

AgriProfit\$

2010

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

Dark Brown Soil Zone

Government of Alberta ■
Agriculture and Rural Development



TABLE OF CONTENTS

2010 Dark Brown Soil Zone

OVERVIEW.....	1
CROPS	
Spring Wheat	2
Durum	6
Soft Wheat	8
Malt Barley	10
Feed Barley.....	1G
Liberty Link Canola	1Î
Roundup Ready Canola.....	œ
Field Peas	GH
FORAGES	
Alfalfa/Grass Hay	Gï
Mixed Grass Hay.....	Hœ
Greenfeed	HH
Grain Silage	Hî
DEFINITIONS AND ALLOCATIONS.....	I €

OVERVIEW

2010 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.

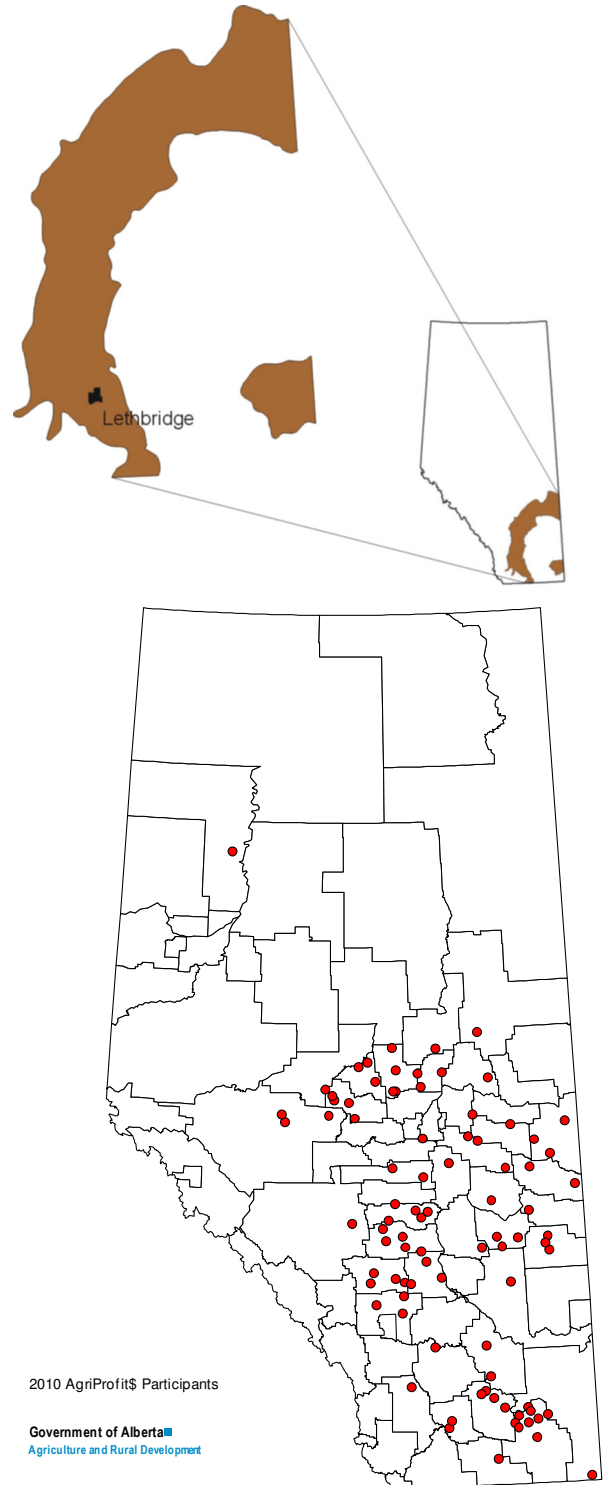
The top map shows the Dark Brown Soil Zone in Alberta; this is the grouping method used for this study. Please note that farms highlighted within these zones may contain characteristics of neighbouring soil zones. The map on the bottom shows the distribution of the 2010 participants.

Questions or Comments:

Jason Wood
Production Crop Economist
Alberta Agriculture and Rural Development
Phone: (780) 422-3122 Fax: (780) 427-5220
Email: jason.wood@gov.ab.ca

Acknowledgements:

Pauline Van Biert, Shukun Guan, Lorraine Kohlman, Dale Kaliel, Diane McCann-Hiltz, Vitor Dias, Interviewers and Participants



2010 Crops Enterprise Analysis

All Dryland Spring Wheat

Acres Cropped: 128.63

Enterprises: 19

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	32,560.98	253.13	5.06
	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	32,560.98	253.13	5.06
(B)	1. Seed & Seed Cleaning	1,702.35	13.23	
	2. Fertilizer Rates: 60N 21P 6K 4S	4,763.18	37.03	
	3. Chemicals	2,679.81	20.83	
	4. Hail / Crop Insurance & Program Premiums	1,573.98	12.24	
	5. Trucking & Marketing	399.39	3.10	
	6. Fuel	1,167.56	9.08	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,139.28	8.86	
	9. Repairs - Buildings	203.64	1.58	
	10. Utilities & Miscellaneous Expenses	901.26	7.01	
	11. Custom Work & Specialized Labour	47.40	.37	
	12. Operating Interest Paid	91.16	.71	
	13. Paid Labour & Benefits (11.56 hours)	190.24	1.48	
	14. Unpaid Labour (113.84 hours)	1,138.44	8.85	
	VARIABLE COSTS	15,997.67	124.37	2.49
(C)	1. Cash/Share Rent & Land Lease	2,278.47	17.71	
	2. Taxes, Water Rates, Lic. & Insurance	364.34	2.83	
	3. Equipment & Building a) Depreciation	3,532.32	27.46	
	b) Lease Payments	5.66	.04	
	4. Paid Capital Interest	284.46	2.21	
	TOTAL CAPITAL COSTS	6,465.26	50.26	1.01
(D)	CASH COSTS (B+C-B14-C3)	17,792.17	138.32	2.77
(E)	TOTAL PRODUCTION COSTS (B+C)	22,462.93	174.63	3.49
(F)	GROSS MARGIN (A-D)	14,768.81	114.81	2.30
	RETURN TO UNPAID LABOUR(A-E+B14)	11,236.49	87.35	1.75
	RETURN TO INVESTMENT (A-E+C4) 10.3 %	10,382.51	80.72	1.61
	RETURN TO EQUITY (A-E)	10,098.05	78.50	1.57
INVESTMENT				
	Land	58,110.53	451.76	
	Buildings	8,724.17	67.82	
	Machinery	34,186.54	265.77	
	Irr. Machinery	.00	.00	
	TOTAL	101,021.23	785.35	
MANAGEMENT				
	Yield Per Acre (Bushel)		50.00	
	Expected Market Price Per Bushel		5.06	

2010 Crops Enterprise Analysis

All Dryland Spring Wheat		Group AVG	Top 1/3 AVG
Acres Cropped:		128.63	124.67
Enterprises:		19	6
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	253.13	275.19
	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		253.13	275.19
(B)	1. Seed & Seed Cleaning	13.23	12.00
	2. Fertilizer	37.03	34.05
	3. Chemicals	20.83	22.39
	4. Hail / Crop Insurance & Program Premiums	12.24	14.64
	5. Trucking & Marketing	3.10	2.91
	6. Fuel	9.08	7.75
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	8.86	7.90
	9. Repairs - Buildings	1.58	.97
	10. Utilities & Miscellaneous Expenses	7.01	6.85
	11. Custom Work & Specialized Labour	.37	.00
	12. Operating Interest Paid	.71	.45
	13. Paid Labour & Benefits	1.48	1.38
	14. Unpaid Labour	8.85	9.73
VARIABLE COSTS		124.37	121.02
(C)	1. Cash/Share Rent & Land Lease	17.71	7.02
	2. Taxes, Water Rates, Lic. & Insurance	2.83	3.28
	3. Equipment & Building	27.46	29.98
	a) Depreciation		
	b) Lease Payments	.04	.00
	4. Paid Capital Interest	2.21	2.43
TOTAL CAPITAL COSTS		50.26	42.71
(D)	CASH COSTS (B+C-B14-C3)	138.32	124.01
(E)	TOTAL PRODUCTION COSTS (B+C)	174.63	163.73
(F)	GROSS MARGIN (A-D)	114.81	151.17
	RETURN TO UNPAID LABOUR(A-E+B14)	87.35	121.19
	RETURN TO INVESTMENT (A-E+C4)	80.72	113.89
	RETURN TO EQUITY (A-E)	78.50	111.46
INVESTMENT			
	Land	451.76	591.58
	Buildings	67.82	72.47
	Machinery	265.77	291.58
	Irr. Mach.	.00	.00
TOTAL		785.35	955.63
MANAGEMENT			
	Yield Per Acre (Bushel)	50.00	54.20
	Expected Market Price Per Bushel	5.06	5.08

2010 Crops Enterprise Analysis

Owned Dryland Spring Wheat

Acres Cropped: 137.55

Enterprises: 11

	Total \$	\$/Acre	\$/Bushel
(A) 1. Crop Sales - Imputed Value of Production	33,582.37	244.15	5.10
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	33,582.37	244.15	5.10
(B) 1. Seed & Seed Cleaning	1,498.85	10.90	
2. Fertilizer Rates: 55N 15P 5K 2S	4,270.34	31.05	
3. Chemicals	3,175.44	23.09	
4. Hail / Crop Insurance & Program Premiums	1,951.43	14.19	
5. Trucking & Marketing	244.93	1.78	
6. Fuel	1,032.38	7.51	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	1,142.55	8.31	
9. Repairs - Buildings	119.95	.87	
10. Utilities & Miscellaneous Expenses	1,051.23	7.64	
11. Custom Work & Specialized Labour	81.87	.60	
12. Operating Interest Paid	93.49	.68	
13. Paid Labour & Benefits (15.36 hours)	194.94	1.42	
14. Unpaid Labour (131.22 hours)	1,312.15	9.54	
VARIABLE COSTS	16,169.57	117.56	2.45
(C) 1. Cash/Share Rent & Land Lease	.00	.00	
2. Taxes, Water Rates, Lic. & Insurance	506.41	3.68	
3. Equipment & Building a) Depreciation	3,590.10	26.10	
b) Lease Payments	.00	.00	
4. Paid Capital Interest	457.34	3.33	
TOTAL CAPITAL COSTS	4,553.85	33.11	.69
(D) CASH COSTS (B+C-B14-C3)	15,821.17	115.03	2.40
(E) TOTAL PRODUCTION COSTS (B+C)	20,723.42	150.67	3.14
(F) GROSS MARGIN (A-D)	17,761.20	129.13	2.70
RETURN TO UNPAID LABOUR(A-E+B14)	14,171.10	103.03	2.15
RETURN TO INVESTMENT (A-E+C4) 9.3 %	13,316.30	96.81	2.02
RETURN TO EQUITY (A-E)	12,858.95	93.49	1.95
INVESTMENT			
Land	100,372.73	729.74	
Buildings	7,315.68	53.19	
Machinery	35,451.05	257.74	
Irr. Machinery	.00	.00	
TOTAL	143,139.46	1,040.67	
MANAGEMENT			
Yield Per Acre (Bushel)		47.91	
Expected Market Price Per Bushel		5.10	

2010 Crops Enterprise Analysis

Rented Dryland Spring Wheat

Acres Cropped: 116.38

Enterprises: 8

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	31,156.56	267.73	5.01
	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		31,156.56	267.73	5.01
(B)	1. Seed & Seed Cleaning	1,982.16	17.03	
	2. Fertilizer Rates: 68N 30P 7K 7S	5,440.84	46.75	
	3. Chemicals	1,998.31	17.17	
	4. Hail / Crop Insurance & Program Premiums	1,054.99	9.07	
	5. Trucking & Marketing	611.76	5.26	
	6. Fuel	1,353.42	11.63	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,134.78	9.75	
	9. Repairs - Buildings	318.72	2.74	
	10. Utilities & Miscellaneous Expenses	695.04	5.97	
	11. Custom Work & Specialized Labour	.00	.00	
	12. Operating Interest Paid	87.94	.76	
	13. Paid Labour & Benefits (6.34 hours)	183.78	1.58	
	14. Unpaid Labour (89.96 hours)	899.58	7.73	
VARIABLE COSTS		15,761.30	135.44	2.54
(C)	1. Cash/Share Rent & Land Lease	5,411.38	46.50	
	2. Taxes, Water Rates, Lic. & Insurance	169.00	1.45	
	3. Equipment & Building a) Depreciation	3,452.88	29.67	
	b) Lease Payments	13.44	.12	
	4. Paid Capital Interest	46.75	.40	
TOTAL CAPITAL COSTS		9,093.45	78.14	1.46
(D)	CASH COSTS (B+C-B14-C3)	20,502.29	176.17	3.30
(E)	TOTAL PRODUCTION COSTS (B+C)	24,854.75	213.57	4.00
(F)	GROSS MARGIN (A-D)	10,654.27	91.55	1.71
	RETURN TO UNPAID LABOUR(A-E+B14)	7,201.39	61.88	1.16
	RETURN TO INVESTMENT (A-E+C4) 14.7 %	6,348.56	54.55	1.02
	RETURN TO EQUITY (A-E)	6,301.81	54.15	1.01
INVESTMENT				
	Land	.00	.00	
	Buildings	10,660.84	91.61	
	Machinery	32,447.83	278.82	
	Irr. Machinery	.00	.00	
	TOTAL	43,108.67	370.43	
MANAGEMENT				
	Yield Per Acre (Bushel)		53.39	
	Expected Market Price Per Bushel		5.01	

2010 Crops Enterprise Analysis

All Dryland Durum

Acres Cropped: 75.33

Enterprises: 3

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	24,177.33	320.94	5.00
	2. Crop Insurance Receipts	1,892.80	25.13	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	1,871.52	24.84	
GROSS RETURN		27,941.65	370.91	5.78
(B)	1. Seed & Seed Cleaning	969.53	12.87	
	2. Fertilizer Rates: 78N 28P 3K 10S	4,469.65	59.33	
	3. Chemicals	2,199.79	29.20	
	4. Hail / Crop Insurance & Program Premiums	1,570.73	20.85	
	5. Trucking & Marketing	259.07	3.44	
	6. Fuel	1,055.52	14.01	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	803.58	10.67	
	9. Repairs - Buildings	51.12	.68	
	10. Utilities & Miscellaneous Expenses	933.45	12.39	
	11. Custom Work & Specialized Labour	.00	.00	
	12. Operating Interest Paid	37.64	.50	
	13. Paid Labour & Benefits (13.47 hours)	229.70	3.05	
	14. Unpaid Labour (47.51 hours)	475.08	6.31	
VARIABLE COSTS		13,054.86	173.29	2.70
(C)	1. Cash/Share Rent & Land Lease	900.00	11.95	
	2. Taxes, Water Rates, Lic. & Insurance	352.10	4.67	
	3. Equipment & Building a) Depreciation	2,384.67	31.65	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	823.54	10.93	
TOTAL CAPITAL COSTS		4,460.31	59.21	.92
(D)	CASH COSTS (B+C-B14-C3)	14,655.42	194.54	3.03
(E)	TOTAL PRODUCTION COSTS (B+C)	17,515.17	232.50	3.62
(F)	GROSS MARGIN (A-D)	13,286.23	176.37	2.75
	RETURN TO UNPAID LABOUR(A-E+B14)	10,901.56	144.71	2.25
	RETURN TO INVESTMENT (A-E+C4) 9.5 %	11,250.02	149.34	2.33
	RETURN TO EQUITY (A-E)	10,426.48	138.40	2.16
INVESTMENT				
	Land	88,533.33	1,175.22	
	Buildings	6,881.51	91.35	
	Machinery	22,600.71	300.01	
	Irr. Machinery	.00	.00	
	TOTAL	118,015.56	1,566.58	
MANAGEMENT				
	Yield Per Acre (Bushel)		64.19	
	Expected Market Price Per Bushel		5.00	

2010 Crops Enterprise Analysis

All Dryland Durum		Group AVG	Top 1/3 AVG
Acres Cropped:		75.33	39.00
Enterprises:		3	1
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	320.94	352.00
	2. Crop Insurance Receipts	25.13	.00
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	24.84	33.99
GROSS RETURN		370.91	385.99
(B)	1. Seed & Seed Cleaning	12.87	8.50
	2. Fertilizer	59.33	59.69
	3. Chemicals	29.20	30.43
	4. Hail / Crop Insurance & Program Premiums	20.85	22.13
	5. Trucking & Marketing	3.44	1.27
	6. Fuel	14.01	14.90
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	10.67	11.51
	9. Repairs - Buildings	.68	.20
	10. Utilities & Miscellaneous Expenses	12.39	14.73
	11. Custom Work & Specialized Labour	.00	.00
	12. Operating Interest Paid	.50	.68
	13. Paid Labour & Benefits	3.05	3.12
	14. Unpaid Labour	6.31	5.67
VARIABLE COSTS		173.29	172.83
(C)	1. Cash/Share Rent & Land Lease	11.95	.00
	2. Taxes, Water Rates, Lic. & Insurance	4.67	5.67
	3. Equipment & Building	31.65	28.38
	a) Depreciation		
	b) Lease Payments	.00	.00
	4. Paid Capital Interest	10.93	14.62
TOTAL CAPITAL COSTS		59.21	48.67
(D)	CASH COSTS (B+C-B14-C3)	194.54	187.45
(E)	TOTAL PRODUCTION COSTS (B+C)	232.50	221.50
(F)	GROSS MARGIN (A-D)	176.37	198.54
	RETURN TO UNPAID LABOUR(A-E+B14)	144.71	170.16
	RETURN TO INVESTMENT (A-E+C4)	149.34	179.11
	RETURN TO EQUITY (A-E)	138.40	164.49
INVESTMENT			
	Land	1,175.22	1,600.00
	Buildings	91.35	72.44
	Machinery	300.01	272.69
	Irr. Mach.	.00	.00
TOTAL		1,566.58	1,945.14
MANAGEMENT			
	Yield Per Acre (Bushel)	64.19	70.40
	Expected Market Price Per Bushel	5.00	5.00

2010 Crops Enterprise Analysis

All Dryland Soft Wheat

Acres Cropped: 122.50

Enterprises: 4

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	28,357.50	231.49	4.75
	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	28,357.50	231.49	4.75
(B)	1. Seed & Seed Cleaning	1,271.40	10.38	
	2. Fertilizer Rates: 35N 13P 5K	2,431.61	19.85	
	3. Chemicals	3,164.77	25.83	
	4. Hail / Crop Insurance & Program Premiums	658.00	5.37	
	5. Trucking & Marketing	297.35	2.43	
	6. Fuel	877.32	7.16	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,375.28	11.23	
	9. Repairs - Buildings	250.38	2.04	
	10. Utilities & Miscellaneous Expenses	1,684.12	13.75	
	11. Custom Work & Specialized Labour	.00	.00	
	12. Operating Interest Paid	230.66	1.88	
	13. Paid Labour & Benefits (29.31 hours)	328.85	2.68	
	14. Unpaid Labour (129.36 hours)	1,293.56	10.56	
	VARIABLE COSTS	13,863.30	113.17	2.32
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	516.41	4.22	
	3. Equipment & Building a) Depreciation	1,944.84	15.88	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	116.19	.95	
	TOTAL CAPITAL COSTS	2,577.44	21.04	.43
(D)	CASH COSTS (B+C-B14-C3)	13,202.35	107.77	2.21
(E)	TOTAL PRODUCTION COSTS (B+C)	16,440.75	134.21	2.75
(F)	GROSS MARGIN (A-D)	15,155.15	123.72	2.54
	RETURN TO UNPAID LABOUR(A-E+B14)	13,210.32	107.84	2.21
	RETURN TO INVESTMENT (A-E+C4) 14.7 %	12,032.94	98.23	2.02
	RETURN TO EQUITY (A-E)	11,916.75	97.28	2.00
INVESTMENT				
	Land	61,250.00	500.00	
	Buildings	416.85	3.40	
	Machinery	20,366.32	166.26	
	Irr. Machinery	.00	.00	
	TOTAL	82,033.18	669.66	
MANAGEMENT				
	Yield Per Acre (Bushel)		48.73	
	Expected Market Price Per Bushel		4.75	

2010 Crops Enterprise Analysis

All Dryland Soft Wheat		Group AVG	Top 1/3 AVG
Acres Cropped:		122.50	86.00
Enterprises:		4	1
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	231.49	294.50
	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		231.49	294.50
(B)	1. Seed & Seed Cleaning	10.38	11.47
	2. Fertilizer	19.85	21.93
	3. Chemicals	25.83	25.74
	4. Hail / Crop Insurance & Program Premiums	5.37	5.20
	5. Trucking & Marketing	2.43	2.43
	6. Fuel	7.16	7.16
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	11.23	11.23
	9. Repairs - Buildings	2.04	2.04
	10. Utilities & Miscellaneous Expenses	13.75	13.75
	11. Custom Work & Specialized Labour	.00	.00
	12. Operating Interest Paid	1.88	1.88
	13. Paid Labour & Benefits	2.68	2.68
	14. Unpaid Labour	10.56	10.56
VARIABLE COSTS		113.17	116.07
(C)	1. Cash/Share Rent & Land Lease	.00	.00
	2. Taxes, Water Rates, Lic. & Insurance	4.22	4.22
	3. Equipment & Building	15.88	15.88
	a) Depreciation	.00	.00
	b) Lease Payments	.95	.95
	4. Paid Capital Interest	.95	.95
TOTAL CAPITAL COSTS		21.04	21.04
(D)	CASH COSTS (B+C-B14-C3)	107.77	110.68
(E)	TOTAL PRODUCTION COSTS (B+C)	134.21	137.12
(F)	GROSS MARGIN (A-D)	123.72	183.82
	RETURN TO UNPAID LABOUR(A-E+B14)	107.84	167.94
	RETURN TO INVESTMENT (A-E+C4)	98.23	158.33
	RETURN TO EQUITY (A-E)	97.28	157.38
INVESTMENT			
	Land	500.00	500.00
	Buildings	3.40	3.40
	Machinery	166.26	166.26
	Irr. Mach.	.00	.00
TOTAL		669.66	669.66
MANAGEMENT			
	Yield Per Acre (Bushel)	48.73	62.00
	Expected Market Price Per Bushel	4.75	4.75

2010 Crops Enterprise Analysis

All Dryland Malt Barley

Acres Cropped: 138.00

Enterprises: 3

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	39,985.76	289.75	4.34
	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		39,985.76	289.75	4.34
(B)	1. Seed & Seed Cleaning	759.00	5.50	
	2. Fertilizer Rates: 50N 20P	3,771.54	27.33	
	3. Chemicals	3,637.77	26.36	
	4. Hail / Crop Insurance & Program Premiums	2,744.82	19.89	
	5. Trucking & Marketing	174.85	1.27	
	6. Fuel	2,056.77	14.90	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,589.07	11.51	
	9. Repairs - Buildings	26.91	.20	
	10. Utilities & Miscellaneous Expenses	1,025.96	7.43	
	11. Custom Work & Specialized Labour	.00	.00	
	12. Operating Interest Paid	93.88	.68	
	13. Paid Labour & Benefits (28.67 hours)	429.99	3.12	
	14. Unpaid Labour (78.30 hours)	782.99	5.67	
VARIABLE COSTS		17,093.55	123.87	1.86
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	781.98	5.67	
	3. Equipment & Building a) Depreciation	3,916.16	28.38	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	2,018.05	14.62	
TOTAL CAPITAL COSTS		6,716.19	48.67	.73
(D)	CASH COSTS (B+C-B14-C3)	19,110.60	138.48	2.08
(E)	TOTAL PRODUCTION COSTS (B+C)	23,809.74	172.53	2.59
(F)	GROSS MARGIN (A-D)	20,875.16	151.27	2.27
	RETURN TO UNPAID LABOUR(A-E+B14)	16,959.01	122.89	1.84
	RETURN TO INVESTMENT (A-E+C4) 6.8 %	18,194.07	131.84	1.98
	RETURN TO EQUITY (A-E)	16,176.02	117.22	1.76
INVESTMENT				
	Land	220,800.00	1,600.00	
	Buildings	9,997.08	72.44	
	Machinery	37,631.89	272.69	
	Irr. Machinery	.00	.00	
	TOTAL	268,428.97	1,945.14	
MANAGEMENT				
	Yield Per Acre (Bushel)		66.70	
	Expected Market Price Per Bushel		4.34	

2010 Crops Enterprise Analysis

All Dryland Malt Barley		Group AVG	Top 1/3 AVG
Acres Cropped:		138.00	170.00
Enterprises:		3	1
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	289.75	290.14
	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		289.75	290.14
(B)	1. Seed & Seed Cleaning	5.50	5.50
	2. Fertilizer	27.33	27.33
	3. Chemicals	26.36	20.52
	4. Hail / Crop Insurance & Program Premiums	19.89	19.89
	5. Trucking & Marketing	1.27	1.27
	6. Fuel	14.90	14.90
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	11.51	11.51
	9. Repairs - Buildings	.20	.20
	10. Utilities & Miscellaneous Expenses	7.43	7.43
	11. Custom Work & Specialized Labour	.00	.00
	12. Operating Interest Paid	.68	.68
	13. Paid Labour & Benefits	3.12	3.12
	14. Unpaid Labour	5.67	5.67
VARIABLE COSTS		123.87	118.03
(C)	1. Cash/Share Rent & Land Lease	.00	.00
	2. Taxes, Water Rates, Lic. & Insurance	5.67	5.67
	3. Equipment & Building	28.38	28.38
	a) Depreciation		
	b) Lease Payments	.00	.00
	4. Paid Capital Interest	14.62	14.62
TOTAL CAPITAL COSTS		48.67	48.67
(D)	CASH COSTS (B+C-B14-C3)	138.48	132.64
(E)	TOTAL PRODUCTION COSTS (B+C)	172.53	166.69
(F)	GROSS MARGIN (A-D)	151.27	157.50
	RETURN TO UNPAID LABOUR(A-E+B14)	122.89	129.13
	RETURN TO INVESTMENT (A-E+C4)	131.84	138.07
	RETURN TO EQUITY (A-E)	117.22	123.45
INVESTMENT			
	Land	1,600.00	1,600.00
	Buildings	72.44	72.44
	Machinery	272.69	272.69
	Irr. Mach.	.00	.00
TOTAL		1,945.14	1,945.14
MANAGEMENT			
	Yield Per Acre (Bushel)	66.70	66.70
	Expected Market Price Per Bushel	4.34	4.35

2010 Crops Enterprise Analysis

All Dryland Feed Barley

Acres Cropped: 197.52

Enterprises: 21

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	39,427.44	199.61	3.89
	2. Crop Insurance Receipts	2,206.63	11.17	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	2,159.24	10.93	
	GROSS RETURN	43,793.31	221.71	4.32
(B)	1. Seed & Seed Cleaning	2,273.81	11.51	
	2. Fertilizer Rates: 52N 19P 3K 7S	4,854.50	24.58	
	3. Chemicals	3,824.81	19.36	
	4. Hail / Crop Insurance & Program Premiums	1,568.14	7.94	
	5. Trucking & Marketing	385.11	1.95	
	6. Fuel	2,444.93	12.38	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	2,349.20	11.89	
	9. Repairs - Buildings	336.61	1.70	
	10. Utilities & Miscellaneous Expenses	1,185.63	6.00	
	11. Custom Work & Specialized Labour	1,079.18	5.46	
	12. Operating Interest Paid	371.97	1.88	
	13. Paid Labour & Benefits (74.08 hours)	944.28	4.78	
	14. Unpaid Labour (131.79 hours)	1,317.91	6.67	
	VARIABLE COSTS	22,936.06	116.12	2.26
(C)	1. Cash/Share Rent & Land Lease	8,537.20	43.22	
	2. Taxes, Water Rates, Lic. & Insurance	374.62	1.90	
	3. Equipment & Building a) Depreciation	4,150.52	21.01	
	b) Lease Payments	44.55	.23	
	4. Paid Capital Interest	869.23	4.40	
	TOTAL CAPITAL COSTS	13,976.12	70.76	1.38
(D)	CASH COSTS (B+C-B14-C3)	31,443.76	159.19	3.10
(E)	TOTAL PRODUCTION COSTS (B+C)	36,912.19	186.87	3.64
(F)	GROSS MARGIN (A-D)	12,349.56	62.52	1.22
	RETURN TO UNPAID LABOUR(A-E+B14)	8,199.03	41.51	.81
	RETURN TO INVESTMENT (A-E+C4) 12.1 %	7,750.36	39.24	.76
	RETURN TO EQUITY (A-E)	6,881.13	34.84	.68
INVESTMENT				
	Land	14,259.52	72.19	
	Buildings	9,610.33	48.65	
	Machinery	40,397.40	204.52	
	Irr. Machinery	.00	.00	
	TOTAL	64,267.25	325.36	
MANAGEMENT				
	Yield Per Acre (Bushel)		51.36	
	Expected Market Price Per Bushel		3.89	

2010 Crops Enterprise Analysis

All Dryland Feed Barley		Group AVG	Top 1/3 AVG
Acres Cropped:		197.52	148.86
Enterprises:		21	7
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	199.61	335.80
	2. Crop Insurance Receipts	11.17	1.53
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	10.93	2.25
GROSS RETURN		221.71	339.58
(B)	1. Seed & Seed Cleaning	11.51	12.44
	2. Fertilizer	24.58	45.47
	3. Chemicals	19.36	28.89
	4. Hail / Crop Insurance & Program Premiums	7.94	4.79
	5. Trucking & Marketing	1.95	3.67
	6. Fuel	12.38	10.91
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	11.89	9.64
	9. Repairs - Buildings	1.70	3.14
	10. Utilities & Miscellaneous Expenses	6.00	4.28
	11. Custom Work & Specialized Labour	5.46	2.31
	12. Operating Interest Paid	1.88	.00
	13. Paid Labour & Benefits	4.78	1.11
	14. Unpaid Labour	6.67	8.68
VARIABLE COSTS		116.12	135.35
(C)	1. Cash/Share Rent & Land Lease	43.22	64.60
	2. Taxes, Water Rates, Lic. & Insurance	1.90	.75
	3. Equipment & Building	21.01	26.40
	a) Depreciation		
	b) Lease Payments	.23	.00
	4. Paid Capital Interest	4.40	.28
TOTAL CAPITAL COSTS		70.76	92.02
(D)	CASH COSTS (B+C-B14-C3)	159.19	192.29
(E)	TOTAL PRODUCTION COSTS (B+C)	186.87	227.37
(F)	GROSS MARGIN (A-D)	62.52	147.29
	RETURN TO UNPAID LABOUR(A-E+B14)	41.51	120.89
	RETURN TO INVESTMENT (A-E+C4)	39.24	112.49
	RETURN TO EQUITY (A-E)	34.84	112.21
INVESTMENT			
	Land	72.19	.00
	Buildings	48.65	67.43
	Machinery	204.52	254.55
	Irr. Mach.	.00	.00
TOTAL		325.36	321.98
MANAGEMENT			
	Yield Per Acre (Bushel)	51.36	86.72
	Expected Market Price Per Bushel	3.89	3.87

2010 Crops Enterprise Analysis

Owned Dryland Feed Barley

Acres Cropped: 77.57

Enterprises: 7

	Total \$	\$/Acre	\$/Bushel
(A) 1. Crop Sales - Imputed Value of Production	13,428.57	173.11	3.82
2. Crop Insurance Receipts	.00	.00	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	852.57	10.99	
GROSS RETURN	14,281.14	184.10	4.06
(B) 1. Seed & Seed Cleaning	498.17	6.42	
2. Fertilizer Rates: 35N 11P 0K 12S	1,954.73	25.20	
3. Chemicals	995.63	12.83	
4. Hail / Crop Insurance & Program Premiums	744.27	9.59	
5. Trucking & Marketing	123.77	1.60	
6. Fuel	1,227.82	15.83	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	803.67	10.36	
9. Repairs - Buildings	121.67	1.57	
10. Utilities & Miscellaneous Expenses	475.06	6.12	
11. Custom Work & Specialized Labour	536.80	6.92	
12. Operating Interest Paid	659.34	8.50	
13. Paid Labour & Benefits (10.81 hours)	83.93	1.08	
14. Unpaid Labour (68.38 hours)	683.77	8.81	
VARIABLE COSTS	8,908.62	114.84	2.53
(C) 1. Cash/Share Rent & Land Lease	.00	.00	
2. Taxes, Water Rates, Lic. & Insurance	405.37	5.23	
3. Equipment & Building a) Depreciation	956.91	12.34	
b) Lease Payments	123.86	1.60	
4. Paid Capital Interest	531.77	6.86	
TOTAL CAPITAL COSTS	2,017.91	26.01	.57
(D) CASH COSTS (B+C-B14-C3)	9,285.86	119.71	2.64
(E) TOTAL PRODUCTION COSTS (B+C)	10,926.53	140.86	3.10
(F) GROSS MARGIN (A-D)	4,995.29	64.40	1.42
RETURN TO UNPAID LABOUR(A-E+B14)	4,038.38	52.06	1.15
RETURN TO INVESTMENT (A-E+C4) 7.0 %	3,886.38	50.10	1.10
RETURN TO EQUITY (A-E)	3,354.61	43.25	.95
INVESTMENT			
Land	42,778.57	551.47	
Buildings	3,499.17	45.11	
Machinery	9,015.17	116.22	
Irr. Machinery	.00	.00	
TOTAL	55,292.91	712.80	
MANAGEMENT			
Yield Per Acre (Bushel)		45.37	
Expected Market Price Per Bushel		3.82	

2010 Crops Enterprise Analysis

Rented Dryland Feed Barley

Acres Cropped: 257.50

Enterprises: 14

	Total \$	\$/Acre	\$/Bushel
(A) 1. Crop Sales - Imputed Value of Production	52,426.87	203.60	3.90
2. Crop Insurance Receipts	3,309.95	12.85	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	2,812.58	10.92	
GROSS RETURN	58,549.40	227.38	4.35
(B) 1. Seed & Seed Cleaning	3,161.62	12.28	
2. Fertilizer Rates: 61N 24P 4K 4S	6,304.39	24.48	
3. Chemicals	5,239.40	20.35	
4. Hail / Crop Insurance & Program Premiums	1,980.08	7.69	
5. Trucking & Marketing	515.78	2.00	
6. Fuel	3,053.48	11.86	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	3,121.96	12.12	
9. Repairs - Buildings	444.08	1.72	
10. Utilities & Miscellaneous Expenses	1,540.92	5.98	
11. Custom Work & Specialized Labour	1,350.37	5.24	
12. Operating Interest Paid	228.28	.89	
13. Paid Labour & Benefits (105.72 hours)	1,374.45	5.34	
14. Unpaid Labour (163.50 hours)	1,634.98	6.35	
VARIABLE COSTS	29,949.78	116.31	2.23
(C) 1. Cash/Share Rent & Land Lease	12,805.80	49.73	
2. Taxes, Water Rates, Lic. & Insurance	359.24	1.40	
3. Equipment & Building a) Depreciation	5,747.33	22.32	
b) Lease Payments	4.89	.02	
4. Paid Capital Interest	1,037.96	4.03	
TOTAL CAPITAL COSTS	19,955.23	77.50	1.48
(D) CASH COSTS (B+C-B14-C3)	42,522.71	165.14	3.16
(E) TOTAL PRODUCTION COSTS (B+C)	49,905.01	193.81	3.71
(F) GROSS MARGIN (A-D)	16,026.69	62.24	1.19
RETURN TO UNPAID LABOUR(A-E+B14)	10,279.36	39.92	.76
RETURN TO INVESTMENT (A-E+C4) 14.1 %	9,682.35	37.60	.72
RETURN TO EQUITY (A-E)	8,644.39	33.57	.64
INVESTMENT			
Land	.00	.00	
Buildings	12,665.91	49.19	
Machinery	56,088.51	217.82	
Irr. Machinery	.00	.00	
TOTAL	68,754.42	267.01	
MANAGEMENT			
Yield Per Acre (Bushel)		52.26	
Expected Market Price Per Bushel		3.90	

2010 Crops Enterprise Analysis

All Dryland Liberty Link Canola

Acres Cropped: 148.80

Enterprises: 15

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	87,928.06	590.91	12.14
	2. Crop Insurance Receipts	283.73	1.91	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	88,211.79	592.82	12.18
(B)	1. Seed & Seed Cleaning	6,566.70	44.13	
	2. Fertilizer Rates: 79N 28P 3K 16S	7,046.15	47.35	
	3. Chemicals	4,665.93	31.36	
	4. Hail / Crop Insurance & Program Premiums	2,182.13	14.66	
	5. Trucking & Marketing	427.74	2.87	
	6. Fuel	1,731.67	11.64	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,496.19	10.06	
	9. Repairs - Buildings	387.98	2.61	
	10. Utilities & Miscellaneous Expenses	715.02	4.81	
	11. Custom Work & Specialized Labour	2,703.03	18.17	
	12. Operating Interest Paid	20.14	.14	
	13. Paid Labour & Benefits (10.23 hours)	210.55	1.41	
	14. Unpaid Labour (120.35 hours)	1,203.53	8.09	
	VARIABLE COSTS	29,356.74	197.29	4.05
(C)	1. Cash/Share Rent & Land Lease	12,672.58	85.17	
	2. Taxes, Water Rates, Lic. & Insurance	230.31	1.55	
	3. Equipment & Building a) Depreciation	3,861.32	25.95	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	394.28	2.65	
	TOTAL CAPITAL COSTS	17,158.50	115.31	2.37
(D)	CASH COSTS (B+C-B14-C3)	41,450.39	278.56	5.72
(E)	TOTAL PRODUCTION COSTS (B+C)	46,515.24	312.60	6.42
(F)	GROSS MARGIN (A-D)	46,761.40	314.26	6.46
	RETURN TO UNPAID LABOUR(A-E+B14)	42,900.08	288.31	5.92
	RETURN TO INVESTMENT (A-E+C4) 48.5 %	42,090.83	282.87	5.81
	RETURN TO EQUITY (A-E)	41,696.55	280.22	5.76
INVESTMENT				
	Land	39,893.33	268.10	
	Buildings	9,547.05	64.16	
	Machinery	37,339.70	250.94	
	Irr. Machinery	.00	.00	
	TOTAL	86,780.07	583.20	
MANAGEMENT				
	Yield Per Acre (Bushel)		48.68	
	Expected Market Price Per Bushel		12.14	

2010 Crops Enterprise Analysis

All Dryland Liberty Link Canola

		Group AVG	Top 1/3 AVG
Acres Cropped:		148.80	136.40
Enterprises:		15	5
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	590.91	587.49
	2. Crop Insurance Receipts	1.91	3.66
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00
GROSS RETURN		592.82	591.14
(B)	1. Seed & Seed Cleaning	44.13	45.77
	2. Fertilizer	47.35	47.65
	3. Chemicals	31.36	31.38
	4. Hail / Crop Insurance & Program Premiums	14.66	24.90
	5. Trucking & Marketing	2.87	.80
	6. Fuel	11.64	13.28
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	10.06	11.12
	9. Repairs - Buildings	2.61	1.53
	10. Utilities & Miscellaneous Expenses	4.81	5.88
	11. Custom Work & Specialized Labour	18.17	10.90
	12. Operating Interest Paid	.14	.43
	13. Paid Labour & Benefits	1.41	1.97
	14. Unpaid Labour	8.09	6.91
VARIABLE COSTS		197.29	202.51
(C)	1. Cash/Share Rent & Land Lease	85.17	21.63
	2. Taxes, Water Rates, Lic. & Insurance	1.55	3.21
	3. Equipment & Building	25.95	24.29
	a) Depreciation	.00	.00
	b) Lease Payments	.00	.00
	4. Paid Capital Interest	2.65	7.76
TOTAL CAPITAL COSTS		115.31	56.89
(D)	CASH COSTS (B+C-B14-C3)	278.56	228.20
(E)	TOTAL PRODUCTION COSTS (B+C)	312.60	259.40
(F)	GROSS MARGIN (A-D)	314.26	362.94
	RETURN TO UNPAID LABOUR(A-E+B14)	288.31	338.65
	RETURN TO INVESTMENT (A-E+C4)	282.87	339.51
	RETURN TO EQUITY (A-E)	280.22	331.75
INVESTMENT			
	Land	268.10	849.27
	Buildings	64.16	52.81
	Machinery	250.94	237.54
	Irr. Mach.	.00	.00
TOTAL		583.20	1,139.62
MANAGEMENT			
	Yield Per Acre (Bushel)	48.68	50.19
	Expected Market Price Per Bushel	12.14	11.70

2010 Crops Enterprise Analysis
Owned Dryland Liberty Link Canola

Acres Cropped: 93.50

Enterprises: 4

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	55,064.39	588.92	11.07
	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	55,064.39	588.92	11.07
(B)	1. Seed & Seed Cleaning	4,320.64	46.21	
	2. Fertilizer Rates: 90N 30P 20S	4,868.55	52.07	
	3. Chemicals	1,942.41	20.77	
	4. Hail / Crop Insurance & Program Premiums	3,675.48	39.31	
	5. Trucking & Marketing	118.47	1.27	
	6. Fuel	1,393.54	14.90	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,076.65	11.51	
	9. Repairs - Buildings	18.24	.20	
	10. Utilities & Miscellaneous Expenses	695.12	7.43	
	11. Custom Work & Specialized Labour	146.40	1.57	
	12. Operating Interest Paid	63.61	.68	
	13. Paid Labour & Benefits (19.42 hours)	291.33	3.12	
	14. Unpaid Labour (53.05 hours)	530.50	5.67	
	VARIABLE COSTS	19,140.93	204.72	3.85
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	529.82	5.67	
	3. Equipment & Building a) Depreciation	2,653.34	28.38	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	1,367.30	14.62	
	TOTAL CAPITAL COSTS	4,550.46	48.67	.91
(D)	CASH COSTS (B+C-B14-C3)	20,507.55	219.33	4.12
(E)	TOTAL PRODUCTION COSTS (B+C)	23,691.39	253.38	4.76
(F)	GROSS MARGIN (A-D)	34,556.85	369.59	6.95
	RETURN TO UNPAID LABOUR(A-E+B14)	31,903.51	341.21	6.41
	RETURN TO INVESTMENT (A-E+C4) 18.0 %	32,740.31	350.16	6.58
	RETURN TO EQUITY (A-E)	31,373.00	335.54	6.31
INVESTMENT				
	Land	149,600.00	1,600.00	
	Buildings	6,773.38	72.44	
	Machinery	25,496.97	272.69	
	Irr. Machinery	.00	.00	
	TOTAL	181,870.35	1,945.14	
MANAGEMENT				
	Yield Per Acre (Bushel)		53.20	
	Expected Market Price Per Bushel		11.07	

2010 Crops Enterprise Analysis
Rented Dryland Liberty Link Canola

Acres Cropped: 168.91

Enterprises: 11

	Total \$	\$/Acre	\$/Bushel
(A) 1. Crop Sales - Imputed Value of Production	99,878.48	591.32	12.38
2. Crop Insurance Receipts	386.91	2.29	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
GROSS RETURN	100,265.39	593.61	12.43
(B) 1. Seed & Seed Cleaning	7,383.45	43.71	
2. Fertilizer Rates: 75N 27P 4K 15S	7,838.00	46.40	
3. Chemicals	5,656.30	33.49	
4. Hail / Crop Insurance & Program Premiums	1,639.09	9.70	
5. Trucking & Marketing	540.20	3.20	
6. Fuel	1,854.63	10.98	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	1,648.75	9.76	
9. Repairs - Buildings	522.43	3.09	
10. Utilities & Miscellaneous Expenses	722.25	4.28	
11. Custom Work & Specialized Labour	3,632.71	21.51	
12. Operating Interest Paid	4.33	.03	
13. Paid Labour & Benefits (6.89 hours)	181.17	1.07	
14. Unpaid Labour (144.83 hours)	1,448.27	8.57	
VARIABLE COSTS	33,071.58	195.80	4.10
(C) 1. Cash/Share Rent & Land Lease	17,280.79	102.31	
2. Taxes, Water Rates, Lic. & Insurance	121.40	.72	
3. Equipment & Building a) Depreciation	4,300.59	25.46	
b) Lease Payments	.00	.00	
4. Paid Capital Interest	40.46	.24	
TOTAL CAPITAL COSTS	21,743.24	128.73	2.69
(D) CASH COSTS (B+C-B14-C3)	49,065.96	290.49	6.08
(E) TOTAL PRODUCTION COSTS (B+C)	54,814.82	324.52	6.79
(F) GROSS MARGIN (A-D)	51,199.42	303.12	6.35
RETURN TO UNPAID LABOUR(A-E+B14)	46,898.83	277.66	5.81
RETURN TO INVESTMENT (A-E+C4) 87.1 %	45,491.03	269.32	5.64
RETURN TO EQUITY (A-E)	45,450.57	269.08	5.63
INVESTMENT			
Land	.00	.00	
Buildings	10,555.65	62.49	
Machinery	41,646.14	246.56	
Irr. Machinery	.00	.00	
TOTAL	52,201.79	309.05	
MANAGEMENT			
Yield Per Acre (Bushel)		47.77	
Expected Market Price Per Bushel		12.38	

2010 Crops Enterprise Analysis
All Dryland Roundup Ready Canola

Acres Cropped: 137.00

Enterprises: 13

	Total \$	\$/Acre	\$/Bushel
(A) 1. Crop Sales - Imputed Value of Production	58,463.35	426.74	11.92
2. Crop Insurance Receipts	847.38	6.19	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
GROSS RETURN	59,310.73	432.93	12.10
(B) 1. Seed & Seed Cleaning	4,162.45	30.38	
2. Fertilizer Rates: 38N 14P 1K 8S	3,719.13	27.15	
3. Chemicals	3,516.43	25.67	
4. Hail / Crop Insurance & Program Premiums	3,075.42	22.45	
5. Trucking & Marketing	267.25	1.95	
6. Fuel	1,347.73	9.84	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	1,214.66	8.87	
9. Repairs - Buildings	210.98	1.54	
10. Utilities & Miscellaneous Expenses	1,110.92	8.11	
11. Custom Work & Specialized Labour	402.46	2.94	
12. Operating Interest Paid	435.60	3.18	
13. Paid Labour & Benefits (15.80 hours)	144.09	1.05	
14. Unpaid Labour (131.84 hours)	1,318.42	9.62	
VARIABLE COSTS	20,925.54	152.74	4.27
(C) 1. Cash/Share Rent & Land Lease	148.79	1.09	
2. Taxes, Water Rates, Lic. & Insurance	546.85	3.99	
3. Equipment & Building a) Depreciation	2,701.76	19.72	
b) Lease Payments	14.87	.11	
4. Paid Capital Interest	265.27	1.94	
TOTAL CAPITAL COSTS	3,677.54	26.84	.75
(D) CASH COSTS (B+C-B14-C3)	20,582.90	150.24	4.20
(E) TOTAL PRODUCTION COSTS (B+C)	24,603.08	179.58	5.02
(F) GROSS MARGIN (A-D)	38,727.83	282.68	7.90
RETURN TO UNPAID LABOUR(A-E+B14)	36,026.07	262.96	7.35
RETURN TO INVESTMENT (A-E+C4) 33.3 %	34,972.92	255.28	7.13
RETURN TO EQUITY (A-E)	34,707.65	253.34	7.08
INVESTMENT			
Land	72,857.69	531.81	
Buildings	5,568.03	40.64	
Machinery	26,537.29	193.70	
Irr. Machinery	.00	.00	
TOTAL	104,963.01	766.15	
MANAGEMENT			
Yield Per Acre (Bushel)		35.79	
Expected Market Price Per Bushel		11.92	

2010 Crops Enterprise Analysis

All Dryland Roundup Ready Canola

Group AVG

Top 1/3 AVG

Acres Cropped:

137.00

189.75

Enterprises:

13

4

\$/Acre

\$/Acre

		Group AVG	Top 1/3 AVG
(A)	1. Crop Sales - Imputed Value of Production	426.74	510.09
	2. Crop Insurance Receipts	6.19	.00
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00
	GROSS RETURN	432.93	510.09
(B)	1. Seed & Seed Cleaning	30.38	28.07
	2. Fertilizer	27.15	23.63
	3. Chemicals	25.67	24.04
	4. Hail / Crop Insurance & Program Premiums	22.45	24.54
	5. Trucking & Marketing	1.95	2.10
	6. Fuel	9.84	6.14
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	8.87	8.83
	9. Repairs - Buildings	1.54	1.41
	10. Utilities & Miscellaneous Expenses	8.11	9.89
	11. Custom Work & Specialized Labour	2.94	.00
	12. Operating Interest Paid	3.18	1.11
	13. Paid Labour & Benefits	1.05	1.59
	14. Unpaid Labour	9.62	10.57
	VARIABLE COSTS	152.74	141.92
(C)	1. Cash/Share Rent & Land Lease	1.09	.00
	2. Taxes, Water Rates, Lic. & Insurance	3.99	3.54
	3. Equipment & Building	19.72	22.06
	a) Depreciation		
	b) Lease Payments	.11	.00
	4. Paid Capital Interest	1.94	.56
	TOTAL CAPITAL COSTS	26.84	26.16
(D)	CASH COSTS (B+C-B14-C3)	150.24	135.45
(E)	TOTAL PRODUCTION COSTS (B+C)	179.58	168.08
(F)	GROSS MARGIN (A-D)	282.68	374.64
	RETURN TO UNPAID LABOUR(A-E+B14)	262.96	352.58
	RETURN TO INVESTMENT (A-E+C4)	255.28	342.57
	RETURN TO EQUITY (A-E)	253.34	342.01
INVESTMENT			
	Land	531.81	500.00
	Buildings	40.64	32.05
	Machinery	193.70	222.54
	Irr. Mach.	.00	.00
	TOTAL	766.15	754.59
MANAGEMENT			
	Yield Per Acre (Bushel)	35.79	43.08
	Expected Market Price Per Bushel	11.92	11.84

2010 Crops Enterprise Analysis
Owned Dryland Roundup Ready Canola
Acres Cropped: 142.58

Enterprises: 12

	Total \$	\$/Acre	\$/Bushel
(A) 1. Crop Sales - Imputed Value of Production	61,025.30	428.00	11.92
2. Crop Insurance Receipts	918.00	6.44	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
GROSS RETURN	61,943.30	434.44	12.10
(B) 1. Seed & Seed Cleaning	4,223.14	29.62	
2. Fertilizer Rates: 38N 14P 1K 8S	3,795.73	26.62	
3. Chemicals	3,663.63	25.69	
4. Hail / Crop Insurance & Program Premiums	3,261.36	22.87	
5. Trucking & Marketing	255.83	1.79	
6. Fuel	1,331.98	9.34	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	1,272.37	8.92	
9. Repairs - Buildings	216.60	1.52	
10. Utilities & Miscellaneous Expenses	1,171.24	8.21	
11. Custom Work & Specialized Labour	405.95	2.85	
12. Operating Interest Paid	448.73	3.15	
13. Paid Labour & Benefits (14.92 hours)	143.47	1.01	
14. Unpaid Labour (136.63 hours)	1,366.28	9.58	
VARIABLE COSTS	21,556.31	151.18	4.21
(C) 1. Cash/Share Rent & Land Lease	.00	.00	
2. Taxes, Water Rates, Lic. & Insurance	565.56	3.97	
3. Equipment & Building a) Depreciation	2,840.46	19.92	
b) Lease Payments	16.11	.11	
4. Paid Capital Interest	271.87	1.91	
TOTAL CAPITAL COSTS	3,693.99	25.91	.72
(D) CASH COSTS (B+C-B14-C3)	21,043.56	147.59	4.11
(E) TOTAL PRODUCTION COSTS (B+C)	25,250.30	177.09	4.93
(F) GROSS MARGIN (A-D)	40,899.73	286.85	7.99
RETURN TO UNPAID LABOUR(A-E+B14)	38,059.27	266.93	7.44
RETURN TO INVESTMENT (A-E+C4) 32.8 %	36,964.87	259.25	7.22
RETURN TO EQUITY (A-E)	36,693.00	257.34	7.17
INVESTMENT			
Land	78,929.17	553.57	
Buildings	5,692.36	39.92	
Machinery	28,008.93	196.44	
Irr. Machinery	.00	.00	
TOTAL	112,630.46	789.93	
MANAGEMENT			
Yield Per Acre (Bushel)		35.90	
Expected Market Price Per Bushel		11.92	

2010 Crops Enterprise Analysis

All Dryland Peas

Acres Cropped: 123.14

Enterprises: 14

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	43,561.61	353.75	7.53
	2. Crop Insurance Receipts	228.89	1.86	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	125.00	1.02	
GROSS RETURN		43,915.50	356.62	7.59
(B)	1. Seed & Seed Cleaning	4,469.54	36.30	
	2. Fertilizer Rates: 5N 9P 2S	632.72	5.14	
	3. Chemicals	4,322.38	35.10	
	4. Hail / Crop Insurance & Program Premiums	1,414.54	11.49	
	5. Trucking & Marketing	551.78	4.48	
	6. Fuel	1,726.03	14.02	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,230.57	9.99	
	9. Repairs - Buildings	214.90	1.75	
	10. Utilities & Miscellaneous Expenses	987.35	8.02	
	11. Custom Work & Specialized Labour	397.82	3.23	
	12. Operating Interest Paid	126.82	1.03	
	13. Paid Labour & Benefits (21.16 hours)	311.48	2.53	
	14. Unpaid Labour (101.78 hours)	1,017.80	8.27	
VARIABLE COSTS		17,403.72	141.33	3.01
(C)	1. Cash/Share Rent & Land Lease	3,854.42	31.30	
	2. Taxes, Water Rates, Lic. & Insurance	524.38	4.26	
	3. Equipment & Building a) Depreciation	3,344.66	27.16	
	b) Lease Payments	1.65	.01	
	4. Paid Capital Interest	357.54	2.90	
TOTAL CAPITAL COSTS		8,082.65	65.64	1.40
(D)	CASH COSTS (B+C-B14-C3)	21,123.91	171.54	3.65
(E)	TOTAL PRODUCTION COSTS (B+C)	25,486.37	206.97	4.41
(F)	GROSS MARGIN (A-D)	22,791.59	185.08	3.94
	RETURN TO UNPAID LABOUR(A-E+B14)	19,446.93	157.92	3.36
	RETURN TO INVESTMENT (A-E+C4) 19.1 %	18,786.67	152.56	3.25
	RETURN TO EQUITY (A-E)	18,429.13	149.66	3.19
INVESTMENT				
	Land	57,616.07	467.88	
	Buildings	9,049.90	73.49	
	Machinery	31,839.65	258.56	
	Irr. Machinery	.00	.00	
	TOTAL	98,505.62	799.93	
MANAGEMENT				
	Yield Per Acre (Bushel)		46.96	
	Expected Market Price Per Bushel		7.53	

2010 Crops Enterprise Analysis

All Dryland Peas		Group AVG	Top 1/3 AVG
Acres Cropped:		123.14	123.60
Enterprises:		14	5
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	353.75	448.37
	2. Crop Insurance Receipts	1.86	5.19
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	1.02	.00
GROSS RETURN		356.62	453.56
(B)	1. Seed & Seed Cleaning	36.30	37.80
	2. Fertilizer	5.14	6.72
	3. Chemicals	35.10	38.01
	4. Hail / Crop Insurance & Program Premiums	11.49	15.16
	5. Trucking & Marketing	4.48	3.73
	6. Fuel	14.02	15.98
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	9.99	10.55
	9. Repairs - Buildings	1.75	.74
	10. Utilities & Miscellaneous Expenses	8.02	7.00
	11. Custom Work & Specialized Labour	3.23	4.56
	12. Operating Interest Paid	1.03	.48
	13. Paid Labour & Benefits	2.53	3.04
	14. Unpaid Labour	8.27	6.39
VARIABLE COSTS		141.33	150.17
(C)	1. Cash/Share Rent & Land Lease	31.30	15.94
	2. Taxes, Water Rates, Lic. & Insurance	4.26	7.29
	3. Equipment & Building	27.16	32.09
	a) Depreciation		
	b) Lease Payments	.01	.00
	4. Paid Capital Interest	2.90	6.42
TOTAL CAPITAL COSTS		65.64	61.74
(D)	CASH COSTS (B+C-B14-C3)	171.54	173.42
(E)	TOTAL PRODUCTION COSTS (B+C)	206.97	211.90
(F)	GROSS MARGIN (A-D)	185.08	280.14
	RETURN TO UNPAID LABOUR(A-E+B14)	157.92	248.05
	RETURN TO INVESTMENT (A-E+C4)	152.56	248.07
	RETURN TO EQUITY (A-E)	149.66	241.65
INVESTMENT			
	Land	467.88	1,160.72
	Buildings	73.49	93.87
	Machinery	258.56	303.66
	Irr. Mach.	.00	.00
TOTAL		799.93	1,558.25
MANAGEMENT			
	Yield Per Acre (Bushel)	46.96	53.42
	Expected Market Price Per Bushel	7.53	8.39

2010 Crops Enterprise Analysis

Owned Dryland Peas

Acres Cropped: 115.60

Enterprises: 5

	Total \$	\$/Acre	\$/Bushel
(A) 1. Crop Sales - Imputed Value of Production	45,567.00	394.18	8.36
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	45,567.00	394.18	8.36
(B) 1. Seed & Seed Cleaning	4,170.10	36.07	
2. Fertilizer Rates: 12N 17P 4S	949.50	8.21	
3. Chemicals	4,280.54	37.03	
4. Hail / Crop Insurance & Program Premiums	1,539.70	13.32	
5. Trucking & Marketing	427.51	3.70	
6. Fuel	1,629.72	14.10	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	1,231.70	10.65	
9. Repairs - Buildings	146.73	1.27	
10. Utilities & Miscellaneous Expenses	984.47	8.52	
11. Custom Work & Specialized Labour	342.17	2.96	
12. Operating Interest Paid	111.37	.96	
13. Paid Labour & Benefits (19.82 hours)	319.33	2.76	
14. Unpaid Labour (84.15 hours)	841.53	7.28	
VARIABLE COSTS	16,974.38	146.84	3.11
(C) 1. Cash/Share Rent & Land Lease	.00	.00	
2. Taxes, Water Rates, Lic. & Insurance	960.85	8.31	
3. Equipment & Building a) Depreciation	3,266.13	28.25	
b) Lease Payments	4.61	.04	
4. Paid Capital Interest	812.30	7.03	
TOTAL CAPITAL COSTS	5,043.88	43.63	.92
(D) CASH COSTS (B+C-B14-C3)	17,910.60	154.94	3.28
(E) TOTAL PRODUCTION COSTS (B+C)	22,018.26	190.47	4.04
(F) GROSS MARGIN (A-D)	27,656.40	239.24	5.07
RETURN TO UNPAID LABOUR(A-E+B14)	24,390.27	210.99	4.47
RETURN TO INVESTMENT (A-E+C4) 12.1 %	24,361.04	210.74	4.47
RETURN TO EQUITY (A-E)	23,548.74	203.71	4.32
INVESTMENT			
Land	161,325.00	1,395.54	
Buildings	8,735.37	75.57	
Machinery	31,187.43	269.79	
Irr. Machinery	.00	.00	
TOTAL	201,247.81	1,740.90	
MANAGEMENT			
Yield Per Acre (Bushel)		47.18	
Expected Market Price Per Bushel		8.36	

2010 Crops Enterprise Analysis

Rented Dryland Peas

Acres Cropped: 127.33

Enterprises: 9

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	42,447.50	333.36	7.11
	2. Crop Insurance Receipts	356.06	2.80	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	194.44	1.53	
GROSS RETURN		42,998.00	337.68	7.21
(B)	1. Seed & Seed Cleaning	4,635.89	36.41	
	2. Fertilizer Rates: 1N 4P 1S	456.73	3.59	
	3. Chemicals	4,345.62	34.13	
	4. Hail / Crop Insurance & Program Premiums	1,345.00	10.56	
	5. Trucking & Marketing	620.82	4.88	
	6. Fuel	1,779.53	13.98	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,229.94	9.66	
	9. Repairs - Buildings	252.77	1.99	
	10. Utilities & Miscellaneous Expenses	988.95	7.77	
	11. Custom Work & Specialized Labour	428.73	3.37	
	12. Operating Interest Paid	135.40	1.06	
	13. Paid Labour & Benefits (21.91 hours)	307.12	2.41	
	14. Unpaid Labour (111.57 hours)	1,115.72	8.76	
VARIABLE COSTS		17,642.23	138.55	2.96
(C)	1. Cash/Share Rent & Land Lease	5,995.76	47.09	
	2. Taxes, Water Rates, Lic. & Insurance	281.90	2.21	
	3. Equipment & Building a) Depreciation	3,388.29	26.61	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	104.90	.82	
TOTAL CAPITAL COSTS		9,770.86	76.73	1.64
(D)	CASH COSTS (B+C-B14-C3)	22,909.08	179.91	3.84
(E)	TOTAL PRODUCTION COSTS (B+C)	27,413.10	215.29	4.59
(F)	GROSS MARGIN (A-D)	20,088.92	157.77	3.37
	RETURN TO UNPAID LABOUR(A-E+B14)	16,700.63	131.16	2.80
	RETURN TO INVESTMENT (A-E+C4) 37.9 %	15,689.81	123.22	2.63
	RETURN TO EQUITY (A-E)	15,584.90	122.39	2.61
INVESTMENT				
	Land	.00	.00	
	Buildings	9,224.63	72.44	
	Machinery	32,201.99	252.90	
	Irr. Machinery	.00	.00	
	TOTAL	41,426.63	325.34	
MANAGEMENT				
	Yield Per Acre (Bushel)		46.86	
	Expected Market Price Per Bushel		7.11	

2010 Crops Enterprise Analysis

All Dryland Alfalfa/Grass Hay

Acres Cropped: 153.13

Enterprises: 24

		Total \$	\$/Acre	\$/Tonne
(A)	1. Crop Sales - Imputed Value of Production	12,808.55	83.65	55.22
	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		12,808.55	83.65	55.22
(B)	1. Seed & Seed Cleaning	.00	.00	
	2. Fertilizer Rates: 5N 2P	222.81	1.46	
	3. Chemicals	.00	.00	
	4. Hail / Crop Insurance & Program Premiums	573.36	3.74	
	5. Trucking & Marketing	.00	.00	
	6. Fuel	537.10	3.51	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,057.20	6.90	
	9. Repairs - Buildings	64.89	.42	
	10. Utilities & Miscellaneous Expenses	781.31	5.10	
	11. Custom Work & Specialized Labour	.00	.00	
	12. Operating Interest Paid	94.57	.62	
	13. Paid Labour & Benefits (50.41 hours)	598.83	3.91	
	14. Unpaid Labour (56.42 hours)	564.24	3.68	
VARIABLE COSTS		4,494.30	29.35	19.38
(C)	1. Cash/Share Rent & Land Lease	268.00	1.75	
	2. Taxes, Water Rates, Lic. & Insurance	225.59	1.47	
	3. Equipment & Building a) Depreciation	1,880.89	12.28	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	831.51	5.43	
TOTAL CAPITAL COSTS		3,205.99	20.94	13.82
(D)	CASH COSTS (B+C-B14-C3)	5,255.17	34.32	22.66
(E)	TOTAL PRODUCTION COSTS (B+C)	7,700.30	50.29	33.20
(F)	GROSS MARGIN (A-D)	7,553.37	49.33	32.57
	RETURN TO UNPAID LABOUR(A-E+B14)	5,672.49	37.04	24.46
	RETURN TO INVESTMENT (A-E+C4) 8.2 %	5,939.76	38.79	25.61
	RETURN TO EQUITY (A-E)	5,108.25	33.36	22.02
INVESTMENT				
	Land	52,665.00	343.93	
	Buildings	1,536.46	10.03	
	Machinery	17,886.27	116.81	
	Irr. Machinery	.00	.00	
	TOTAL	72,087.73	470.78	
MANAGEMENT				
	Yield Per Acre (Tonne)		1.51	
	Expected Market Price Per Tonne		55.22	

2010 Crops Enterprise Analysis

All Dryland Alfalfa/Grass Hay		Group AVG	Top 1/3 AVG
Acres Cropped:		153.13	326.88
Enterprises:		24	8
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	83.65	82.16
	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		83.65	82.16
(B)	1. Seed & Seed Cleaning	.00	.00
	2. Fertilizer	1.46	.00
	3. Chemicals	.00	.00
	4. Hail / Crop Insurance & Program Premiums	3.74	2.60
	5. Trucking & Marketing	.00	.00
	6. Fuel	3.51	2.68
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	6.90	6.17
	9. Repairs - Buildings	.42	.19
	10. Utilities & Miscellaneous Expenses	5.10	5.29
	11. Custom Work & Specialized Labour	.00	.00
	12. Operating Interest Paid	.62	.52
	13. Paid Labour & Benefits	3.91	5.16
	14. Unpaid Labour	3.68	2.88
VARIABLE COSTS		29.35	25.48
(C)	1. Cash/Share Rent & Land Lease	1.75	1.95
	2. Taxes, Water Rates, Lic. & Insurance	1.47	.85
	3. Equipment & Building	12.28	11.26
	a) Depreciation		
	b) Lease Payments	.00	.00
	4. Paid Capital Interest	5.43	3.61
TOTAL CAPITAL COSTS		20.94	17.67
(D)	CASH COSTS (B+C-B14-C3)	34.32	29.01
(E)	TOTAL PRODUCTION COSTS (B+C)	50.29	43.15
(F)	GROSS MARGIN (A-D)	49.33	53.15
	RETURN TO UNPAID LABOUR(A-E+B14)	37.04	41.89
	RETURN TO INVESTMENT (A-E+C4)	38.79	42.62
	RETURN TO EQUITY (A-E)	33.36	39.01
INVESTMENT			
	Land	343.93	256.26
	Buildings	10.03	6.74
	Machinery	116.81	108.99
	Irr. Mach.	.00	.00
TOTAL		470.78	371.99
MANAGEMENT			
	Yield Per Acre (Tonne)	1.51	1.55
	Expected Market Price Per Tonne	55.22	53.09

2010 Crops Enterprise Analysis
Owned Dryland Alfalfa/Grass Hay

Acres Cropped: 64.75

Enterprises: 20

	Total \$	\$/Acre	\$/Tonne
(A) 1. Crop Sales - Imputed Value of Production	6,257.42	96.64	61.09
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	6,257.42	96.64	61.09
(B) 1. Seed & Seed Cleaning	.00	.00	
2. Fertilizer Rates: 6N 2P	267.37	4.13	
3. Chemicals	.00	.00	
4. Hail / Crop Insurance & Program Premiums	477.82	7.38	
5. Trucking & Marketing	.00	.00	
6. Fuel	360.42	5.57	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	583.92	9.02	
9. Repairs - Buildings	59.20	.91	
10. Utilities & Miscellaneous Expenses	313.89	4.85	
11. Custom Work & Specialized Labour	.00	.00	
12. Operating Interest Paid	54.14	.84	
13. Paid Labour & Benefits (6.76 hours)	48.30	.75	
14. Unpaid Labour (35.26 hours)	352.57	5.45	
VARIABLE COSTS	2,517.63	38.88	24.58
(C) 1. Cash/Share Rent & Land Lease	.00	.00	
2. Taxes, Water Rates, Lic. & Insurance	201.56	3.11	
3. Equipment & Building a) Depreciation	1,061.12	16.39	
b) Lease Payments	.00	.00	
4. Paid Capital Interest	677.66	10.47	
TOTAL CAPITAL COSTS	1,940.33	29.97	18.94
(D) CASH COSTS (B+C-B14-C3)	3,044.27	47.02	29.72
(E) TOTAL PRODUCTION COSTS (B+C)	4,457.96	68.85	43.52
(F) GROSS MARGIN (A-D)	3,213.15	49.62	31.37
RETURN TO UNPAID LABOUR(A-E+B14)	2,152.03	33.24	21.01
RETURN TO INVESTMENT (A-E+C4) 5.1 %	2,477.11	38.26	24.18
RETURN TO EQUITY (A-E)	1,799.46	27.79	17.57
INVESTMENT			
Land	37,998.00	586.84	
Buildings	1,196.67	18.48	
Machinery	9,743.84	150.48	
Irr. Machinery	.00	.00	
TOTAL	48,938.51	755.81	
MANAGEMENT			
Yield Per Acre (Tonne)		1.58	
Expected Market Price Per Tonne		61.09	

2010 Crops Enterprise Analysis

All Dryland Mixed Grass Hay

Acres Cropped: 95.50

Enterprises: 6

	Total \$	\$/Acre	\$/Tonne
(A) 1. Crop Sales - Imputed Value of Production	6,186.44	64.78	43.19
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	6,186.44	64.78	43.19
(B) 1. Seed & Seed Cleaning	.00	.00	
2. Fertilizer Rates: 8N 8P	82.08	.86	
3. Chemicals	.00	.00	
4. Hail / Crop Insurance & Program Premiums	451.36	4.73	
5. Trucking & Marketing	.00	.00	
6. Fuel	180.27	1.89	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	350.47	3.67	
9. Repairs - Buildings	66.11	.69	
10. Utilities & Miscellaneous Expenses	182.43	1.91	
11. Custom Work & Specialized Labour	533.33	5.58	
12. Operating Interest Paid	72.68	.76	
13. Paid Labour & Benefits (4.45 hours)	52.29	.55	
14. Unpaid Labour (57.81 hours)	578.06	6.05	
VARIABLE COSTS	2,549.08	26.69	17.80
(C) 1. Cash/Share Rent & Land Lease	150.00	1.57	
2. Taxes, Water Rates, Lic. & Insurance	191.09	2.00	
3. Equipment & Building a) Depreciation	1,368.33	14.33	
b) Lease Payments	114.03	1.19	
4. Paid Capital Interest	5.71	.06	
TOTAL CAPITAL COSTS	1,829.15	19.15	12.77
(D) CASH COSTS (B+C-B14-C3)	2,431.84	25.46	16.98
(E) TOTAL PRODUCTION COSTS (B+C)	4,378.23	45.85	30.57
(F) GROSS MARGIN (A-D)	3,754.60	39.32	26.21
RETURN TO UNPAID LABOUR(A-E+B14)	2,386.27	24.99	16.66
RETURN TO INVESTMENT (A-E+C4) 2.9 %	1,813.92	18.99	12.66
RETURN TO EQUITY (A-E)	1,808.21	18.93	12.62
INVESTMENT			
Land	47,616.67	498.60	
Buildings	1,900.42	19.90	
Machinery	14,075.06	147.38	
Irr. Machinery	.00	.00	
TOTAL	63,592.15	665.89	
MANAGEMENT			
Yield Per Acre (Tonne)		1.50	
Expected Market Price Per Tonne		43.19	

2010 Crops Enterprise Analysis

All Dryland Mixed Grass Hay		Group AVG	Top 1/3 AVG
Acres Cropped:		95.50	105.50
Enterprises:		6	2
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	64.78	84.43
	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		64.78	84.43
(B)	1. Seed & Seed Cleaning	.00	.00
	2. Fertilizer	.86	.00
	3. Chemicals	.00	.00
	4. Hail / Crop Insurance & Program Premiums	4.73	5.79
	5. Trucking & Marketing	.00	.00
	6. Fuel	1.89	1.97
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	3.67	2.50
	9. Repairs - Buildings	.69	1.21
	10. Utilities & Miscellaneous Expenses	1.91	1.61
	11. Custom Work & Specialized Labour	5.58	15.17
	12. Operating Interest Paid	.76	.22
	13. Paid Labour & Benefits	.55	1.14
	14. Unpaid Labour	6.05	2.97
VARIABLE COSTS		26.69	32.58
(C)	1. Cash/Share Rent & Land Lease	1.57	.00
	2. Taxes, Water Rates, Lic. & Insurance	2.00	1.29
	3. Equipment & Building	14.33	10.23
	a) Depreciation		
	b) Lease Payments	1.19	2.95
	4. Paid Capital Interest	.06	.16
TOTAL CAPITAL COSTS		19.15	14.64
(D)	CASH COSTS (B+C-B14-C3)	25.46	34.01
(E)	TOTAL PRODUCTION COSTS (B+C)	45.85	47.22
(F)	GROSS MARGIN (A-D)	39.32	50.41
	RETURN TO UNPAID LABOUR(A-E+B14)	24.99	40.18
	RETURN TO INVESTMENT (A-E+C4)	18.99	37.37
	RETURN TO EQUITY (A-E)	18.93	37.21
INVESTMENT			
	Land	498.60	575.83
	Buildings	19.90	15.33
	Machinery	147.38	106.27
	Irr. Mach.	.00	.00
TOTAL		665.89	697.42
MANAGEMENT			
	Yield Per Acre (Tonne)	1.50	1.44
	Expected Market Price Per Tonne	43.19	58.63

2010 Crops Enterprise Analysis
Owned Dryland Mixed Grass Hay

Acres Cropped: 102.60

Enterprises: 5

	Total \$	\$/Acre	\$/Tonne
(A) 1. Crop Sales - Imputed Value of Production	6,625.72	64.58	40.96
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	6,625.72	64.58	40.96
(B) 1. Seed & Seed Cleaning	.00	.00	
2. Fertilizer Rates: 10N 10P	98.50	.96	
3. Chemicals	.00	.00	
4. Hail / Crop Insurance & Program Premiums	541.63	5.28	
5. Trucking & Marketing	.00	.00	
6. Fuel	176.77	1.72	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	302.19	2.95	
9. Repairs - Buildings	66.55	.65	
10. Utilities & Miscellaneous Expenses	165.96	1.62	
11. Custom Work & Specialized Labour	640.00	6.24	
12. Operating Interest Paid	10.55	.10	
13. Paid Labour & Benefits (5.35 hours)	62.74	.61	
14. Unpaid Labour (66.73 hours)	667.28	6.50	
VARIABLE COSTS	2,732.16	26.63	16.89
(C) 1. Cash/Share Rent & Land Lease	.00	.00	
2. Taxes, Water Rates, Lic. & Insurance	173.76	1.69	
3. Equipment & Building a) Depreciation	1,599.32	15.59	
b) Lease Payments	124.65	1.21	
4. Paid Capital Interest	6.85	.07	
TOTAL CAPITAL COSTS	1,904.58	18.56	11.78
(D) CASH COSTS (B+C-B14-C3)	2,370.15	23.10	14.65
(E) TOTAL PRODUCTION COSTS (B+C)	4,636.74	45.19	28.67
(F) GROSS MARGIN (A-D)	4,255.58	41.48	26.31
RETURN TO UNPAID LABOUR(A-E+B14)	2,656.26	25.89	16.42
RETURN TO INVESTMENT (A-E+C4) 2.6 %	1,995.83	19.45	12.34
RETURN TO EQUITY (A-E)	1,988.98	19.39	12.30
INVESTMENT			
Land	57,140.00	556.92	
Buildings	2,189.47	21.34	
Machinery	16,481.21	160.64	
Irr. Machinery	.00	.00	
TOTAL	75,810.67	738.90	
MANAGEMENT			
Yield Per Acre (Tonne)		1.58	
Expected Market Price Per Tonne		40.96	

2010 Crops Enterprise Analysis

All Dryland Greenfeed

Acres Cropped: 80.25

Enterprises: 4

	Total \$	\$/Acre	\$/Tonne
(A) 1. Crop Sales - Imputed Value of Production	4,669.74	58.19	44.08
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	4,669.74	58.19	44.08
(B) 1. Seed & Seed Cleaning	921.00	11.48	
2. Fertilizer Rates: 20N 5P 10S	350.66	4.37	
3. Chemicals	307.87	3.84	
4. Hail / Crop Insurance & Program Premiums	700.24	8.73	
5. Trucking & Marketing	.00	.00	
6. Fuel	816.45	10.17	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	532.76	6.64	
9. Repairs - Buildings	10.00	.12	
10. Utilities & Miscellaneous Expenses	343.46	4.28	
11. Custom Work & Specialized Labour	330.00	4.11	
12. Operating Interest Paid	34.80	.43	
13. Paid Labour & Benefits (28.78 hours)	359.09	4.47	
14. Unpaid Labour (31.13 hours)	311.31	3.88	
VARIABLE COSTS	5,017.64	62.53	47.37
(C) 1. Cash/Share Rent & Land Lease	2,113.45	26.34	
2. Taxes, Water Rates, Lic. & Insurance	60.41	.75	
3. Equipment & Building a) Depreciation	734.75	9.16	
b) Lease Payments	.00	.00	
4. Paid Capital Interest	358.01	4.46	
TOTAL CAPITAL COSTS	3,266.62	40.71	30.84
(D) CASH COSTS (B+C-B14-C3)	7,238.20	90.20	68.33
(E) TOTAL PRODUCTION COSTS (B+C)	8,284.26	103.23	78.20
(F) GROSS MARGIN (A-D)	(2,568.46)	(32.01)	(24.25)
RETURN TO UNPAID LABOUR(A-E+B14)	(3,303.22)	(41.16)	(31.18)
RETURN TO INVESTMENT (A-E+C4) -30.6 %	(3,256.51)	(40.58)	(30.74)
RETURN TO EQUITY (A-E)	(3,614.52)	(45.04)	(34.12)
INVESTMENT			
Land	2,925.00	36.45	
Buildings	561.74	7.00	
Machinery	7,169.40	89.34	
Irr. Machinery	.00	.00	
TOTAL	10,656.14	132.79	
MANAGEMENT			
Yield Per Acre (Tonne)		1.32	
Expected Market Price Per Tonne		44.08	

2010 Crops Enterprise Analysis

All Dryland Greenfeed		Group AVG	Top 1/3 AVG
Acres Cropped:		80.25	55.00
Enterprises:		4	1
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	58.19	78.29
	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		58.19	78.29
(B)	1. Seed & Seed Cleaning	11.48	4.00
	2. Fertilizer	4.37	17.32
	3. Chemicals	3.84	9.65
	4. Hail / Crop Insurance & Program Premiums	8.73	4.95
	5. Trucking & Marketing	.00	.00
	6. Fuel	10.17	18.74
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	6.64	10.06
	9. Repairs - Buildings	.12	.00
	10. Utilities & Miscellaneous Expenses	4.28	4.38
	11. Custom Work & Specialized Labour	4.11	.00
	12. Operating Interest Paid	.43	.18
	13. Paid Labour & Benefits	4.47	.00
	14. Unpaid Labour	3.88	8.33
VARIABLE COSTS		62.53	77.61
(C)	1. Cash/Share Rent & Land Lease	26.34	4.60
	2. Taxes, Water Rates, Lic. & Insurance	.75	.70
	3. Equipment & Building	9.16	5.70
	a) Depreciation	.00	.00
	b) Lease Payments	.00	.00
	4. Paid Capital Interest	4.46	.57
TOTAL CAPITAL COSTS		40.71	11.57
(D)	CASH COSTS (B+C-B14-C3)	90.20	75.15
(E)	TOTAL PRODUCTION COSTS (B+C)	103.23	89.18
(F)	GROSS MARGIN (A-D)	(32.01)	3.14
	RETURN TO UNPAID LABOUR(A-E+B14)	(41.16)	(2.56)
	RETURN TO INVESTMENT (A-E+C4)	(40.58)	(10.32)
	RETURN TO EQUITY (A-E)	(45.04)	(10.89)
INVESTMENT			
	Land	36.45	.00
	Buildings	7.00	13.04
	Machinery	89.34	54.00
	Irr. Mach.	.00	.00
TOTAL		132.79	67.04
MANAGEMENT			
	Yield Per Acre (Tonne)	1.32	1.56
	Expected Market Price Per Tonne	44.08	50.06

2010 Crops Enterprise Analysis

Rented Dryland Greenfeed

Acres Cropped: 98.33

Enterprises: 3

		Total \$	\$/Acre	\$/Tonne
(A)	1. Crop Sales - Imputed Value of Production	5,436.10	55.28	43.33
	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		5,436.10	55.28	43.33
(B)	1. Seed & Seed Cleaning	1,193.33	12.14	
	2. Fertilizer Rates: 13N 3P 6S	317.53	3.23	
	3. Chemicals	336.92	3.43	
	4. Hail / Crop Insurance & Program Premiums	890.75	9.06	
	5. Trucking & Marketing	.00	.00	
	6. Fuel	926.23	9.42	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	623.19	6.34	
	9. Repairs - Buildings	13.33	.14	
	10. Utilities & Miscellaneous Expenses	419.06	4.26	
	11. Custom Work & Specialized Labour	440.00	4.47	
	12. Operating Interest Paid	44.83	.46	
	13. Paid Labour & Benefits (38.37 hours)	478.78	4.87	
	14. Unpaid Labour (34.29 hours)	342.87	3.49	
VARIABLE COSTS		6,026.82	61.29	48.04
(C)	1. Cash/Share Rent & Land Lease	2,817.93	28.66	
	2. Taxes, Water Rates, Lic. & Insurance	58.76	.60	
	3. Equipment & Building a) Depreciation	930.26	9.46	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	236.27	2.40	
TOTAL CAPITAL COSTS		4,043.23	41.12	32.23
(D)	CASH COSTS (B+C-B14-C3)	8,796.91	89.46	70.12
(E)	TOTAL PRODUCTION COSTS (B+C)	10,070.05	102.41	80.27
(F)	GROSS MARGIN (A-D)	(3,360.81)	(34.18)	(26.79)
	RETURN TO UNPAID LABOUR(A-E+B14)	(4,291.08)	(43.64)	(34.20)
	RETURN TO INVESTMENT (A-E+C4) -45.2 %	(4,397.68)	(44.72)	(35.05)
	RETURN TO EQUITY (A-E)	(4,633.95)	(47.12)	(36.94)
INVESTMENT				
	Land	.00	.00	
	Buildings	636.01	6.47	
	Machinery	9,091.20	92.45	
	Irr. Machinery	.00	.00	
	TOTAL	9,727.21	98.92	
MANAGEMENT				
	Yield Per Acre (Tonne)		1.28	
	Expected Market Price Per Tonne		43.33	

2010 Crops Enterprise Analysis

All Dryland Grain Silage

Acres Cropped: 244.43

Enterprises: 7

	Total \$	\$/Acre	\$/Tonne
(A) 1. Crop Sales - Imputed Value of Production	83,518.04	341.69	48.20
2. Crop Insurance Receipts	896.67	3.67	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	497.38	2.03	
GROSS RETURN	84,912.09	347.39	49.00
(B) 1. Seed & Seed Cleaning	2,841.21	11.62	
2. Fertilizer Rates: 10N 4P 0K 2S	1,248.00	5.11	
3. Chemicals	3,084.86	12.62	
4. Hail / Crop Insurance & Program Premiums	1,945.11	7.96	
5. Trucking & Marketing	.00	.00	
6. Fuel	2,027.04	8.29	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	1,311.80	5.37	
9. Repairs - Buildings	158.08	.65	
10. Utilities & Miscellaneous Expenses	1,286.17	5.26	
11. Custom Work & Specialized Labour	2,004.79	8.20	
12. Operating Interest Paid	148.65	.61	
13. Paid Labour & Benefits (101.78 hours)	1,224.31	5.01	
14. Unpaid Labour (63.05 hours)	630.46	2.58	
VARIABLE COSTS	17,910.47	73.27	10.34
(C) 1. Cash/Share Rent & Land Lease	2,069.53	8.47	
2. Taxes, Water Rates, Lic. & Insurance	1,192.96	4.88	
3. Equipment & Building a) Depreciation	2,499.28	10.22	
b) Lease Payments	178.63	.73	
4. Paid Capital Interest	10,327.68	42.25	
TOTAL CAPITAL COSTS	16,268.08	66.56	9.39
(D) CASH COSTS (B+C-B14-C3)	31,048.81	127.03	17.92
(E) TOTAL PRODUCTION COSTS (B+C)	34,178.55	139.83	19.73
(F) GROSS MARGIN (A-D)	53,863.28	220.36	31.09
RETURN TO UNPAID LABOUR(A-E+B14)	51,364.00	210.14	29.64
RETURN TO INVESTMENT (A-E+C4) 49.0 %	61,061.23	249.81	35.24
RETURN TO EQUITY (A-E)	50,733.54	207.56	29.28
INVESTMENT			
Land	98,228.57	401.87	
Buildings	1,916.98	7.84	
Machinery	24,429.76	99.95	
Irr. Machinery	.00	.00	
TOTAL	124,575.32	509.66	
MANAGEMENT			
Yield Per Acre (Tonne)		7.09	
Expected Market Price Per Tonne		48.20	

2010 Crops Enterprise Analysis

All Dryland Grain Silage		Group AVG	Top 1/3 AVG
Acres Cropped:		244.43	160.50
Enterprises:		7	2
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	341.69	399.99
	2. Crop Insurance Receipts	3.67	19.55
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	2.03	10.36
GROSS RETURN		347.39	429.91
(B)	1. Seed & Seed Cleaning	11.62	12.00
	2. Fertilizer	5.11	16.00
	3. Chemicals	12.62	4.00
	4. Hail / Crop Insurance & Program Premiums	7.96	6.36
	5. Trucking & Marketing	.00	.00
	6. Fuel	8.29	7.53
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	5.37	2.41
	9. Repairs - Buildings	.65	1.52
	10. Utilities & Miscellaneous Expenses	5.26	3.62
	11. Custom Work & Specialized Labour	8.20	20.00
	12. Operating Interest Paid	.61	.29
	13. Paid Labour & Benefits	5.01	1.50
	14. Unpaid Labour	2.58	1.04
VARIABLE COSTS		73.27	76.27
(C)	1. Cash/Share Rent & Land Lease	8.47	.00
	2. Taxes, Water Rates, Lic. & Insurance	4.88	1.09
	3. Equipment & Building	10.22	7.43
	a) Depreciation	.73	3.90
	b) Lease Payments	42.25	.21
	4. Paid Capital Interest	.21	.21
TOTAL CAPITAL COSTS		66.56	12.63
(D)	CASH COSTS (B+C-B14-C3)	127.03	80.43
(E)	TOTAL PRODUCTION COSTS (B+C)	139.83	88.90
(F)	GROSS MARGIN (A-D)	220.36	349.47
	RETURN TO UNPAID LABOUR(A-E+B14)	210.14	342.04
	RETURN TO INVESTMENT (A-E+C4)	249.81	341.22
	RETURN TO EQUITY (A-E)	207.56	341.01
INVESTMENT			
	Land	401.87	600.00
	Buildings	7.84	13.19
	Machinery	99.95	77.04
	Irr. Mach.	.00	.00
TOTAL		509.66	690.23
MANAGEMENT			
	Yield Per Acre (Tonne)	7.09	9.07
	Expected Market Price Per Tonne	48.20	44.09

2010 Crops Enterprise Analysis

Owned Dryland Grain Silage

Acres Cropped: 305.25

Enterprises: 4

		Total \$	\$/Acre	\$/Tonne
(A)	1. Crop Sales - Imputed Value of Production	107,024.57	350.61	47.81
	2. Crop Insurance Receipts	1,569.18	5.14	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	831.17	2.72	
	GROSS RETURN	109,424.92	358.48	48.88
(B)	1. Seed & Seed Cleaning	3,663.00	12.00	
	2. Fertilizer Rates: 7N 4P 2S	1,284.00	4.21	
	3. Chemicals	3,696.00	12.11	
	4. Hail / Crop Insurance & Program Premiums	2,760.39	9.04	
	5. Trucking & Marketing	.00	.00	
	6. Fuel	2,243.55	7.35	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,427.83	4.68	
	9. Repairs - Buildings	159.64	.52	
	10. Utilities & Miscellaneous Expenses	1,430.84	4.69	
	11. Custom Work & Specialized Labour	2,842.50	9.31	
	12. Operating Interest Paid	139.57	.46	
	13. Paid Labour & Benefits (118.86 hours)	1,466.86	4.81	
	14. Unpaid Labour (61.80 hours)	617.97	2.02	
	VARIABLE COSTS	21,732.16	71.19	9.71
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	1,940.76	6.36	
	3. Equipment & Building a) Depreciation	2,918.71	9.56	
	b) Lease Payments	312.60	1.02	
	4. Paid Capital Interest	17,677.34	57.91	
	TOTAL CAPITAL COSTS	22,849.41	74.85	10.21
(D)	CASH COSTS (B+C-B14-C3)	41,044.89	134.46	18.34
(E)	TOTAL PRODUCTION COSTS (B+C)	44,581.57	146.05	19.92
(F)	GROSS MARGIN (A-D)	68,380.02	224.01	30.55
	RETURN TO UNPAID LABOUR(A-E+B14)	65,461.31	214.45	29.24
	RETURN TO INVESTMENT (A-E+C4) 40.6 %	82,520.69	270.34	36.86
	RETURN TO EQUITY (A-E)	64,843.34	212.43	28.97
INVESTMENT				
	Land	171,900.00	563.14	
	Buildings	2,175.09	7.13	
	Machinery	28,967.40	94.90	
	Irr. Machinery	.00	.00	
	TOTAL	203,042.49	665.17	
MANAGEMENT				
	Yield Per Acre (Tonne)		7.33	
	Expected Market Price Per Tonne		47.81	

2010 Crops Enterprise Analysis

Rented Dryland Grain Silage

Acres Cropped: 163.33

Enterprises: 3

		Total \$	\$/Acre	\$/Tonne
(A)	1. Crop Sales - Imputed Value of Production	52,176.00	319.44	49.30
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	52.33	.32	
GROSS RETURN		52,228.33	319.77	49.35
(B)	1. Seed & Seed Cleaning	1,745.50	10.69	
	2. Fertilizer Rates: 15N 5P 2K 2S	1,200.00	7.35	
	3. Chemicals	2,270.00	13.90	
	4. Hail / Crop Insurance & Program Premiums	858.07	5.25	
	5. Trucking & Marketing	.00	.00	
	6. Fuel	1,738.36	10.64	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,157.08	7.08	
	9. Repairs - Buildings	155.99	.96	
	10. Utilities & Miscellaneous Expenses	1,093.28	6.69	
	11. Custom Work & Specialized Labour	887.83	5.44	
	12. Operating Interest Paid	160.76	.98	
	13. Paid Labour & Benefits (79.00 hours)	900.91	5.52	
	14. Unpaid Labour (64.71 hours)	647.11	3.96	
VARIABLE COSTS		12,814.89	78.46	12.11
(C)	1. Cash/Share Rent & Land Lease	4,828.90	29.56	
	2. Taxes, Water Rates, Lic. & Insurance	195.89	1.20	
	3. Equipment & Building a) Depreciation	1,940.04	11.88	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	528.13	3.23	
TOTAL CAPITAL COSTS		7,492.96	45.88	7.08
(D)	CASH COSTS (B+C-B14-C3)	17,720.70	108.49	16.74
(E)	TOTAL PRODUCTION COSTS (B+C)	20,307.85	124.33	19.19
(F)	GROSS MARGIN (A-D)	34,507.63	211.27	32.60
	RETURN TO UNPAID LABOUR(A-E+B14)	32,567.59	199.39	30.77
	RETURN TO INVESTMENT (A-E+C4) 162.6 %	32,448.61	198.66	30.66
	RETURN TO EQUITY (A-E)	31,920.48	195.43	30.16
INVESTMENT				
	Land	.00	.00	
	Buildings	1,572.84	9.63	
	Machinery	18,379.59	112.53	
	Irr. Machinery	.00	.00	
	TOTAL	19,952.43	122.16	
MANAGEMENT				
	Yield Per Acre (Tonne)		6.48	
	Expected Market Price Per Tonne		49.30	

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