

FEEDER CALF PRODUCERS WORKSHOP

Proposed Agenda

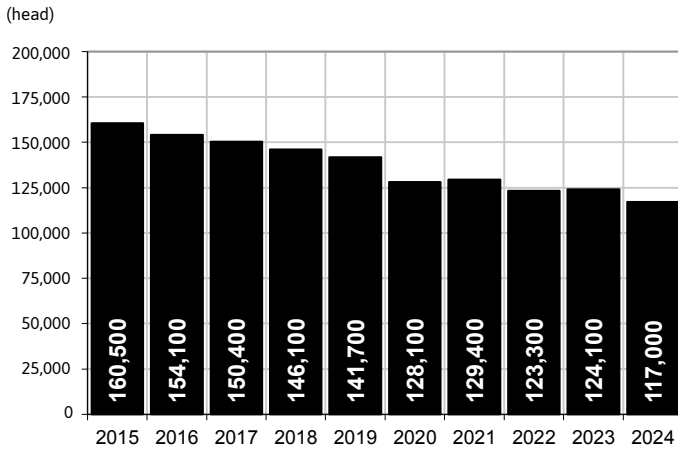
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FEEDER CALF

1. STATE OF THE MARKET IN 2024

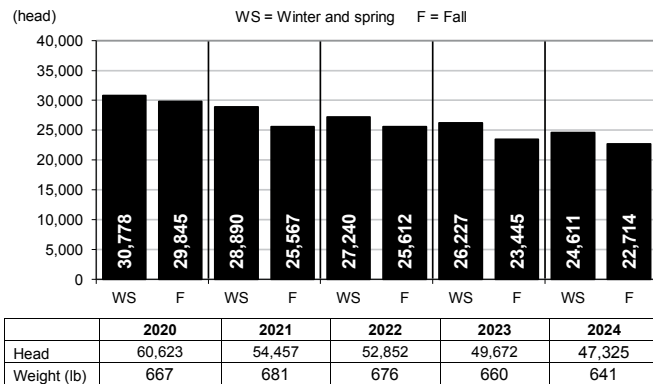
Figure 1: Beef Cow Inventories, 10 years



Source:
 • Statistics Canada: Table 32-10-0130-01 Number of cattle, by class and farm type (x 1,000), January 1st survey

According to Statistics Canada, the number of beef cattle in inventory on January 1, 2024, was 117,000 compared to 124,100 a year prior on January 1, 2023. This 7,100-cow decrease marks a 6% drop in inventory.

Figure 2: Feeder calves sold in specialized Quebec auctions, 2020–2024 (seasonal and annual volumes and average weight)



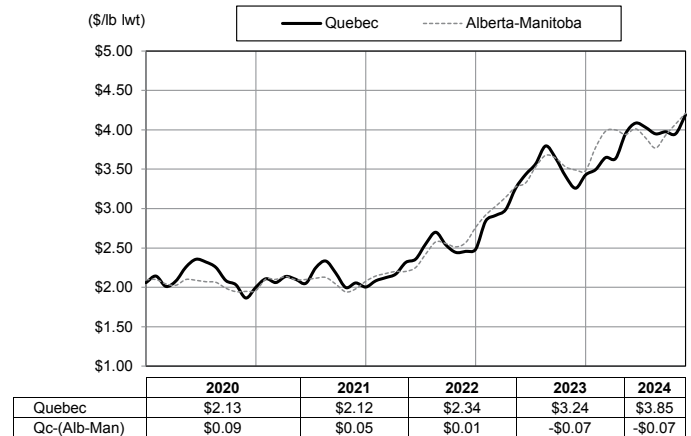
Source:
 • PBQ: Number and average weight of feeder calf sold in specialized Quebec auctions

In 2024, the number of calves put to market in specialized auctions fell by 5% compared to 2023. The average selling weight of feeder calves fell to 641 lb, compared to 600 lb in 2023.

In 2024, the number of feeder calves sold in regular auctions fell to 4,493 (compared to the 4,843 sold in 2023).

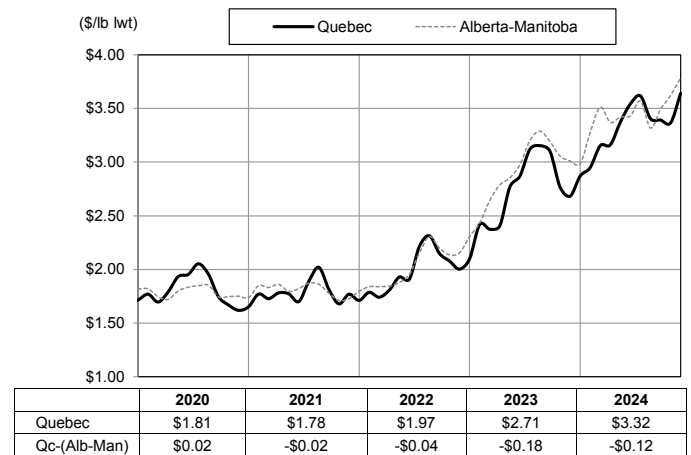
The volume of feeder calves put to market in 2024 through supervised sales, however, rose by 4% compared to 2023, with 4,182 sold in 2024 compared to 4,010 in 2023.

Figure 3: Price of 600–700 lb male feeder calves (Quebec versus Alberta-Manitoba)



Sources:
 • PBQ: Average price of 600 lb to 700 lb male feeder calves sold in specialized auctions in Quebec
 • Canfax: Average price of 600 lb to 700 lb male feeder calves sold in public auctions in Alberta and Manitoba

Figure 4: Price of 600–700 lb female feeder calves (Quebec versus Alberta-Manitoba)



Sources:
 • PBQ: Average price of 600 lb to 700 lb female feeder calves sold in specialized auctions in Quebec
 • Canfax: Average price of 600 lb to 700 lb female feeder calves sold in public auctions in Alberta and Manitoba

In 2024, average prices rose by \$0.61/lb both for males and females compared to 2023.

In 2024, the average price differential between Quebec and Western Canada was -\$0.07/lb for 600 lb to 700 lb male calves and -\$0.12/lb for female calves of the same weight category.

Figure 5: Price of male and female feeder calves by weight category, 2024

Weight (lb)	450	550	650	750	850
Price of males (\$/lb)	\$4.04	\$4.10	\$3.84	\$3.59	\$3.21
Revenues from males (\$/head)	\$1,817	\$2,257	\$2,499	\$2,693	\$2,731
Price of females (\$/lb)	\$3.48	\$3.47	\$3.30	\$3.06	\$2.66
Revenues from females (\$/head)	\$1,568	\$1,909	\$2,145	\$2,295	\$2,264

Males: Average weight of 650 lb and average revenue of \$2,478/head
 Females: Average weight of 624 lb and average revenue of \$2,061/head

Source:

• PBQ: Average price of male and female feeder calves, per weight category, sold in specialized auctions in Quebec

In 2024, the annual average price of castrated 600 lb to 700 lb males was \$3.81/lb with an average revenue of \$2,477/head. This is a significant increase compared to 2023.

The annual average price of 600 lb to 700 lb females was \$3.27/lb with an average revenue of \$2,126/head, again a significant increase compared to 2023.

2. ACHIEVEMENTS AND ONGOING BUSINESS IN THE FEEDER CALF SECTOR IN 2024

2.1 MARKETING OPTIONS

Since 2022, members of the Feeder Calf Marketing Committee (known internally as the CMMVE) have performed analyses of different feeder calves marketing options for Quebec-based producers. The selling agency continued this work over the past year.

2.1.1 Specialized auctions

Since the 2022–2023 season, auction sales must meet the minimum volume of 400 feeder calves (+/- 10%) at least once over the previous two calendar years to be included in the Quebec Specialized Feeder Calf Auctions Circuit schedule. This condition was put in place by members of the schedule committee whose members include two feeder calf producers, one representative from each auction association, one fed cattle producer, and one buyer representative. For the 2024–2025 season, the Bic auction’s January sale was the only one removed from the calendar for not meeting the required minimum.

This year, a pamphlet about the value of non-pregnant females, entitled *Miser sur les femelles non gestantes!*, was included in the Quebec Specialized Feeder Calf Auctions Circuit’s mail-out to raise awareness among feeder calf producers about how feedlots are impacted by pregnant females put to market in specialized auctions.

2.1.2 Electronic auctions

This year, the feeder calf selling agency implemented the electronic auction sales system. Resulting sales for 2024 are shown below:

Date	Number of producers selling at auction	Lots sold/ put to auction	Calves sold/ put to auction	Buyers
January 23, 2024	17	3/24	42/587	2 feedlots
March 19, 2024	7	7/9	245/315	2 feedlots
June 18, 2024	4	6/7	136/208	2 feedlots
November 26, 2024	4	5/5	183/183	2 feedlots

2.1.3 Breeder-finishers

In 2023, local abattoirs expressed an interest in a supply of cattle born and fattened inside the same operation. Accordingly, information sessions were organized for feeder calf producers.

On March 24, 2024, the PBQ organized an information session for producers who already (or plan to) finish their feeder calves into fed cattle. As part of the event, a discussion was held in the form of a panel of breeder-finishers. Producers were also presented with talks about health and nutrition, and a presentation about the Verified Beef Production Plus program. Data sheets on this topic are available to producers interested in finishing their feeder calves. The data sheets and a recording of the panel discussion are available (in French) on the PBQ website (<https://cutt.ly/naisseur-finisseur>).

2.2 VALUE CREATION SUBCOMMITTEE

During a beef sector steering committee meeting, a number of abattoirs mentioned the small percentage of fed cattle produced in Quebec with AAA or Prime category marbling. The PBQ was subsequently mandated to strike a value creation subcommittee. In North America, one of the main value creation criteria rests on the consumer’s taste experience, which explains why meat marbling (flavour and juiciness) is often subject to a premium price scale. When abattoirs disclose their price scales, they are clearly signalling what they want from producers. Seeing as abattoirs each have their own slightly distinct set of concerns and objectives, different price scales and schemes are currently under study. The fed cattle selling agency is working with abattoirs to establish price scales that will benefit both producers and abattoirs.

As such, to stay aligned with this initiative, producers will require support. The fed cattle sector plans to profitably produce more cattle with AAA or Prime category marbling while optimizing carcass yield (Y1, Y2, Y3) and avoiding overly fattened cattle (representing a loss in carcass yield). It is also important to remember that the industry highly values lot uniformity.

FEEDER CALF

The feeder calf selling agency has been collaborating with various partners since the value creation committee was established. Its communication and action plan is under development. Meetings have been held with, among others, nutrition consultants, the Centre de développement du porc du Québec's NovaBoeuf team, and representatives from artificial insemination centres.

2.3 PROMOTION AND MARKETING FUND FOR QUEBEC FEEDER CALF PRODUCERS

The 9th season of the TV series *Arrive en campagne* featured an episode on feeder calf production which aired on July 11, 2024. The episode was filmed at the Lafontaine-Noël farm in Abitibi-Témiscamingue. This partnership with the series helped promote Bœuf d'ici (www.boeufdici.com), a directory of farm operations selling meat directly to consumers.

3. SECTOR ORIENTATIONS FOR 2025

3.1 MARKETING OPTIONS

The selling agency will continue its work in achieving a better understanding of the different marketing options available to feeder calf producers.

3.1.1 Specialized auctions

The selling agency will continue to work with managers of specialized auctions to ensure compliance with sales conditions. The agency also works with pharmaceutical product suppliers to help producers meet the vaccination requirements of the specialized auction circuit.

Negotiations surrounding the feeder calf marketing agreement (*Convention de mise en marché des veaux d'embouche*) will be held with auction associations over the coming year.

3.1.1 Electronic auctions

Members of the CMMVE hope to continue deploying this new marketing option. So far, at least four electronic auctions are planned for 2025:

- January 21
- March 4
- April 15
- June 10

Conditions of purchase and sale, and the registration form, can be found on the PBQ website

(<https://cutt.ly/electronic-auctions>). Producers looking for more information about this marketing option or looking to register feeder calves must contact the selling agency by email at veaudembouche@upa.qc.ca or by phone at 450 679-0540, ext. 8482.

3.2 VALUE CREATION SUBCOMMITTEE

In 2025, work will continue to improve the uniformity and quality of Quebec fed cattle carcasses. In addition to maintaining relationships with stakeholders already consulted, meetings are planned with veterinarians and breeding stock producers to ensure the quality and health of feeder calves put to market.

Different mail-outs will be sent to producers in the coming weeks by beef sector partners. An information day on improving carcass quality will also be held for beef sector producers on April 8, 2025, in Drummondville.

4. ELECTION OF THE COMMITTEE REPRESENTATIVE AND THEIR ALTERNATE

4.1 ELIGIBILITY REQUIREMENTS

- Be in production at the time of their appointment;
- Reside or have an operation within the group's territory as outlined by the Joint Plan (*Plan conjoint des producteurs de bovins du Québec*);
- Be registered in the Joint Plan's feeder calf category;
- Having owned, on average throughout the year, at least 25 beef cows or otherwise having raised (on their own or another's behalf) or having produced and put to market for the purposes of fattening at least 25 feeder calves, including semi-finished feeder calves;
- In the case of a corporate body or corporation, the individual person receiving the mandate must also:
 - Be active in the cattle operation other than as a funder;
 - Hold at least 20% of its capital stock or issued shares;
 - Sit on its board of directors, if applicable, and have voting rights;
- Have paid the contributions outlined by the Joint Plan or, failing such, having taken legal action to contest them within 30 days of their invoice.

Should no such producer having owned, on average throughout the year, at least 25 beef cows or otherwise having raised (on their own or another's behalf) or having produced and put to market for the purposes of fattening at least 25 feeder calves, including semi-finished feeder calves, nominate themselves as a candidate, a feeder calf producer meeting all eligibility criteria other than those pertaining to volume can be eligible to serve as a member (or alternate) of the marketing committee as an observer, that is, with speaking rights but no voting rights.

5. OTHER BUSINESS (AS APPLICABLE)