

AgriProfit\$

2008

**Cost and Return Benchmarks
for Crops and Forages**

Brown Soil Zone

Government of Alberta ■
Agriculture and Rural Development



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OVERVIEW

2008 Brown Soil Zone

The *AgriProfit\$* Business Analysis and Research Program provides a provincial overview of costs and returns for field crops and forages. The Economics Branch collects cost of production information annually from Alberta producers to generate regional benchmarks. Producer participants are critical to providing a financial representation of Alberta's cropping industry.

AgriProfit\$ cropping benchmarks are analyzed by soil zone group, top third producers, and owned land versus rented land where available. Top third averages are calculated from fields that have the highest return to equity. Analyzing crops by owned versus rented also provides insight into differences in management.

Benchmarks allow for comparison of individual crop costs and returns to other farms in a similar production area. Benchmarks should not replace individual cropping and financial records. There is a danger of over or underestimating costs and returns if basing them on regional benchmarks and forecasts. Strategic planning is more effective when individual costs are used. Managing unit costs of production is one of the most significant strategies to ensure profitability in a mature commodity market.

The top map shows the Brown Soil Zone in Alberta; this is the grouping method used for this study. Please note that farms highlighted within these zones may contain characteristics of neighbouring soil zones. The map on the bottom shows the distribution of the 2008 participants.

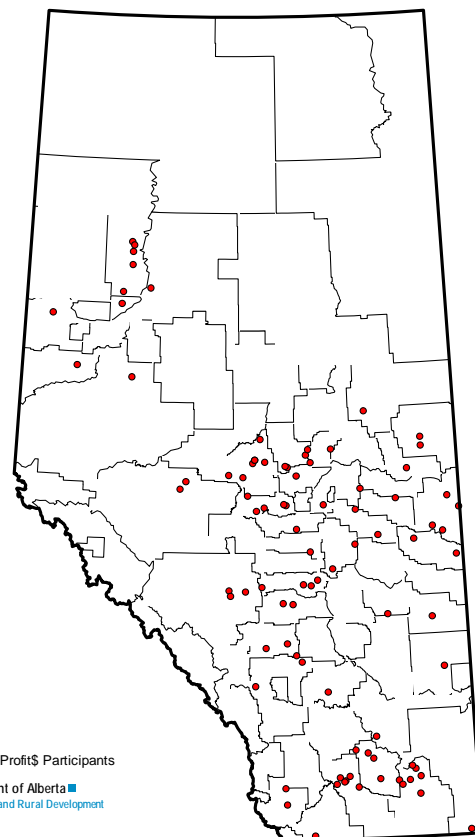
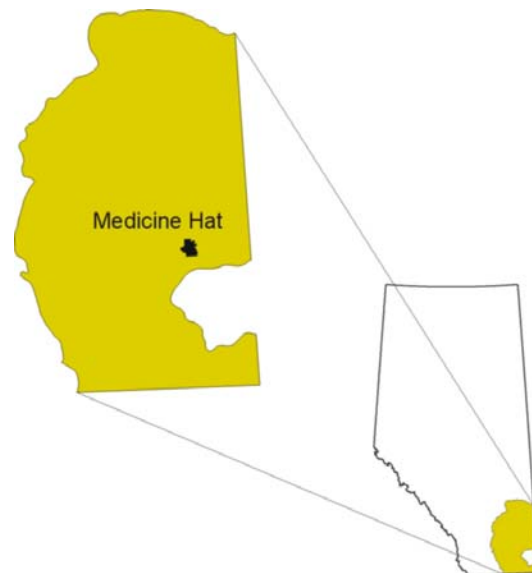
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2008 Crops Enterprise Analysis

Dryland Spring Wheat

Acres Cropped: 126.73

Enterprises: 26

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	12,369.92	97.61	7.03
	2. Crop Insurance Receipts	19,927.15	157.24	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	21.10	.17	
	GROSS RETURN	32,318.17	255.01	18.37
(B)	1. Seed & Seed Cleaning	1,976.04	15.59	
	2. Fertilizer Rates: 36N 10P 4K 6S	4,007.21	31.62	
	3. Chemicals	2,262.26	17.85	
	4. Hail / Crop Insurance & Program Premiums	1,471.25	11.61	
	5. Trucking & Marketing	571.34	4.51	
	6. Fuel	1,616.77	12.76	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,318.74	10.41	
	9. Repairs - Buildings	272.09	2.15	
	10. Utilities & Miscellaneous Expenses	1,002.27	7.91	
	11. Custom Work & Specialized Labour	176.46	1.39	
	12. Operating Interest Paid	556.82	4.39	
	13. Paid Labour & Benefits (36.52 hours)	489.55	3.86	
	14. Unpaid Labour (99.02 hours)	978.95	7.72	
	VARIABLE COSTS	16,699.74	131.77	9.49
(C)	1. Cash/Share Rent & Land Lease	675.63	5.33	
	2. Taxes, Water Rates, Lic. & Insurance	479.33	3.78	
	3. Equipment & Building a) Depreciation	2,326.74	18.36	
	b) Lease Payments	491.03	3.87	
	4. Paid Capital Interest	571.22	4.51	
	TOTAL CAPITAL COSTS	4,543.95	35.86	2.58
(D)	CASH COSTS (B+C-B14-C3)	17,938.01	141.54	10.20
(E)	TOTAL PRODUCTION COSTS (B+C)	21,243.69	167.63	12.08
(F)	GROSS MARGIN (A-D)	14,380.16	113.47	8.17
	RETURN TO UNPAID LABOUR(A-E+B14)	12,053.42	95.11	6.85
	RETURN TO INVESTMENT (A-E+C4) 10.9 %	11,645.70	91.89	6.62
	RETURN TO EQUITY (A-E)	11,074.48	87.39	6.30
INVESTMENT				
	Land	76,929.81	607.03	
	Buildings	7,290.01	57.52	
	Machinery	22,252.01	175.58	
	Irr. Machinery	.00	.00	
	TOTAL	106,471.83	840.14	
MANAGEMENT				
	Yield Per Acre (Bushel)		13.88	
	Expected Market Price Per Bushel		7.03	

AgriProfit\$ 2008 Crops Enterprise Analysis

Dryland Spring Wheat		Group AVG	Top 1/3 AVG
Acres Cropped:		126.73	164.11
Enterprises:		26	9
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	97.61	85.63
	2. Crop Insurance Receipts	157.24	233.97
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	.17	.00
GROSS RETURN		255.01	319.60
(B)	1. Seed & Seed Cleaning	15.59	19.82
	2. Fertilizer	31.62	35.00
	3. Chemicals	17.85	19.25
	4. Hail / Crop Insurance & Program Premiums	11.61	13.87
	5. Trucking & Marketing	4.51	1.91
	6. Fuel	12.76	13.38
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	10.41	8.49
	9. Repairs - Buildings	2.15	2.86
	10. Utilities & Miscellaneous Expenses	7.91	6.75
	11. Custom Work & Specialized Labour	1.39	1.31
	12. Operating Interest Paid	4.39	6.53
	13. Paid Labour & Benefits	3.86	4.85
	14. Unpaid Labour	7.72	5.19
VARIABLE COSTS		131.77	139.20
(C)	1. Cash/Share Rent & Land Lease	5.33	.00
	2. Taxes, Water Rates, Lic. & Insurance	3.78	3.43
	3. Equipment & Building a) Depreciation	18.36	17.90
	b) Lease Payments	3.87	3.95
	4. Paid Capital Interest	4.51	2.03
TOTAL CAPITAL COSTS		35.86	27.31
(D)	CASH COSTS (B+C-B14-C3)	141.54	143.42
(E)	TOTAL PRODUCTION COSTS (B+C)	167.63	166.51
(F)	GROSS MARGIN (A-D)	113.47	176.18
	RETURN TO UNPAID LABOUR(A-E+B14)	95.11	158.28
	RETURN TO INVESTMENT (A-E+C4)	91.89	155.12
	RETURN TO EQUITY (A-E)	87.39	153.09
INVESTMENT			
	Land	607.03	729.93
	Buildings	57.52	34.89
	Machinery	175.58	180.50
	Irr. Mach.	.00	.00
TOTAL		840.14	945.31
MANAGEMENT			
	Yield Per Acre (Bushel)	13.88	11.37
	Expected Market Price Per Bushel	7.03	7.53

2008 Crops Enterprise Analysis

Own Dryland Spring Wheat

Acres Cropped: 116.67

Enterprises: 24

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	10,523.37	90.20	7.05
	2. Crop Insurance Receipts	21,587.74	185.04	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	32,111.11	275.24	21.51
(B)	1. Seed & Seed Cleaning	1,970.73	16.89	
	2. Fertilizer Rates: 37N 10P 5K 6S	3,862.45	33.11	
	3. Chemicals	2,115.21	18.13	
	4. Hail / Crop Insurance & Program Premiums	1,402.26	12.02	
	5. Trucking & Marketing	542.55	4.65	
	6. Fuel	1,545.49	13.25	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,199.56	10.28	
	9. Repairs - Buildings	290.69	2.49	
	10. Utilities & Miscellaneous Expenses	967.74	8.29	
	11. Custom Work & Specialized Labour	191.16	1.64	
	12. Operating Interest Paid	583.84	5.00	
	13. Paid Labour & Benefits (39.56 hours)	530.35	4.55	
	14. Unpaid Labour (82.96 hours)	821.71	7.04	
	VARIABLE COSTS	16,023.75	137.35	10.73
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	477.74	4.09	
	3. Equipment & Building a) Depreciation	2,267.60	19.44	
	b) Lease Payments	531.95	4.56	
	4. Paid Capital Interest	584.11	5.01	
	TOTAL CAPITAL COSTS	3,861.40	33.10	2.59
(D)	CASH COSTS (B+C-B14-C3)	16,795.84	143.96	11.25
(E)	TOTAL PRODUCTION COSTS (B+C)	19,885.15	170.44	13.32
(F)	GROSS MARGIN (A-D)	15,315.27	131.27	10.26
	RETURN TO UNPAID LABOUR(A-E+B14)	13,047.67	111.84	8.74
	RETURN TO INVESTMENT (A-E+C4) 11.4 %	12,810.07	109.80	8.58
	RETURN TO EQUITY (A-E)	12,225.96	104.79	8.19
INVESTMENT				
	Land	83,340.63	714.35	
	Buildings	6,527.81	55.95	
	Machinery	22,084.31	189.29	
	Irr. Machinery	.00	.00	
	TOTAL	111,952.75	959.60	
MANAGEMENT				
	Yield Per Acre (Bushel)		12.80	
	Expected Market Price Per Bushel		7.05	

2008 Crops Enterprise Analysis

Dryland Winter Wheat

Acres Cropped: 233.33

Enterprises: 3

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	8,796.67	37.70	7.00
	2. Crop Insurance Receipts	55,958.32	239.82	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	64,754.98	277.52	51.53
(B)	1. Seed & Seed Cleaning	4,666.67	20.00	
	2. Fertilizer Rates: 40N 10P 15K 15S	9,333.33	40.00	
	3. Chemicals	6,300.00	27.00	
	4. Hail / Crop Insurance & Program Premiums	2,016.00	8.64	
	5. Trucking & Marketing	576.18	2.47	
	6. Fuel	3,368.09	14.43	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,560.68	6.69	
	9. Repairs - Buildings	851.74	3.65	
	10. Utilities & Miscellaneous Expenses	1,623.31	6.96	
	11. Custom Work & Specialized Labour	399.00	1.71	
	12. Operating Interest Paid	1,987.88	8.52	
	13. Paid Labour & Benefits (92.30 hours)	1,476.78	6.33	
	14. Unpaid Labour (60.92 hours)	609.20	2.61	
	VARIABLE COSTS	34,768.86	149.01	27.67
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	665.14	2.85	
	3. Equipment & Building a) Depreciation	4,337.66	18.59	
	b) Lease Payments	1,202.45	5.15	
	4. Paid Capital Interest	.00	.00	
	TOTAL CAPITAL COSTS	6,205.25	26.59	4.94
(D)	CASH COSTS (B+C-B14-C3)	36,027.24	154.40	28.67
(E)	TOTAL PRODUCTION COSTS (B+C)	40,974.11	175.60	32.61
(F)	GROSS MARGIN (A-D)	28,727.74	123.12	22.86
	RETURN TO UNPAID LABOUR(A-E+B14)	24,390.08	104.53	19.41
	RETURN TO INVESTMENT (A-E+C4) 10.0 %	23,780.88	101.92	18.92
	RETURN TO EQUITY (A-E)	23,780.88	101.92	18.92
INVESTMENT				
	Land	186,666.67	800.00	
	Buildings	4,083.33	17.50	
	Machinery	46,477.79	199.19	
	Irr. Machinery	.00	.00	
	TOTAL	237,227.79	1,016.69	
MANAGEMENT				
	Yield Per Acre (Bushel)		5.39	
	Expected Market Price Per Bushel		7.00	

2008 Crops Enterprise Analysis

Dryland Durum

Acres Cropped: 95.87

Enterprises: 15

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	13,025.22	135.87	6.92
	2. Crop Insurance Receipts	13,436.00	140.15	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	26,461.22	276.02	14.06
(B)	1. Seed & Seed Cleaning	1,404.75	14.65	
	2. Fertilizer Rates: 34N 9P 8K 8S	2,390.94	24.94	
	3. Chemicals	1,418.57	14.80	
	4. Hail / Crop Insurance & Program Premiums	1,264.68	13.19	
	5. Trucking & Marketing	490.57	5.12	
	6. Fuel	1,158.61	12.09	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,289.00	13.45	
	9. Repairs - Buildings	143.27	1.49	
	10. Utilities & Miscellaneous Expenses	856.54	8.93	
	11. Custom Work & Specialized Labour	114.85	1.20	
	12. Operating Interest Paid	197.08	2.06	
	13. Paid Labour & Benefits (25.26 hours)	275.25	2.87	
	14. Unpaid Labour (105.91 hours)	1,044.15	10.89	
	VARIABLE COSTS	12,048.29	125.68	6.40
(C)	1. Cash/Share Rent & Land Lease	624.00	6.51	
	2. Taxes, Water Rates, Lic. & Insurance	441.16	4.60	
	3. Equipment & Building a) Depreciation	1,909.75	19.92	
	b) Lease Payments	349.84	3.65	
	4. Paid Capital Interest	669.24	6.98	
	TOTAL CAPITAL COSTS	3,993.99	41.66	2.12
(D)	CASH COSTS (B+C-B14-C3)	13,088.37	136.53	6.96
(E)	TOTAL PRODUCTION COSTS (B+C)	16,042.28	167.34	8.53
(F)	GROSS MARGIN (A-D)	13,372.85	139.49	7.11
	RETURN TO UNPAID LABOUR(A-E+B14)	11,463.10	119.57	6.09
	RETURN TO INVESTMENT (A-E+C4) 14.5 %	11,088.18	115.66	5.89
	RETURN TO EQUITY (A-E)	10,418.94	108.68	5.54
INVESTMENT				
	Land	50,818.33	530.09	
	Buildings	8,412.63	87.75	
	Machinery	16,985.13	177.17	
	Irr. Machinery	.00	.00	
	TOTAL	76,216.09	795.02	
MANAGEMENT				
	Yield Per Acre (Bushel)		19.63	
	Expected Market Price Per Bushel		6.92	

AgriProfit\$ 2008 Crops Enterprise Analysis

Dryland Durum		Group AVG	Top 1/3 AVG
Acres Cropped:		95.87	129.60
Enterprises:		15	5
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	135.87	126.74
	2. Crop Insurance Receipts	140.15	180.24
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00
GROSS RETURN		276.02	306.98
(B)	1. Seed & Seed Cleaning	14.65	11.98
	2. Fertilizer	24.94	19.60
	3. Chemicals	14.80	12.46
	4. Hail / Crop Insurance & Program Premiums	13.19	15.33
	5. Trucking & Marketing	5.12	.30
	6. Fuel	12.09	10.32
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	13.45	13.70
	9. Repairs - Buildings	1.49	.58
	10. Utilities & Miscellaneous Expenses	8.93	6.14
	11. Custom Work & Specialized Labour	1.20	.16
	12. Operating Interest Paid	2.06	.79
	13. Paid Labour & Benefits	2.87	.59
	14. Unpaid Labour	10.89	12.61
VARIABLE COSTS		125.68	104.56
(C)	1. Cash/Share Rent & Land Lease	6.51	14.44
	2. Taxes, Water Rates, Lic. & Insurance	4.60	3.81
	3. Equipment & Building a) Depreciation	19.92	15.91
	b) Lease Payments	3.65	.48
	4. Paid Capital Interest	6.98	4.45
TOTAL CAPITAL COSTS		41.66	39.09
(D)	CASH COSTS (B+C-B14-C3)	136.53	115.13
(E)	TOTAL PRODUCTION COSTS (B+C)	167.34	143.65
(F)	GROSS MARGIN (A-D)	139.49	191.86
	RETURN TO UNPAID LABOUR(A-E+B14)	119.57	175.94
	RETURN TO INVESTMENT (A-E+C4)	115.66	167.78
	RETURN TO EQUITY (A-E)	108.68	163.33
INVESTMENT			
	Land	530.09	287.04
	Buildings	87.75	85.06
	Machinery	177.17	126.57
	Irr. Mach.	.00	.00
TOTAL		795.02	498.66
MANAGEMENT			
	Yield Per Acre (Bushel)	19.63	18.93
	Expected Market Price Per Bushel	6.92	6.70

2008 Crops Enterprise Analysis

Own Dryland Durum

Acres Cropped: 80.43

Enterprises: 14

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	10,766.37	133.86	6.93
	2. Crop Insurance Receipts	10,636.79	132.25	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	21,403.16	266.11	13.78
(B)	1. Seed & Seed Cleaning	1,274.44	15.85	
	2. Fertilizer Rates: 35N 10P 8K 8S	2,240.81	27.86	
	3. Chemicals	1,408.47	17.51	
	4. Hail / Crop Insurance & Program Premiums	1,014.49	12.61	
	5. Trucking & Marketing	523.91	6.51	
	6. Fuel	1,020.66	12.69	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,059.87	13.18	
	9. Repairs - Buildings	147.69	1.84	
	10. Utilities & Miscellaneous Expenses	782.74	9.73	
	11. Custom Work & Specialized Labour	123.06	1.53	
	12. Operating Interest Paid	211.16	2.63	
	13. Paid Labour & Benefits (27.06 hours)	294.91	3.67	
	14. Unpaid Labour (82.34 hours)	814.87	10.13	
	VARIABLE COSTS	10,917.07	135.74	7.03
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	413.66	5.14	
	3. Equipment & Building a) Depreciation	1,697.64	21.11	
	b) Lease Payments	374.83	4.66	
	4. Paid Capital Interest	682.58	8.49	
	TOTAL CAPITAL COSTS	3,168.71	39.40	2.04
(D)	CASH COSTS (B+C-B14-C3)	11,573.27	143.90	7.45
(E)	TOTAL PRODUCTION COSTS (B+C)	14,085.78	175.13	9.07
(F)	GROSS MARGIN (A-D)	9,829.88	122.22	6.33
	RETURN TO UNPAID LABOUR(A-E+B14)	8,132.24	101.11	5.23
	RETURN TO INVESTMENT (A-E+C4) 10.4 %	7,999.96	99.47	5.15
	RETURN TO EQUITY (A-E)	7,317.38	90.98	4.71
INVESTMENT				
	Land	54,448.21	676.98	
	Buildings	6,964.27	86.59	
	Machinery	15,542.85	193.25	
	Irr. Machinery	.00	.00	
	TOTAL	76,955.34	956.82	
MANAGEMENT				
	Yield Per Acre (Bushel)		19.32	
	Expected Market Price Per Bushel		6.93	

2008 Crops Enterprise Analysis

Dryland Feed Barley

Acres Cropped: 108.43

Enterprises: 7

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	16,384.00	151.10	3.91
	2. Crop Insurance Receipts	4,556.36	42.02	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	251.07	2.32	
	GROSS RETURN	21,191.42	195.44	5.06
(B)	1. Seed & Seed Cleaning	1,360.63	12.55	
	2. Fertilizer Rates: 38N 9P 3S	3,469.96	32.00	
	3. Chemicals	2,563.77	23.64	
	4. Hail / Crop Insurance & Program Premiums	766.62	7.07	
	5. Trucking & Marketing	590.94	5.45	
	6. Fuel	1,018.11	9.39	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,337.44	12.33	
	9. Repairs - Buildings	38.29	.35	
	10. Utilities & Miscellaneous Expenses	981.41	9.05	
	11. Custom Work & Specialized Labour	2,414.31	22.27	
	12. Operating Interest Paid	67.89	.63	
	13. Paid Labour & Benefits (12.24 hours)	97.90	.90	
	14. Unpaid Labour (87.88 hours)	878.81	8.11	
	VARIABLE COSTS	15,586.08	143.75	3.72
(C)	1. Cash/Share Rent & Land Lease	27.00	.25	
	2. Taxes, Water Rates, Lic. & Insurance	556.10	5.13	
	3. Equipment & Building a) Depreciation	2,362.00	21.78	
	b) Lease Payments	242.21	2.23	
	4. Paid Capital Interest	881.07	8.13	
	TOTAL CAPITAL COSTS	4,068.38	37.52	.97
(D)	CASH COSTS (B+C-B14-C3)	16,413.64	151.38	3.92
(E)	TOTAL PRODUCTION COSTS (B+C)	19,654.45	181.27	4.69
(F)	GROSS MARGIN (A-D)	4,777.78	44.06	1.14
	RETURN TO UNPAID LABOUR(A-E+B14)	2,415.78	22.28	.58
	RETURN TO INVESTMENT (A-E+C4) 1.5 %	2,418.04	22.30	.58
	RETURN TO EQUITY (A-E)	1,536.97	14.17	.37
INVESTMENT				
	Land	132,964.29	1,226.28	
	Buildings	10,530.69	97.12	
	Machinery	20,337.76	187.57	
	Irr. Machinery	.00	.00	
	TOTAL	163,832.73	1,510.97	
MANAGEMENT				
	Yield Per Acre (Bushel)		38.62	
	Expected Market Price Per Bushel		3.91	

AgriProfit\$ 2008 Crops Enterprise Analysis

Dryland Feed Barley		Group AVG	Top 1/3 AVG
Acres Cropped:		108.43	75.00
Enterprises:		7	2
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	151.10	320.17
	2. Crop Insurance Receipts	42.02	.00
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	2.32	.00
GROSS RETURN		195.44	320.17
(B)	1. Seed & Seed Cleaning	12.55	9.00
	2. Fertilizer	32.00	22.85
	3. Chemicals	23.64	14.00
	4. Hail / Crop Insurance & Program Premiums	7.07	6.18
	5. Trucking & Marketing	5.45	15.25
	6. Fuel	9.39	13.60
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	12.33	17.46
	9. Repairs - Buildings	.35	1.67
	10. Utilities & Miscellaneous Expenses	9.05	15.10
	11. Custom Work & Specialized Labour	22.27	2.67
	12. Operating Interest Paid	.63	.00
	13. Paid Labour & Benefits	.90	4.57
	14. Unpaid Labour	8.11	13.35
VARIABLE COSTS		143.75	135.71
(C)	1. Cash/Share Rent & Land Lease	.25	.00
	2. Taxes, Water Rates, Lic. & Insurance	5.13	6.87
	3. Equipment & Building a) Depreciation	21.78	27.77
	b) Lease Payments	2.23	8.18
	4. Paid Capital Interest	8.13	15.27
TOTAL CAPITAL COSTS		37.52	58.10
(D)	CASH COSTS (B+C-B14-C3)	151.38	152.68
(E)	TOTAL PRODUCTION COSTS (B+C)	181.27	193.81
(F)	GROSS MARGIN (A-D)	44.06	167.48
	RETURN TO UNPAID LABOUR(A-E+B14)	22.28	139.71
	RETURN TO INVESTMENT (A-E+C4)	22.30	141.63
	RETURN TO EQUITY (A-E)	14.17	126.35
INVESTMENT			
	Land	1,226.28	725.00
	Buildings	97.12	138.75
	Machinery	187.57	250.74
	Irr. Mach.	.00	.00
TOTAL		1,510.97	1,114.49
MANAGEMENT			
	Yield Per Acre (Bushel)	38.62	75.33
	Expected Market Price Per Bushel	3.91	4.25

2008 Crops Enterprise Analysis

Own Dryland Feed Barley

Acres Cropped: 125.00

Enterprises: 6

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	19,020.17	152.16	3.92
	2. Crop Insurance Receipts	5,315.75	42.53	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	292.91	2.34	
	GROSS RETURN	24,628.83	197.03	5.07
(B)	1. Seed & Seed Cleaning	1,573.00	12.58	
	2. Fertilizer Rates: 40N 10P 2S	4,007.95	32.06	
	3. Chemicals	2,963.70	23.71	
	4. Hail / Crop Insurance & Program Premiums	878.20	7.03	
	5. Trucking & Marketing	674.76	5.40	
	6. Fuel	1,172.60	9.38	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,552.00	12.42	
	9. Repairs - Buildings	44.53	.36	
	10. Utilities & Miscellaneous Expenses	1,137.23	9.10	
	11. Custom Work & Specialized Labour	2,816.70	22.53	
	12. Operating Interest Paid	75.44	.60	
	13. Paid Labour & Benefits (14.28 hours)	114.22	.91	
	14. Unpaid Labour (101.31 hours)	1,013.08	8.10	
	VARIABLE COSTS	18,023.40	144.19	3.71
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	647.35	5.18	
	3. Equipment & Building a) Depreciation	2,745.74	21.97	
	b) Lease Payments	282.58	2.26	
	4. Paid Capital Interest	1,025.04	8.20	
	TOTAL CAPITAL COSTS	4,700.71	37.61	.97
(D)	CASH COSTS (B+C-B14-C3)	18,965.30	151.72	3.91
(E)	TOTAL PRODUCTION COSTS (B+C)	22,724.11	181.79	4.68
(F)	GROSS MARGIN (A-D)	5,663.53	45.31	1.17
	RETURN TO UNPAID LABOUR(A-E+B14)	2,917.80	23.34	.60
	RETURN TO INVESTMENT (A-E+C4) 1.5 %	2,929.76	23.44	.60
	RETURN TO EQUITY (A-E)	1,904.71	15.24	.39
INVESTMENT				
	Land	155,125.00	1,241.00	
	Buildings	12,250.39	98.00	
	Machinery	23,633.41	189.07	
	Irr. Machinery	.00	.00	
	TOTAL	191,008.80	1,528.07	
MANAGEMENT				
	Yield Per Acre (Bushel)		38.83	
	Expected Market Price Per Bushel		3.92	

2008 Crops Enterprise Analysis

Dryland Peas

Acres Cropped: 109.78

Enterprises: 18

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	6,198.79	56.47	6.44
	2. Crop Insurance Receipts	22,945.17	209.01	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	29,143.96	265.48	30.28
(B)	1. Seed & Seed Cleaning	2,796.33	25.47	
	2. Fertilizer Rates: 3P	319.50	2.91	
	3. Chemicals	2,973.83	27.09	
	4. Hail / Crop Insurance & Program Premiums	1,904.09	17.34	
	5. Trucking & Marketing	724.78	6.60	
	6. Fuel	1,788.42	16.29	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,116.70	10.17	
	9. Repairs - Buildings	330.55	3.01	
	10. Utilities & Miscellaneous Expenses	1,052.88	9.59	
	11. Custom Work & Specialized Labour	221.80	2.02	
	12. Operating Interest Paid	632.81	5.76	
	13. Paid Labour & Benefits (49.66 hours)	632.30	5.76	
	14. Unpaid Labour (66.79 hours)	667.94	6.08	
	VARIABLE COSTS	15,161.93	138.11	15.75
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	455.72	4.15	
	3. Equipment & Building a) Depreciation	2,366.83	21.56	
	b) Lease Payments	673.11	6.13	
	4. Paid Capital Interest	542.19	4.94	
	TOTAL CAPITAL COSTS	4,037.85	36.78	4.20
(D)	CASH COSTS (B+C-B14-C3)	16,165.01	147.25	16.80
(E)	TOTAL PRODUCTION COSTS (B+C)	19,199.78	174.90	19.95
(F)	GROSS MARGIN (A-D)	12,978.95	118.23	13.49
	RETURN TO UNPAID LABOUR(A-E+B14)	10,612.12	96.67	11.03
	RETURN TO INVESTMENT (A-E+C4) 9.1 %	10,486.37	95.52	10.90
	RETURN TO EQUITY (A-E)	9,944.18	90.58	10.33
INVESTMENT				
	Land	85,159.72	775.75	
	Buildings	6,225.52	56.71	
	Machinery	23,696.53	215.86	
	Irr. Machinery	.00	.00	
	TOTAL	115,081.76	1,048.32	
MANAGEMENT				
	Yield Per Acre (Bushel)		8.77	
	Expected Market Price Per Bushel		6.44	

AgriProfit\$ 2008 Crops Enterprise Analysis

Dryland Peas		Group AVG	Top 1/3 AVG
Acres Cropped:		109.78	187.50
Enterprises:		18	6
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	56.47	.63
	2. Crop Insurance Receipts	209.01	314.88
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00
GROSS RETURN		265.48	315.51
(B)	1. Seed & Seed Cleaning	25.47	30.00
	2. Fertilizer	2.91	.00
	3. Chemicals	27.09	30.00
	4. Hail / Crop Insurance & Program Premiums	17.34	22.38
	5. Trucking & Marketing	6.60	2.47
	6. Fuel	16.29	16.60
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	10.17	6.69
	9. Repairs - Buildings	3.01	3.65
	10. Utilities & Miscellaneous Expenses	9.59	6.96
	11. Custom Work & Specialized Labour	2.02	1.71
	12. Operating Interest Paid	5.76	8.52
	13. Paid Labour & Benefits	5.76	6.33
	14. Unpaid Labour	6.08	2.61
VARIABLE COSTS		138.11	137.91
(C)	1. Cash/Share Rent & Land Lease	.00	.00
	2. Taxes, Water Rates, Lic. & Insurance	4.15	2.85
	3. Equipment & Building a) Depreciation	21.56	18.59
	b) Lease Payments	6.13	5.15
	4. Paid Capital Interest	4.94	.00
TOTAL CAPITAL COSTS		36.78	26.59
(D)	CASH COSTS (B+C-B14-C3)	147.25	143.31
(E)	TOTAL PRODUCTION COSTS (B+C)	174.90	164.51
(F)	GROSS MARGIN (A-D)	118.23	172.21
	RETURN TO UNPAID LABOUR(A-E+B14)	96.67	153.62
	RETURN TO INVESTMENT (A-E+C4)	95.52	151.01
	RETURN TO EQUITY (A-E)	90.58	151.01
INVESTMENT			
	Land	775.75	800.00
	Buildings	56.71	17.50
	Machinery	215.86	199.19
	Irr. Mach.	.00	.00
TOTAL		1,048.32	1,016.69
MANAGEMENT			
	Yield Per Acre (Bushel)	8.77	.08
	Expected Market Price Per Bushel	6.44	8.00

2008 Crops Enterprise Analysis

Own Dryland Peas

Acres Cropped: 109.78

Enterprises: 18

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	6,198.79	56.47	6.44
	2. Crop Insurance Receipts	22,945.17	209.01	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	29,143.96	265.48	30.28
(B)	1. Seed & Seed Cleaning	2,796.33	25.47	
	2. Fertilizer Rates: 3P	319.50	2.91	
	3. Chemicals	2,973.83	27.09	
	4. Hail / Crop Insurance & Program Premiums	1,904.09	17.34	
	5. Trucking & Marketing	724.78	6.60	
	6. Fuel	1,788.42	16.29	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,116.70	10.17	
	9. Repairs - Buildings	330.55	3.01	
	10. Utilities & Miscellaneous Expenses	1,052.88	9.59	
	11. Custom Work & Specialized Labour	221.80	2.02	
	12. Operating Interest Paid	632.81	5.76	
	13. Paid Labour & Benefits (49.66 hours)	632.30	5.76	
	14. Unpaid Labour (66.79 hours)	667.94	6.08	
	VARIABLE COSTS	15,161.93	138.11	15.75
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	455.72	4.15	
	3. Equipment & Building a) Depreciation	2,366.83	21.56	
	b) Lease Payments	673.11	6.13	
	4. Paid Capital Interest	542.19	4.94	
	TOTAL CAPITAL COSTS	4,037.85	36.78	4.20
(D)	CASH COSTS (B+C-B14-C3)	16,165.01	147.25	16.80
(E)	TOTAL PRODUCTION COSTS (B+C)	19,199.78	174.90	19.95
(F)	GROSS MARGIN (A-D)	12,978.95	118.23	13.49
	RETURN TO UNPAID LABOUR(A-E+B14)	10,612.12	96.67	11.03
	RETURN TO INVESTMENT (A-E+C4) 9.1 %	10,486.37	95.52	10.90
	RETURN TO EQUITY (A-E)	9,944.18	90.58	10.33
INVESTMENT				
	Land	85,159.72	775.75	
	Buildings	6,225.52	56.71	
	Machinery	23,696.53	215.86	
	Irr. Machinery	.00	.00	
	TOTAL	115,081.76	1,048.32	
MANAGEMENT				
	Yield Per Acre (Bushel)		8.77	
	Expected Market Price Per Bushel		6.44	

2008 Crops Enterprise Analysis

Dryland Alfalfa/Grass Hay

Acres Cropped: 54.90

Enterprises: 10

		Total \$	\$/Acre	\$/Tonne
(A)	1. Crop Sales - Imputed Value of Production	4,696.40	85.54	84.23
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	25.54	.47	
	GROSS RETURN	4,721.94	86.01	84.68
(B)	1. Seed & Seed Cleaning	.00	.00	
	2. Fertilizer Rates: 8N 4P	350.21	6.38	
	3. Chemicals	.00	.00	
	4. Hail / Crop Insurance & Program Premiums	116.49	2.12	
	5. Trucking & Marketing	.00	.00	
	6. Fuel	427.04	7.78	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	178.77	3.26	
	9. Repairs - Buildings	.00	.00	
	10. Utilities & Miscellaneous Expenses	181.96	3.31	
	11. Custom Work & Specialized Labour	125.35	2.28	
	12. Operating Interest Paid	35.47	.65	
	13. Paid Labour & Benefits (8.26 hours)	123.93	2.26	
	14. Unpaid Labour (60.08 hours)	600.83	10.94	
	VARIABLE COSTS	2,140.05	38.98	38.38
(C)	1. Cash/Share Rent & Land Lease	546.30	9.95	
	2. Taxes, Water Rates, Lic. & Insurance	92.59	1.69	
	3. Equipment & Building a) Depreciation	714.56	13.02	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	446.52	8.13	
	TOTAL CAPITAL COSTS	1,799.97	32.79	32.28
(D)	CASH COSTS (B+C-B14-C3)	2,624.62	47.81	47.07
(E)	TOTAL PRODUCTION COSTS (B+C)	3,940.02	71.77	70.66
(F)	GROSS MARGIN (A-D)	2,097.32	38.20	37.61
	RETURN TO UNPAID LABOUR(A-E+B14)	1,382.76	25.19	24.80
	RETURN TO INVESTMENT (A-E+C4) 6.3 %	1,228.44	22.38	22.03
	RETURN TO EQUITY (A-E)	781.92	14.24	14.02
INVESTMENT				
	Land	12,080.00	220.04	
	Buildings	1,007.45	18.35	
	Machinery	6,429.39	117.11	
	Irr. Machinery	.00	.00	
	TOTAL	19,516.83	355.50	
MANAGEMENT				
	Yield Per Acre (Tonne)		1.02	
	Expected Market Price Per Tonne		84.23	

AgriProfit\$ 2008 Crops Enterprise Analysis

Dryland Alfalfa/Grass Hay		Group AVG	Top 1/3 AVG
Acres Cropped:		54.90	28.67
Enterprises:		10	3
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	85.54	160.82
	2. Crop Insurance Receipts	.00	.00
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	.47	.00
GROSS RETURN		86.01	160.82
(B)	1. Seed & Seed Cleaning	.00	.00
	2. Fertilizer	6.38	4.10
	3. Chemicals	.00	.00
	4. Hail / Crop Insurance & Program Premiums	2.12	1.33
	5. Trucking & Marketing	.00	.00
	6. Fuel	7.78	6.92
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	3.26	1.80
	9. Repairs - Buildings	.00	.00
	10. Utilities & Miscellaneous Expenses	3.31	1.82
	11. Custom Work & Specialized Labour	2.28	1.67
	12. Operating Interest Paid	.65	.00
	13. Paid Labour & Benefits	2.26	4.44
	14. Unpaid Labour	10.94	12.71
VARIABLE COSTS		38.98	34.78
(C)	1. Cash/Share Rent & Land Lease	9.95	.00
	2. Taxes, Water Rates, Lic. & Insurance	1.69	1.91
	3. Equipment & Building a) Depreciation	13.02	19.78
	b) Lease Payments	.00	.00
	4. Paid Capital Interest	8.13	.15
TOTAL CAPITAL COSTS		32.79	21.83
(D)	CASH COSTS (B+C-B14-C3)	47.81	24.14
(E)	TOTAL PRODUCTION COSTS (B+C)	71.77	56.62
(F)	GROSS MARGIN (A-D)	38.20	136.69
	RETURN TO UNPAID LABOUR(A-E+B14)	25.19	116.91
	RETURN TO INVESTMENT (A-E+C4)	22.38	104.36
	RETURN TO EQUITY (A-E)	14.24	104.20
INVESTMENT			
	Land	220.04	800.00
	Buildings	18.35	19.75
	Machinery	117.11	180.85
	Irr. Mach.	.00	.00
TOTAL		355.50	1,000.61
MANAGEMENT			
	Yield Per Acre (Tonne)	1.02	1.80
	Expected Market Price Per Tonne	84.23	89.50

2008 Crops Enterprise Analysis

Own Dryland Alfalfa/Grass Hay

Acres Cropped: 43.20

Enterprises: 5

		Total \$	\$/Acre	\$/Tonne
(A)	1. Crop Sales - Imputed Value of Production	3,788.73	87.70	83.86
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	3,788.73	87.70	83.86
(B)	1. Seed & Seed Cleaning	.00	.00	
	2. Fertilizer Rates: 4N 2P	70.60	1.63	
	3. Chemicals	.00	.00	
	4. Hail / Crop Insurance & Program Premiums	99.32	2.30	
	5. Trucking & Marketing	.00	.00	
	6. Fuel	344.37	7.97	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	154.77	3.58	
	9. Repairs - Buildings	.00	.00	
	10. Utilities & Miscellaneous Expenses	161.64	3.74	
	11. Custom Work & Specialized Labour	28.75	.67	
	12. Operating Interest Paid	34.16	.79	
	13. Paid Labour & Benefits (5.09 hours)	76.40	1.77	
	14. Unpaid Labour (45.58 hours)	455.75	10.55	
	VARIABLE COSTS	1,425.76	33.00	31.56
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	110.53	2.56	
	3. Equipment & Building a) Depreciation	496.94	11.50	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	772.56	17.88	
	TOTAL CAPITAL COSTS	1,380.03	31.95	30.55
(D)	CASH COSTS (B+C-B14-C3)	1,853.10	42.90	41.02
(E)	TOTAL PRODUCTION COSTS (B+C)	2,805.79	64.95	62.10
(F)	GROSS MARGIN (A-D)	1,935.63	44.81	42.84
	RETURN TO UNPAID LABOUR(A-E+B14)	1,438.69	33.30	31.84
	RETURN TO INVESTMENT (A-E+C4) 6.0 %	1,755.50	40.64	38.86
	RETURN TO EQUITY (A-E)	982.94	22.75	21.76
INVESTMENT				
	Land	24,160.00	559.26	
	Buildings	779.20	18.04	
	Machinery	4,443.01	102.85	
	Irr. Machinery	.00	.00	
	TOTAL	29,382.21	680.14	
MANAGEMENT				
	Yield Per Acre (Tonne)		1.05	
	Expected Market Price Per Tonne		83.86	

2008 Crops Enterprise Analysis

Rent Dryland Alfalfa/Grass Hay

Acres Cropped: 66.60

Enterprises: 5

		Total \$	\$/Acre	\$/Tonne
(A)	1. Crop Sales - Imputed Value of Production	5,604.07	84.15	84.48
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	51.09	.77	
	GROSS RETURN	5,655.15	84.91	85.25
(B)	1. Seed & Seed Cleaning	.00	.00	
	2. Fertilizer Rates: 13N 7P	629.83	9.46	
	3. Chemicals	.00	.00	
	4. Hail / Crop Insurance & Program Premiums	133.66	2.01	
	5. Trucking & Marketing	.00	.00	
	6. Fuel	509.71	7.65	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	202.76	3.04	
	9. Repairs - Buildings	.00	.00	
	10. Utilities & Miscellaneous Expenses	202.27	3.04	
	11. Custom Work & Specialized Labour	221.95	3.33	
	12. Operating Interest Paid	36.79	.55	
	13. Paid Labour & Benefits (11.43 hours)	171.46	2.57	
	14. Unpaid Labour (74.59 hours)	745.91	11.20	
	VARIABLE COSTS	2,854.33	42.86	43.03
(C)	1. Cash/Share Rent & Land Lease	1,092.61	16.41	
	2. Taxes, Water Rates, Lic. & Insurance	74.65	1.12	
	3. Equipment & Building a) Depreciation	932.19	14.00	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	120.47	1.81	
	TOTAL CAPITAL COSTS	2,219.91	33.33	33.46
(D)	CASH COSTS (B+C-B14-C3)	3,396.14	50.99	51.19
(E)	TOTAL PRODUCTION COSTS (B+C)	5,074.24	76.19	76.49
(F)	GROSS MARGIN (A-D)	2,259.01	33.92	34.05
	RETURN TO UNPAID LABOUR(A-E+B14)	1,326.82	19.92	20.00
	RETURN TO INVESTMENT (A-E+C4) 7.3 %	701.38	10.53	10.57
	RETURN TO EQUITY (A-E)	580.91	8.72	8.76
INVESTMENT				
	Land	.00	.00	
	Buildings	1,235.69	18.55	
	Machinery	8,415.76	126.36	
	Irr. Machinery	.00	.00	
	TOTAL	9,651.46	144.92	
MANAGEMENT				
	Yield Per Acre (Tonne)		1.00	
	Expected Market Price Per Tonne		84.48	

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