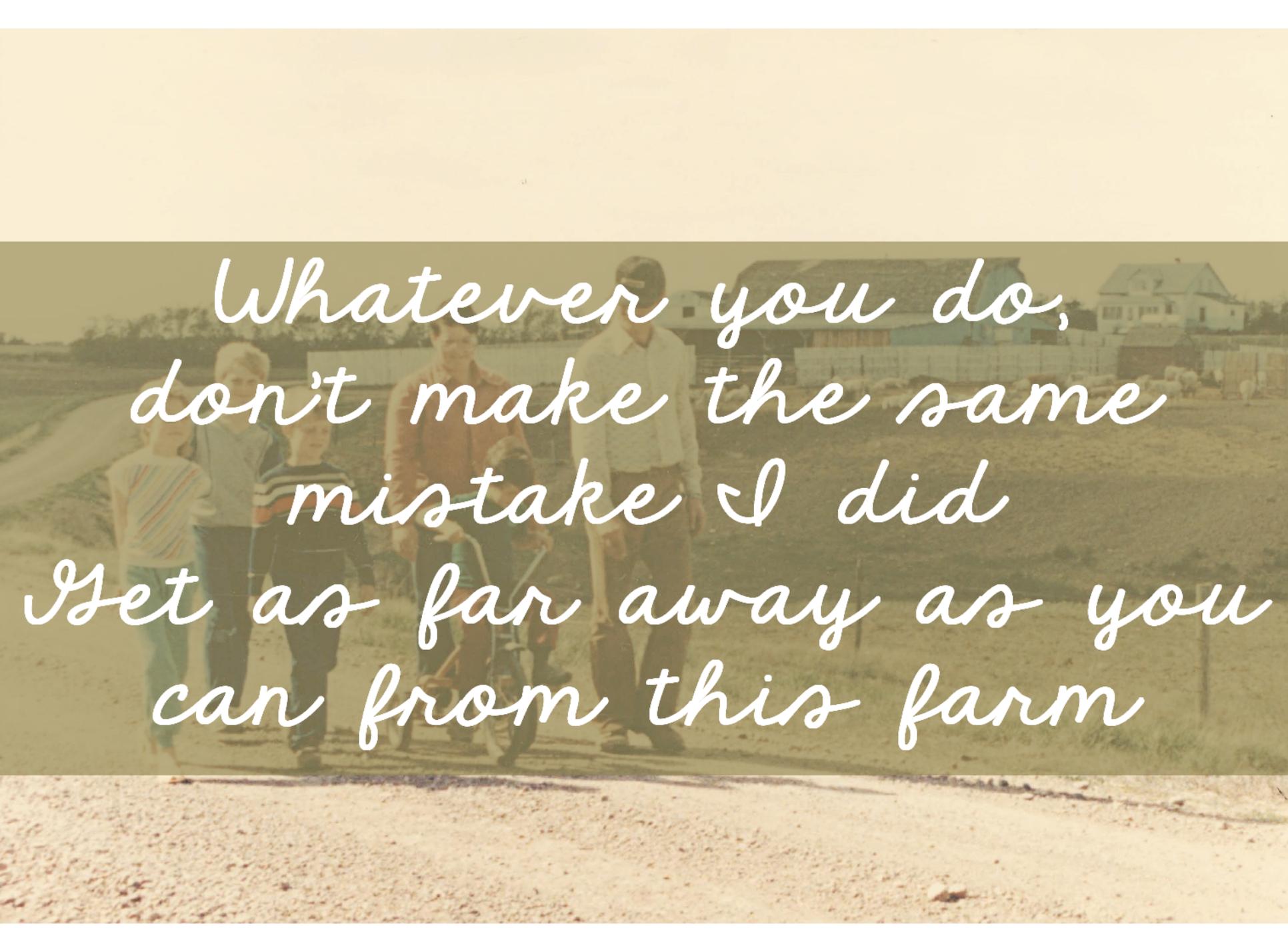




Young Ranchers Study – Succession Panel  
Global Forum | agri benchmark

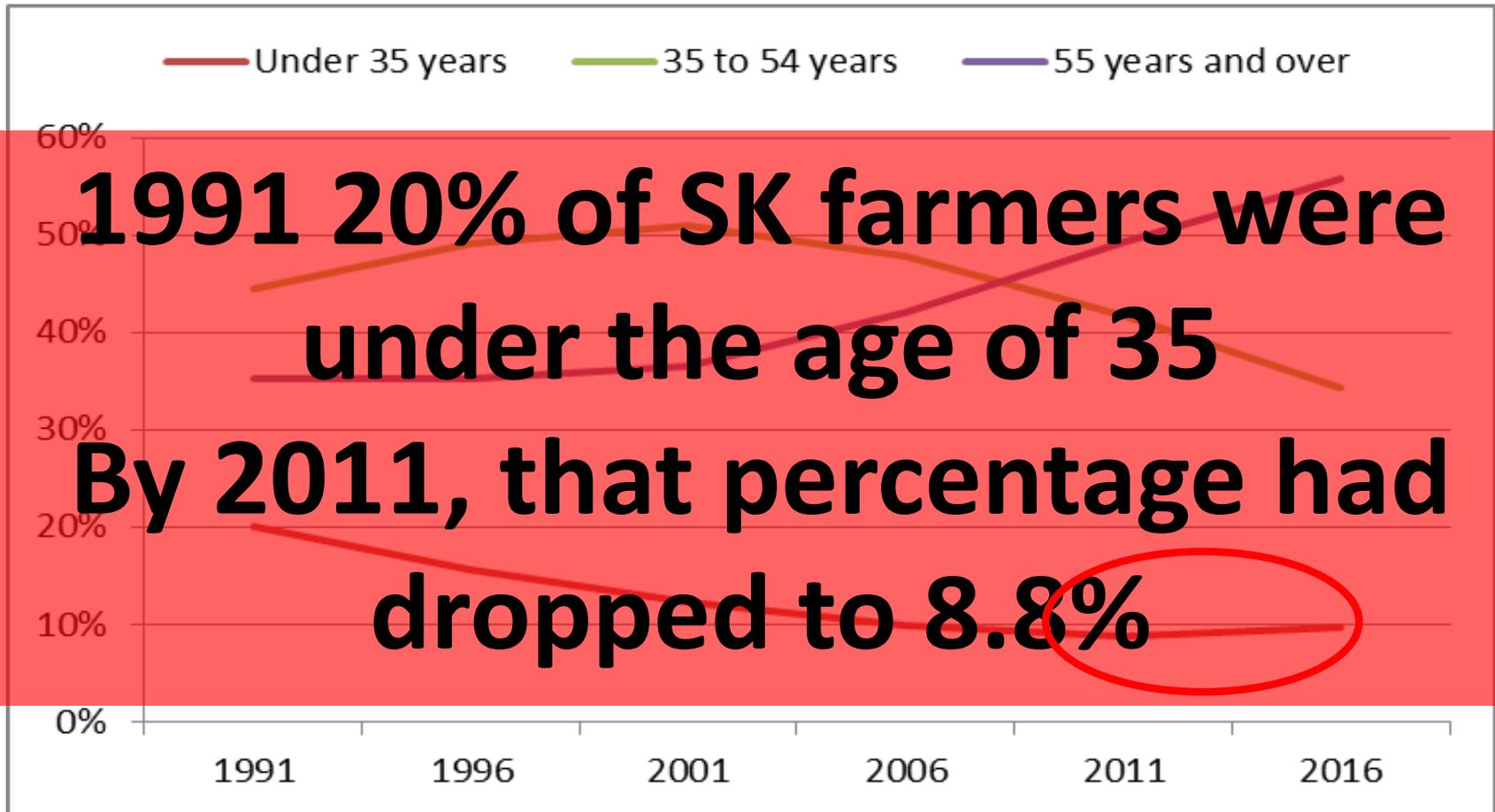
June 23, 2017

Kathy Larson  
WBDC Beef Economist

A vintage, sepia-toned photograph of a family walking along a dirt path on a farm. In the foreground, a man in a light-colored shirt and dark pants walks towards the camera. Behind him, a woman in a red jacket pushes a stroller. To the left, three children are walking. In the background, a white house with a blue roof and a fenced-in area with sheep are visible. The text is overlaid in a white, cursive font.

Whatever you do,  
don't make the same  
mistake I did  
Get as far away as you  
can from this farm

# Farmers by Age Category, SK



# Misleading Numbers – Census Farm Definition

- They are “farmers” under the age of 35
- They own no land
- Grow flowers & veggies in the front yards of 16 homes in Vancouver



[www.citybeetfarm.com](http://www.citybeetfarm.com)

**Source:**

<http://www.cbc.ca/news/canada/british-columbia/b-c-boasts-the-highest-proportion-of-female-farmers-in-canada-according-to-2016-agriculture-census-1.4113669>



# Young Cow-Calf Operators

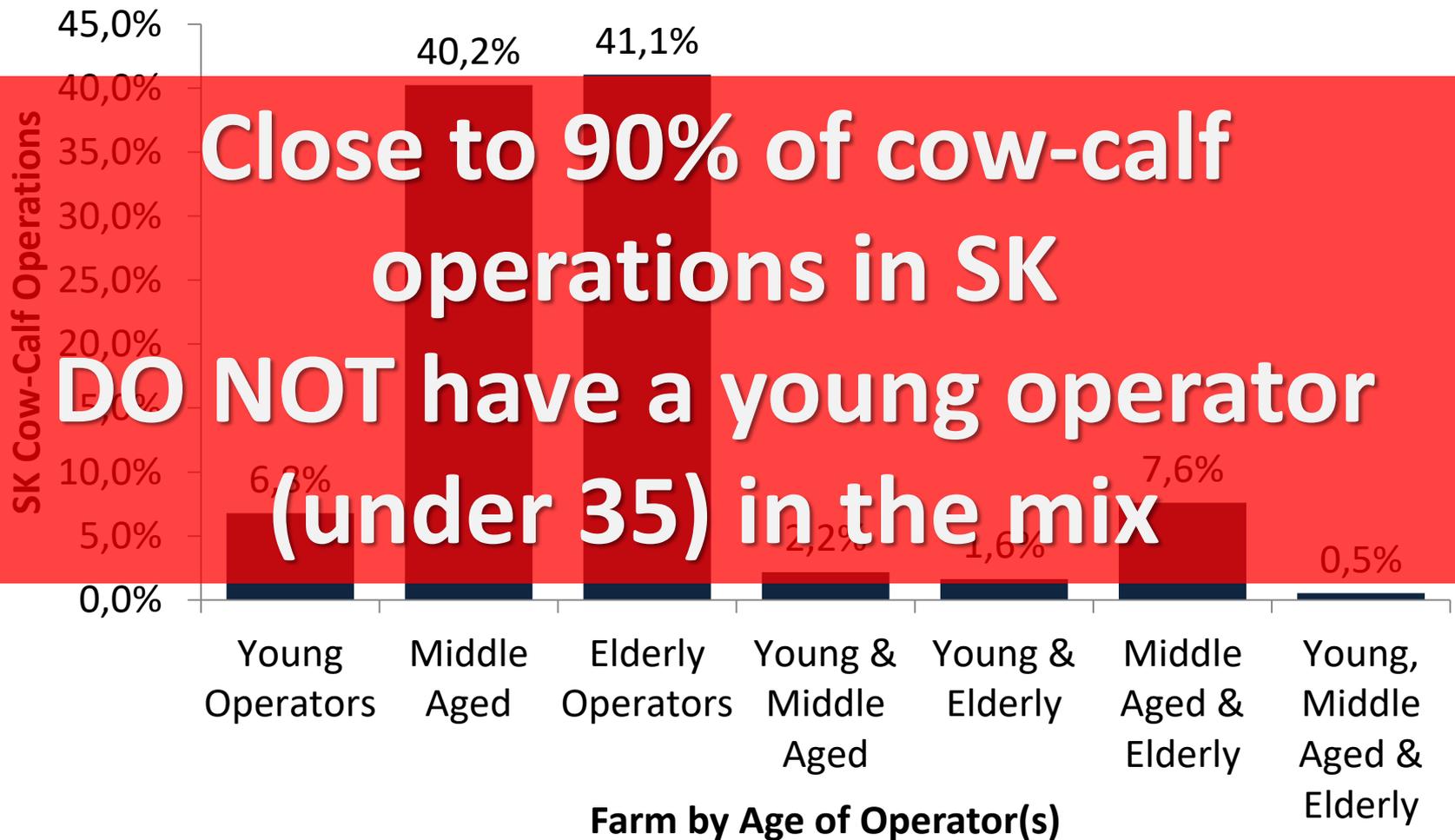
There are **36,952 farms** in Saskatchewan

**15,372** (41.5%) of them have **cattle**

**1,551** cow-calf with a young operator in the mix

**946** ran solely by someone Under 35

# SK Cow-Calf Operations by Age of Operators

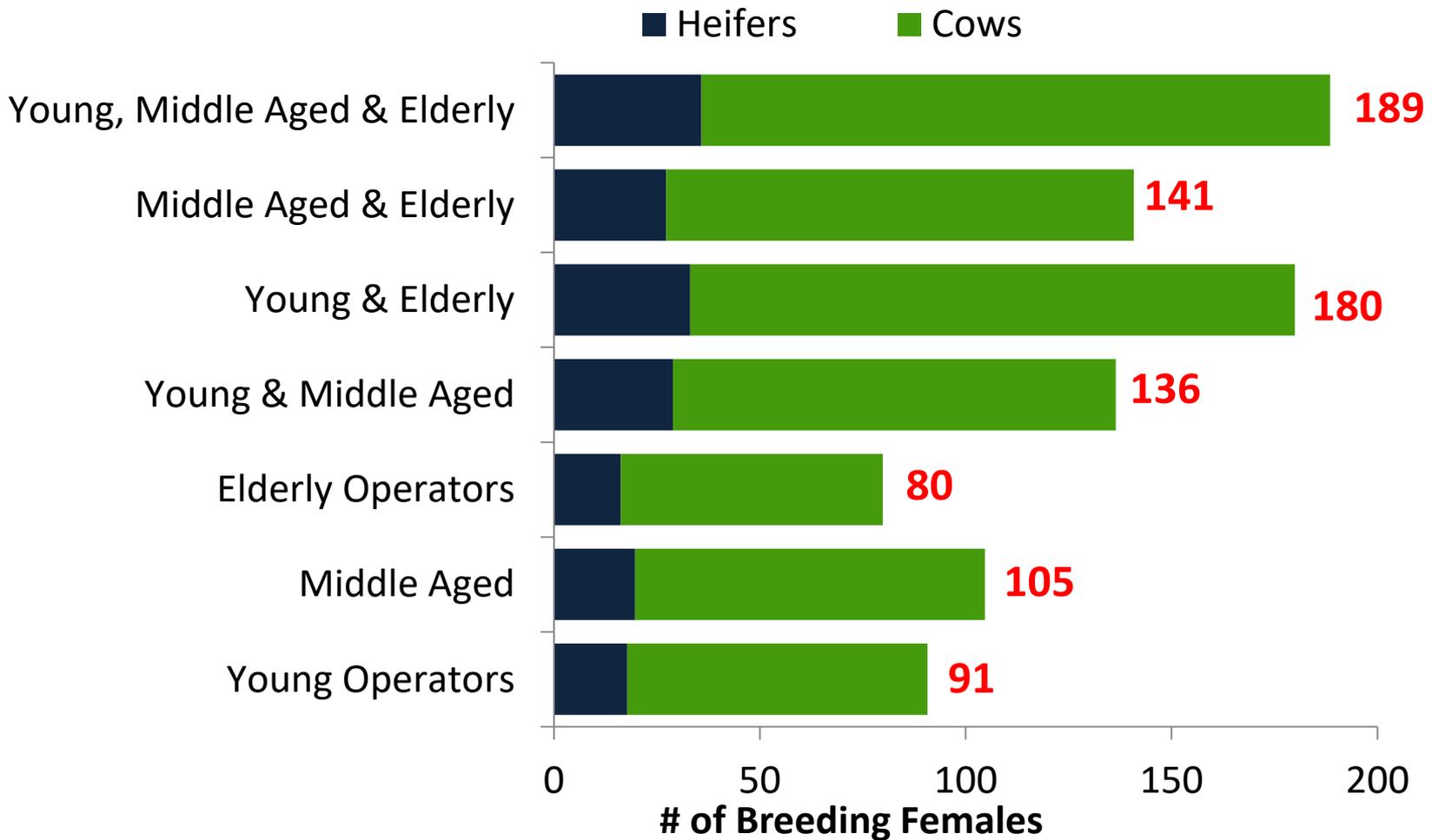


Source: Statistics Canada, 2011 Census

# 2011 Census – SK Farms

	Saskatchewan Farm	Under 35 Cow-Calf
Number reporting	36,952	946
Avg Farm Size, ac	1,668	1,427
Avg Owned Land, ac	1,122 (96% reporting)	790 (88% reporting)
Rented, Leased, etc	1,234 (56% reporting)	
Govt' Lease, ac		816 (21% reporting)
Rented, ac		887 (60% reporting)

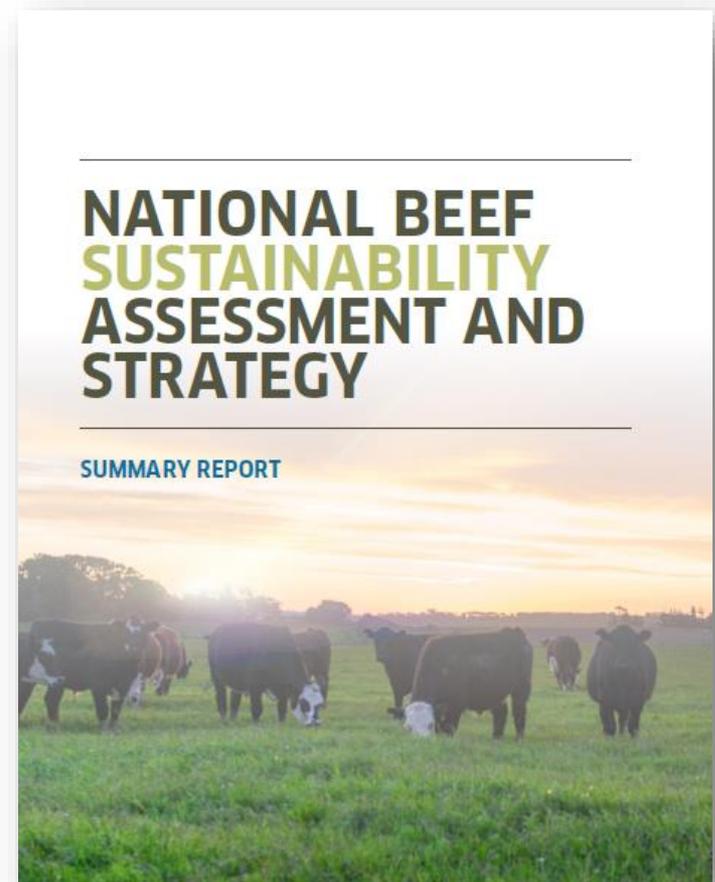
# SK Cow-Calf Operation Herd Size, by Age of Operator



Source: 2011 Census of Ag

# CRSB Report – October 2016

- Environmental, Social and Economic Assessments
- Small margin business
- Family of 4: 200 cows in 1990 → 800 cows in 2013 to maintain beef income
- Retirement Plan → appreciation in land value



Canadian Roundtable for Sustainable Beef (CRSB). (2016). National Beef Sustainability Assessment and Strategy summary report. Calgary, AB: CRSB.

# Young Rancher Case Study

- Interviewed 35 cow-calf ranchers under the age of 35
- Inquired about:
  - management and marketing practices
  - land, labour, and capital needs
  - opportunities & threats they are facing
- Operations ranged in size from 15 to 1500 COWS

# Young Rancher Interviews



**7 Operations Interviewed**  
**Avg Age: 30**  
**Avg # Cows: 75**

**4 Operations Interviewed**  
**Avg Age: 26**  
**Avg # Cows: 76**

**5 Operations Interviewed**  
**Avg Age: 31**  
**Avg # Cows: 175**

**6 Operations Interviewed**  
**Avg Age: 29**  
**Avg # Cows: 280**

**13 Operations Interviewed**  
**Avg Age: 30**  
**Avg # Cows: 337**

# Young Rancher Study

Married:	74%
Grew up on a farm:	88%
Ranch with parents:	~70%
Avg # Years Raising Cattle:	9
Post-Secondary Education:	77%
Off-farm employment:	44%
Spouse works off farm:	77%

# Young Rancher Study

- 86% indicated need for additional land
- 43% mentioned parents co-signing loans
- 74% got start with or are currently ranching with parents
- Only 17% have completed a succession plan
  - Above SK average of 8.8% (2016 Census of Ag)

# Common Challenges

- Obtaining financing
  - Especially if no cultivated acres
  - Some with less than ¼ deeded
- Accessing close & contiguous land
  - Dealing with as many as 12 landlords
  - Some relocated or are considering relocating
  - >60% of U35 farmers rent land in SK (2016 Census of Ag)
- Cash flowing
  - Have to work off-farm to provide for family
  - 75-84% of cow-calf operations have relied on off-farm income in last 10 yrs (CRSB 2016)

# Any Questions?

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