

AgriProfit\$

2011

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

Dark Brown Soil Zone

Alberta 
Government



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OVERVIEW

2011 Dark 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 risk 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.

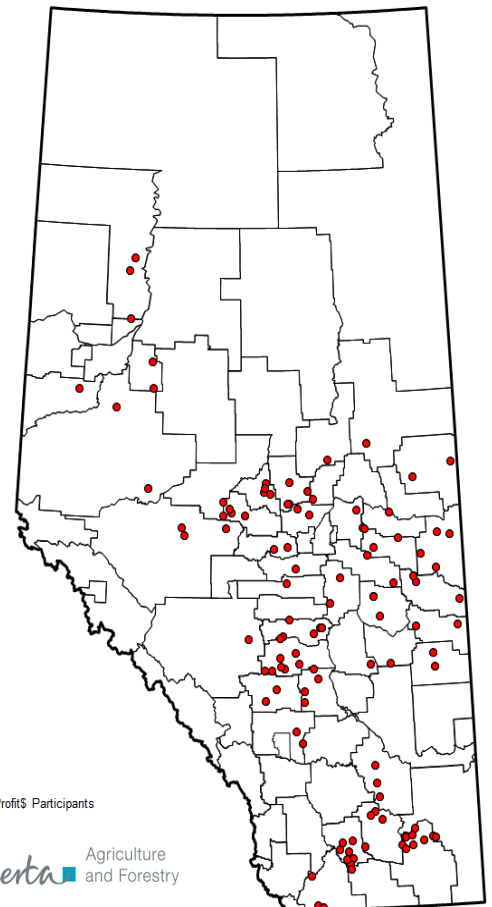
The top map shows the Dark Brown Soil Zone in Alberta; this is the grouping method used for this study. Please note that farms highlighted within these zones may contain characteristics of neighbouring soil zones. The map on the bottom shows the distribution of the 2011 participants.

Questions or Comments:

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2011 AgriProfit\$ Participants

Alberta Agriculture and Forestry

2011 Crop Enterprise Analysis

AgriProfit\$

Crop: *Spring Wheat - All*
Soil Zone: *Dark Brown - Dryland*
Unit: *Bushel*

		----- \$/Acre -----		---- \$/Bushel ----	
		Average	Top 1/3	Average	Top 1/3
(A)	1. Crop Sales	218.67	230.80	5.79	5.86
	2. Crop Insurance Receipts	13.80	36.56	0.37	0.93
	3. Other Receipts	2.89	0.39	0.08	0.01
	Gross Receipts	235.36	267.74	6.23	6.79
(B)	Cost Items				
	1. Seed	12.00	11.50	0.32	0.29
	2. Fertilizer	30.56	32.67	0.81	0.83
	3. Chemical	19.36	18.10	0.51	0.46
	4. Hail/Crop Insurance Premium	20.43	19.68	0.54	0.50
	5. Trucking and Marketing	1.68	1.63	0.04	0.04
	6. Fuel	8.99	4.59	0.24	0.12
	7. Irrigation Fuel and Electricity	0.00	0.00	0.00	0.00
	8. Repairs - Machinery	12.86	11.43	0.34	0.29
	9. Repairs - Buildings	0.73	0.82	0.02	0.02
	10. Utilities and Miscellaneous	5.42	4.44	0.14	0.11
	11. Custom Work	0.00	0.00	0.00	0.00
	12. Operating Interest Paid	0.37	0.36	0.01	0.01
	13. Paid Labour	0.93	1.05	0.02	0.03
	14. Unpaid Labour	10.78	10.57	0.29	0.27
	Variable Costs	124.11	116.85	3.29	2.97
(C)	1. Cash/ Share Land Rent	1.92	5.08	0.05	0.13
	2. Taxes, Water Rates, License & Ins.	3.59	3.08	0.10	0.08
	3. Equipment and Building: a) Depreciation	20.61	20.76	0.55	0.53
	b) Lease Payments	0.00	0.00	0.00	0.00
4. Paid Capital Interest	6.56	1.73	0.17	0.78	
	Capital Costs	32.68	30.65	0.87	1.51
(D)	Cash Costs (B+C-B14-C3a)	125.41	116.16	3.32	3.68
(E)	Total Production Costs (B+C)	156.80	147.50	4.15	4.48
	Gross Margin (A-D)	109.95	151.58	2.91	3.11
	Return to Unpaid Labour (A-E+B14)	89.34	130.82	2.37	2.59
	Return to Investment (A-E+C4)	85.13	121.97	2.25	3.10
	Return to Equity (A-E)	78.56	120.25	2.08	2.32

Investment

Buildings	60.91	56.31
Machinery	194.54	201.47
Irrigation Machinery	0.00	0.00
Total (incl. Land)	711.19	633.11

Management

Average Yield (Bushel/acre)	37.77	39.41
Expected Market Price (\$/Bushel)	5.79	5.86

2011 Crop Enterprise Analysis

AgriProfit\$

Crop: *Spring Wheat - Own*
Soil Zone: *Dark Brown - Dryland*
Unit: *Bushel*

		----- \$/Acre -----		---- \$/Bushel ----	
		Average	Top 1/3	Average	Top 1/3
(A)	1. Crop Sales	220.09	236.51	5.75	5.75
	2. Crop Insurance Receipts	0.00	0.00	0.00	0.00
	3. Other Receipts	3.11	2.00	0.08	0.05
	Gross Receipts	223.20	238.51	5.83	5.80
(B)	Cost Items				
	1. Seed	11.94	11.20	0.31	0.27
	2. Fertilizer	30.41	32.73	0.79	0.80
	3. Chemical	19.90	19.24	0.52	0.47
	4. Hail/Crop Insurance Premium	20.79	21.13	0.54	0.51
	5. Trucking and Marketing	1.15	0.00	0.03	0.00
	6. Fuel	8.81	3.00	0.23	0.07
	7. Irrigation Fuel and Electricity	0.00	0.00	0.00	0.00
	8. Repairs - Machinery	12.08	8.70	0.32	0.21
	9. Repairs - Buildings	0.70	0.73	0.02	0.02
	10. Utilities and Miscellaneous	5.28	3.89	0.14	0.09
	11. Custom Work	0.00	0.00	0.00	0.00
	12. Operating Interest Paid	0.25	0.00	0.01	0.00
	13. Paid Labour	0.86	0.85	0.02	0.02
	14. Unpaid Labour	10.83	10.64	0.28	0.26
	Variable Costs	123.00	112.12	3.21	2.73
(C)	1. Cash/ Share Land Rent	0.00	0.00	0.00	0.00
	2. Taxes, Water Rates, License & Ins.	3.69	3.23	0.10	0.08
	3. Equipment and Building: a) Depreciation	20.99	21.90	0.55	0.53
	b) Lease Payments	0.00	0.00	0.00	0.00
4. Paid Capital Interest	7.04	2.03	0.18	0.66	
	Capital Costs	31.72	27.17	0.83	1.27
(D)	Cash Costs (B+C-B14-C3a)	122.90	106.74	3.21	3.21
(E)	Total Production Costs (B+C)	154.72	139.28	4.04	4.00
	Gross Margin (A-D)	100.31	131.77	2.62	2.59
	Return to Unpaid Labour (A-E+B14)	79.32	109.87	2.07	2.06
	Return to Investment (A-E+C4)	75.53	101.25	1.97	2.46
	Return to Equity (A-E)	68.49	99.22	1.79	1.80

Investment

Buildings	64.84	67.03
Machinery	197.34	211.14
Irrigation Machinery	0.00	0.00
Total (incl. Land)	753.71	743.16

Management

Average Yield (Bushel/acre)	38.29	41.13
Expected Market Price (\$/Bushel)	5.75	5.75

2011 Crop Enterprise Analysis

AgriProfit\$

Crop: *Feed Barley - All*
Soil Zone: *Dark Brown - Dryland*
Unit: *Bushel*

		----- \$/Acre -----		---- \$/Bushel ----		
		Average	Top 1/3	Average	Top 1/3	
(A)	1. Crop Sales	173.46	--	4.10	--	
	2. Crop Insurance Receipts	0.00	--	0.00	--	
	3. Other Receipts	30.41	--	0.72	--	
	Gross Receipts	203.88	0.00	4.81	0.00	
(B)	Cost Items					
	1. Seed	10.63	--	0.25	--	
	2. Fertilizer	34.37	--	0.81	--	
	3. Chemical	14.91	--	0.35	--	
	4. Hail/Crop Insurance Premium	12.35	--	0.29	--	
	5. Trucking and Marketing	5.33	--	0.13	--	
	6. Fuel	19.10	--	0.45	--	
	7. Irrigation Fuel and Electricity	0.00	--	0.00	--	
	8. Repairs - Machinery	12.29	--	0.29	--	
	9. Repairs - Buildings	0.86	--	0.02	--	
	10. Utilities and Miscellaneous	13.25	--	0.31	--	
	11. Custom Work	12.37	--	0.29	--	
	12. Operating Interest Paid	7.67	--	0.18	--	
	13. Paid Labour	0.15	--	0.00	--	
	14. Unpaid Labour	10.32	--	0.24	--	
Variable Costs	153.59	0.00	3.63	0.00		
(C)	1. Cash/ Share Land Rent	1.94	--	0.05	--	
	2. Taxes, Water Rates, License & Ins.	4.73	--	0.11	--	
	3. Equipment and Building:	a) Depreciation	17.11	--	0.40	--
		b) Lease Payments	0.00	--	0.00	--
	4. Paid Capital Interest	9.57	--	0.23	--	
Capital Costs	33.35	0.00	0.79	0.00		
(D)	Cash Costs	159.52	--	3.77	--	
(E)	Total Production Costs	186.94	--	4.41	--	
	Gross Margin	44.36	--	1.05	--	
	Return to Unpaid Labour	27.25	--	0.64	--	
	Return to Investment	26.51	--	0.63	--	
	Return to Equity	16.94	--	0.40	--	

Investment

Buildings	65.13	--
Machinery	153.62	--
Irrigation Machinery	0.00	--
Total (incl. Land)	878.32	--

Management

Average Yield	(Bushel/acre)	42.36	--
Expected Market Price	(\$/Bushel)	4.10	--

2011 Crop Enterprise Analysis

AgriProfit\$

Crop: *Feed Barley - Own*
Soil Zone: *Dark Brown - Dryland*
Unit: *Bushel*

		----- \$/Acre -----		---- \$/Bushel ----		
		Average	Top 1/3	Average	Top 1/3	
(A)	1. Crop Sales	169.78	--	4.09	--	
	2. Crop Insurance Receipts	0.00	--	0.00	--	
	3. Other Receipts	30.18	--	0.73	--	
	Gross Receipts	199.95	0.00	4.82	0.00	
(B)	Cost Items					
	1. Seed	10.66	--	0.26	--	
	2. Fertilizer	34.48	--	0.83	--	
	3. Chemical	14.99	--	0.36	--	
	4. Hail/Crop Insurance Premium	12.38	--	0.30	--	
	5. Trucking and Marketing	5.31	--	0.13	--	
	6. Fuel	19.35	--	0.47	--	
	7. Irrigation Fuel and Electricity	0.00	--	0.00	--	
	8. Repairs - Machinery	12.44	--	0.30	--	
	9. Repairs - Buildings	0.87	--	0.02	--	
	10. Utilities and Miscellaneous	13.37	--	0.32	--	
	11. Custom Work	12.16	--	0.29	--	
	12. Operating Interest Paid	7.58	--	0.18	--	
	13. Paid Labour	0.15	--	0.00	--	
	14. Unpaid Labour	10.32	--	0.25	--	
Variable Costs	154.06	0.00	3.71	0.00		
(C)	1. Cash/ Share Land Rent	0.00	--	0.00	--	
	2. Taxes, Water Rates, License & Ins.	4.76	--	0.11	--	
	3. Equipment and Building:	a) Depreciation	17.16	--	0.41	--
		b) Lease Payments	0.00	--	0.00	--
	4. Paid Capital Interest	9.71	--	0.23	--	
Capital Costs	31.64	0.00	0.76	0.00		
(D)	Cash Costs	158.22	--	3.81	--	
(E)	Total Production Costs	185.70	--	4.47	--	
	Gross Margin	41.73	--	1.01	--	
	Return to Unpaid Labour	24.57	--	0.59	--	
	Return to Investment	23.97	--	0.58	--	
	Return to Equity	14.25	--	0.34	--	

Investment

Buildings	65.86	--
Machinery	153.65	--
Irrigation Machinery	0.00	--
Total (incl. Land)	890.26	--

Management

Average Yield	(Bushel/acre)	41.52	--
Expected Market Price	(\$/Bushel)	4.09	--

2011 Crop Enterprise Analysis

AgriProfit\$

Crop: *Liberty Link Canola - All*
Soil Zone: *Dark Brown - Dryland*
Unit: *Bushel*

		----- \$/Acre -----		---- \$/Bushel ----		
		Average	Top 1/3	Average	Top 1/3	
(A)	1. Crop Sales	399.63	--	11.84	--	
	2. Crop Insurance Receipts	8.65	--	0.26	--	
	3. Other Receipts	0.00	--	0.00	--	
	Gross Receipts	408.28	0.00	12.10	0.00	
(B)	Cost Items					
	1. Seed	53.73	--	1.59	--	
	2. Fertilizer	44.40	--	1.32	--	
	3. Chemical	15.26	--	0.45	--	
	4. Hail/Crop Insurance Premium	26.25	--	0.78	--	
	5. Trucking and Marketing	7.09	--	0.21	--	
	6. Fuel	14.39	--	0.43	--	
	7. Irrigation Fuel and Electricity	0.00	--	0.00	--	
	8. Repairs - Machinery	19.59	--	0.58	--	
	9. Repairs - Buildings	1.00	--	0.03	--	
	10. Utilities and Miscellaneous	7.83	--	0.23	--	
	11. Custom Work	1.17	--	0.03	--	
	12. Operating Interest Paid	1.39	--	0.04	--	
	13. Paid Labour	1.49	--	0.04	--	
	14. Unpaid Labour	11.58	--	0.34	--	
Variable Costs	205.18	0.00	6.08	0.00		
(C)	1. Cash/ Share Land Rent	17.78	--	0.53	--	
	2. Taxes, Water Rates, License & Ins.	3.58	--	0.11	--	
	3. Equipment and Building:	a) Depreciation	18.97	--	0.56	--
		b) Lease Payments	0.00	--	0.00	--
	4. Paid Capital Interest	2.23	--	0.07	--	
Capital Costs	42.57	0.00	1.26	0.00		
(D)	Cash Costs	217.20	--	6.44	--	
(E)	Total Production Costs	247.75	--	7.34	--	
	Gross Margin	191.08	--	5.66	--	
	Return to Unpaid Labour	172.11	--	5.10	--	
	Return to Investment	162.76	--	4.82	--	
	Return to Equity	160.53	--	4.76	--	

Investment

Buildings	42.55	--
Machinery	179.53	--
Irrigation Machinery	0.00	--
Total (incl. Land)	704.18	--

Management

Average Yield	(Bushel/acre)	33.74	--
Expected Market Price	(\$/Bushel)	11.84	--

2011 Crop Enterprise Analysis

AgriProfit\$

Crop: *Liberty Link Canola - Own*
Soil Zone: *Dark Brown - Dryland*
Unit: *Bushel*

		----- \$/Acre -----		---- \$/Bushel ----		
		Average	Top 1/3	Average	Top 1/3	
(A)	1. Crop Sales	404.41	--	11.77	--	
	2. Crop Insurance Receipts	10.28	--	0.30	--	
	3. Other Receipts	0.00	--	0.00	--	
	Gross Receipts	414.69	0.00	12.07	0.00	
(B)	Cost Items					
	1. Seed	52.55	--	1.53	--	
	2. Fertilizer	38.05	--	1.11	--	
	3. Chemical	13.05	--	0.38	--	
	4. Hail/Crop Insurance Premium	27.91	--	0.81	--	
	5. Trucking and Marketing	7.06	--	0.21	--	
	6. Fuel	11.81	--	0.34	--	
	7. Irrigation Fuel and Electricity	0.00	--	0.00	--	
	8. Repairs - Machinery	20.55	--	0.60	--	
	9. Repairs - Buildings	1.10	--	0.03	--	
	10. Utilities and Miscellaneous	7.34	--	0.21	--	
	11. Custom Work	0.46	--	0.01	--	
	12. Operating Interest Paid	1.48	--	0.04	--	
	13. Paid Labour	1.67	--	0.05	--	
	14. Unpaid Labour	11.30	--	0.33	--	
Variable Costs	194.34	0.00	5.66	0.00		
(C)	1. Cash/ Share Land Rent	0.00	--	0.00	--	
	2. Taxes, Water Rates, License & Ins.	3.88	--	0.11	--	
	3. Equipment and Building:	a) Depreciation	18.73	--	0.55	--
		b) Lease Payments	0.00	--	0.00	--
	4. Paid Capital Interest	1.41	--	0.04	--	
Capital Costs	24.01	0.00	0.70	0.00		
(D)	Cash Costs	188.32	--	5.48	--	
(E)	Total Production Costs	218.36	--	6.36	--	
	Gross Margin	226.37	--	6.59	--	
	Return to Unpaid Labour	207.64	--	6.04	--	
	Return to Investment	197.74	--	5.76	--	
	Return to Equity	196.33	--	5.72	--	

Investment

Buildings	32.24	--
Machinery	182.68	--
Irrigation Machinery	0.00	--
Total (incl. Land)	787.74	--

Management

Average Yield	(Bushel/acre)	34.35	--
Expected Market Price	(\$/Bushel)	11.77	--

2011 Crop Enterprise Analysis

AgriProfit\$

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

		----- \$/Acre -----		---- \$/Bushel ----	
		Average	Top 1/3	Average	Top 1/3
(A)	1. Crop Sales	411.47	481.17	12.25	12.50
	2. Crop Insurance Receipts	15.34	5.61	0.46	0.15
	3. Other Receipts	1.55	0.46	0.05	0.01
	Gross Receipts	428.36	487.24	12.76	12.66
(B)	Cost Items				
	1. Seed	31.28	36.57	0.93	0.95
	2. Fertilizer	33.63	30.23	1.00	0.79
	3. Chemical	20.41	18.38	0.61	0.48
	4. Hail/Crop Insurance Premium	34.51	35.39	1.03	0.92
	5. Trucking and Marketing	1.47	0.00	0.04	0.00
	6. Fuel	9.66	3.00	0.29	0.08
	7. Irrigation Fuel and Electricity	0.00	0.00	0.00	0.00
	8. Repairs - Machinery	9.34	8.72	0.28	0.23
	9. Repairs - Buildings	0.93	0.73	0.03	0.02
	10. Utilities and Miscellaneous	6.93	3.75	0.21	0.10
	11. Custom Work	9.53	0.00	0.28	0.00
	12. Operating Interest Paid	2.73	0.00	0.08	0.00
	13. Paid Labour	0.61	0.85	0.02	0.02
	14. Unpaid Labour	10.72	10.67	0.32	0.28
	Variable Costs	171.74	148.30	5.11	3.85
(C)	1. Cash/ Share Land Rent	13.08	0.00	0.39	0.00
	2. Taxes, Water Rates, License & Ins.	4.46	3.24	0.13	0.08
	3. Equipment and Building: a) Depreciation	22.12	21.96	0.66	0.57
	b) Lease Payments	0.00	0.00	0.00	0.00
4. Paid Capital Interest	7.73	2.03	0.23	0.71	
	Capital Costs	47.38	27.23	1.41	1.36
(D)	Cash Costs (B+C-B14-C3a)	186.28	142.90	5.55	4.37
(E)	Total Production Costs (B+C)	219.13	175.53	6.52	5.21
	Gross Margin (A-D)	242.08	344.35	7.21	8.29
	Return to Unpaid Labour (A-E+B14)	219.96	322.39	6.55	7.72
	Return to Investment (A-E+C4)	216.97	313.75	6.46	8.15
	Return to Equity (A-E)	209.23	311.72	6.23	7.44

Investment

Buildings	65.90	67.20
Machinery	209.33	211.66
Irrigation Machinery	0.00	0.00
Total (incl. Land)	809.51	743.86

Management

Average Yield (Bushel/acre)	33.58	38.49
Expected Market Price (\$/Bushel)	12.25	12.50

2011 Crop Enterprise Analysis

AgriProfit\$

Crop: Roundup Ready Canola - Own
Soil Zone: Dark Brown - Dryland
Unit: Bushel

		----- \$/Acre -----		---- \$/Bushel ----	
		Average	Top 1/3	Average	Top 1/3
(A)	1. Crop Sales	434.28	481.17	12.34	12.50
	2. Crop Insurance Receipts	9.98	5.61	0.28	0.15
	3. Other Receipts	1.84	0.46	0.05	0.01
	Gross Receipts	446.10	487.24	12.67	12.66
(B)	Cost Items				
	1. Seed	32.26	36.57	0.92	0.95
	2. Fertilizer	33.48	30.23	0.95	0.79
	3. Chemical	20.23	18.38	0.57	0.48
	4. Hail/Crop Insurance Premium	36.69	35.39	1.04	0.92
	5. Trucking and Marketing	0.51	0.00	0.01	0.00
	6. Fuel	10.67	3.00	0.30	0.08
	7. Irrigation Fuel and Electricity	0.00	0.00	0.00	0.00
	8. Repairs - Machinery	10.53	8.72	0.30	0.23
	9. Repairs - Buildings	1.10	0.73	0.03	0.02
	10. Utilities and Miscellaneous	7.29	3.75	0.21	0.10
	11. Custom Work	4.52	0.00	0.13	0.00
	12. Operating Interest Paid	0.95	0.00	0.03	0.00
	13. Paid Labour	0.72	0.85	0.02	0.02
	14. Unpaid Labour	10.91	10.67	0.31	0.28
	Variable Costs	169.87	148.30	4.83	3.85
(C)	1. Cash/ Share Land Rent	0.00	0.00	0.00	0.00
	2. Taxes, Water Rates, License & Ins.	4.85	3.24	0.14	0.08
	3. Equipment and Building: a) Depreciation	23.75	21.96	0.67	0.57
	b) Lease Payments	0.00	0.00	0.00	0.00
	4. Paid Capital Interest	8.97	2.03	0.25	0.71
	Capital Costs	37.57	27.23	1.07	1.36
(D)	Cash Costs (B+C-B14-C3a)	172.79	142.90	4.91	4.37
(E)	Total Production Costs (B+C)	207.44	175.53	5.89	5.21
	Gross Margin (A-D)	273.32	344.35	7.76	8.29
	Return to Unpaid Labour (A-E+B14)	249.57	322.39	7.09	7.72
	Return to Investment (A-E+C4)	247.63	313.75	7.03	8.15
	Return to Equity (A-E)	238.66	311.72	6.78	7.44

Investment

Buildings	74.42	67.20
Machinery	221.62	211.66
Irrigation Machinery	0.00	0.00
Total (incl. Land)	931.07	743.86

Management

Average Yield (Bushel/acre)	35.20	38.49
Expected Market Price (\$/Bushel)	12.34	12.50

2011 Crop Enterprise Analysis

AgriProfit\$

Crop: *Field Peas - All*
Soil Zone: *Dark Brown - Dryland*
Unit: *Bushel*

		----- \$/Acre -----		---- \$/Bushel ----		
		Average	Top 1/3	Average	Top 1/3	
(A)	1. Crop Sales	373.82	--	8.86	--	
	2. Crop Insurance Receipts	5.56	--	0.13	--	
	3. Other Receipts	0.39	--	0.01	--	
	Gross Receipts	379.77	0.00	9.01	0.00	
(B)	Cost Items					
	1. Seed	29.56	--	0.70	--	
	2. Fertilizer	11.55	--	0.27	--	
	3. Chemical	20.51	--	0.49	--	
	4. Hail/Crop Insurance Premium	13.72	--	0.33	--	
	5. Trucking and Marketing	8.98	--	0.21	--	
	6. Fuel	17.99	--	0.43	--	
	7. Irrigation Fuel and Electricity	0.00	--	0.00	--	
	8. Repairs - Machinery	23.26	--	0.55	--	
	9. Repairs - Buildings	1.15	--	0.03	--	
	10. Utilities and Miscellaneous	8.61	--	0.20	--	
	11. Custom Work	0.98	--	0.02	--	
	12. Operating Interest Paid	1.83	--	0.04	--	
	13. Paid Labour	1.80	--	0.04	--	
	14. Unpaid Labour	11.70	--	0.28	--	
Variable Costs	151.65	0.00	3.60	0.00		
(C)	1. Cash/ Share Land Rent	4.97	--	0.12	--	
	2. Taxes, Water Rates, License & Ins.	3.79	--	0.09	--	
	3. Equipment and Building:	a) Depreciation	18.13	--	0.43	--
		b) Lease Payments	0.00	--	0.00	--
	4. Paid Capital Interest	1.71	--	0.04	--	
Capital Costs	28.60	0.00	0.68	0.00		
(D)	Cash Costs	150.43	--	3.57	--	
(E)	Total Production Costs	180.25	--	4.27	--	
	Gross Margin	229.34	--	5.44	--	
	Return to Unpaid Labour	211.22	--	5.01	--	
	Return to Investment	201.23	--	4.77	--	
	Return to Equity	199.52	--	4.73	--	

Investment

Buildings	28.98	--
Machinery	174.42	--
Irrigation Machinery	0.00	--
Total (incl. Land)	644.13	--

Management

Average Yield	(Bushel/acre)	42.17	--
Expected Market Price	(\$/Bushel)	8.86	--

2011 Crop Enterprise Analysis

AgriProfit\$

Crop: *Field Peas - Own*
Soil Zone: *Dark Brown - Dryland*
Unit: *Bushel*

		----- \$/Acre -----		---- \$/Bushel ----		
		Average	Top 1/3	Average	Top 1/3	
(A)	1. Crop Sales	398.01	--	8.93	--	
	2. Crop Insurance Receipts	6.94	--	0.16	--	
	3. Other Receipts	0.00	--	0.00	--	
	Gross Receipts	404.95	0.00	9.09	0.00	
(B)	Cost Items					
	1. Seed	28.21	--	0.63	--	
	2. Fertilizer	14.42	--	0.32	--	
	3. Chemical	15.68	--	0.35	--	
	4. Hail/Crop Insurance Premium	14.91	--	0.33	--	
	5. Trucking and Marketing	9.41	--	0.21	--	
	6. Fuel	14.45	--	0.32	--	
	7. Irrigation Fuel and Electricity	0.00	--	0.00	--	
	8. Repairs - Machinery	25.43	--	0.57	--	
	9. Repairs - Buildings	1.33	--	0.03	--	
	10. Utilities and Miscellaneous	8.16	--	0.18	--	
	11. Custom Work	0.00	--	0.00	--	
	12. Operating Interest Paid	2.07	--	0.05	--	
	13. Paid Labour	2.10	--	0.05	--	
	14. Unpaid Labour	11.36	--	0.25	--	
Variable Costs	147.52	0.00	3.31	0.00		
(C)	1. Cash/ Share Land Rent	0.00	--	0.00	--	
	2. Taxes, Water Rates, License & Ins.	4.23	--	0.09	--	
	3. Equipment and Building:	a) Depreciation	17.61	--	0.40	--
		b) Lease Payments	0.00	--	0.00	--
	4. Paid Capital Interest	0.49	--	0.01	--	
Capital Costs	22.33	0.00	0.50	0.00		
(D)	Cash Costs	140.89	--	3.16	--	
(E)	Total Production Costs	169.85	--	3.81	--	
	Gross Margin	264.07	--	5.92	--	
	Return to Unpaid Labour	246.46	--	5.53	--	
	Return to Investment	235.60	--	5.29	--	
	Return to Equity	235.10	--	5.27	--	

Investment

Buildings	12.03	--
Machinery	177.31	--
Irrigation Machinery	0.00	--
Total (incl. Land)	739.33	--

Management

Average Yield	(Bushel/acre)	44.57	--
Expected Market Price	(\$/Bushel)	8.93	--

2011 Crop Enterprise Analysis

AgriProfit\$

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

		----- \$/Acre -----		----- \$/Tonne -----	
		Average	Top 1/3	Average	Top 1/3
(A)	1. Crop Sales	74.46	107.27	64.02	69.09
	2. Crop Insurance Receipts	0.64	0.82	0.55	0.53
	3. Other Receipts	1.70	0.35	1.46	0.22
	Gross Receipts	76.79	108.43	66.03	69.84
(B)	Cost Items				
	1. Seed	0.00	0.00	0.00	0.00
	2. Fertilizer	0.00	0.00	0.00	0.00
	3. Chemical	0.00	0.00	0.00	0.00
	4. Hail/Crop Insurance Premium	6.49	7.00	5.58	4.51
	5. Trucking and Marketing	0.10	0.00	0.09	0.00
	6. Fuel	8.41	8.87	7.23	5.72
	7. Irrigation Fuel and Electricity	0.00	0.00	0.00	0.00
	8. Repairs - Machinery	7.85	8.42	6.75	5.42
	9. Repairs - Buildings	0.70	0.19	0.60	0.12
	10. Utilities and Miscellaneous	5.50	5.15	4.73	3.32
	11. Custom Work	4.58	0.00	3.94	0.00
	12. Operating Interest Paid	0.62	0.03	0.54	0.02
	13. Paid Labour	0.64	0.39	0.55	0.25
	14. Unpaid Labour	6.51	7.43	5.59	4.79
	Variable Costs	41.39	37.48	35.59	24.14
(C)	1. Cash/ Share Land Rent	2.97	0.00	2.56	0.00
	2. Taxes, Water Rates, License & Ins.	3.59	2.41	3.09	1.55
	3. Equipment and Building: a) Depreciation	15.56	13.86	13.38	8.93
	b) Lease Payments	0.00	0.00	0.00	0.00
4. Paid Capital Interest	7.70	10.99	6.62	17.56	
	Capital Costs	29.83	27.27	25.65	28.05
(D)	Cash Costs				
		(B+C-B14-C3a)	49.16	43.46	42.27
(E)	Total Production Costs	(B+C)	71.22	64.75	61.24
	Gross Margin	(A-D)	27.63	64.98	23.76
	Return to Unpaid Labour	(A-E+B14)	12.07	51.11	10.38
	Return to Investment	(A-E+C4)	13.27	54.68	11.41
	Return to Equity	(A-E)	5.57	43.69	4.79

Investment

Buildings	21.63	14.86
Machinery	147.56	127.36
Irrigation Machinery	0.00	0.00
Total (incl. Land)	726.45	773.72

Management

Average Yield	(Tonne/acre)	1.16	1.55
Expected Market Price	(\$/Tonne)	64.02	69.09

2011 Crop Enterprise Analysis

AgriProfit\$

Crop: *Alfalfa/Grass Hay - Own*

Soil Zone: *Dark Brown - Dryland*

Unit: *Tonne*

		----- \$/Acre -----		----- \$/Tonne -----		
		Average	Top 1/3	Average	Top 1/3	
(A)	1. Crop Sales	82.65	119.61	66.73	69.83	
	2. Crop Insurance Receipts	0.87	1.13	0.70	0.66	
	3. Other Receipts	2.32	0.48	1.87	0.28	
	Gross Receipts	85.84	121.22	69.30	70.77	
(B)	Cost Items					
	1. Seed	0.00	0.00	0.00	0.00	
	2. Fertilizer	0.00	0.00	0.00	0.00	
	3. Chemical	0.00	0.00	0.00	0.00	
	4. Hail/Crop Insurance Premium	6.86	6.95	5.54	4.06	
	5. Trucking and Marketing	0.06	0.00	0.05	0.00	
	6. Fuel	9.19	8.67	7.42	5.06	
	7. Irrigation Fuel and Electricity	0.00	0.00	0.00	0.00	
	8. Repairs - Machinery	8.64	9.36	6.97	5.46	
	9. Repairs - Buildings	0.80	0.23	0.64	0.13	
	10. Utilities and Miscellaneous	5.47	5.49	4.41	3.21	
	11. Custom Work	1.98	0.00	1.60	0.00	
	12. Operating Interest Paid	0.37	0.04	0.30	0.03	
	13. Paid Labour	0.62	0.54	0.50	0.31	
	14. Unpaid Labour	7.28	7.72	5.88	4.51	
	Variable Costs	41.27	39.00	33.32	22.77	
(C)	1. Cash/ Share Land Rent	0.00	0.00	0.00	0.00	
	2. Taxes, Water Rates, License & Ins.	3.71	2.39	3.00	1.39	
	3. Equipment and Building:	a) Depreciation	15.86	14.26	12.81	8.33
		b) Lease Payments	0.00	0.00	0.00	0.00
	4. Paid Capital Interest	10.17	10.90	8.21	16.08	
	Capital Costs	29.75	27.55	24.02	25.80	
(D)	Cash Costs	47.87	44.57	38.65	35.74	
(E)	Total Production Costs	71.02	66.55	57.34	48.57	
	<i>Gross Margin</i>	<i>37.97</i>	<i>76.65</i>	<i>30.65</i>	<i>35.03</i>	
	<i>Return to Unpaid Labour</i>	<i>22.11</i>	<i>62.39</i>	<i>17.85</i>	<i>26.70</i>	
	<i>Return to Investment</i>	<i>25.00</i>	<i>65.56</i>	<i>20.18</i>	<i>38.28</i>	
	<i>Return to Equity</i>	<i>14.82</i>	<i>54.67</i>	<i>11.97</i>	<i>22.19</i>	

Investment

Buildings	22.31	16.00
Machinery	146.86	130.77
Irrigation Machinery	0.00	0.00
Total (incl. Land)	894.19	805.34

Management

Average Yield	(Tonne/acre)	1.24	1.71
Expected Market Price	(\$/Tonne)	66.73	69.83

2011 Crop Enterprise Analysis

AgriProfit®

Crop: *Alfalfa/Grass Hay - Rent*

Soil Zone: *Dark Brown - Dryland*

Unit: *Tonne*

		----- \$/Acre -----		----- \$/Tonne -----	
		Average	Top 1/3	Average	Top 1/3
(A)	1. Crop Sales	56.86	--	56.58	--
	2. Crop Insurance Receipts	0.00	--	0.00	--
	3. Other Receipts	0.00	--	0.00	--
	Gross Receipts	56.86	0.00	56.58	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	1.52	--	1.51	--
	5. Trucking and Marketing	0.00	--	0.00	--
	6. Fuel	7.24	--	7.21	--
	7. Irrigation Fuel and Electricity	0.00	--	0.00	--
	8. Repairs - Machinery	7.18	--	7.15	--
	9. Repairs - Buildings	0.33	--	0.33	--
	10. Utilities and Miscellaneous	7.42	--	7.38	--
	11. Custom Work	7.46	--	7.43	--
	12. Operating Interest Paid	0.34	--	0.34	--
	13. Paid Labour	0.00	--	0.00	--
14. Unpaid Labour	5.81	--	5.79	--	
Variable Costs	37.31	0.00	37.13	0.00	
(C)	1. Cash/ Share Land Rent	18.05	--	17.97	--
	2. Taxes, Water Rates, License & Ins.	4.49	--	4.47	--
	3. Equipment and Building: a) Depreciation	14.77	--	14.70	--
	b) Lease Payments	0.00	--	0.00	--
4. Paid Capital Interest	1.60	--	1.59	--	
Capital Costs	38.92	0.00	38.73	0.00	
(D)	Cash Costs (B+C-B14-C3a)	55.64	--	55.38	--
(E)	Total Production Costs (B+C)	76.23	--	75.86	--
	Gross Margin (A-D)	1.21	--	1.21	--
	Return to Unpaid Labour (A-E+B14)	(13.56)	--	(13.49)	--
	Return to Investment (A-E+C4)	(17.77)	--	(17.69)	--
	Return to Equity (A-E)	(19.37)	--	(19.28)	--

Investment

Buildings	22.81	--
Machinery	145.10	--
Irrigation Machinery	0.00	--
Total (incl. Land)	167.91	--

Management

Average Yield (Tonne/acre)	1.00	--
Expected Market Price (\$/Tonne)	56.58	--

2011 Crop Enterprise Analysis

AgriProfit\$

Crop: Grain Silage - All
Soil Zone: Dark Brown - Dryland
Unit: Tonne

		----- \$/Acre -----		----- \$/Tonne -----		
		Average	Top 1/3	Average	Top 1/3	
(A)	1. Crop Sales	300.42	300.42	50.02	50.02	
	2. Crop Insurance Receipts	0.00	0.00	0.00	0.00	
	3. Other Receipts	4.15	4.15	0.69	0.69	
	Gross Receipts	304.57	304.57	50.71	50.71	
(B)	Cost Items					
	1. Seed	10.94	10.94	1.82	1.82	
	2. Fertilizer	40.65	40.65	6.77	6.77	
	3. Chemical	14.46	14.46	2.41	2.41	
	4. Hail/Crop Insurance Premium	7.65	7.65	1.27	1.27	
	5. Trucking and Marketing	0.18	0.18	0.03	0.03	
	6. Fuel	21.20	21.20	3.53	3.53	
	7. Irrigation Fuel and Electricity	0.00	0.00	0.00	0.00	
	8. Repairs - Machinery	12.11	12.11	2.02	2.02	
	9. Repairs - Buildings	0.54	0.54	0.09	0.09	
	10. Utilities and Miscellaneous	6.42	6.42	1.07	1.07	
	11. Custom Work	7.30	7.30	1.22	1.22	
	12. Operating Interest Paid	1.02	1.02	0.17	0.17	
	13. Paid Labour	1.67	1.67	0.28	0.28	
	14. Unpaid Labour	7.34	7.34	1.22	1.22	
	Variable Costs	131.49	131.49	21.90	21.90	
(C)	1. Cash/ Share Land Rent	0.00	0.00	0.00	0.00	
	2. Taxes, Water Rates, License & Ins.	2.53	2.53	0.42	0.42	
	3. Equipment and Building:	a) Depreciation	16.41	16.41	2.73	2.73
		b) Lease Payments	0.00	0.00	0.00	0.00
	4. Paid Capital Interest	6.75	6.75	1.12	4.28	
	Capital Costs	25.70	25.70	4.28	7.43	
(D)	Cash Costs	(B+C-B14-C3a)	133.44	133.44	22.22	25.37
(E)	Total Production Costs	(B+C)	157.19	157.19	26.17	29.33
	Gross Margin	(A-D)	171.13	171.13	28.50	25.34
	Return to Unpaid Labour	(A-E+B14)	154.72	154.72	25.76	22.61
	Return to Investment	(A-E+C4)	154.13	154.13	25.66	25.66
	Return to Equity	(A-E)	147.37	147.37	24.54	21.38

Investment

Buildings	21.42	21.42
Machinery	156.33	156.33
Irrigation Machinery	0.00	0.00
Total (incl. Land)	969.30	969.30

Management

Average Yield	(Tonne/acre)	6.01	6.01
Expected Market Price	(\$/Tonne)	50.02	50.02

2011 Crop Enterprise Analysis

AgriProfit\$

Crop: Grain Silage - Own
Soil Zone: Dark Brown - Dryland
Unit: Tonne

		----- \$/Acre -----		----- \$/Tonne -----		
		Average	Top 1/3	Average	Top 1/3	
(A)	1. Crop Sales	300.42	300.42	50.02	50.02	
	2. Crop Insurance Receipts	0.00	0.00	0.00	0.00	
	3. Other Receipts	4.15	4.15	0.69	0.69	
	Gross Receipts	304.57	304.57	50.71	50.71	
(B)	Cost Items					
	1. Seed	10.94	10.94	1.82	1.82	
	2. Fertilizer	40.65	40.65	6.77	6.77	
	3. Chemical	14.46	14.46	2.41	2.41	
	4. Hail/Crop Insurance Premium	7.65	7.65	1.27	1.27	
	5. Trucking and Marketing	0.18	0.18	0.03	0.03	
	6. Fuel	21.20	21.20	3.53	3.53	
	7. Irrigation Fuel and Electricity	0.00	0.00	0.00	0.00	
	8. Repairs - Machinery	12.11	12.11	2.02	2.02	
	9. Repairs - Buildings	0.54	0.54	0.09	0.09	
	10. Utilities and Miscellaneous	6.42	6.42	1.07	1.07	
	11. Custom Work	7.30	7.30	1.22	1.22	
	12. Operating Interest Paid	1.02	1.02	0.17	0.17	
	13. Paid Labour	1.67	1.67	0.28	0.28	
	14. Unpaid Labour	7.34	7.34	1.22	1.22	
	Variable Costs	131.49	131.49	21.90	21.90	
(C)	1. Cash/ Share Land Rent	0.00	0.00	0.00	0.00	
	2. Taxes, Water Rates, License & Ins.	2.53	2.53	0.42	0.42	
	3. Equipment and Building:	a) Depreciation	16.41	16.41	2.73	2.73
		b) Lease Payments	0.00	0.00	0.00	0.00
	4. Paid Capital Interest	6.75	6.75	1.12	4.28	
	Capital Costs	25.70	25.70	4.28	7.43	
(D)	Cash Costs	(B+C-B14-C3a)	133.44	133.44	22.22	25.37
(E)	Total Production Costs	(B+C)	157.19	157.19	26.17	29.33
	Gross Margin	(A-D)	171.13	171.13	28.50	25.34
	Return to Unpaid Labour	(A-E+B14)	154.72	154.72	25.76	22.61
	Return to Investment	(A-E+C4)	154.13	154.13	25.66	25.66
	Return to Equity	(A-E)	147.37	147.37	24.54	21.38

Investment

Buildings	21.42	21.42
Machinery	156.33	156.33
Irrigation Machinery	0.00	0.00
Total (incl. Land)	969.30	969.30

Management

Average Yield	(Tonne/acre)	6.01	6.01
Expected Market Price	(\$/Tonne)	50.02	50.02

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