

AgriProfit\$

**Cost and Return Profiles for
Selected Crops, 2001
*Black Soil Zone***

August, 2005

Alberta
AGRICULTURE, FOOD AND
RURAL DEVELOPMENT



TABLE OF CONTENTS

2001 Black Soil Zone

| | Page |
|-----------------------------------|------|
| OVERVIEW | 1 |
| GRAPHS | |
| Alfalfa/Grass Hay | 2 |
| Greenfeed | 3 |
| Grain Silage | 4 |
| CROPS | |
| <i>Cereals:</i> | |
| CPS Wheat | 5 |
| Oats | 6 |
| <i>Oilseeds:</i> | |
| Roundup Ready Canola | 8 |
| FORAGES | |
| Alfalfa Hay | 9 |
| Alfalfa/Grass Hay | 11 |
| Mixed Grass Hay | 14 |
| Native/Slough Grass Hay | 15 |
| Greenfeed | 17 |
| Grain Silage | 20 |
| FREQUENCY DISTRIBUTIONS | 23 |
| Alfalfa/Grass Hay | 25 |
| DEFINITIONS AND ALLOCATIONS | 26 |

OVERVIEW

2001 Black and Thin Black Soil Zones

The AgriProfit\$ Cost and Return study is a provincial overview of costs and returns for various annual field crops and forages grown throughout the province. Participating farmers are surveyed throughout the winter and the Alberta Agriculture Economics Unit compiles all the information into this summary package. This detailed and world-class database is used for extension and research purposes.

In this package you will find a brief summary of various field crops and forages grown in the black and thin black soil zones. Where numbers warrant, there are two levels of analysis – the group average and the top third. The top third analysis is based on the top third of fields that have the highest return to equity.

The map on the upper right illustrates the Black and Thin Black Soil Zone areas of Alberta. Please note that farms highlighted within this zone may contain characteristics of neighbouring soil zones, however, this is the grouping method used for this study.

The map on the lower right highlights the locations of participating farmers for the 2001 program season.

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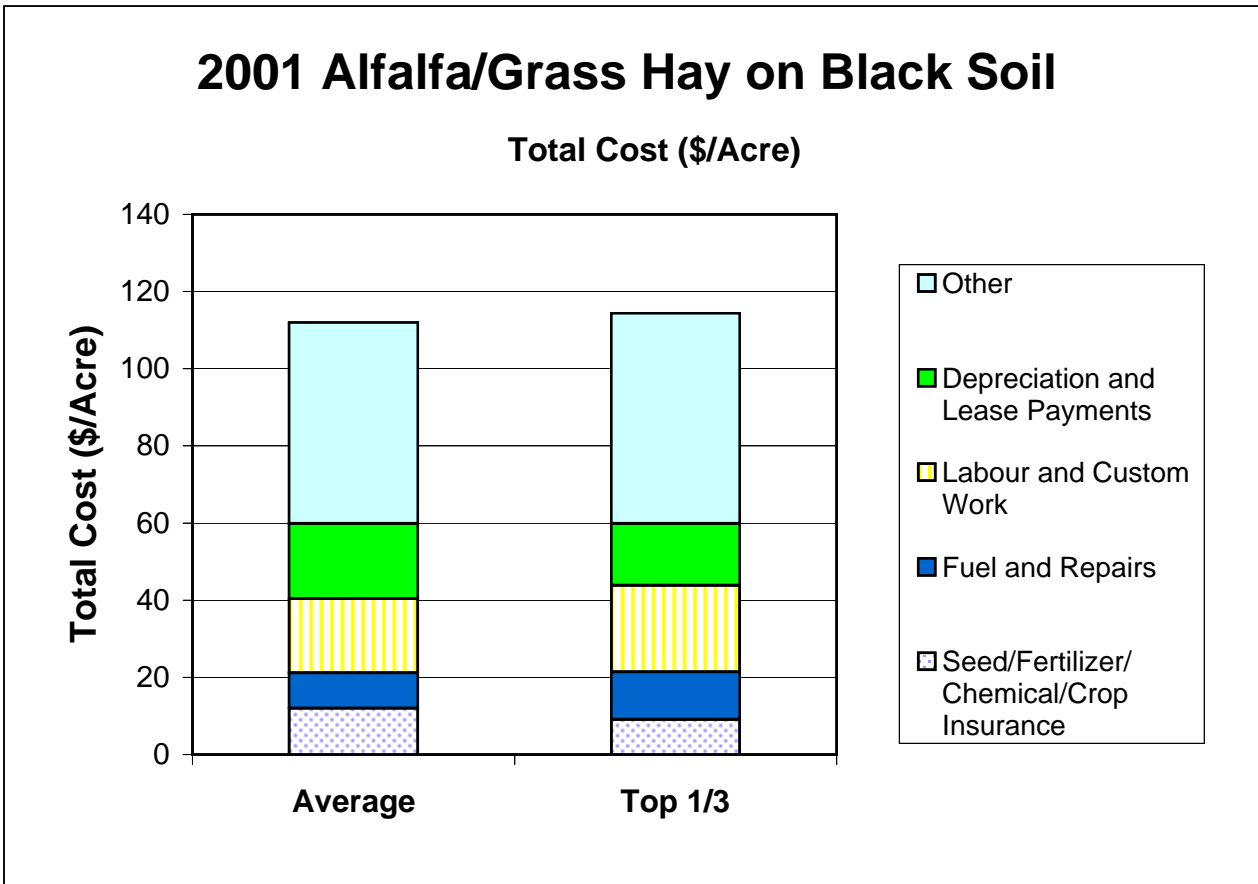
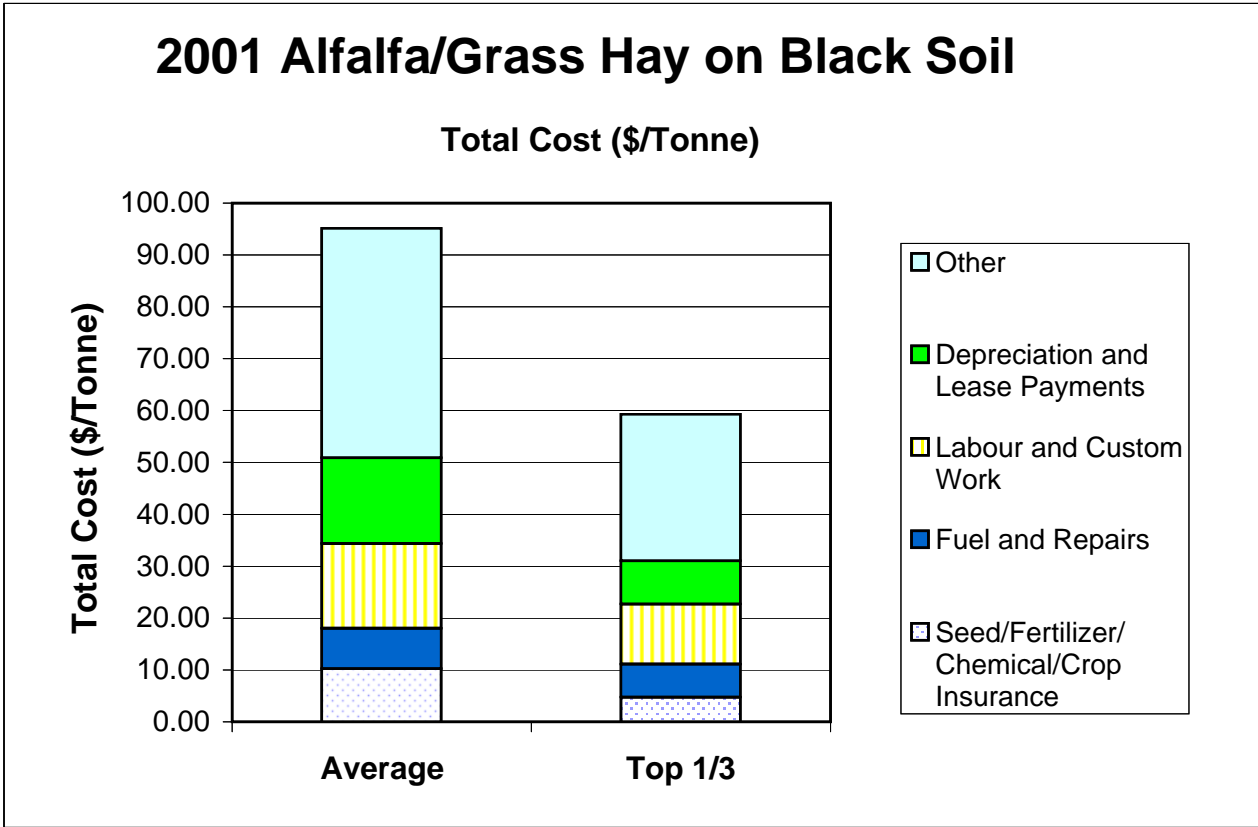
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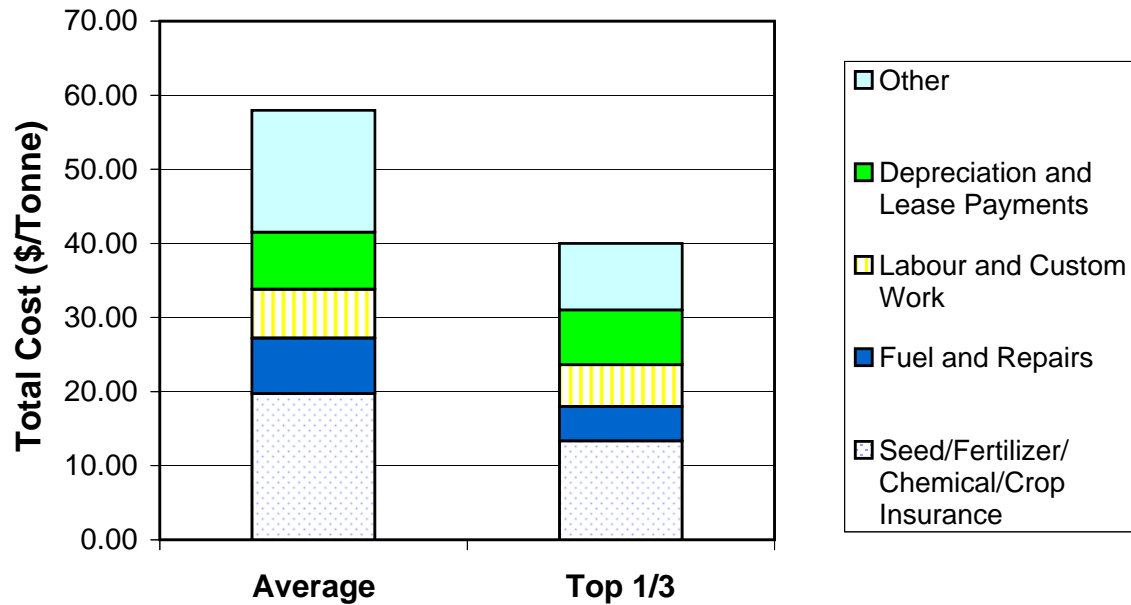


2001 Participant Map coming soon



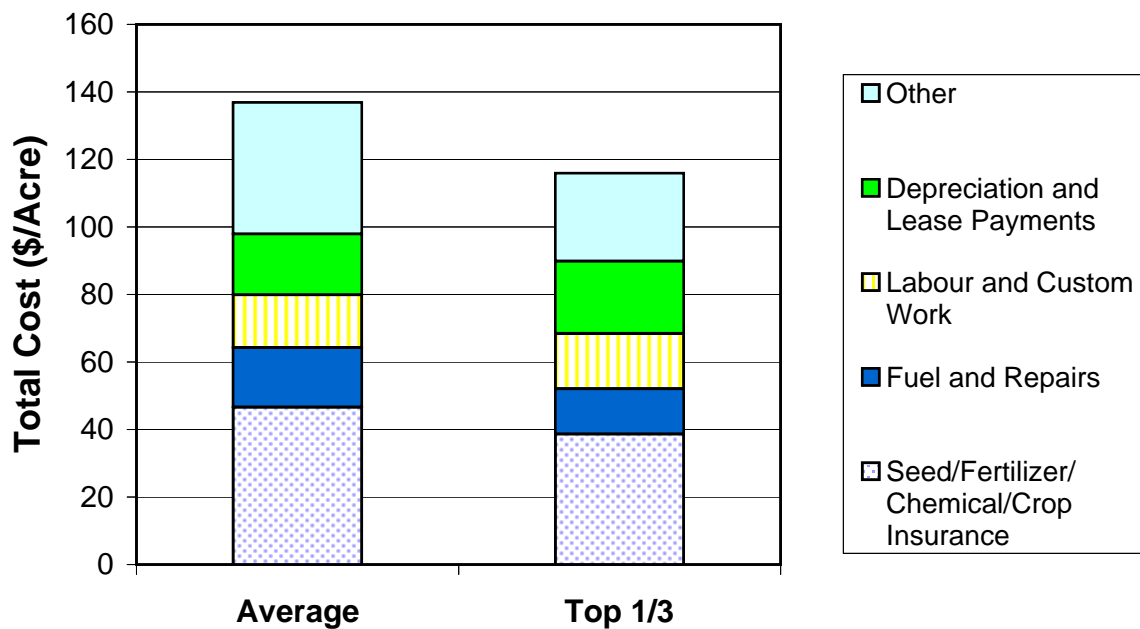
2001 Greenfeed on Black Soil

Total Cost (\$/Tonne)



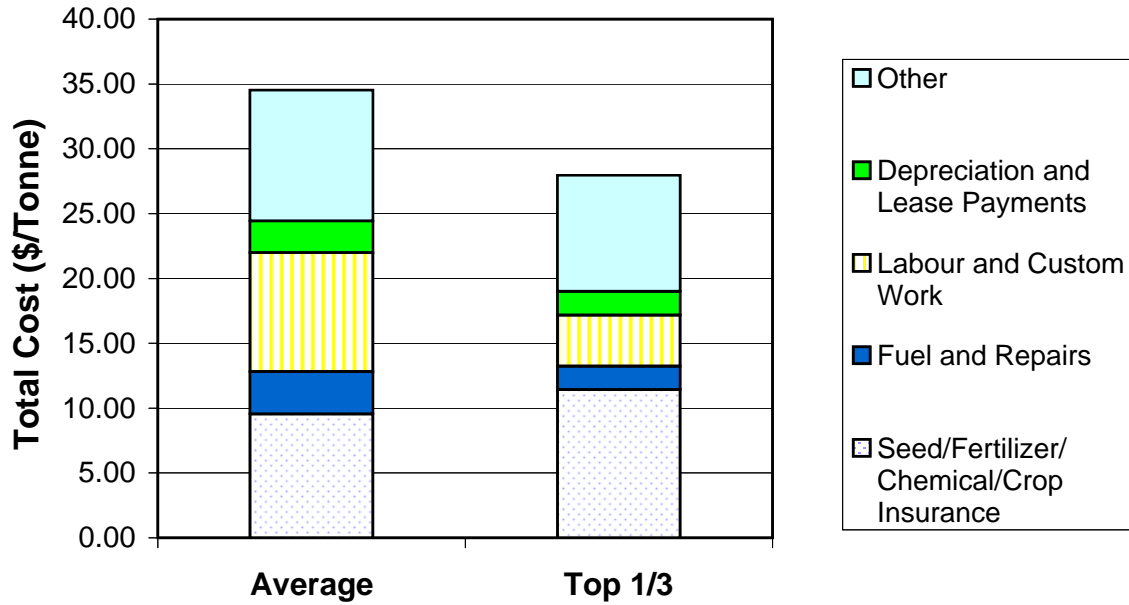
2001 Greenfeed on Black Soil

Total Cost (\$/Acre)



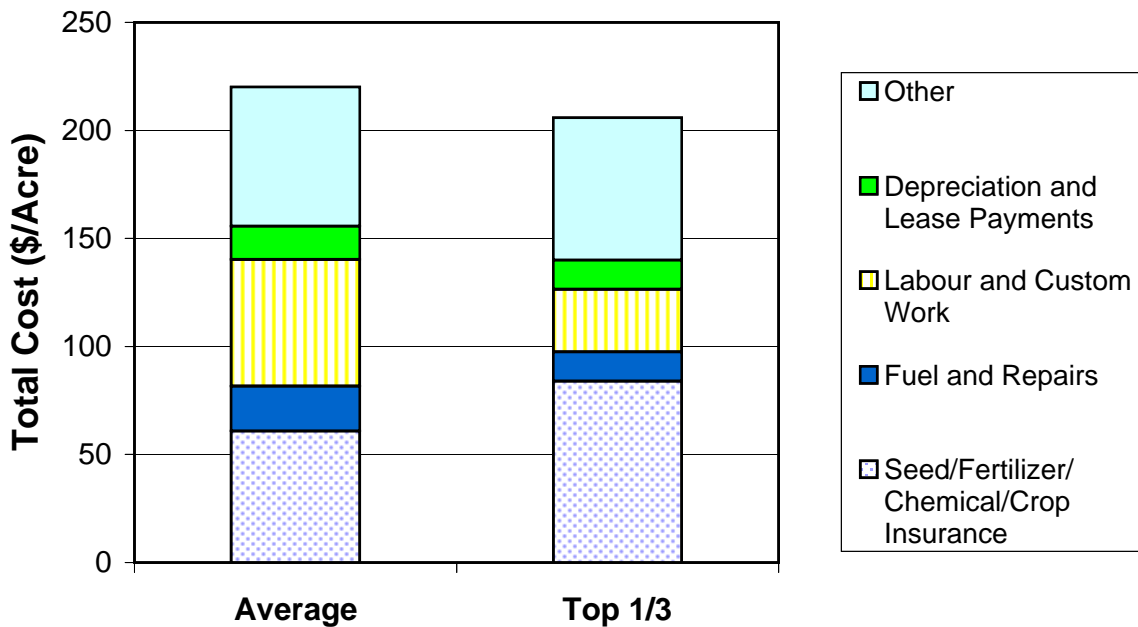
2001 Grain Silage on Black Soil

Total Cost (\$/Tonne)



2001 Grain Silage on Black Soil

Total Cost (\$/Acre)



2001 Crop Enterprise Analysis

AgriProfit\$

Crop: **CPS Wheat - All**
 Soil Zone: **Black - Dryland**
 Unit: **Bushel**

| | | -----\$/Acre----- | | -----\$/Bushel----- | |
|------------|--|----------------------|---------------|---------------------|-------------|
| | | Average | Top 1/3 | Average | Top 1/3 |
| (A) | 1. Crop Sales | 245.71 | -- | 3.84 | -- |
| | 2. Crop Insurance Receipts | 11.73 | -- | 0.18 | -- |
| | 3. Other Receipts | 22.12 | -- | 0.35 | -- |
| | Gross Receipts | 279.57 | 0.00 | 4.36 | 0.00 |
| (B) | Cost Items | | | | |
| | 1. Seed | 12.63 | -- | 0.20 | -- |
| | 2. Fertilizer | 46.83 | -- | 0.73 | -- |
| | 3. Chemical | 32.21 | -- | 0.50 | -- |
| | 4. Hail/Crop Insurance Premium | 11.86 | -- | 0.19 | -- |
| | 5. Trucking and Marketing | 3.81 | -- | 0.06 | -- |
| | 6. Fuel | 7.00 | -- | 0.11 | -- |
| | 7. Irrigation Fuel and Electricity | 0.00 | -- | 0.00 | -- |
| | 8. Repairs - Machinery | 6.20 | -- | 0.10 | -- |
| | 9. Repairs - Buildings | 0.47 | -- | 0.01 | -- |
| | 10. Utilities and Miscellaneous | 5.34 | -- | 0.08 | -- |
| | 11. Custom Work | 13.26 | -- | 0.21 | -- |
| | 12. Operating Interest Paid | 10.66 | -- | 0.17 | -- |
| | 13. Paid Labour | 1.10 | -- | 0.02 | -- |
| | 14. Unpaid Labour | 7.13 | -- | 0.11 | -- |
| | Variable Costs | 158.50 | 0.00 | 2.47 | 0.00 |
| (C) | 1. Cash/ Share Land Rent | 24.28 | -- | 0.38 | -- |
| | 2. Taxes, Water Rates, License & Ins. | 1.99 | -- | 0.03 | -- |
| | 3. Equipment and Building: a) Depreciation | 17.41 | -- | 0.27 | -- |
| | b) Lease Payments | 7.37 | -- | 0.12 | -- |
| | 4. Paid Capital Interest | 4.49 | -- | 0.07 | -- |
| | Capital Costs | 55.54 | 0.00 | 0.87 | 0.00 |
| (D) | Cash Costs | (B+C-B14-C3a) | 189.50 | -- | 2.96 |
| (E) | Total Production Costs | (B+C) | 214.04 | -- | 3.34 |
| | Gross Margin | (A-D) | 90.07 | -- | 1.41 |
| | Return to Unpaid Labour | (A-E+B14) | 72.66 | -- | 1.13 |
| | Return to Investment | (A-E+C4) | 70.02 | -- | 1.09 |
| | Return to Equity | (A-E) | 65.53 | -- | 1.02 |

Investment

| | | |
|---------------------------|---------------|-----------|
| Buildings | 115.61 | -- |
| Machinery | 134.86 | -- |
| Irrigation Machinery | 0.00 | -- |
| Total (incl. Land) | 332.71 | -- |

Management

| | | | |
|-----------------------|---------------|-------|----|
| Average Yield | (Bushel/acre) | 64.07 | -- |
| Expected Market Price | (\$/Bushel) | 3.84 | -- |

2001 Crop Enterprise Analysis

AgriProfit\$

Crop: *Oats - All*
 Soil Zone: *Black - Dryland*
 Unit: *Bushel*

| | | ----- \$/Acre ----- | | ----- \$/Bushel ----- | |
|-----------------------|--|---------------------|-------------|-----------------------|-------------|
| | | Average | Top 1/3 | Average | Top 1/3 |
| (A) | 1. Crop Sales | 210.89 | -- | 2.40 | -- |
| | 2. Crop Insurance Receipts | 23.15 | -- | 0.26 | -- |
| | 3. Other Receipts | 23.75 | -- | 0.27 | -- |
| Gross Receipts | | 257.79 | 0.00 | 2.94 | 0.00 |
| (B) | Cost Items | | | | |
| | 1. Seed | 9.71 | -- | 0.11 | -- |
| | 2. Fertilizer | 35.39 | -- | 0.40 | -- |
| | 3. Chemical | 4.85 | -- | 0.06 | -- |
| | 4. Hail/Crop Insurance Premium | 3.57 | -- | 0.04 | -- |
| | 5. Trucking and Marketing | 4.68 | -- | 0.05 | -- |
| | 6. Fuel | 11.88 | -- | 0.14 | -- |
| | 7. Irrigation Fuel and Electricity | 0.00 | -- | 0.00 | -- |
| | 8. Repairs - Machinery | 16.72 | -- | 0.19 | -- |
| | 9. Repairs - Buildings | 0.48 | -- | 0.01 | -- |
| | 10. Utilities and Miscellaneous | 3.74 | -- | 0.04 | -- |
| | 11. Custom Work | 0.91 | -- | 0.01 | -- |
| | 12. Operating Interest Paid | 11.37 | -- | 0.13 | -- |
| | 13. Paid Labour | 3.96 | -- | 0.05 | -- |
| | 14. Unpaid Labour | 13.05 | -- | 0.15 | -- |
| Variable Costs | | 120.33 | 0.00 | 1.37 | 0.00 |
| (C) | 1. Cash/ Share Land Rent | 34.98 | -- | 0.40 | -- |
| | 2. Taxes, Water Rates, License & Ins. | 3.05 | -- | 0.03 | -- |
| | 3. Equipment and Building: a) Depreciation | 22.32 | -- | 0.25 | -- |
| | b) Lease Payments | 7.58 | -- | 0.09 | -- |
| | 4. Paid Capital Interest | 7.74 | -- | 0.09 | -- |
| Capital Costs | | 75.67 | 0.00 | 0.86 | 0.00 |
| (D) | Cash Costs | 160.62 | -- | 1.83 | -- |
| (E) | Total Production Costs | 196.00 | -- | 2.23 | -- |
| | Gross Margin | 97.17 | -- | 1.11 | -- |
| | Return to Unpaid Labour | 74.85 | -- | 0.85 | -- |
| | Return to Investment | 69.53 | -- | 0.79 | -- |
| | Return to Equity | 61.80 | -- | 0.70 | -- |

Investment

| | | |
|---------------------------|---------------|----|
| Buildings | 57.98 | -- |
| Machinery | 223.88 | -- |
| Irrigation Machinery | 0.00 | -- |
| Total (incl. Land) | 536.87 | -- |

Management

| | | | |
|-----------------------|---------------|-------|----|
| Average Yield | (Bushel/acre) | 87.79 | -- |
| Expected Market Price | (\$/Bushel) | 2.40 | -- |

2001 Crop Enterprise Analysis

AgriProfit\$

Crop: Oats - Rent
Soil Zone: Black - Dryland
Unit: Bushel

| | | -----\$/Acre----- | | -----\$/Bushel----- | |
|-----------------------|--|-------------------|-------------|---------------------|-------------|
| | | Average | Top 1/3 | Average | Top 1/3 |
| (A) | 1. Crop Sales | 224.80 | -- | 2.64 | -- |
| | 2. Crop Insurance Receipts | 32.72 | -- | 0.38 | -- |
| | 3. Other Receipts | 22.21 | -- | 0.26 | -- |
| Gross Receipts | | 279.73 | 0.00 | 3.29 | 0.00 |
| (B) | Cost Items | | | | |
| | 1. Seed | 10.11 | -- | 0.12 | -- |
| | 2. Fertilizer | 35.89 | -- | 0.42 | -- |
| | 3. Chemical | 1.60 | -- | 0.02 | -- |
| | 4. Hail/Crop Insurance Premium | 4.66 | -- | 0.05 | -- |
| | 5. Trucking and Marketing | 4.41 | -- | 0.05 | -- |
| | 6. Fuel | 5.97 | -- | 0.07 | -- |
| | 7. Irrigation Fuel and Electricity | 0.00 | -- | 0.00 | -- |
| | 8. Repairs - Machinery | 12.96 | -- | 0.15 | -- |
| | 9. Repairs - Buildings | 0.68 | -- | 0.01 | -- |
| | 10. Utilities and Miscellaneous | 3.86 | -- | 0.05 | -- |
| | 11. Custom Work | 1.28 | -- | 0.02 | -- |
| | 12. Operating Interest Paid | 15.42 | -- | 0.18 | -- |
| | 13. Paid Labour | 3.33 | -- | 0.04 | -- |
| | 14. Unpaid Labour | 10.06 | -- | 0.12 | -- |
| Variable Costs | | 110.23 | 0.00 | 1.30 | 0.00 |
| (C) | 1. Cash/ Share Land Rent | 49.43 | -- | 0.58 | -- |
| | 2. Taxes, Water Rates, License & Ins. | 0.60 | -- | 0.01 | -- |
| | 3. Equipment and Building: a) Depreciation | 16.78 | -- | 0.20 | -- |
| | b) Lease Payments | 10.72 | -- | 0.13 | -- |
| | 4. Paid Capital Interest | 4.03 | -- | 0.05 | -- |
| Capital Costs | | 81.56 | 0.00 | 0.96 | 0.00 |
| (D) | Cash Costs (B+C-B14-C3a) | 164.95 | -- | 1.94 | -- |
| (E) | Total Production Costs (B+C) | 191.79 | -- | 2.25 | -- |
| | Gross Margin (A-D) | 114.78 | -- | 1.35 | -- |
| | Return to Unpaid Labour (A-E+B14) | 98.00 | -- | 1.15 | -- |
| | Return to Investment (A-E+C4) | 91.97 | -- | 1.08 | -- |
| | Return to Equity (A-E) | 87.94 | -- | 1.03 | -- |

Investment

| | | |
|---------------------------|---------------|----|
| Buildings | 40.40 | -- |
| Machinery | 173.09 | -- |
| Irrigation Machinery | 0.00 | -- |
| Total (incl. Land) | 213.49 | -- |

Management

| | | | |
|-----------------------|---------------|-------|----|
| Average Yield | (Bushel/acre) | 85.11 | -- |
| Expected Market Price | (\$/Bushel) | 2.64 | -- |

2001 Crop Enterprise Analysis

AgriProfit\$

Crop: *Roundup Ready Canola - All*
Soil Zone: *Black - Dryland*
Unit: *Bushel*

| | | ----- \$/Acre ----- | | ----- \$/Bushel ----- | |
|-----------------------|--|---------------------|-------------|-----------------------|-------------|
| | | Average | Top 1/3 | Average | Top 1/3 |
| (A) | 1. Crop Sales | 271.37 | -- | 7.49 | -- |
| | 2. Crop Insurance Receipts | 7.13 | -- | 0.20 | -- |
| | 3. Other Receipts | 2.27 | -- | 0.06 | -- |
| Gross Receipts | | 280.77 | 0.00 | 7.75 | 0.00 |
| (B) | Cost Items | | | | |
| | 1. Seed | 41.85 | -- | 1.16 | -- |
| | 2. Fertilizer | 45.11 | -- | 1.25 | -- |
| | 3. Chemical | 9.29 | -- | 0.26 | -- |
| | 4. Hail/Crop Insurance Premium | 8.70 | -- | 0.24 | -- |
| | 5. Trucking and Marketing | 4.30 | -- | 0.12 | -- |
| | 6. Fuel | 5.26 | -- | 0.15 | -- |
| | 7. Irrigation Fuel and Electricity | 0.00 | -- | 0.00 | -- |
| | 8. Repairs - Machinery | 12.46 | -- | 0.34 | -- |
| | 9. Repairs - Buildings | 0.69 | -- | 0.02 | -- |
| | 10. Utilities and Miscellaneous | 3.19 | -- | 0.09 | -- |
| | 11. Custom Work | 8.66 | -- | 0.24 | -- |
| | 12. Operating Interest Paid | 15.77 | -- | 0.44 | -- |
| | 13. Paid Labour | 3.30 | -- | 0.09 | -- |
| | 14. Unpaid Labour | 9.89 | -- | 0.27 | -- |
| Variable Costs | | 168.46 | 0.00 | 4.65 | 0.00 |
| (C) | 1. Cash/ Share Land Rent | 31.25 | -- | 0.86 | -- |
| | 2. Taxes, Water Rates, License & Ins. | 1.48 | -- | 0.04 | -- |
| | 3. Equipment and Building: a) Depreciation | 16.18 | -- | 0.45 | -- |
| | b) Lease Payments | 10.96 | -- | 0.30 | -- |
| | 4. Paid Capital Interest | 13.14 | -- | 0.36 | -- |
| Capital Costs | | 73.01 | 0.00 | 2.02 | 0.00 |
| (D) | Cash Costs (B+C-B14-C3a) | 215.40 | -- | 5.95 | -- |
| (E) | Total Production Costs (B+C) | 241.47 | -- | 6.67 | -- |
| | Gross Margin (A-D) | 65.36 | -- | 1.80 | -- |
| | Return to Unpaid Labour (A-E+B14) | 49.18 | -- | 1.36 | -- |
| | Return to Investment (A-E+C4) | 52.43 | -- | 1.45 | -- |
| | Return to Equity (A-E) | 39.29 | -- | 1.08 | -- |

Investment

| | | |
|---------------------------|---------------|----|
| Buildings | 38.07 | -- |
| Machinery | 167.43 | -- |
| Irrigation Machinery | 0.00 | -- |
| Total (incl. Land) | 380.50 | -- |

Management

| | | | |
|-----------------------|---------------|-------|----|
| Average Yield | (Bushel/acre) | 36.23 | -- |
| Expected Market Price | (\$/Bushel) | 7.49 | -- |

2001 Crop Enterprise Analysis

AgriProfit\$

Crop: *Alfalfa Hay - All*
 Soil Zone: *Black - Dryland*
 Unit: *Tonne*

| | | -----\$/Acre----- | | -----\$/Tonne----- | |
|-----------------------|--|-------------------|-------------|--------------------|-------------|
| | | Average | Top 1/3 | Average | Top 1/3 |
| (A) | 1. Crop Sales | 147.39 | -- | 102.39 | -- |
| | 2. Crop Insurance Receipts | 0.00 | -- | 0.00 | -- |
| | 3. Other Receipts | 0.42 | -- | 0.29 | -- |
| Gross Receipts | | 147.80 | 0.00 | 102.68 | 0.00 |
| (B) | Cost Items | | | | |
| | 1. Seed | 0.00 | -- | 0.00 | -- |
| | 2. Fertilizer | 5.38 | -- | 3.74 | -- |
| | 3. Chemical | 0.00 | -- | 0.00 | -- |
| | 4. Hail/Crop Insurance Premium | 0.00 | -- | 0.00 | -- |
| | 5. Trucking and Marketing | 0.10 | -- | 0.07 | -- |
| | 6. Fuel | 2.76 | -- | 1.92 | -- |
| | 7. Irrigation Fuel and Electricity | 0.00 | -- | 0.00 | -- |
| | 8. Repairs - Machinery | 2.34 | -- | 1.63 | -- |
| | 9. Repairs - Buildings | 0.03 | -- | 0.02 | -- |
| | 10. Utilities and Miscellaneous | 2.92 | -- | 2.03 | -- |
| | 11. Custom Work | 3.01 | -- | 2.09 | -- |
| | 12. Operating Interest Paid | 4.43 | -- | 3.08 | -- |
| | 13. Paid Labour | 3.05 | -- | 2.12 | -- |
| | 14. Unpaid Labour | 8.67 | -- | 6.03 | -- |
| Variable Costs | | 32.70 | 0.00 | 22.72 | 0.00 |
| (C) | 1. Cash/ Share Land Rent | 26.76 | -- | 18.59 | -- |
| | 2. Taxes, Water Rates, License & Ins. | 3.51 | -- | 2.44 | -- |
| | 3. Equipment and Building: a) Depreciation | 12.66 | -- | 8.79 | -- |
| | b) Lease Payments | 1.50 | -- | 1.04 | -- |
| | 4. Paid Capital Interest | 5.77 | -- | 4.01 | -- |
| Capital Costs | | 50.18 | 0.00 | 34.86 | 0.00 |
| (D) | Cash Costs | 61.56 | -- | 42.76 | -- |
| (E) | Total Production Costs | 82.88 | -- | 57.58 | -- |
| | Gross Margin | 86.25 | -- | 59.92 | -- |
| | Return to Unpaid Labour | 73.59 | -- | 51.13 | -- |
| | Return to Investment | 70.68 | -- | 49.11 | -- |
| | Return to Equity | 64.92 | -- | 45.10 | -- |

Investment

| | | |
|---------------------------|---------------|----|
| Buildings | 4.45 | -- |
| Machinery | 126.13 | -- |
| Irrigation Machinery | 0.00 | -- |
| Total (incl. Land) | 408.79 | -- |

Management

| | | | |
|-----------------------|--------------|--------|----|
| Average Yield | (Tonne/acre) | 1.44 | -- |
| Expected Market Price | (\$/Tonne) | 102.39 | -- |

2001 Crop Enterprise Analysis

AgriProfit\$

Crop: *Alfalfa Hay - Rent*
 Soil Zone: *Black - Dryland*
 Unit: *Tonne*

| | | -----\$/Acre----- | | -----\$/Tonne----- | |
|--------------------------|--|-------------------|-------------|--------------------|-------------|
| | | Average | Top 1/3 | Average | Top 1/3 |
| (A) | 1. Crop Sales | 110.10 | -- | 107.90 | -- |
| | 2. Crop Insurance Receipts | 0.00 | -- | 0.00 | -- |
| | 3. Other Receipts | 0.25 | -- | 0.24 | -- |
| Gross Receipts | | 110.35 | 0.00 | 108.14 | 0.00 |
| (B) | Cost Items | | | | |
| | 1. Seed | 0.00 | -- | 0.00 | -- |
| | 2. Fertilizer | 10.24 | -- | 10.04 | -- |
| | 3. Chemical | 0.00 | -- | 0.00 | -- |
| | 4. Hail/Crop Insurance Premium | 0.00 | -- | 0.00 | -- |
| | 5. Trucking and Marketing | 0.00 | -- | 0.00 | -- |
| | 6. Fuel | 2.20 | -- | 2.16 | -- |
| | 7. Irrigation Fuel and Electricity | 0.00 | -- | 0.00 | -- |
| | 8. Repairs - Machinery | 2.62 | -- | 2.56 | -- |
| | 9. Repairs - Buildings | 0.06 | -- | 0.06 | -- |
| | 10. Utilities and Miscellaneous | 2.69 | -- | 2.64 | -- |
| | 11. Custom Work | 5.35 | -- | 5.24 | -- |
| | 12. Operating Interest Paid | 5.92 | -- | 5.80 | -- |
| | 13. Paid Labour | 3.78 | -- | 3.71 | -- |
| 14. Unpaid Labour | 6.90 | -- | 6.77 | -- | |
| Variable Costs | | 39.76 | 0.00 | 38.97 | 0.00 |
| (C) | 1. Cash/ Share Land Rent | 50.90 | -- | 49.88 | -- |
| | 2. Taxes, Water Rates, License & Ins. | 2.98 | -- | 2.92 | -- |
| | 3. Equipment and Building: | | | | |
| | a) Depreciation | 10.89 | -- | 10.67 | -- |
| b) Lease Payments | 2.84 | -- | 2.79 | -- | |
| 4. Paid Capital Interest | 0.49 | -- | 0.48 | -- | |
| Capital Costs | | 68.10 | 0.00 | 66.74 | 0.00 |
| (D) | Cash Costs (B+C-B14-C3a) | 90.08 | -- | 88.28 | -- |
| (E) | Total Production Costs (B+C) | 107.87 | -- | 105.71 | -- |
| | Gross Margin (A-D) | 20.27 | -- | 19.86 | -- |
| | Return to Unpaid Labour (A-E+B14) | 9.38 | -- | 9.20 | -- |
| | Return to Investment (A-E+C4) | 2.97 | -- | 2.91 | -- |
| | Return to Equity (A-E) | 2.48 | -- | 2.43 | -- |

Investment

| | | |
|---------------------------|---------------|----|
| Buildings | 2.92 | -- |
| Machinery | 115.97 | -- |
| Irrigation Machinery | 0.00 | -- |
| Total (incl. Land) | 118.89 | -- |

Management

| | | | |
|-----------------------|--------------|--------|----|
| Average Yield | (Tonne/acre) | 1.02 | -- |
| Expected Market Price | (\$/Tonne) | 107.90 | -- |

2001 Crop Enterprise Analysis

AgriProfit\$

Crop: *Alfalfa/Grass Hay - All*
Soil Zone: *Black - Dryland*
Unit: *Tonne*

| | | -----\$/Acre----- | | -----\$/Tonne----- | |
|-----------------------|--|-------------------|---------------|--------------------|---------------|
| | | Average | Top 1/3 | Average | Top 1/3 |
| (A) | 1. Crop Sales | 134.99 | 215.17 | 114.69 | 111.49 |
| | 2. Crop Insurance Receipts | 0.00 | 0.00 | 0.00 | 0.00 |
| | 3. Other Receipts | 6.34 | 9.29 | 5.38 | 4.81 |
| Gross Receipts | | 141.33 | 224.46 | 120.07 | 116.31 |
| (B) | Cost Items | | | | |
| | 1. Seed | 0.00 | 0.00 | 0.00 | 0.00 |
| | 2. Fertilizer | 7.62 | 9.11 | 6.48 | 4.72 |
| | 3. Chemical | 4.43 | 0.00 | 3.76 | 0.00 |
| | 4. Hail/Crop Insurance Premium | 0.00 | 0.00 | 0.00 | 0.00 |
| | 5. Trucking and Marketing | 0.03 | 0.00 | 0.02 | 0.00 |
| | 6. Fuel | 3.08 | 2.60 | 2.61 | 1.35 |
| | 7. Irrigation Fuel and Electricity | 0.00 | 0.00 | 0.00 | 0.00 |
| | 8. Repairs - Machinery | 5.79 | 8.91 | 4.92 | 4.62 |
| | 9. Repairs - Buildings | 0.25 | 0.81 | 0.22 | 0.42 |
| | 10. Utilities and Miscellaneous | 4.12 | 6.34 | 3.50 | 3.29 |
| | 11. Custom Work | 9.07 | 11.71 | 7.71 | 6.07 |
| | 12. Operating Interest Paid | 4.64 | 7.59 | 3.94 | 3.94 |
| | 13. Paid Labour | 2.80 | 4.96 | 2.38 | 2.57 |
| | 14. Unpaid Labour | 7.37 | 5.73 | 6.26 | 2.97 |
| Variable Costs | | 49.20 | 57.77 | 41.80 | 29.94 |
| (C) | 1. Cash/ Share Land Rent | 30.13 | 22.46 | 25.60 | 11.64 |
| | 2. Taxes, Water Rates, License & Ins. | 3.80 | 4.96 | 3.23 | 2.57 |
| | 3. Equipment and Building: a) Depreciation | 17.59 | 13.16 | 14.94 | 6.82 |
| | b) Lease Payments | 1.91 | 2.86 | 1.63 | 1.48 |
| | 4. Paid Capital Interest | 9.34 | 13.14 | 7.94 | 29.32 |
| Capital Costs | | 62.78 | 56.59 | 53.34 | 51.84 |
| (D) | Cash Costs (B+C-B14-C3a) | 87.02 | 95.47 | 73.93 | 71.98 |
| (E) | Total Production Costs (B+C) | 111.98 | 114.36 | 95.14 | 81.77 |
| | Gross Margin (A-D) | 54.31 | 128.99 | 46.14 | 44.32 |
| | Return to Unpaid Labour (A-E+B14) | 36.72 | 115.83 | 31.19 | 37.50 |
| | Return to Investment (A-E+C4) | 38.69 | 123.24 | 32.87 | 63.86 |
| | Return to Equity (A-E) | 29.34 | 110.10 | 24.93 | 34.54 |

Investment

| | | |
|---------------------------|---------------|---------------|
| Buildings | 13.67 | 18.18 |
| Machinery | 183.63 | 137.62 |
| Irrigation Machinery | 0.00 | 0.00 |
| Total (incl. Land) | 466.52 | 799.47 |

Management

| | | | |
|-----------------------|--------------|--------|--------|
| Average Yield | (Tonne/acre) | 1.18 | 1.93 |
| Expected Market Price | (\$/Tonne) | 114.69 | 111.49 |

2001 Crop Enterprise Analysis

AgriProfit\$

Crop: *Alfalfa/Grass Hay - Own*
 Soil Zone: *Black - Dryland*
 Unit: *Tonne*

| | | -----\$/Acre----- | | -----\$/Tonne----- | |
|-----------------------|--|-------------------|-------------|--------------------|-------------|
| | | Average | Top 1/3 | Average | Top 1/3 |
| (A) | 1. Crop Sales | 148.32 | -- | 106.17 | -- |
| | 2. Crop Insurance Receipts | 0.00 | -- | 0.00 | -- |
| | 3. Other Receipts | 12.44 | -- | 8.91 | -- |
| Gross Receipts | | 160.76 | 0.00 | 115.08 | 0.00 |
| (B) | Cost Items | | | | |
| | 1. Seed | 0.00 | -- | 0.00 | -- |
| | 2. Fertilizer | 0.00 | -- | 0.00 | -- |
| | 3. Chemical | 1.34 | -- | 0.96 | -- |
| | 4. Hail/Crop Insurance Premium | 0.00 | -- | 0.00 | -- |
| | 5. Trucking and Marketing | 0.00 | -- | 0.00 | -- |
| | 6. Fuel | 3.36 | -- | 2.41 | -- |
| | 7. Irrigation Fuel and Electricity | 0.00 | -- | 0.00 | -- |
| | 8. Repairs - Machinery | 9.75 | -- | 6.98 | -- |
| | 9. Repairs - Buildings | 0.97 | -- | 0.70 | -- |
| | 10. Utilities and Miscellaneous | 4.76 | -- | 3.41 | -- |
| | 11. Custom Work | 1.47 | -- | 1.06 | -- |
| | 12. Operating Interest Paid | 6.11 | -- | 4.37 | -- |
| | 13. Paid Labour | 3.43 | -- | 2.46 | -- |
| | 14. Unpaid Labour | 7.49 | -- | 5.36 | -- |
| Variable Costs | | 38.68 | 0.00 | 27.69 | 0.00 |
| (C) | 1. Cash/ Share Land Rent | 0.00 | -- | 0.00 | -- |
| | 2. Taxes, Water Rates, License & Ins. | 6.73 | -- | 4.81 | -- |
| | 3. Equipment and Building: a) Depreciation | 19.96 | -- | 14.29 | -- |
| | b) Lease Payments | 0.69 | -- | 0.50 | -- |
| | 4. Paid Capital Interest | 24.60 | -- | 17.61 | -- |
| Capital Costs | | 51.97 | 0.00 | 37.20 | 0.00 |
| (D) | Cash Costs (B+C-B14-C3a) | 63.21 | -- | 45.24 | -- |
| (E) | Total Production Costs (B+C) | 90.65 | -- | 64.89 | -- |
| | Gross Margin (A-D) | 97.56 | -- | 69.83 | -- |
| | Return to Unpaid Labour (A-E+B14) | 77.60 | -- | 55.55 | -- |
| | Return to Investment (A-E+C4) | 94.71 | -- | 67.79 | -- |
| | Return to Equity (A-E) | 70.11 | -- | 50.19 | -- |

Investment

| | | |
|---------------------------|----------------|----|
| Buildings | 22.71 | -- |
| Machinery | 197.37 | -- |
| Irrigation Machinery | 0.00 | -- |
| Total (incl. Land) | 1429.36 | -- |

Management

| | | |
|----------------------------------|--------|----|
| Average Yield (Tonne/acre) | 1.40 | -- |
| Expected Market Price (\$/Tonne) | 106.17 | -- |

2001 Crop Enterprise Analysis

AgriProfit\$

Crop: Alfalfa/Grass Hay - Rent
Soil Zone: Black - Dryland
Unit: Tonne

| | | -----\$/Acre----- | | -----\$/Tonne----- | |
|-----------------------|--|-------------------|---------------|--------------------|---------------|
| | | Average | Top 1/3 | Average | Top 1/3 |
| (A) | 1. Crop Sales | 131.17 | 230.03 | 117.74 | 113.52 |
| | 2. Crop Insurance Receipts | 0.00 | 0.00 | 0.00 | 0.00 |
| | 3. Other Receipts | 4.59 | 9.00 | 4.12 | 4.44 |
| Gross Receipts | | 135.76 | 239.02 | 121.86 | 117.96 |
| (B) | Cost Items | | | | |
| | 1. Seed | 0.00 | 0.00 | 0.00 | 0.00 |
| | 2. Fertilizer | 9.80 | 15.00 | 8.80 | 7.40 |
| | 3. Chemical | 5.32 | 0.00 | 4.77 | 0.00 |
| | 4. Hail/Crop Insurance Premium | 0.00 | 0.00 | 0.00 | 0.00 |
| | 5. Trucking and Marketing | 0.04 | 0.00 | 0.03 | 0.00 |
| | 6. Fuel | 2.99 | 2.60 | 2.69 | 1.28 |
| | 7. Irrigation Fuel and Electricity | 0.00 | 0.00 | 0.00 | 0.00 |
| | 8. Repairs - Machinery | 4.65 | 4.13 | 4.17 | 2.04 |
| | 9. Repairs - Buildings | 0.05 | 0.08 | 0.04 | 0.04 |
| | 10. Utilities and Miscellaneous | 3.94 | 6.47 | 3.54 | 3.19 |
| | 11. Custom Work | 11.25 | 17.62 | 10.10 | 8.70 |
| | 12. Operating Interest Paid | 4.22 | 6.05 | 3.79 | 2.99 |
| | 13. Paid Labour | 2.61 | 4.00 | 2.35 | 1.98 |
| | 14. Unpaid Labour | 7.34 | 5.68 | 6.59 | 2.80 |
| Variable Costs | | 52.21 | 61.64 | 46.87 | 30.42 |
| (C) | 1. Cash/ Share Land Rent | 38.76 | 39.89 | 34.79 | 19.68 |
| | 2. Taxes, Water Rates, License & Ins. | 2.97 | 4.60 | 2.66 | 2.27 |
| | 3. Equipment and Building: a) Depreciation | 16.91 | 9.38 | 15.18 | 4.63 |
| | b) Lease Payments | 2.26 | 3.82 | 2.03 | 1.88 |
| | 4. Paid Capital Interest | 4.98 | 0.17 | 4.47 | 28.55 |
| Capital Costs | | 65.88 | 57.85 | 59.13 | 57.02 |
| (D) | Cash Costs (B+C-B14-C3a) | 93.84 | 104.43 | 84.23 | 80.01 |
| (E) | Total Production Costs (B+C) | 118.09 | 119.49 | 106.00 | 87.44 |
| | Gross Margin (A-D) | 41.92 | 134.59 | 37.63 | 37.95 |
| | Return to Unpaid Labour (A-E+B14) | 25.01 | 125.21 | 22.45 | 33.32 |
| | Return to Investment (A-E+C4) | 22.64 | 119.70 | 20.33 | 59.07 |
| | Return to Equity (A-E) | 17.67 | 119.53 | 15.86 | 30.52 |

Investment

| | | |
|---------------------------|---------------|---------------|
| Buildings | 11.09 | 8.01 |
| Machinery | 179.70 | 107.31 |
| Irrigation Machinery | 0.00 | 0.00 |
| Total (incl. Land) | 190.78 | 115.33 |

Management

| | | | |
|-----------------------|--------------|--------|--------|
| Average Yield | (Tonne/acre) | 1.11 | 2.03 |
| Expected Market Price | (\$/Tonne) | 117.74 | 113.52 |

2001 Crop Enterprise Analysis

AgriProfit\$

Crop: *Mixed Grass Hay - All*
Soil Zone: *Black - Dryland*
Unit: *Tonne*

| | | -----\$/Acre----- | | -----\$/Tonne----- | |
|-----------------------|--|-------------------|-------------|--------------------|-------------|
| | | Average | Top 1/3 | Average | Top 1/3 |
| (A) | 1. Crop Sales | 153.43 | -- | 107.79 | -- |
| | 2. Crop Insurance Receipts | 0.00 | -- | 0.00 | -- |
| | 3. Other Receipts | 2.18 | -- | 1.53 | -- |
| Gross Receipts | | 155.60 | 0.00 | 109.32 | 0.00 |
| (B) | Cost Items | | | | |
| | 1. Seed | 0.00 | -- | 0.00 | -- |
| | 2. Fertilizer | 15.99 | -- | 11.24 | -- |
| | 3. Chemical | 0.00 | -- | 0.00 | -- |
| | 4. Hail/Crop Insurance Premium | 0.00 | -- | 0.00 | -- |
| | 5. Trucking and Marketing | 0.00 | -- | 0.00 | -- |
| | 6. Fuel | 3.24 | -- | 2.28 | -- |
| | 7. Irrigation Fuel and Electricity | 0.00 | -- | 0.00 | -- |
| | 8. Repairs - Machinery | 5.15 | -- | 3.62 | -- |
| | 9. Repairs - Buildings | 0.05 | -- | 0.04 | -- |
| | 10. Utilities and Miscellaneous | 4.24 | -- | 2.98 | -- |
| | 11. Custom Work | 13.32 | -- | 9.36 | -- |
| | 12. Operating Interest Paid | 4.40 | -- | 3.09 | -- |
| | 13. Paid Labour | 3.22 | -- | 2.26 | -- |
| | 14. Unpaid Labour | 6.16 | -- | 4.33 | -- |
| Variable Costs | | 55.78 | 0.00 | 39.19 | 0.00 |
| (C) | 1. Cash/ Share Land Rent | 34.15 | -- | 23.99 | -- |
| | 2. Taxes, Water Rates, License & Ins. | 5.09 | -- | 3.58 | -- |
| | 3. Equipment and Building: a) Depreciation | 13.83 | -- | 9.72 | -- |
| | b) Lease Payments | 2.44 | -- | 1.71 | -- |
| | 4. Paid Capital Interest | 4.61 | -- | 3.24 | -- |
| Capital Costs | | 60.12 | 0.00 | 42.24 | 0.00 |
| (D) | Cash Costs (B+C-B14-C3a) | 95.91 | -- | 67.38 | -- |
| (E) | Total Production Costs (B+C) | 115.90 | -- | 81.43 | -- |
| | Gross Margin (A-D) | 59.69 | -- | 41.94 | -- |
| | Return to Unpaid Labour (A-E+B14) | 45.86 | -- | 32.22 | -- |
| | Return to Investment (A-E+C4) | 44.31 | -- | 31.13 | -- |
| | Return to Equity (A-E) | 39.70 | -- | 27.89 | -- |

Investment

| | | |
|---------------------------|---------------|----|
| Buildings | 13.94 | -- |
| Machinery | 144.33 | -- |
| Irrigation Machinery | 0.00 | -- |
| Total (incl. Land) | 548.51 | -- |

Management

| | | | |
|-----------------------|--------------|--------|----|
| Average Yield | (Tonne/acre) | 1.42 | -- |
| Expected Market Price | (\$/Tonne) | 107.79 | -- |

2001 Crop Enterprise Analysis

AgriProfit\$

Crop: *Native/Slough Grass Hay - All*
Soil Zone: *Black - Dryland*
Unit: *Tonne*

| | | -----\$/Acre----- | | -----\$/Tonne----- | |
|-----------------------|--|-------------------|-------------|--------------------|-------------|
| | | Average | Top 1/3 | Average | Top 1/3 |
| (A) | 1. Crop Sales | 112.47 | -- | 72.17 | -- |
| | 2. Crop Insurance Receipts | 0.00 | -- | 0.00 | -- |
| | 3. Other Receipts | 7.45 | -- | 4.78 | -- |
| Gross Receipts | | 119.91 | 0.00 | 76.95 | 0.00 |
| (B) | Cost Items | | | | |
| | 1. Seed | 0.00 | -- | 0.00 | -- |
| | 2. Fertilizer | 0.00 | -- | 0.00 | -- |
| | 3. Chemical | 0.00 | -- | 0.00 | -- |
| | 4. Hail/Crop Insurance Premium | 0.00 | -- | 0.00 | -- |
| | 5. Trucking and Marketing | 0.00 | -- | 0.00 | -- |
| | 6. Fuel | 3.05 | -- | 1.95 | -- |
| | 7. Irrigation Fuel and Electricity | 0.00 | -- | 0.00 | -- |
| | 8. Repairs - Machinery | 4.09 | -- | 2.63 | -- |
| | 9. Repairs - Buildings | 0.00 | -- | 0.00 | -- |
| | 10. Utilities and Miscellaneous | 3.19 | -- | 2.05 | -- |
| | 11. Custom Work | 0.00 | -- | 0.00 | -- |
| | 12. Operating Interest Paid | 0.24 | -- | 0.15 | -- |
| | 13. Paid Labour | 0.00 | -- | 0.00 | -- |
| | 14. Unpaid Labour | 8.95 | -- | 5.74 | -- |
| Variable Costs | | 19.52 | 0.00 | 12.52 | 0.00 |
| (C) | 1. Cash/ Share Land Rent | 27.32 | -- | 17.53 | -- |
| | 2. Taxes, Water Rates, License & Ins. | 1.21 | -- | 0.77 | -- |
| | 3. Equipment and Building: a) Depreciation | 24.72 | -- | 15.87 | -- |
| | b) Lease Payments | 0.00 | -- | 0.00 | -- |
| | 4. Paid Capital Interest | 3.40 | -- | 2.18 | -- |
| Capital Costs | | 56.65 | 0.00 | 36.35 | 0.00 |
| (D) | Cash Costs (B+C-B14-C3a) | 42.50 | -- | 27.27 | -- |
| (E) | Total Production Costs (B+C) | 76.17 | -- | 48.88 | -- |
| | Gross Margin (A-D) | 77.42 | -- | 49.68 | -- |
| | Return to Unpaid Labour (A-E+B14) | 52.69 | -- | 33.81 | -- |
| | Return to Investment (A-E+C4) | 47.15 | -- | 30.25 | -- |
| | Return to Equity (A-E) | 43.74 | -- | 28.07 | -- |

Investment

| | | |
|---------------------------|---------------|----|
| Buildings | 25.05 | -- |
| Machinery | 253.01 | -- |
| Irrigation Machinery | 0.00 | -- |
| Total (incl. Land) | 466.74 | -- |

Management

| | | | |
|-----------------------|--------------|-------|----|
| Average Yield | (Tonne/acre) | 1.56 | -- |
| Expected Market Price | (\$/Tonne) | 72.17 | -- |

2001 Crop Enterprise Analysis

AgriProfit\$

Crop: *Native/Slough Grass Hay - Rent*
Soil Zone: *Black - Dryland*
Unit: *Tonne*

| | | -----\$/Acre----- | | -----\$/Tonne----- | |
|-----------------------|--|-------------------|-------------|--------------------|-------------|
| | | Average | Top 1/3 | Average | Top 1/3 |
| (A) | 1. Crop Sales | 104.30 | -- | 71.75 | -- |
| | 2. Crop Insurance Receipts | 0.00 | -- | 0.00 | -- |
| | 3. Other Receipts | 7.68 | -- | 5.28 | -- |
| Gross Receipts | | 111.98 | 0.00 | 77.03 | 0.00 |
| (B) | Cost Items | | | | |
| | 1. Seed | 0.00 | -- | 0.00 | -- |
| | 2. Fertilizer | 0.00 | -- | 0.00 | -- |
| | 3. Chemical | 0.00 | -- | 0.00 | -- |
| | 4. Hail/Crop Insurance Premium | 0.00 | -- | 0.00 | -- |
| | 5. Trucking and Marketing | 0.00 | -- | 0.00 | -- |
| | 6. Fuel | 3.07 | -- | 2.11 | -- |
| | 7. Irrigation Fuel and Electricity | 0.00 | -- | 0.00 | -- |
| | 8. Repairs - Machinery | 4.03 | -- | 2.77 | -- |
| | 9. Repairs - Buildings | 0.00 | -- | 0.00 | -- |
| | 10. Utilities and Miscellaneous | 3.10 | -- | 2.13 | -- |
| | 11. Custom Work | 0.00 | -- | 0.00 | -- |
| | 12. Operating Interest Paid | 0.24 | -- | 0.17 | -- |
| | 13. Paid Labour | 0.00 | -- | 0.00 | -- |
| | 14. Unpaid Labour | 8.94 | -- | 6.15 | -- |
| Variable Costs | | 19.38 | 0.00 | 13.33 | 0.00 |
| (C) | 1. Cash/ Share Land Rent | 33.67 | -- | 23.16 | -- |
| | 2. Taxes, Water Rates, License & Ins. | 0.88 | -- | 0.60 | -- |
| | 3. Equipment and Building: a) Depreciation | 24.54 | -- | 16.88 | -- |
| | b) Lease Payments | 0.00 | -- | 0.00 | -- |
| | 4. Paid Capital Interest | 3.18 | -- | 2.19 | -- |
| Capital Costs | | 62.27 | 0.00 | 42.84 | 0.00 |
| (D) | Cash Costs (B+C-B14-C3a) | 48.16 | -- | 33.13 | -- |
| (E) | Total Production Costs (B+C) | 81.64 | -- | 56.16 | -- |
| | Gross Margin (A-D) | 63.81 | -- | 43.90 | -- |
| | Return to Unpaid Labour (A-E+B14) | 39.27 | -- | 27.02 | -- |
| | Return to Investment (A-E+C4) | 33.51 | -- | 23.05 | -- |
| | Return to Equity (A-E) | 30.33 | -- | 20.87 | -- |

Investment

| | | |
|---------------------------|---------------|----|
| Buildings | 25.29 | -- |
| Machinery | 250.79 | -- |
| Irrigation Machinery | 0.00 | -- |
| Total (incl. Land) | 276.08 | -- |

Management

| | | | |
|-----------------------|--------------|-------|----|
| Average Yield | (Tonne/acre) | 1.45 | -- |
| Expected Market Price | (\$/Tonne) | 71.75 | -- |

2001 Crop Enterprise Analysis

AgriProfit®

Crop: *Greenfeed - All*
Soil Zone: *Black - Dryland*
Unit: *Tonne*

| | | -----\$/Acre----- | | -----\$/Tonne----- | |
|-----------------------|--|-------------------|---------------|--------------------|---------------|
| | | Average | Top 1/3 | Average | Top 1/3 |
| (A) | 1. Crop Sales | 221.23 | 319.45 | 93.68 | 110.23 |
| | 2. Crop Insurance Receipts | 0.00 | 0.00 | 0.00 | 0.00 |
| | 3. Other Receipts | 2.77 | 4.42 | 1.17 | 1.52 |
| Gross Receipts | | 224.00 | 323.87 | 94.86 | 111.75 |
| (B) | Cost Items | | | | |
| | 1. Seed | 6.98 | 7.17 | 2.96 | 2.47 |
| | 2. Fertilizer | 27.48 | 25.23 | 11.64 | 8.70 |
| | 3. Chemical | 11.66 | 6.31 | 4.94 | 2.18 |
| | 4. Hail/Crop Insurance Premium | 0.50 | 0.00 | 0.21 | 0.00 |
| | 5. Trucking and Marketing | 0.19 | 0.00 | 0.08 | 0.00 |
| | 6. Fuel | 12.65 | 8.72 | 5.36 | 3.01 |
| | 7. Irrigation Fuel and Electricity | 0.00 | 0.00 | 0.00 | 0.00 |
| | 8. Repairs - Machinery | 4.97 | 4.61 | 2.10 | 1.59 |
| | 9. Repairs - Buildings | 0.01 | 0.04 | 0.01 | 0.01 |
| | 10. Utilities and Miscellaneous | 4.23 | 5.10 | 1.79 | 1.76 |
| | 11. Custom Work | 4.32 | 6.98 | 1.83 | 2.41 |
| | 12. Operating Interest Paid | 2.20 | 3.13 | 0.93 | 1.08 |
| | 13. Paid Labour | 2.23 | 1.99 | 0.95 | 0.69 |
| | 14. Unpaid Labour | 9.07 | 7.38 | 3.84 | 2.55 |
| Variable Costs | | 86.49 | 76.64 | 36.62 | 26.45 |
| (C) | 1. Cash/ Share Land Rent | 22.99 | 0.00 | 9.74 | 0.00 |
| | 2. Taxes, Water Rates, License & Ins. | 3.46 | 5.26 | 1.47 | 1.81 |
| | 3. Equipment and Building: a) Depreciation | 17.40 | 19.54 | 7.37 | 6.74 |
| | b) Lease Payments | 0.69 | 1.89 | 0.29 | 0.65 |
| | 4. Paid Capital Interest | 5.79 | 12.62 | 2.45 | 13.56 |
| Capital Costs | | 50.35 | 39.30 | 21.32 | 22.77 |
| (D) | Cash Costs (B+C-B14-C3a) | 110.37 | 89.03 | 46.74 | 39.93 |
| (E) | Total Production Costs (B+C) | 136.83 | 115.95 | 57.94 | 49.22 |
| | Gross Margin (A-D) | 113.64 | 234.84 | 48.12 | 71.82 |
| | Return to Unpaid Labour (A-E+B14) | 96.24 | 215.30 | 40.75 | 65.08 |
| | Return to Investment (A-E+C4) | 92.96 | 220.54 | 39.37 | 76.10 |
| | Return to Equity (A-E) | 87.17 | 207.92 | 36.91 | 62.54 |

Investment

| | | |
|---------------------------|---------------|----------------|
| Buildings | 16.86 | 16.40 |
| Machinery | 172.16 | 207.29 |
| Irrigation Machinery | 0.00 | 0.00 |
| Total (incl. Land) | 815.26 | 1462.32 |

Management

| | | | |
|-----------------------|--------------|-------|--------|
| Average Yield | (Tonne/acre) | 2.36 | 2.90 |
| Expected Market Price | (\$/Tonne) | 93.68 | 110.23 |

2001 Crop Enterprise Analysis

AgriProfit\$

Crop: *Greenfeed - Own*
Soil Zone: *Black - Dryland*
Unit: *Tonne*

| | | -----\$/Acre----- | | -----\$/Tonne----- | |
|-----------------------|--|-------------------|-------------|--------------------|-------------|
| | | Average | Top 1/3 | Average | Top 1/3 |
| (A) | 1. Crop Sales | 268.31 | -- | 99.29 | -- |
| | 2. Crop Insurance Receipts | 0.00 | -- | 0.00 | -- |
| | 3. Other Receipts | 4.41 | -- | 1.63 | -- |
| Gross Receipts | | 272.72 | 0.00 | 100.92 | 0.00 |
| (B) | Cost Items | | | | |
| | 1. Seed | 6.40 | -- | 2.37 | -- |
| | 2. Fertilizer | 27.86 | -- | 10.31 | -- |
| | 3. Chemical | 14.58 | -- | 5.40 | -- |
| | 4. Hail/Crop Insurance Premium | 0.72 | -- | 0.27 | -- |
| | 5. Trucking and Marketing | 0.00 | -- | 0.00 | -- |
| | 6. Fuel | 10.37 | -- | 3.84 | -- |
| | 7. Irrigation Fuel and Electricity | 0.00 | -- | 0.00 | -- |
| | 8. Repairs - Machinery | 4.99 | -- | 1.85 | -- |
| | 9. Repairs - Buildings | 0.03 | -- | 0.01 | -- |
| | 10. Utilities and Miscellaneous | 5.36 | -- | 1.98 | -- |
| | 11. Custom Work | 4.73 | -- | 1.75 | -- |
| | 12. Operating Interest Paid | 2.12 | -- | 0.79 | -- |
| | 13. Paid Labour | 1.81 | -- | 0.67 | -- |
| | 14. Unpaid Labour | 7.19 | -- | 2.66 | -- |
| Variable Costs | | 86.16 | 0.00 | 31.88 | 0.00 |
| (C) | 1. Cash/ Share Land Rent | 0.00 | -- | 0.00 | -- |
| | 2. Taxes, Water Rates, License & Ins. | 5.49 | -- | 2.03 | -- |
| | 3. Equipment and Building: a) Depreciation | 18.48 | -- | 6.84 | -- |
| | b) Lease Payments | 1.28 | -- | 0.47 | -- |
| | 4. Paid Capital Interest | 8.91 | -- | 3.30 | -- |
| Capital Costs | | 34.16 | 0.00 | 12.64 | 0.00 |
| (D) | Cash Costs (B+C-B14-C3a) | 94.66 | -- | 35.03 | -- |
| (E) | Total Production Costs (B+C) | 120.32 | -- | 44.53 | -- |
| | Gross Margin (A-D) | 178.07 | -- | 65.90 | -- |
| | Return to Unpaid Labour (A-E+B14) | 159.59 | -- | 59.06 | -- |
| | Return to Investment (A-E+C4) | 161.32 | -- | 59.70 | -- |
| | Return to Equity (A-E) | 152.40 | -- | 56.40 | -- |

Investment

| | | |
|---------------------------|----------------|----|
| Buildings | 21.79 | -- |
| Machinery | 190.11 | -- |
| Irrigation Machinery | 0.00 | -- |
| Total (incl. Land) | 1373.69 | -- |

Management

| | | | |
|-----------------------|--------------|-------|----|
| Average Yield | (Tonne/acre) | 2.70 | -- |
| Expected Market Price | (\$/Tonne) | 99.29 | -- |

2001 Crop Enterprise Analysis

AgriProfit\$

Crop: *Greenfeed - Rent*
Soil Zone: *Black - Dryland*
Unit: *Tonne*

| | | -----\$/Acre----- | | -----\$/Tonne----- | |
|-----------------------|--|-------------------|-------------|--------------------|-------------|
| | | Average | Top 1/3 | Average | Top 1/3 |
| (A) | 1. Crop Sales | 166.18 | -- | 84.65 | -- |
| | 2. Crop Insurance Receipts | 0.00 | -- | 0.00 | -- |
| | 3. Other Receipts | 0.86 | -- | 0.44 | -- |
| Gross Receipts | | 167.03 | 0.00 | 85.09 | 0.00 |
| (B) | Cost Items | | | | |
| | 1. Seed | 7.66 | -- | 3.90 | -- |
| | 2. Fertilizer | 27.03 | -- | 13.77 | -- |
| | 3. Chemical | 8.24 | -- | 4.20 | -- |
| | 4. Hail/Crop Insurance Premium | 0.25 | -- | 0.12 | -- |
| | 5. Trucking and Marketing | 0.41 | -- | 0.21 | -- |
| | 6. Fuel | 15.31 | -- | 7.80 | -- |
| | 7. Irrigation Fuel and Electricity | 0.00 | -- | 0.00 | -- |
| | 8. Repairs - Machinery | 4.95 | -- | 2.52 | -- |
| | 9. Repairs - Buildings | 0.00 | -- | 0.00 | -- |
| | 10. Utilities and Miscellaneous | 2.91 | -- | 1.48 | -- |
| | 11. Custom Work | 3.83 | -- | 1.95 | -- |
| | 12. Operating Interest Paid | 2.29 | -- | 1.17 | -- |
| | 13. Paid Labour | 2.73 | -- | 1.39 | -- |
| | 14. Unpaid Labour | 11.26 | -- | 5.74 | -- |
| Variable Costs | | 86.88 | 0.00 | 44.26 | 0.00 |
| (C) | 1. Cash/ Share Land Rent | 49.88 | -- | 25.41 | -- |
| | 2. Taxes, Water Rates, License & Ins. | 1.10 | -- | 0.56 | -- |
| | 3. Equipment and Building: a) Depreciation | 16.14 | -- | 8.22 | -- |
| | b) Lease Payments | 0.00 | -- | 0.00 | -- |
| | 4. Paid Capital Interest | 2.14 | -- | 1.09 | -- |
| Capital Costs | | 69.27 | 0.00 | 35.29 | 0.00 |
| (D) | Cash Costs (B+C-B14-C3a) | 128.74 | -- | 65.58 | -- |
| (E) | Total Production Costs (B+C) | 156.14 | -- | 79.54 | -- |
| | Gross Margin (A-D) | 38.29 | -- | 19.51 | -- |
| | Return to Unpaid Labour (A-E+B14) | 22.15 | -- | 11.29 | -- |
| | Return to Investment (A-E+C4) | 13.04 | -- | 6.64 | -- |
| | Return to Equity (A-E) | 10.89 | -- | 5.55 | -- |

Investment

| | | |
|---------------------------|---------------|----|
| Buildings | 11.09 | -- |
| Machinery | 151.17 | -- |
| Irrigation Machinery | 0.00 | -- |
| Total (incl. Land) | 162.26 | -- |

Management

| | | | |
|-----------------------|--------------|-------|----|
| Average Yield | (Tonne/acre) | 1.96 | -- |
| Expected Market Price | (\$/Tonne) | 84.65 | -- |

2001 Crop Enterprise Analysis

AgriProfit\$

Crop: Grain Silage - All
Soil Zone: Black - Dryland
Unit: Tonne

| | | -----\$/Acre----- | | -----\$/Tonne----- | |
|-----------------------|--|-------------------|---------------|--------------------|--------------|
| | | Average | Top 1/3 | Average | Top 1/3 |
| (A) | 1. Crop Sales | 221.03 | 324.67 | 34.67 | 44.09 |
| | 2. Crop Insurance Receipts | 0.00 | 0.00 | 0.00 | 0.00 |
| | 3. Other Receipts | 1.32 | 0.40 | 0.21 | 0.05 |
| Gross Receipts | | 222.35 | 325.07 | 34.88 | 44.15 |
| (B) | Cost Items | | | | |
| | 1. Seed | 9.71 | 10.50 | 1.52 | 1.43 |
| | 2. Fertilizer | 42.19 | 50.94 | 6.62 | 6.92 |
| | 3. Chemical | 7.80 | 19.00 | 1.22 | 2.58 |
| | 4. Hail/Crop Insurance Premium | 1.18 | 3.60 | 0.19 | 0.49 |
| | 5. Trucking and Marketing | 0.00 | 0.00 | 0.00 | 0.00 |
| | 6. Fuel | 8.99 | 8.70 | 1.41 | 1.18 |
| | 7. Irrigation Fuel and Electricity | 0.00 | 0.00 | 0.00 | 0.00 |
| | 8. Repairs - Machinery | 10.62 | 4.65 | 1.67 | 0.63 |
| | 9. Repairs - Buildings | 1.14 | 0.08 | 0.18 | 0.01 |
| | 10. Utilities and Miscellaneous | 5.41 | 6.98 | 0.85 | 0.95 |
| | 11. Custom Work | 47.82 | 19.13 | 7.50 | 2.60 |
| | 12. Operating Interest Paid | 7.63 | 5.82 | 1.20 | 0.79 |
| | 13. Paid Labour | 4.90 | 3.88 | 0.77 | 0.53 |
| | 14. Unpaid Labour | 5.86 | 5.98 | 0.92 | 0.81 |
| Variable Costs | | 153.26 | 139.27 | 24.04 | 18.91 |
| (C) | 1. Cash/ Share Land Rent | 39.47 | 47.33 | 6.19 | 6.43 |
| | 2. Taxes, Water Rates, License & Ins. | 3.34 | 5.78 | 0.52 | 0.79 |
| | 3. Equipment and Building: a) Depreciation | 13.52 | 9.80 | 2.12 | 1.33 |
| | b) Lease Payments | 1.93 | 3.70 | 0.30 | 0.50 |
| | 4. Paid Capital Interest | 8.52 | 0.00 | 1.34 | 9.05 |
| Capital Costs | | 66.78 | 66.62 | 10.48 | 18.09 |
| (D) | Cash Costs (B+C-B14-C3a) | 200.67 | 190.10 | 31.48 | 34.86 |
| (E) | Total Production Costs (B+C) | 220.04 | 205.88 | 34.52 | 37.01 |
| | Gross Margin (A-D) | 21.68 | 134.97 | 3.40 | 9.28 |
| | Return to Unpaid Labour (A-E+B14) | 8.16 | 125.17 | 1.28 | 7.95 |
| | Return to Investment (A-E+C4) | 10.83 | 119.18 | 1.70 | 16.19 |
| | Return to Equity (A-E) | 2.31 | 119.18 | 0.36 | 7.14 |

Investment

| | | |
|---------------------------|---------------|---------------|
| Buildings | 19.60 | 6.75 |
| Machinery | 139.38 | 112.05 |
| Irrigation Machinery | 0.00 | 0.00 |
| Total (incl. Land) | 455.73 | 563.24 |

Management

| | | | |
|-----------------------|--------------|-------|-------|
| Average Yield | (Tonne/acre) | 6.38 | 7.36 |
| Expected Market Price | (\$/Tonne) | 34.67 | 44.09 |

2001 Crop Enterprise Analysis

AgriProfit\$

Crop: *Grain Silage - Own*
 Soil Zone: *Black - Dryland*
 Unit: *Tonne*

| | | -----\$/Acre----- | | -----\$/Tonne----- | |
|-----------------------|--|-------------------|-------------|--------------------|-------------|
| | | Average | Top 1/3 | Average | Top 1/3 |
| (A) | 1. Crop Sales | 194.48 | -- | 34.92 | -- |
| | 2. Crop Insurance Receipts | 0.00 | -- | 0.00 | -- |
| | 3. Other Receipts | 3.27 | -- | 0.59 | -- |
| Gross Receipts | | 197.75 | 0.00 | 35.51 | 0.00 |
| (B) | Cost Items | | | | |
| | 1. Seed | 12.10 | -- | 2.17 | -- |
| | 2. Fertilizer | 32.88 | -- | 5.90 | -- |
| | 3. Chemical | 2.94 | -- | 0.53 | -- |
| | 4. Hail/Crop Insurance Premium | 0.59 | -- | 0.11 | -- |
| | 5. Trucking and Marketing | 0.00 | -- | 0.00 | -- |
| | 6. Fuel | 9.43 | -- | 1.69 | -- |
| | 7. Irrigation Fuel and Electricity | 0.00 | -- | 0.00 | -- |
| | 8. Repairs - Machinery | 8.49 | -- | 1.52 | -- |
| | 9. Repairs - Buildings | 0.87 | -- | 0.16 | -- |
| | 10. Utilities and Miscellaneous | 5.99 | -- | 1.08 | -- |
| | 11. Custom Work | 61.64 | -- | 11.07 | -- |
| | 12. Operating Interest Paid | 4.76 | -- | 0.86 | -- |
| | 13. Paid Labour | 2.93 | -- | 0.53 | -- |
| | 14. Unpaid Labour | 6.35 | -- | 1.14 | -- |
| Variable Costs | | 148.98 | 0.00 | 26.75 | 0.00 |
| (C) | Capital Costs | | | | |
| | 1. Cash/ Share Land Rent | 0.00 | -- | 0.00 | -- |
| | 2. Taxes, Water Rates, License & Ins. | 7.20 | -- | 1.29 | -- |
| | 3. Equipment and Building: a) Depreciation | 13.00 | -- | 2.33 | -- |
| | b) Lease Payments | 0.62 | -- | 0.11 | -- |
| | 4. Paid Capital Interest | 16.80 | -- | 3.02 | -- |
| Capital Costs | | 37.62 | 0.00 | 6.76 | 0.00 |
| (D) | Cash Costs (B+C-B14-C3a) | 167.25 | -- | 30.03 | -- |
| (E) | Total Production Costs (B+C) | 186.60 | -- | 33.50 | -- |
| | Gross Margin (A-D) | 30.49 | -- | 5.48 | -- |
| | Return to Unpaid Labour (A-E+B14) | 17.49 | -- | 3.14 | -- |
| | Return to Investment (A-E+C4) | 27.95 | -- | 5.02 | -- |
| | Return to Equity (A-E) | 11.15 | -- | 2.00 | -- |

Investment

| | | | |
|---------------------------|----------------|-----------|--|
| Buildings | 17.14 | -- | |
| Machinery | 131.34 | -- | |
| Irrigation Machinery | 0.00 | -- | |
| Total (incl. Land) | 1659.35 | -- | |

Management

| | | | |
|-----------------------|--------------|-------|----|
| Average Yield | (Tonne/acre) | 5.57 | -- |
| Expected Market Price | (\$/Tonne) | 34.92 | -- |

2001 Crop Enterprise Analysis

AgriProfit\$

Crop: Grain Silage - Rent
Soil Zone: Black - Dryland
Unit: Tonne

| | | -----\$/Acre----- | | -----\$/Tonne----- | |
|-----------------------|--|-------------------|---------------|--------------------|--------------|
| | | Average | Top 1/3 | Average | Top 1/3 |
| (A) | 1. Crop Sales | 227.52 | 331.43 | 34.62 | 44.09 |
| | 2. Crop Insurance Receipts | 0.00 | 0.00 | 0.00 | 0.00 |
| | 3. Other Receipts | 0.84 | 0.45 | 0.13 | 0.06 |
| Gross Receipts | | 228.36 | 331.88 | 34.75 | 44.15 |
| (B) | Cost Items | | | | |
| | 1. Seed | 9.13 | 10.21 | 1.39 | 1.36 |
| | 2. Fertilizer | 44.46 | 54.21 | 6.77 | 7.21 |
| | 3. Chemical | 8.99 | 22.43 | 1.37 | 2.98 |
| | 4. Hail/Crop Insurance Premium | 1.32 | 4.14 | 0.20 | 0.55 |
| | 5. Trucking and Marketing | 0.00 | 0.00 | 0.00 | 0.00 |
| | 6. Fuel | 8.88 | 7.44 | 1.35 | 0.99 |
| | 7. Irrigation Fuel and Electricity | 0.00 | 0.00 | 0.00 | 0.00 |
| | 8. Repairs - Machinery | 11.14 | 4.91 | 1.70 | 0.65 |
| | 9. Repairs - Buildings | 1.20 | 0.10 | 0.18 | 0.01 |
| | 10. Utilities and Miscellaneous | 5.27 | 6.80 | 0.80 | 0.91 |
| | 11. Custom Work | 44.44 | 13.15 | 6.76 | 1.75 |
| | 12. Operating Interest Paid | 8.33 | 7.48 | 1.27 | 1.00 |
| | 13. Paid Labour | 5.38 | 4.99 | 0.82 | 0.66 |
| | 14. Unpaid Labour | 5.74 | 4.99 | 0.87 | 0.66 |
| Variable Costs | | 154.31 | 140.88 | 23.48 | 18.74 |
| (C) | 1. Cash/ Share Land Rent | 49.11 | 60.86 | 7.47 | 8.10 |
| | 2. Taxes, Water Rates, License & Ins. | 2.40 | 5.04 | 0.37 | 0.67 |
| | 3. Equipment and Building: a) Depreciation | 13.65 | 8.77 | 2.08 | 1.17 |
| | b) Lease Payments | 2.25 | 4.76 | 0.34 | 0.63 |
| | 4. Paid Capital Interest | 6.50 | 0.00 | 0.99 | 10.57 |
| Capital Costs | | 73.91 | 79.42 | 11.25 | 21.13 |
| (D) | Cash Costs (B+C-B14-C3a) | 208.83 | 206.54 | 31.78 | 38.04 |
| (E) | Total Production Costs (B+C) | 228.22 | 220.30 | 34.73 | 39.87 |
| | Gross Margin (A-D) | 19.53 | 125.34 | 2.97 | 6.11 |
| | Return to Unpaid Labour (A-E+B14) | 5.88 | 116.57 | 0.89 | 4.94 |
| | Return to Investment (A-E+C4) | 6.64 | 111.58 | 1.01 | 14.84 |
| | Return to Equity (A-E) | 0.15 | 111.58 | 0.02 | 4.28 |

Investment

| | | |
|---------------------------|---------------|---------------|
| Buildings | 20.20 | 3.86 |
| Machinery | 141.34 | 105.39 |
| Irrigation Machinery | 0.00 | 0.00 |
| Total (incl. Land) | 161.54 | 109.25 |

Management

| | | | |
|-----------------------|--------------|-------|-------|
| Average Yield | (Tonne/acre) | 6.57 | 7.52 |
| Expected Market Price | (\$/Tonne) | 34.62 | 44.09 |

FREQUENCY AND CUMULATIVE FREQUENCY DISTRIBUTION

Distribution charts organize data into pictures, which is a format that the human processing system (the brain) can better understand. Frequency distributions relate the percentage (or number) of observations falling in a specific range. Cumulative frequency distribution displays the same information as frequency distribution, but it is expressed as a “rate of change” (i.e. the steeper the slope the greater the change). Cumulative frequency also illustrates how many observations lie above or below certain values, rather than only recording the number of items within the intervals.

The frequency information in this benchmark report provides an indication of how crops performed, on a field-by-field basis, within the *AgriProfit\$* pool. Looking forward, this information can be used to evaluate how and why this crop might be included in future cropping plans based on these types of frequencies. In the following discussions, the Alfalfa/Grass Hay frequency distribution charts are used as an example of how to interpret the frequency information.

The first pair of charts provides the distribution of the alfalfa/grass hay yield range in the Black soil zone. From these charts a lot can be interpreted about yield performance:

- The low is greater than 0.25 tonne per acre and the high is greater than 2.25 tonnes per acre, and
- 70% of the alfalfa/grass hay fields in the black soil zone yield between 0.25 and 1.6 tonnes per acre

This detailed information provides a better understanding of yield variability. The average yield is 1.18 tonnes per acre as listed on page 11 of the alfalfa/grass hay analysis. While the average (or mean) is important, consideration of both the mean and variability ultimately sets the stage for good decision-making and management practices.

The second set of graphs focuses on the distribution of cost totals. Understanding these provides a basis for cost control and managing for yield per dollar invested. It is important to look at cash costs for individual field analysis (as an indication of cash flow pressure points). Cash costs include all cash expenses accrued to the production of that crop. Total production costs are important when assessing all crops together for an overall enterprise analysis, relating the longer term cost efficiency of each crop and the combined crop mix. Total production costs include the non-cash elements of unpaid labour and depreciation, in addition to cash costs. Looking at the charts, if the price of hay was \$120 per tonne, then 80% of the fields are covering their cash costs and 60% of the fields are covering their total production costs. In the long run, the best mix of crops would cover total production costs and give a positive net return per acre.

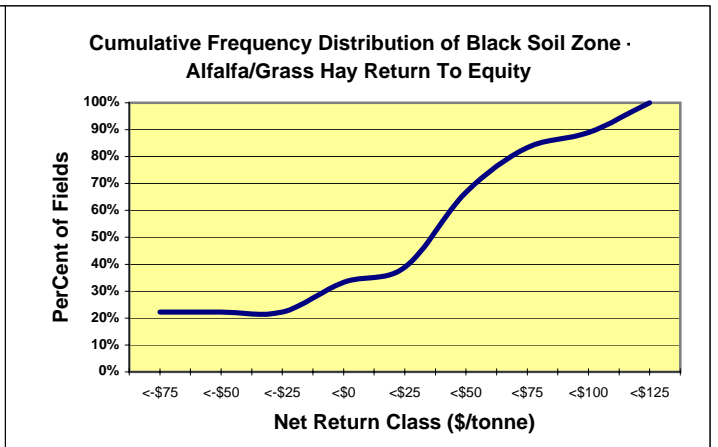
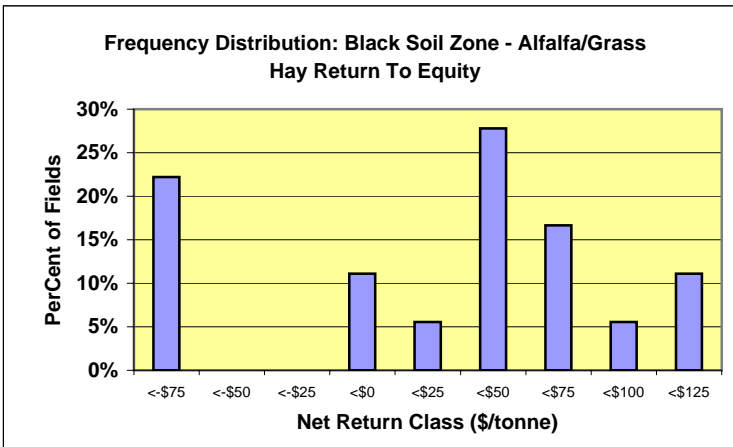
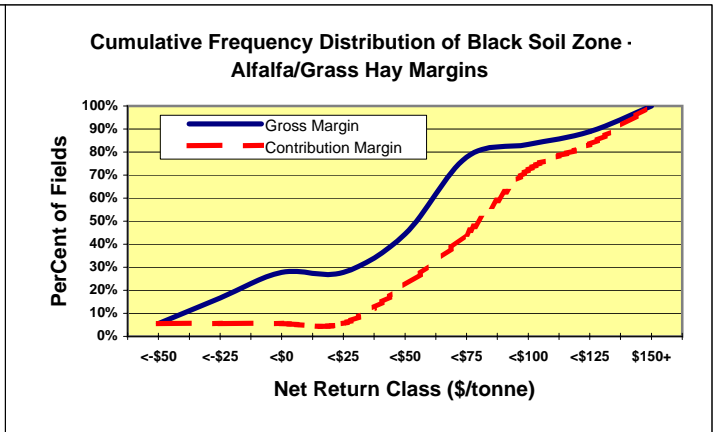
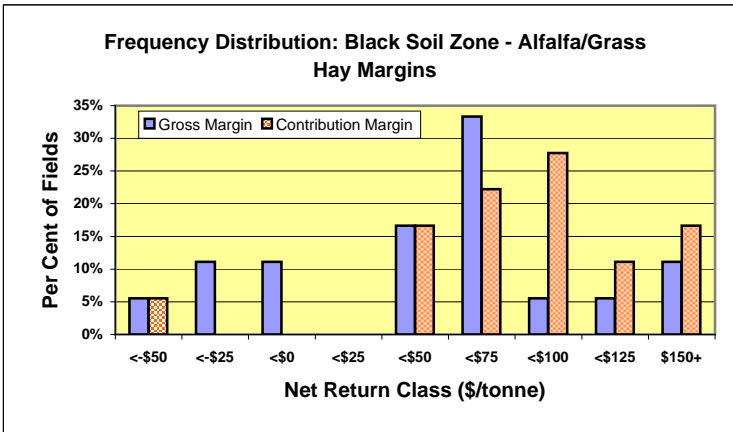
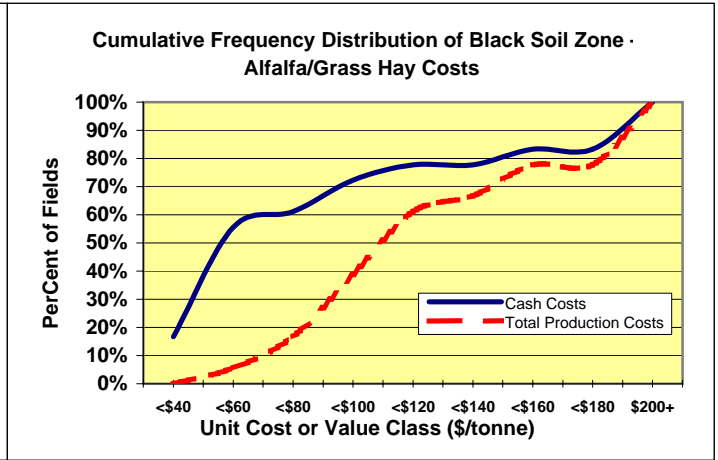
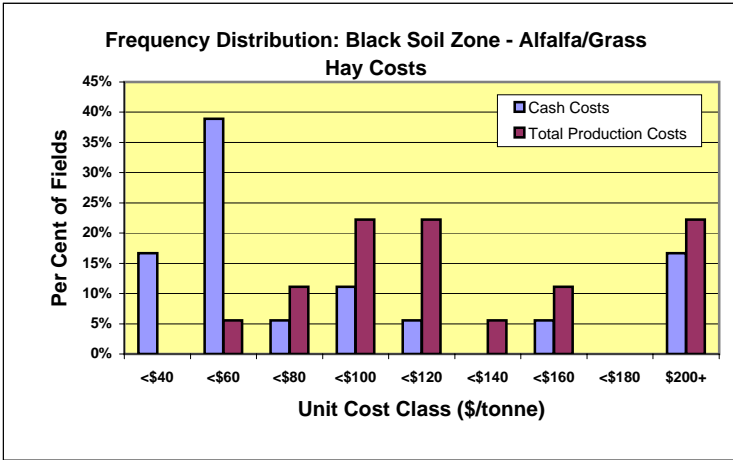
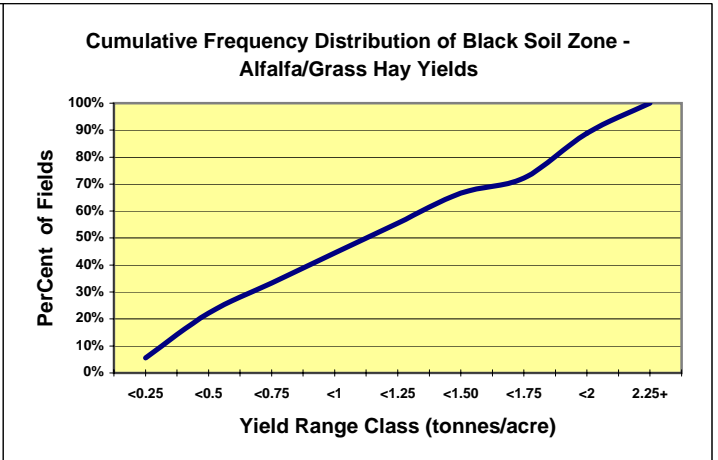
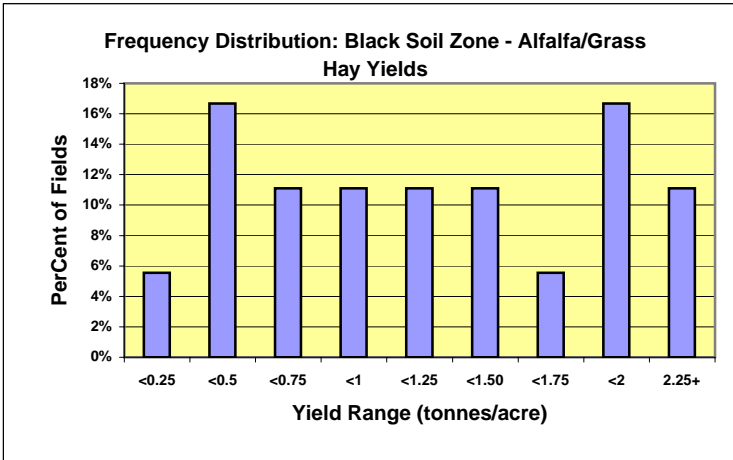
The third set of graphs highlights contribution and gross margins. Contribution margin is the return over variable costs, which are a combination of variable cash and non-cash (unpaid labour) costs. It is the best single indicator of profitability at the individual field level and it is used to compare and select crops to grow regardless of the fields being owned or rented. The first objective in setting up a crop plan is to select crops with a positive contribution margin; this will identify the most profitable crop mix over the long term. Gross margin is the return over total cash costs, which include fixed costs (land rent, taxes, water rights, licenses and capital

interest). It is valuable in predicting each crop's ability to generate cash flow for the year. From a cash flow point of view, the gross margin provides an indication of the crop's ability to contribute to principal payments and operator withdrawals. From a profitability perspective, gross margin is what is leftover to cover the non-cash costs and provide a return on investment.

The final set of graphs shows the distribution of returns to equity, or profit per unit of production. This example shows that 35% of the fields had a loss and 65% of the fields at least broke even. Return to equity can be used to compare the profitability of one crop versus another or one farm enterprise to another in the same industry.

Understanding these concepts in *AgriProfit\$* and evaluating historical performance on a per bushel basis can be very useful for other AAFRD applications. For example, [CropChoice\\$](#) is a tool that combines traditional crop planning with the ability to measure the riskiness of your plan. Producers can then creatively evaluate potential risk management strategies.

Black Soil Zone - Alfalfa/Grass Hay: 2001



DEFINITIONS AND ALLOCATIONS

I INCOME

- A Imputed Value of Production** – total of estimated yields/acre X estimated final prices
- B Crop Insurance Receipts** – added regardless of when payment is received
- C Miscellaneous Receipts** – such as patronage dividends or input rebates
- D Government Program Receipts** – allocated to all cropped acres equally
- E Straw/Aftermath Grazing Revenue** – value of straw + imputed value of grazing

II EXPENSES

- A Crop Specific Inputs** – allocated by producer to each crop as documented on the survey form
 - 1. **Seed**
 - 2. **Fertilizer**
 - 3. **Chemical**
 - 4. **Hail and Crop Insurance**
 - 5. **Custom Work and Specialized Labour**
 - 6. **Land Rent** – cash rent or crop share (converted to a cash basis)
- B Allocated Crop Inputs** – allocation ratios based on research from AAFRD
 - 1. **Irrigation to Dryland Ratio** – allocated to crops at a 3:1 ratio
 - 2. **Trucking and Marketing** – allocated to specific cropping acres by producer
 - 3. **Fuel** – Summerfallow – allocation of 0.3:1 compared to crop acres; Sugar beets – allocation of 2.96:1 compared to other irrigated crop acres
 - 4. **Irrigation Fuel** – allocation based on total pumping hours for each crop
 - 5. **Machinery Repairs** – allocated equally to all acres except summerfallow (0.3:1) and special crops (as specified by producer)
 - 6. **Building Repairs** – allocated to all acres equally except for special crops buildings
 - 7. **Operating Interest** – interest paid on operating loans allocated equally
 - 8. **Paid Labour** – based on allocations between crops as specified by producer
 - 9. **Unpaid and Operator Labour** – operator - \$10/hour, other unpaid labour - \$7.50/hour
 - 10. **Land Taxes** – allocated equally to all owned cropped acres
 - 11. **Water Rates** – allocated equally to all owned irrigated acres
 - 12. **Water Rates** – allocated equally to all owned irrigated acres
 - 13. **Equipment Depreciation** – imputed at 8.5% for power equipment, 11% for non-power, based on current market value

- 14. **Insurance and Licenses** – allocated to all cropped acres equally
- 15. **Building Depreciation** – imputed at 5% on the current market value
- 16. **Paid Capital Interest** – allocated to all owned cropped acres equally except summerfallow (0.25:1)

III CAPITAL INVESTMENT

- A Land** – producer estimate of bare land value for both irrigated and dryland owned acreage
- B Buildings** – allocated equally to all acreage except special crops buildings (allocated to the crop)
- C Equipment**
 - 1. **General Use** – allocated to all acres equally, except summerfallow (0.3:1)
 - 2. **Crop Specific** – allocated by producer to each crop based on percentage of use
 - 3. **Irrigation** – allocated according to pumping hours as specified by producer

IV SUMMARY CALCULATION

- A Gross Return** = imputed value of production + crop insurance receipts + miscellaneous receipts + government program payments + straw/grazing revenue
- B Variable Costs** = seed + fertilizer + chemicals + crop insurance + trucking and marketing + fuel + machinery and building repairs + utilities + miscellaneous overhead + custom work + operating interest + paid and unpaid labour
- C Total Capital Costs** = land rent + land taxes + water rates + insurance + depreciation + paid capital interest
- D Cash Costs** = variable costs + capital costs – unpaid labour – depreciation
- E Total Production Costs** = variable costs + total capital costs
- F Gross Margin** (returns left to cover total capital costs and operator equity) = gross return – total cash costs
- G Return to Unpaid Labour** (funds remaining after all expenses have been paid except unpaid labour) = gross return – total production costs + unpaid labour
- H Return to Investment** (shows the operation's ability to earn a return on its total assets) = gross return – total production costs + paid capital interest
- I Return to Equity** (amount remaining from operations used to provide a return to individual or shareholder equity) = gross return – total production costs