\$2,233,700			\$2,121,500	
Overall Direct Expenses		\$704,895			\$667,707	
Overall Cash Surplus		\$710,018			\$690,005	
Overall Profitability		\$1,024,799			\$980,868	

# Do it Yourself

- **Grain Farms AND Cow Calf**

- 1 Free Month - Cancel Anytime
- Call Anytime 9 - 5 weekdays
- \$70 / month

- **Cow Calf Benchmark Study**

- Call Anytime 9 - 5 weekdays
- Attend WBDC workshop in fall / winter

***Paid for by:***

***Western Beef Development Center***

\*On condition of using in Benchmark Study


# Real Time Support

Revenometer **Client Support -> Grower List**  
 Leo sysAdmin::Demo

2008 Planning Actual 2009 Planning Actual 2010 Planning Actual >>

<<prev Query Totals **1\_5** 6\_10 11\_14 next>>

	<u>A DEMO</u>	<u>B DEMO</u>	<u>C DEMO</u>	<u>DEMO</u>
Client Support	<a href="#">Support</a> <a href="#">edit profile</a>	<a href="#">Support</a> <a href="#">edit profile</a>	<a href="#">Support</a> <a href="#">edit profile</a>	<a href="#">Support</a> <a href="#">edit profile</a>
Farm Type	<a href="#">Mixed</a>	<a href="#">Mixed</a>	<a href="#">GrainOnly</a>	<a href="#">GrainOnly</a>
Expire	350 days 2010-06-02	337 days 2010-05-20	<b>Expired 2009-06-01</b>	50 days 2009-08-06
Recent Activity				
Data Complete	,	,	,	,
<b>Farm Acres</b>	<b>0</b>	<b>435</b>	<b>0</b>	<b>1,870</b>
<b>CM Net</b>	\$0 <a href="#">\$-/ac</a>	\$0 <a href="#">\$-/ac</a>	\$0 <a href="#">\$-/ac</a>	\$1,004,595 <a href="#">\$152/ac</a>
<b>Total Overhead</b>	\$0 <a href="#">\$-/ac</a>	\$0 <a href="#">\$-/ac</a>	\$0 <a href="#">\$-/ac</a>	\$0 <a href="#">\$-/ac</a>
<b>Cash Surplus</b>	\$0 <a href="#">\$-/ac</a>	\$0 <a href="#">\$-/ac</a>	\$0 <a href="#">\$-/ac</a>	\$1,004,595 <a href="#">\$152/ac</a>
<b>Net Operating Profit</b>	\$0 <a href="#">\$-/ac</a>	\$0 <a href="#">\$-/ac</a>	\$0 <a href="#">\$-/ac</a>	\$1,004,595 <a href="#">\$152/ac</a>

A Farm Management Tool by 

• **We can view your farm – You can view our screen**

• Call Anytime 9 - 5 weekdays

# Solutions

## **Growing Forward Refunds 75% of cost up to \$4,000**

- \* *Requires pre-approval by Sk. Ag.*



### •**Example :**

**For Cow calf benchmark including farm visit and assistance:**

**\$2,000 - \$1,500 refund - \$500 WBDC = \$0 cost to farmer**

*\*\$500 deposit is required to start*

### •**Example :**

**\$4,000 engagement - \$3,000 refund = \$1,000 net cost to farmer**

*\* \$1,000 deposit is required to start*



Home

About Us

AgMpower Software

Sign Up & Pricing

Support & Help

News & Press

Contact Us

Login



SIMPLE TO USE  
SOFTWARE TO  
HELP YOU MANAGE  
YOUR FARM.

Click to learn about the AgMpower software and how it can help you. ▶

Imagine knowing exactly how you are doing at all times. Track profitability by crop years, and make smart decisions based on reliable data rather than "best guess".



#### Why Choose AgMpower?

Learn about the advantages of the AgMpower software.

Tools and Strategies for Successful Farming

[www.agmpower.ca](http://www.agmpower.ca)

Leo Kosokowsky