

AgriProfit\$

**Cost and Return Profiles
for Selected 2007 Crops**

Brown Soil Zone

Alberta



TABLE OF CONTENTS *AgriProfit\$*

2007 Brown Soil Zone

OVERVIEW	1
CROPS	
Spring Wheat	2
Durum Wheat.....	6
Malt Barley	9
Roundup Ready Canola.....	12
Field Peas	15
FORAGES	
Alfalfa Grass Hay	18
Greenfeed	21
OTHER	
Summer fallow	24
DEFINITIONS AND ALLOCATIONS.....	27

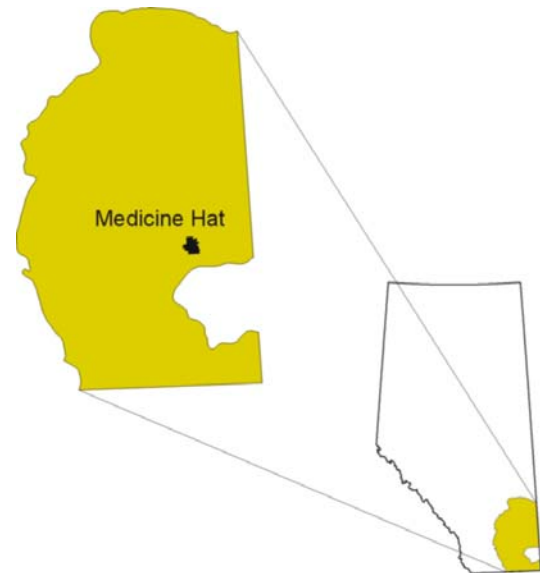
2007 Brown Soil Zone

The *AgriProfit\$* Business Analysis and Research Program provides a provincial overview of crop costs and returns. The Economics Unit annually collects cost of production information from producers and compiles regional benchmarks. Producers who participate are critical to providing a financial representation of the cropping industry.

Benchmarks have two levels of analysis, the group average and the top third average. The top third averages are based on the top one-third of the fields that have the highest return to equity. Fields are also analyzed by Owned land versus Rented land, as this too provides insight into differences in management.

Benchmarks allow for comparison of individual costs and returns to other producers in a similar production area. Benchmarks should not replace individual cropping and financial records. Strategic planning is more effective when individual costs are used. Managing costs is one of the most significant strategies to ensure profitability in a mature commodity market.

The top map shows the Brown Soil Zone in Alberta. Please note that farms highlighted within these zones may contain characteristics of neighbouring soil zones. However, this is the grouping method used for this study. The map on the bottom highlights locations of the 2007 participants.



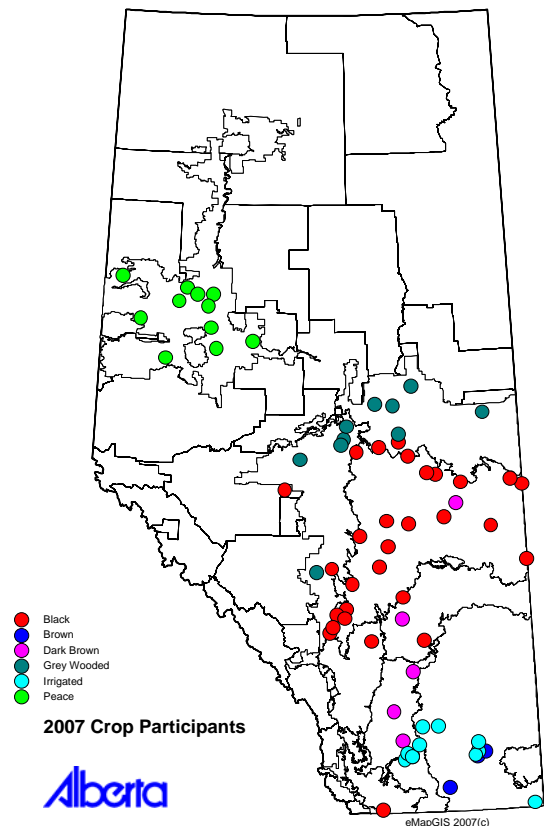
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2007 Crops Enterprise Analysis

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All Dryland Spring Wheat		Group AVG	Top 1/3 AVG
Acres Cropped:		100.48	153.14
Enterprises:		21	7
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	193.62	236.85
	2. Crop Insurance Receipts	10.80	.00
	3. Miscellaneous Receipts	6.93	5.66
	4. Government Program	.42	.74
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00
GROSS RETURN		211.76	243.26
(B)	1. Seed & Seed Cleaning	9.32	7.85
	2. Fertilizer	22.15	7.63
	3. Chemicals	15.24	13.37
	4. Hail / Crop Insurance & Program Premiums	9.64	9.82
	5. Trucking & Marketing	2.21	3.23
	6. Fuel	14.90	11.83
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	10.43	11.40
	9. Repairs - Buildings	.32	.14
	10. Utilities & Miscellaneous Expenses	11.35	9.89
	11. Custom Work & Specialized Labour	4.34	3.59
	12. Operating Interest Paid	.07	.12
	13. Paid Labour & Benefits	6.92	1.45
	14. Unpaid Labour	9.85	14.07
VARIABLE COSTS		116.73	94.39
(C)	1. Cash/Share Rent & Land Lease	8.35	8.68
	2. Taxes, Water Rates, Lic. & Insurance	5.02	4.73
	3. Equipment & Building a) Depreciation	18.11	14.99
	b) Lease Payments	.63	.78
	4. Paid Capital Interest	15.79	8.41
TOTAL CAPITAL COSTS		47.90	37.58
(D)	CASH COSTS (B+C-B14-C3)	136.66	102.91
(E)	TOTAL PRODUCTION COSTS (B+C)	164.63	131.96
(F)	GROSS MARGIN (A-D)	75.10	140.35
	RETURN TO UNPAID LABOUR(A-E+B14)	56.98	125.36
	RETURN TO INVESTMENT (A-E+C4)	62.92	119.70
	RETURN TO EQUITY (A-E)	47.13	111.29
INVESTMENT			
	Land	705.28	472.39
	Buildings	87.28	73.88
	Machinery	154.29	123.48
	Irr. Mach.	.00	.00
TOTAL		946.86	669.75
MANAGEMENT			
	Yield Per Acre (Bushel)	25.10	29.61
	Expected Market Price Per Bushel	7.71	8.00

2007 Crops Enterprise Analysis

All Dryland Spring Wheat

Acres Cropped: 100.48

Enterprises: 21

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	19,453.99	193.62	7.71
	2. Crop Insurance Receipts	1,084.91	10.80	
	3. Miscellaneous Receipts	696.31	6.93	
	4. Government Program	41.78	.42	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	21,277.00	211.76	8.44
(B)	1. Seed & Seed Cleaning	936.69	9.32	
	2. Fertilizer Rates: 42N 15P 6S	2,225.06	22.15	
	3. Chemicals	1,530.90	15.24	
	4. Hail / Crop Insurance & Program Premiums	968.67	9.64	
	5. Trucking & Marketing	222.01	2.21	
	6. Fuel	1,496.69	14.90	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,048.14	10.43	
	9. Repairs - Buildings	32.36	.32	
	10. Utilities & Miscellaneous Expenses	1,140.14	11.35	
	11. Custom Work & Specialized Labour	435.65	4.34	
	12. Operating Interest Paid	6.69	.07	
	13. Paid Labour & Benefits (32.13 hours)	695.76	6.92	
	14. Unpaid Labour (100.37 hours)	989.95	9.85	
	VARIABLE COSTS	11,728.70	116.73	4.65
(C)	1. Cash/Share Rent & Land Lease	838.62	8.35	
	2. Taxes, Water Rates, Lic. & Insurance	504.74	5.02	
	3. Equipment & Building a) Depreciation	1,819.87	18.11	
	b) Lease Payments	63.37	.63	
	4. Paid Capital Interest	1,586.04	15.79	
	TOTAL CAPITAL COSTS	4,812.63	47.90	1.91
(D)	CASH COSTS (B+C-B14-C3)	13,731.52	136.66	5.45
(E)	TOTAL PRODUCTION COSTS (B+C)	16,541.34	164.63	6.56
(F)	GROSS MARGIN (A-D)	7,545.48	75.10	2.99
	RETURN TO UNPAID LABOUR(A-E+B14)	5,725.61	56.98	2.27
	RETURN TO INVESTMENT (A-E+C4) 6.6 %	6,321.70	62.92	2.51
	RETURN TO EQUITY (A-E)	4,735.66	47.13	1.88
INVESTMENT				
	Land	70,864.29	705.28	
	Buildings	8,769.82	87.28	
	Machinery	15,502.54	154.29	
	Irr. Machinery	.00	.00	
	TOTAL	95,136.65	946.86	
MANAGEMENT				
	Yield Per Acre (Bushel)		25.10	
	Expected Market Price Per Bushel		7.71	

2007 Crops Enterprise Analysis

Owned Dryland Spring Wheat

Acres Cropped: 91.88

Enterprises: 17

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	18,452.05	200.82	7.73
	2. Crop Insurance Receipts	922.15	10.04	
	3. Miscellaneous Receipts	664.31	7.23	
	4. Government Program	32.19	.35	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	20,070.70	218.44	8.41
(B)	1. Seed & Seed Cleaning	843.21	9.18	
	2. Fertilizer Rates: 41N 15P 5S	2,118.60	23.06	
	3. Chemicals	1,416.35	15.41	
	4. Hail / Crop Insurance & Program Premiums	846.89	9.22	
	5. Trucking & Marketing	230.79	2.51	
	6. Fuel	1,391.30	15.14	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,098.29	11.95	
	9. Repairs - Buildings	31.93	.35	
	10. Utilities & Miscellaneous Expenses	1,123.45	12.23	
	11. Custom Work & Specialized Labour	482.86	5.26	
	12. Operating Interest Paid	5.16	.06	
	13. Paid Labour & Benefits (32.98 hours)	636.73	6.93	
	14. Unpaid Labour (94.04 hours)	929.79	10.12	
	VARIABLE COSTS	11,155.35	121.41	4.68
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	578.33	6.29	
	3. Equipment & Building a) Depreciation	1,683.74	18.32	
	b) Lease Payments	78.28	.85	
	4. Paid Capital Interest	1,920.70	20.90	
	TOTAL CAPITAL COSTS	4,261.05	46.38	1.79
(D)	CASH COSTS (B+C-B14-C3)	12,802.86	139.34	5.37
(E)	TOTAL PRODUCTION COSTS (B+C)	15,416.39	167.78	6.46
(F)	GROSS MARGIN (A-D)	7,267.83	79.10	3.05
	RETURN TO UNPAID LABOUR(A-E+B14)	5,584.10	60.77	2.34
	RETURN TO INVESTMENT (A-E+C4) 6.0 %	6,575.00	71.56	2.76
	RETURN TO EQUITY (A-E)	4,654.31	50.66	1.95
INVESTMENT				
	Land	87,538.24	952.72	
	Buildings	7,766.38	84.53	
	Machinery	14,509.78	157.92	
	Irr. Machinery	.00	.00	
	TOTAL	109,814.40	1,195.16	
MANAGEMENT				
	Yield Per Acre (Bushel)		25.96	
	Expected Market Price Per Bushel		7.73	

2007 Crops Enterprise Analysis

Rented Dryland Spring Wheat

Acres Cropped: 137.00

Enterprises: 4

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	23,712.24	173.08	7.65
	2. Crop Insurance Receipts	1,776.67	12.97	
	3. Miscellaneous Receipts	832.33	6.08	
	4. Government Program	82.52	.60	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	26,403.75	192.73	8.52
(B)	1. Seed & Seed Cleaning	1,334.00	9.74	
	2. Fertilizer Rates: 45N 15P 11S	2,677.50	19.54	
	3. Chemicals	2,017.70	14.73	
	4. Hail / Crop Insurance & Program Premiums	1,486.24	10.85	
	5. Trucking & Marketing	184.69	1.35	
	6. Fuel	1,944.62	14.19	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	835.03	6.10	
	9. Repairs - Buildings	34.18	.25	
	10. Utilities & Miscellaneous Expenses	1,211.06	8.84	
	11. Custom Work & Specialized Labour	235.03	1.72	
	12. Operating Interest Paid	13.21	.10	
	13. Paid Labour & Benefits (28.53 hours)	946.60	6.91	
	14. Unpaid Labour (127.27 hours)	1,245.61	9.09	
	VARIABLE COSTS	14,165.47	103.40	4.57
(C)	1. Cash/Share Rent & Land Lease	4,402.73	32.14	
	2. Taxes, Water Rates, Lic. & Insurance	191.97	1.40	
	3. Equipment & Building a) Depreciation	2,398.44	17.51	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	163.73	1.20	
	TOTAL CAPITAL COSTS	7,156.87	52.24	2.31
(D)	CASH COSTS (B+C-B14-C3)	17,678.29	129.04	5.70
(E)	TOTAL PRODUCTION COSTS (B+C)	21,322.34	155.64	6.88
(F)	GROSS MARGIN (A-D)	8,725.47	63.69	2.82
	RETURN TO UNPAID LABOUR(A-E+B14)	6,327.02	46.18	2.04
	RETURN TO INVESTMENT (A-E+C4) 16.0 %	5,245.14	38.29	1.69
	RETURN TO EQUITY (A-E)	5,081.41	37.09	1.64
INVESTMENT				
	Land	.00	.00	
	Buildings	13,034.42	95.14	
	Machinery	19,721.80	143.95	
	Irr. Machinery	.00	.00	
	TOTAL	32,756.22	239.10	
MANAGEMENT				
	Yield Per Acre (Bushel)		22.62	
	Expected Market Price Per Bushel		7.65	

2007 Crops Enterprise Analysis

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All Dryland Durum		Group AVG	Top 1/3 AVG
Acres Cropped:		95.58	78.25
Enterprises:		12	4
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	357.10	418.08
	2. Crop Insurance Receipts	.00	.00
	3. Miscellaneous Receipts	5.48	6.63
	4. Government Program	.57	.52
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00
GROSS RETURN		363.15	425.23
(B)	1. Seed & Seed Cleaning	12.95	12.93
	2. Fertilizer	10.91	11.96
	3. Chemicals	11.99	14.61
	4. Hail / Crop Insurance & Program Premiums	10.64	10.18
	5. Trucking & Marketing	4.24	3.80
	6. Fuel	12.57	12.97
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	12.99	15.00
	9. Repairs - Buildings	.17	.24
	10. Utilities & Miscellaneous Expenses	10.14	12.32
	11. Custom Work & Specialized Labour	4.23	6.00
	12. Operating Interest Paid	.71	.08
	13. Paid Labour & Benefits	3.13	2.42
	14. Unpaid Labour	13.33	14.00
VARIABLE COSTS		107.99	116.51
(C)	1. Cash/Share Rent & Land Lease	14.96	.00
	2. Taxes, Water Rates, Lic. & Insurance	4.40	5.75
	3. Equipment & Building a) Depreciation	14.68	16.06
	b) Lease Payments	3.33	1.30
	4. Paid Capital Interest	8.66	12.37
TOTAL CAPITAL COSTS		46.04	35.48
(D)	CASH COSTS (B+C-B14-C3)	126.01	121.93
(E)	TOTAL PRODUCTION COSTS (B+C)	154.02	151.98
(F)	GROSS MARGIN (A-D)	237.14	303.30
	RETURN TO UNPAID LABOUR(A-E+B14)	222.46	287.24
	RETURN TO INVESTMENT (A-E+C4)	217.79	285.62
	RETURN TO EQUITY (A-E)	209.13	273.25
INVESTMENT			
	Land	428.16	676.68
	Buildings	64.59	69.40
	Machinery	129.33	137.84
	Irr. Mach.	.00	.00
TOTAL		622.08	883.92
MANAGEMENT			
	Yield Per Acre (Bushel)	31.21	36.59
	Expected Market Price Per Bushel	11.44	11.43

2007 Crops Enterprise Analysis

All Dryland Durum

Acres Cropped: 95.58

Enterprises: 12

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	34,132.95	357.10	11.44
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	523.71	5.48	
	4. Government Program	54.39	.57	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	34,711.05	363.15	11.63
(B)	1. Seed & Seed Cleaning	1,237.33	12.95	
	2. Fertilizer Rates: 29N 9P	1,043.11	10.91	
	3. Chemicals	1,145.57	11.99	
	4. Hail / Crop Insurance & Program Premiums	1,017.19	10.64	
	5. Trucking & Marketing	404.85	4.24	
	6. Fuel	1,201.60	12.57	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,241.77	12.99	
	9. Repairs - Buildings	15.91	.17	
	10. Utilities & Miscellaneous Expenses	969.17	10.14	
	11. Custom Work & Specialized Labour	404.69	4.23	
	12. Operating Interest Paid	67.71	.71	
	13. Paid Labour & Benefits (29.92 hours)	298.76	3.13	
	14. Unpaid Labour (129.18 hours)	1,273.93	13.33	
	VARIABLE COSTS	10,321.60	107.99	3.46
(C)	1. Cash/Share Rent & Land Lease	1,430.00	14.96	
	2. Taxes, Water Rates, Lic. & Insurance	420.97	4.40	
	3. Equipment & Building a) Depreciation	1,403.56	14.68	
	b) Lease Payments	318.10	3.33	
	4. Paid Capital Interest	827.64	8.66	
	TOTAL CAPITAL COSTS	4,400.27	46.04	1.47
(D)	CASH COSTS (B+C-B14-C3)	12,044.38	126.01	4.04
(E)	TOTAL PRODUCTION COSTS (B+C)	14,721.88	154.02	4.93
(F)	GROSS MARGIN (A-D)	22,666.67	237.14	7.60
	RETURN TO UNPAID LABOUR(A-E+B14)	21,263.10	222.46	7.13
	RETURN TO INVESTMENT (A-E+C4) 35.0 %	20,816.81	217.79	6.98
	RETURN TO EQUITY (A-E)	19,989.17	209.13	6.70
INVESTMENT				
	Land	40,925.00	428.16	
	Buildings	6,174.03	64.59	
	Machinery	12,361.90	129.33	
	Irr. Machinery	.00	.00	
	TOTAL	59,460.93	622.08	
MANAGEMENT				
	Yield Per Acre (Bushel)		31.21	
	Expected Market Price Per Bushel		11.44	

2007 Crops Enterprise Analysis

Owned Dryland Durum

Acres Cropped: 71.50

Enterprises: 10

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	26,951.94	376.95	11.35
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	496.61	6.95	
	4. Government Program	32.05	.45	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	27,480.60	384.34	11.57
(B)	1. Seed & Seed Cleaning	895.60	12.53	
	2. Fertilizer Rates: 32N 10P	1,011.73	14.15	
	3. Chemicals	866.27	12.12	
	4. Hail / Crop Insurance & Program Premiums	691.09	9.67	
	5. Trucking & Marketing	285.34	3.99	
	6. Fuel	954.63	13.35	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,157.74	16.19	
	9. Repairs - Buildings	19.09	.27	
	10. Utilities & Miscellaneous Expenses	938.37	13.12	
	11. Custom Work & Specialized Labour	485.62	6.79	
	12. Operating Interest Paid	5.13	.07	
	13. Paid Labour & Benefits (24.46 hours)	195.69	2.74	
	14. Unpaid Labour (100.94 hours)	998.85	13.97	
	VARIABLE COSTS	8,505.15	118.95	3.58
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	416.76	5.83	
	3. Equipment & Building a) Depreciation	1,173.53	16.41	
	b) Lease Payments	105.34	1.47	
	4. Paid Capital Interest	935.04	13.08	
	TOTAL CAPITAL COSTS	2,630.68	36.79	1.11
(D)	CASH COSTS (B+C-B14-C3)	8,963.44	125.36	3.77
(E)	TOTAL PRODUCTION COSTS (B+C)	11,135.83	155.75	4.69
(F)	GROSS MARGIN (A-D)	18,517.15	258.98	7.80
	RETURN TO UNPAID LABOUR(A-E+B14)	17,343.62	242.57	7.30
	RETURN TO INVESTMENT (A-E+C4) 26.9 %	17,279.81	241.68	7.27
	RETURN TO EQUITY (A-E)	16,344.77	228.60	6.88
INVESTMENT				
	Land	49,110.00	686.85	
	Buildings	4,855.66	67.91	
	Machinery	10,195.30	142.59	
	Irr. Machinery	.00	.00	
	TOTAL	64,160.96	897.36	
MANAGEMENT				
	Yield Per Acre (Bushel)		33.22	
	Expected Market Price Per Bushel		11.35	

2007 Crops Enterprise Analysis

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All Dryland Malt Barley		Group AVG	Top 1/3 AVG
Acres Cropped:		75.00	68.75
Enterprises:		12	4
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	144.27	210.35
	2. Crop Insurance Receipts	45.40	45.40
	3. Miscellaneous Receipts	8.48	8.48
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00
GROSS RETURN		198.15	264.23
(B)	1. Seed & Seed Cleaning	12.00	12.00
	2. Fertilizer	38.00	38.00
	3. Chemicals	20.00	20.00
	4. Hail / Crop Insurance & Program Premiums	11.49	11.40
	5. Trucking & Marketing	.00	.00
	6. Fuel	19.50	19.50
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	6.17	6.17
	9. Repairs - Buildings	.57	.57
	10. Utilities & Miscellaneous Expenses	12.20	12.20
	11. Custom Work & Specialized Labour	3.95	3.95
	12. Operating Interest Paid	.00	.00
	13. Paid Labour & Benefits	15.91	15.91
	14. Unpaid Labour	2.46	2.46
VARIABLE COSTS		142.26	142.17
(C)	1. Cash/Share Rent & Land Lease	35.95	42.00
	2. Taxes, Water Rates, Lic. & Insurance	.70	.00
	3. Equipment & Building a) Depreciation	22.87	22.87
	b) Lease Payments	.00	.00
	4. Paid Capital Interest	5.21	1.80
TOTAL CAPITAL COSTS		64.74	66.68
(D)	CASH COSTS (B+C-B14-C3)	181.66	183.51
(E)	TOTAL PRODUCTION COSTS (B+C)	206.99	208.85
(F)	GROSS MARGIN (A-D)	16.49	80.72
	RETURN TO UNPAID LABOUR(A-E+B14)	(6.38)	57.85
	RETURN TO INVESTMENT (A-E+C4)	(3.63)	57.19
	RETURN TO EQUITY (A-E)	(8.84)	55.39
INVESTMENT			
	Land	141.67	.00
	Buildings	114.12	114.12
	Machinery	198.51	198.51
	Irr. Mach.	.00	.00
TOTAL		454.29	312.63
MANAGEMENT			
	Yield Per Acre (Bushel)	28.18	41.08
	Expected Market Price Per Bushel	5.12	5.12

2007 Crops Enterprise Analysis

All Dryland Malt Barley

Acres Cropped: 75.00

Enterprises: 12

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	10,820.27	144.27	5.12
	2. Crop Insurance Receipts	3,405.00	45.40	
	3. Miscellaneous Receipts	636.35	8.48	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	14,861.62	198.15	7.03
(B)	1. Seed & Seed Cleaning	900.00	12.00	
	2. Fertilizer Rates: 60N 15P 6S	2,850.00	38.00	
	3. Chemicals	1,500.00	20.00	
	4. Hail / Crop Insurance & Program Premiums	861.75	11.49	
	5. Trucking & Marketing	.00	.00	
	6. Fuel	1,462.71	19.50	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	462.49	6.17	
	9. Repairs - Buildings	43.09	.57	
	10. Utilities & Miscellaneous Expenses	915.37	12.20	
	11. Custom Work & Specialized Labour	296.25	3.95	
	12. Operating Interest Paid	.00	.00	
	13. Paid Labour & Benefits (35.96 hours)	1,193.20	15.91	
	14. Unpaid Labour (18.44 hours)	184.41	2.46	
	VARIABLE COSTS	10,669.27	142.26	5.05
(C)	1. Cash/Share Rent & Land Lease	2,696.53	35.95	
	2. Taxes, Water Rates, Lic. & Insurance	52.38	.70	
	3. Equipment & Building a) Depreciation	1,715.41	22.87	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	390.91	5.21	
	TOTAL CAPITAL COSTS	4,855.22	64.74	2.30
(D)	CASH COSTS (B+C-B14-C3)	13,624.67	181.66	6.45
(E)	TOTAL PRODUCTION COSTS (B+C)	15,524.49	206.99	7.35
(F)	GROSS MARGIN (A-D)	1,236.95	16.49	.59
	RETURN TO UNPAID LABOUR(A-E+B14)	(478.46)	(6.38)	(.23)
	RETURN TO INVESTMENT (A-E+C4) -.8 %	(271.96)	(3.63)	(.13)
	RETURN TO EQUITY (A-E)	(662.87)	(8.84)	(.31)
INVESTMENT				
	Land	10,625.00	141.67	
	Buildings	8,558.67	114.12	
	Machinery	14,888.39	198.51	
	Irr. Machinery	.00	.00	
	TOTAL	34,072.05	454.29	
MANAGEMENT				
	Yield Per Acre (Bushel)		28.18	
	Expected Market Price Per Bushel		5.12	

2007 Crops Enterprise Analysis

Rented Dryland Malt Barley

Acres Cropped: 81.50

Enterprises: 10

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	11,269.12	138.27	5.12
	2. Crop Insurance Receipts	3,700.10	45.40	
	3. Miscellaneous Receipts	691.50	8.48	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	15,660.72	192.16	7.12
(B)	1. Seed & Seed Cleaning	978.00	12.00	
	2. Fertilizer Rates: 60N 15P 6S	3,097.00	38.00	
	3. Chemicals	1,630.00	20.00	
	4. Hail / Crop Insurance & Program Premiums	935.67	11.48	
	5. Trucking & Marketing	.00	.00	
	6. Fuel	1,589.48	19.50	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	502.57	6.17	
	9. Repairs - Buildings	46.82	.57	
	10. Utilities & Miscellaneous Expenses	994.70	12.20	
	11. Custom Work & Specialized Labour	321.93	3.95	
	12. Operating Interest Paid	.00	.00	
	13. Paid Labour & Benefits (39.07 hours)	1,296.61	15.91	
	14. Unpaid Labour (20.04 hours)	200.39	2.46	
	VARIABLE COSTS	11,593.17	142.25	5.27
(C)	1. Cash/Share Rent & Land Lease	3,235.83	39.70	
	2. Taxes, Water Rates, Lic. & Insurance	.00	.00	
	3. Equipment & Building a) Depreciation	1,864.08	22.87	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	146.95	1.80	
	TOTAL CAPITAL COSTS	5,246.86	64.38	2.38
(D)	CASH COSTS (B+C-B14-C3)	14,775.56	181.30	6.71
(E)	TOTAL PRODUCTION COSTS (B+C)	16,840.03	206.63	7.65
(F)	GROSS MARGIN (A-D)	885.16	10.86	.40
	RETURN TO UNPAID LABOUR(A-E+B14)	(978.92)	(12.01)	(.44)
	RETURN TO INVESTMENT (A-E+C4) -4.1 %	(1,032.36)	(12.67)	(.47)
	RETURN TO EQUITY (A-E)	(1,179.31)	(14.47)	(.54)
INVESTMENT				
	Land	.00	.00	
	Buildings	9,300.42	114.12	
	Machinery	16,178.71	198.51	
	Irr. Machinery	.00	.00	
	TOTAL	25,479.13	312.63	
MANAGEMENT				
	Yield Per Acre (Bushel)		27.01	
	Expected Market Price Per Bushel		5.12	

2007 Crops Enterprise Analysis

All Dryland Roundup Ready Canola

Group AVG

Top 1/3 AVG

Acres Cropped:

89.50

55.00

Enterprises:

6

2

\$/Acre

\$/Acre

(A)	1. Crop Sales - Imputed Value of Production	200.16	337.37
	2. Crop Insurance Receipts	.00	.00
	3. Miscellaneous Receipts	8.48	8.48
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00
	GROSS RETURN	208.65	345.85
(B)	1. Seed & Seed Cleaning	25.00	25.00
	2. Fertilizer	45.00	45.00
	3. Chemicals	23.00	23.00
	4. Hail / Crop Insurance & Program Premiums	23.39	21.24
	5. Trucking & Marketing	.00	.00
	6. Fuel	19.50	19.50
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	6.17	6.17
	9. Repairs - Buildings	.57	.57
	10. Utilities & Miscellaneous Expenses	12.20	12.20
	11. Custom Work & Specialized Labour	3.95	3.95
	12. Operating Interest Paid	.00	.00
	13. Paid Labour & Benefits	15.91	15.91
	14. Unpaid Labour	2.46	2.46
	VARIABLE COSTS	177.16	175.01
(C)	1. Cash/Share Rent & Land Lease	17.28	42.00
	2. Taxes, Water Rates, Lic. & Insurance	4.54	.00
	3. Equipment & Building a) Depreciation	22.87	22.87
	b) Lease Payments	.00	.00
	4. Paid Capital Interest	23.98	1.80
	TOTAL CAPITAL COSTS	68.68	66.68
(D)	CASH COSTS (B+C-B14-C3)	220.51	216.35
(E)	TOTAL PRODUCTION COSTS (B+C)	245.84	241.68
(F)	GROSS MARGIN (A-D)	(11.86)	129.50
	RETURN TO UNPAID LABOUR(A-E+B14)	(34.73)	106.63
	RETURN TO INVESTMENT (A-E+C4)	(13.21)	105.97
	RETURN TO EQUITY (A-E)	(37.19)	104.17
INVESTMENT			
	Land	921.79	.00
	Buildings	114.12	114.12
	Machinery	198.51	198.51
	Irr. Mach.	.00	.00
	TOTAL	1,234.42	312.63
MANAGEMENT			
	Yield Per Acre (Bushel)	20.64	34.78
	Expected Market Price Per Bushel	9.70	9.70

2007 Crops Enterprise Analysis

All Dryland Roundup Ready Canola

Acres Cropped: 89.50

Enterprises: 6

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	17,914.61	200.16	9.70
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	759.38	8.48	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	18,673.99	208.65	10.11
(B)	1. Seed & Seed Cleaning	2,237.50	25.00	
	2. Fertilizer Rates: 60N 20P 15S	4,027.50	45.00	
	3. Chemicals	2,058.50	23.00	
	4. Hail / Crop Insurance & Program Premiums	2,093.84	23.39	
	5. Trucking & Marketing	.00	.00	
	6. Fuel	1,745.50	19.50	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	551.91	6.17	
	9. Repairs - Buildings	51.42	.57	
	10. Utilities & Miscellaneous Expenses	1,092.34	12.20	
	11. Custom Work & Specialized Labour	353.53	3.95	
	12. Operating Interest Paid	.00	.00	
	13. Paid Labour & Benefits (42.91 hours)	1,423.88	15.91	
	14. Unpaid Labour (22.01 hours)	220.06	2.46	
	VARIABLE COSTS	15,855.98	177.16	8.59
(C)	1. Cash/Share Rent & Land Lease	1,546.29	17.28	
	2. Taxes, Water Rates, Lic. & Insurance	406.69	4.54	
	3. Equipment & Building a) Depreciation	2,047.05	22.87	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	2,146.64	23.98	
	TOTAL CAPITAL COSTS	6,146.67	68.68	3.33
(D)	CASH COSTS (B+C-B14-C3)	19,735.54	220.51	10.69
(E)	TOTAL PRODUCTION COSTS (B+C)	22,002.65	245.84	11.91
(F)	GROSS MARGIN (A-D)	(1,061.55)	(11.86)	(.57)
	RETURN TO UNPAID LABOUR(A-E+B14)	(3,108.60)	(34.73)	(1.68)
	RETURN TO INVESTMENT (A-E+C4) -1.1 %	(1,182.03)	(13.21)	(.64)
	RETURN TO EQUITY (A-E)	(3,328.67)	(37.19)	(1.80)
INVESTMENT				
	Land	82,500.00	921.79	
	Buildings	10,213.35	114.12	
	Machinery	17,766.81	198.51	
	Irr. Machinery	.00	.00	
	TOTAL	110,480.15	1,234.42	
MANAGEMENT				
	Yield Per Acre (Bushel)		20.64	
	Expected Market Price Per Bushel		9.70	

2007 Crops Enterprise Analysis

Rented Dryland Roundup Ready Canola

Acres Cropped: 51.75

Enterprises: 4

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	14,246.39	275.29	9.70
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	439.08	8.48	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	14,685.47	283.78	10.00
(B)	1. Seed & Seed Cleaning	1,293.75	25.00	
	2. Fertilizer Rates: 60N 20P 15S	2,328.75	45.00	
	3. Chemicals	1,190.25	23.00	
	4. Hail / Crop Insurance & Program Premiums	1,164.89	22.51	
	5. Trucking & Marketing	.00	.00	
	6. Fuel	1,009.27	19.50	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	319.12	6.17	
	9. Repairs - Buildings	29.73	.57	
	10. Utilities & Miscellaneous Expenses	631.61	12.20	
	11. Custom Work & Specialized Labour	204.41	3.95	
	12. Operating Interest Paid	.00	.00	
	13. Paid Labour & Benefits (24.81 hours)	823.31	15.91	
	14. Unpaid Labour (12.72 hours)	127.24	2.46	
	VARIABLE COSTS	9,122.33	176.28	6.21
(C)	1. Cash/Share Rent & Land Lease	2,319.43	44.82	
	2. Taxes, Water Rates, Lic. & Insurance	.00	.00	
	3. Equipment & Building a) Depreciation	1,183.63	22.87	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	93.31	1.80	
	TOTAL CAPITAL COSTS	3,596.38	69.50	2.45
(D)	CASH COSTS (B+C-B14-C3)	11,407.83	220.44	7.77
(E)	TOTAL PRODUCTION COSTS (B+C)	12,718.70	245.77	8.66
(F)	GROSS MARGIN (A-D)	3,277.65	63.34	2.23
	RETURN TO UNPAID LABOUR(A-E+B14)	2,094.02	40.46	1.43
	RETURN TO INVESTMENT (A-E+C4) 12.7 %	2,060.08	39.81	1.40
	RETURN TO EQUITY (A-E)	1,966.77	38.01	1.34
INVESTMENT				
	Land	.00	.00	
	Buildings	5,905.48	114.12	
	Machinery	10,272.99	198.51	
	Irr. Machinery	.00	.00	
	TOTAL	16,178.47	312.63	
MANAGEMENT				
	Yield Per Acre (Bushel)		28.38	
	Expected Market Price Per Bushel		9.70	

2007 Crops Enterprise Analysis

AgriProfit\$

All Dryland Peas		Group AVG	Top 1/3 AVG
Acres Cropped:		105.67	70.00
Enterprises:		6	2
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	213.68	272.34
	2. Crop Insurance Receipts	.00	.00
	3. Miscellaneous Receipts	8.92	8.92
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00
GROSS RETURN		222.60	281.27
(B)	1. Seed & Seed Cleaning	16.00	16.00
	2. Fertilizer	6.29	6.29
	3. Chemicals	14.50	14.50
	4. Hail / Crop Insurance & Program Premiums	6.25	6.25
	5. Trucking & Marketing	5.16	5.16
	6. Fuel	18.06	18.06
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	23.57	23.57
	9. Repairs - Buildings	.46	.46
	10. Utilities & Miscellaneous Expenses	18.12	18.12
	11. Custom Work & Specialized Labour	11.73	11.73
	12. Operating Interest Paid	.00	.00
	13. Paid Labour & Benefits	4.73	4.73
	14. Unpaid Labour	13.81	13.81
VARIABLE COSTS		138.68	138.68
(C)	1. Cash/Share Rent & Land Lease	.00	.00
	2. Taxes, Water Rates, Lic. & Insurance	6.34	6.34
	3. Equipment & Building a) Depreciation	18.61	18.61
	b) Lease Payments	2.54	2.54
	4. Paid Capital Interest	17.46	17.46
TOTAL CAPITAL COSTS		44.96	44.96
(D)	CASH COSTS (B+C-B14-C3)	151.21	151.21
(E)	TOTAL PRODUCTION COSTS (B+C)	183.64	183.64
(F)	GROSS MARGIN (A-D)	71.39	130.05
	RETURN TO UNPAID LABOUR(A-E+B14)	52.78	111.44
	RETURN TO INVESTMENT (A-E+C4)	56.42	115.09
	RETURN TO EQUITY (A-E)	38.96	97.62
INVESTMENT			
	Land	750.00	750.00
	Buildings	58.70	58.70
	Machinery	172.05	172.05
	Irr. Mach.	.00	.00
TOTAL		980.76	980.76
MANAGEMENT			
	Yield Per Acre (Bushel)	27.82	30.75
	Expected Market Price Per Bushel	7.68	8.86

2007 Crops Enterprise Analysis

All Dryland Peas

Acres Cropped: 105.67

Enterprises: 6

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	22,578.81	213.68	7.68
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	942.87	8.92	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	23,521.68	222.60	8.00
(B)	1. Seed & Seed Cleaning	1,690.67	16.00	
	2. Fertilizer Rates: 12N 25P 10S	664.64	6.29	
	3. Chemicals	1,532.17	14.50	
	4. Hail / Crop Insurance & Program Premiums	660.42	6.25	
	5. Trucking & Marketing	545.20	5.16	
	6. Fuel	1,908.05	18.06	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	2,490.89	23.57	
	9. Repairs - Buildings	48.73	.46	
	10. Utilities & Miscellaneous Expenses	1,914.38	18.12	
	11. Custom Work & Specialized Labour	1,239.47	11.73	
	12. Operating Interest Paid	.00	.00	
	13. Paid Labour & Benefits (62.43 hours)	499.46	4.73	
	14. Unpaid Labour (145.97 hours)	1,459.67	13.81	
	VARIABLE COSTS	14,653.74	138.68	4.98
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	670.37	6.34	
	3. Equipment & Building a) Depreciation	1,966.73	18.61	
	b) Lease Payments	268.87	2.54	
	4. Paid Capital Interest	1,845.06	17.46	
	TOTAL CAPITAL COSTS	4,751.04	44.96	1.62
(D)	CASH COSTS (B+C-B14-C3)	15,978.38	151.21	5.43
(E)	TOTAL PRODUCTION COSTS (B+C)	19,404.78	183.64	6.60
(F)	GROSS MARGIN (A-D)	7,543.30	71.39	2.57
	RETURN TO UNPAID LABOUR(A-E+B14)	5,576.57	52.78	1.90
	RETURN TO INVESTMENT (A-E+C4) 5.8 %	5,961.96	56.42	2.03
	RETURN TO EQUITY (A-E)	4,116.90	38.96	1.40
INVESTMENT				
	Land	79,250.00	750.00	
	Buildings	6,203.10	58.70	
	Machinery	18,180.34	172.05	
	Irr. Machinery	.00	.00	
	TOTAL	103,633.44	980.76	
MANAGEMENT				
	Yield Per Acre (Bushel)		27.82	
	Expected Market Price Per Bushel		7.68	

2007 Crops Enterprise Analysis

Owned Dryland Peas

Acres Cropped: 105.67

Enterprises: 6

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	22,578.81	213.68	7.68
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	942.87	8.92	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	23,521.68	222.60	8.00
(B)	1. Seed & Seed Cleaning	1,690.67	16.00	
	2. Fertilizer Rates: 12N 25P 10S	664.64	6.29	
	3. Chemicals	1,532.17	14.50	
	4. Hail / Crop Insurance & Program Premiums	660.42	6.25	
	5. Trucking & Marketing	545.20	5.16	
	6. Fuel	1,908.05	18.06	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	2,490.89	23.57	
	9. Repairs - Buildings	48.73	.46	
	10. Utilities & Miscellaneous Expenses	1,914.38	18.12	
	11. Custom Work & Specialized Labour	1,239.47	11.73	
	12. Operating Interest Paid	.00	.00	
	13. Paid Labour & Benefits (62.43 hours)	499.46	4.73	
	14. Unpaid Labour (145.97 hours)	1,459.67	13.81	
	VARIABLE COSTS	14,653.74	138.68	4.98
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	670.37	6.34	
	3. Equipment & Building a) Depreciation	1,966.73	18.61	
	b) Lease Payments	268.87	2.54	
	4. Paid Capital Interest	1,845.06	17.46	
	TOTAL CAPITAL COSTS	4,751.04	44.96	1.62
(D)	CASH COSTS (B+C-B14-C3)	15,978.38	151.21	5.43
(E)	TOTAL PRODUCTION COSTS (B+C)	19,404.78	183.64	6.60
(F)	GROSS MARGIN (A-D)	7,543.30	71.39	2.57
	RETURN TO UNPAID LABOUR(A-E+B14)	5,576.57	52.78	1.90
	RETURN TO INVESTMENT (A-E+C4) 5.8 %	5,961.96	56.42	2.03
	RETURN TO EQUITY (A-E)	4,116.90	38.96	1.40
INVESTMENT				
	Land	79,250.00	750.00	
	Buildings	6,203.10	58.70	
	Machinery	18,180.34	172.05	
	Irr. Machinery	.00	.00	
	TOTAL	103,633.44	980.76	
MANAGEMENT				
	Yield Per Acre (Bushel)		27.82	
	Expected Market Price Per Bushel		7.68	

2007 Crops Enterprise Analysis

AgriProfit\$

All Dryland Alfalfa/Grass Hay		Group AVG	Top 1/3 AVG
Acres Cropped:		41.10	21.67
Enterprises:		10	3
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	125.97	167.56
	2. Crop Insurance Receipts	2.05	.00
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	4.86	.00
GROSS RETURN		132.88	167.56
(B)	1. Seed & Seed Cleaning	.00	.00
	2. Fertilizer	12.94	.00
	3. Chemicals	3.08	.00
	4. Hail / Crop Insurance & Program Premiums	.28	.00
	5. Trucking & Marketing	.00	.00
	6. Fuel	4.96	4.51
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	5.06	5.15
	9. Repairs - Buildings	.00	.00
	10. Utilities & Miscellaneous Expenses	7.39	10.51
	11. Custom Work & Specialized Labour	2.84	.00
	12. Operating Interest Paid	.19	.00
	13. Paid Labour & Benefits	6.55	11.60
	14. Unpaid Labour	9.99	8.83
VARIABLE COSTS		53.28	40.61
(C)	1. Cash/Share Rent & Land Lease	5.08	.00
	2. Taxes, Water Rates, Lic. & Insurance	2.27	2.72
	3. Equipment & Building a) Depreciation	16.56	14.67
	b) Lease Payments	.00	.00
	4. Paid Capital Interest	.06	.00
TOTAL CAPITAL COSTS		23.98	17.39
(D)	CASH COSTS (B+C-B14-C3)	50.72	34.50
(E)	TOTAL PRODUCTION COSTS (B+C)	77.26	58.00
(F)	GROSS MARGIN (A-D)	82.16	133.06
	RETURN TO UNPAID LABOUR(A-E+B14)	65.61	118.39
	RETURN TO INVESTMENT (A-E+C4)	55.68	109.56
	RETURN TO EQUITY (A-E)	55.62	109.56
INVESTMENT			
	Land	750.85	1,100.00
	Buildings	67.78	111.94
	Machinery	130.74	94.22
	Irr. Mach.	.00	.00
TOTAL		949.37	1,306.16
MANAGEMENT			
	Yield Per Acre (Tonne)	1.64	2.17
	Expected Market Price Per Tonne	76.62	77.16

2007 Crops Enterprise Analysis

All Dryland Alfalfa/Grass Hay

Acres Cropped: 41.10

Enterprises: 10

		Total \$	\$/Acre	\$/Tonne
(A)	1. Crop Sales - Imputed Value of Production	5,177.25	125.97	76.62
	2. Crop Insurance Receipts	84.34	2.05	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	199.82	4.86	
	GROSS RETURN	5,461.42	132.88	80.83
(B)	1. Seed & Seed Cleaning	.00	.00	
	2. Fertilizer Rates: 20N 10P	531.91	12.94	
	3. Chemicals	126.66	3.08	
	4. Hail / Crop Insurance & Program Premiums	11.58	.28	
	5. Trucking & Marketing	.00	.00	
	6. Fuel	203.84	4.96	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	207.80	5.06	
	9. Repairs - Buildings	.00	.00	
	10. Utilities & Miscellaneous Expenses	303.86	7.39	
	11. Custom Work & Specialized Labour	116.91	2.84	
	12. Operating Interest Paid	7.68	.19	
	13. Paid Labour & Benefits (17.95 hours)	269.27	6.55	
	14. Unpaid Labour (41.05 hours)	410.47	9.99	
	VARIABLE COSTS	2,189.98	53.28	32.41
(C)	1. Cash/Share Rent & Land Lease	208.97	5.08	
	2. Taxes, Water Rates, Lic. & Insurance	93.33	2.27	
	3. Equipment & Building a) Depreciation	680.49	16.56	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	2.63	.06	
	TOTAL CAPITAL COSTS	985.42	23.98	14.58
(D)	CASH COSTS (B+C-B14-C3)	2,084.44	50.72	30.85
(E)	TOTAL PRODUCTION COSTS (B+C)	3,175.40	77.26	47.00
(F)	GROSS MARGIN (A-D)	3,376.97	82.16	49.98
	RETURN TO UNPAID LABOUR(A-E+B14)	2,696.49	65.61	39.91
	RETURN TO INVESTMENT (A-E+C4) 5.9 %	2,288.65	55.68	33.87
	RETURN TO EQUITY (A-E)	2,286.02	55.62	33.83
INVESTMENT				
	Land	30,860.00	750.85	
	Buildings	2,785.92	67.78	
	Machinery	5,373.36	130.74	
	Irr. Machinery	.00	.00	
	TOTAL	39,019.28	949.37	
MANAGEMENT				
	Yield Per Acre (Tonne)		1.64	
	Expected Market Price Per Tonne		76.62	

2007 Crops Enterprise Analysis
Owned Dryland Alfalfa/Grass Hay

Acres Cropped: 38.00

Enterprises: 8

		Total \$	\$/Acre	\$/Tonne
(A)	1. Crop Sales - Imputed Value of Production	5,490.95	144.50	76.53
	2. Crop Insurance Receipts	46.98	1.24	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	15.93	.42	
	GROSS RETURN	5,553.86	146.15	77.40
(B)	1. Seed & Seed Cleaning	.00	.00	
	2. Fertilizer Rates: 15N 7P	296.27	7.80	
	3. Chemicals	.00	.00	
	4. Hail / Crop Insurance & Program Premiums	6.45	.17	
	5. Trucking & Marketing	.00	.00	
	6. Fuel	181.66	4.78	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	193.61	5.09	
	9. Repairs - Buildings	.00	.00	
	10. Utilities & Miscellaneous Expenses	328.48	8.64	
	11. Custom Work & Specialized Labour	62.89	1.65	
	12. Operating Interest Paid	4.28	.11	
	13. Paid Labour & Benefits (21.68 hours)	325.22	8.56	
	14. Unpaid Labour (36.21 hours)	362.07	9.53	
	VARIABLE COSTS	1,760.92	46.34	24.54
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	101.52	2.67	
	3. Equipment & Building a) Depreciation	600.65	15.81	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	1.47	.04	
	TOTAL CAPITAL COSTS	703.63	18.52	9.81
(D)	CASH COSTS (B+C-B14-C3)	1,501.84	39.52	20.93
(E)	TOTAL PRODUCTION COSTS (B+C)	2,464.55	64.86	34.35
(F)	GROSS MARGIN (A-D)	4,052.02	106.63	56.47
	RETURN TO UNPAID LABOUR(A-E+B14)	3,451.38	90.83	48.10
	RETURN TO INVESTMENT (A-E+C4) 6.7 %	3,090.77	81.34	43.08
	RETURN TO EQUITY (A-E)	3,089.31	81.30	43.06
INVESTMENT				
	Land	38,575.00	1,015.13	
	Buildings	3,242.86	85.34	
	Machinery	4,416.35	116.22	
	Irr. Machinery	.00	.00	
	TOTAL	46,234.21	1,216.69	
MANAGEMENT				
	Yield Per Acre (Tonne)		1.89	
	Expected Market Price Per Tonne		76.53	

2007 Crops Enterprise Analysis

AgriProfit\$

All Dryland Greenfeed		Group AVG	Top 1/3 AVG
Acres Cropped:		117.33	93.00
Enterprises:		6	2
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	79.83	67.40
	2. Crop Insurance Receipts	.62	1.64
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	6.47	17.13
GROSS RETURN		86.92	86.17
(B)	1. Seed & Seed Cleaning	1.10	2.92
	2. Fertilizer	.00	.00
	3. Chemicals	1.20	.00
	4. Hail / Crop Insurance & Program Premiums	6.01	4.54
	5. Trucking & Marketing	.00	.00
	6. Fuel	18.06	18.11
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	6.01	5.72
	9. Repairs - Buildings	.00	.00
	10. Utilities & Miscellaneous Expenses	8.01	6.78
	11. Custom Work & Specialized Labour	.00	.00
	12. Operating Interest Paid	.06	.15
	13. Paid Labour & Benefits	12.06	9.00
	14. Unpaid Labour	10.70	10.86
VARIABLE COSTS		63.21	58.08
(C)	1. Cash/Share Rent & Land Lease	.83	.00
	2. Taxes, Water Rates, Lic. & Insurance	3.05	2.95
	3. Equipment & Building a) Depreciation	17.76	18.01
	b) Lease Payments	.00	.00
	4. Paid Capital Interest	.02	.05
TOTAL CAPITAL COSTS		21.66	21.01
(D)	CASH COSTS (B+C-B14-C3)	56.41	50.22
(E)	TOTAL PRODUCTION COSTS (B+C)	84.87	79.09
(F)	GROSS MARGIN (A-D)	30.51	35.95
	RETURN TO UNPAID LABOUR(A-E+B14)	12.75	17.94
	RETURN TO INVESTMENT (A-E+C4)	2.07	7.13
	RETURN TO EQUITY (A-E)	2.05	7.08
INVESTMENT			
	Land	1,023.30	987.10
	Buildings	117.79	90.51
	Machinery	121.43	135.24
	Irr. Mach.	.00	.00
TOTAL		1,262.52	1,212.85
MANAGEMENT			
	Yield Per Acre (Tonne)	1.20	1.03
	Expected Market Price Per Tonne	66.32	65.59

2007 Crops Enterprise Analysis

All Dryland Greenfeed

Acres Cropped: 117.33

Enterprises: 6

		Total \$	\$/Acre	\$/Tonne
(A)	1. Crop Sales - Imputed Value of Production	9,367.25	79.83	66.32
	2. Crop Insurance Receipts	72.83	.62	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	758.83	6.47	
	GROSS RETURN	10,198.91	86.92	72.21
(B)	1. Seed & Seed Cleaning	129.33	1.10	
	2. Fertilizer Rates:	.00	.00	
	3. Chemicals	141.00	1.20	
	4. Hail / Crop Insurance & Program Premiums	705.61	6.01	
	5. Trucking & Marketing	.00	.00	
	6. Fuel	2,119.51	18.06	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	705.04	6.01	
	9. Repairs - Buildings	.00	.00	
	10. Utilities & Miscellaneous Expenses	939.36	8.01	
	11. Custom Work & Specialized Labour	.00	.00	
	12. Operating Interest Paid	6.63	.06	
	13. Paid Labour & Benefits (94.36 hours)	1,415.36	12.06	
	14. Unpaid Labour (125.51 hours)	1,255.15	10.70	
	VARIABLE COSTS	7,416.99	63.21	52.51
(C)	1. Cash/Share Rent & Land Lease	97.65	.83	
	2. Taxes, Water Rates, Lic. & Insurance	357.56	3.05	
	3. Equipment & Building a) Depreciation	2,083.55	17.76	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	2.27	.02	
	TOTAL CAPITAL COSTS	2,541.03	21.66	17.99
(D)	CASH COSTS (B+C-B14-C3)	6,619.32	56.41	46.86
(E)	TOTAL PRODUCTION COSTS (B+C)	9,958.01	84.87	70.50
(F)	GROSS MARGIN (A-D)	3,579.59	30.51	25.34
	RETURN TO UNPAID LABOUR(A-E+B14)	1,496.05	12.75	10.59
	RETURN TO INVESTMENT (A-E+C4) .2 %	243.17	2.07	1.72
	RETURN TO EQUITY (A-E)	240.90	2.05	1.71
INVESTMENT				
	Land	120,066.67	1,023.30	
	Buildings	13,820.67	117.79	
	Machinery	14,248.17	121.43	
	Irr. Machinery	.00	.00	
	TOTAL	148,135.51	1,262.52	
MANAGEMENT				
	Yield Per Acre (Tonne)		1.20	
	Expected Market Price Per Tonne		66.32	

2007 Crops Enterprise Analysis

Owned Dryland Greenfeed

Acres Cropped: 134.80

Enterprises: 5

		Total \$	\$/Acre	\$/Tonne
(A)	1. Crop Sales - Imputed Value of Production	11,217.29	83.21	66.33
	2. Crop Insurance Receipts	61.18	.45	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	637.13	4.73	
	GROSS RETURN	11,915.61	88.39	70.46
(B)	1. Seed & Seed Cleaning	108.64	.81	
	2. Fertilizer Rates:	.00	.00	
	3. Chemicals	.00	.00	
	4. Hail / Crop Insurance & Program Premiums	843.13	6.25	
	5. Trucking & Marketing	.00	.00	
	6. Fuel	2,434.05	18.06	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	816.37	6.06	
	9. Repairs - Buildings	.00	.00	
	10. Utilities & Miscellaneous Expenses	1,107.86	8.22	
	11. Custom Work & Specialized Labour	.00	.00	
	12. Operating Interest Paid	5.57	.04	
	13. Paid Labour & Benefits (112.89 hours)	1,693.33	12.56	
	14. Unpaid Labour (143.84 hours)	1,438.43	10.67	
	VARIABLE COSTS	8,447.38	62.67	49.95
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	422.28	3.13	
	3. Equipment & Building a) Depreciation	2,388.12	17.72	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	1.91	.01	
	TOTAL CAPITAL COSTS	2,812.31	20.86	16.63
(D)	CASH COSTS (B+C-B14-C3)	7,433.14	55.14	43.95
(E)	TOTAL PRODUCTION COSTS (B+C)	11,259.69	83.53	66.58
(F)	GROSS MARGIN (A-D)	4,482.47	33.25	26.51
	RETURN TO UNPAID LABOUR(A-E+B14)	2,094.34	15.54	12.38
	RETURN TO INVESTMENT (A-E+C4) .4 %	657.82	4.88	3.89
	RETURN TO EQUITY (A-E)	655.91	4.87	3.88
INVESTMENT				
	Land	144,080.00	1,068.84	
	Buildings	16,477.35	122.24	
	Machinery	16,065.87	119.18	
	Irr. Machinery	.00	.00	
	TOTAL	176,623.22	1,310.26	
MANAGEMENT				
	Yield Per Acre (Tonne)		1.25	
	Expected Market Price Per Tonne		66.33	

2007 Crops Enterprise Analysis

AgriProfit\$

All Dryland Summerfallow		Group AVG	Top 1/3 AVG
Acres Cropped:		515.00	622.00
Enterprises:		4	1
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	.00	.00
	2. Crop Insurance Receipts	.00	.00
	3. Miscellaneous Receipts	4.16	4.23
	4. Government Program	.61	1.06
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00
GROSS RETURN		4.77	5.29
(B)	1. Seed & Seed Cleaning	.00	.00
	2. Fertilizer	.00	.00
	3. Chemicals	4.72	.00
	4. Hail / Crop Insurance & Program Premiums	.00	.00
	5. Trucking & Marketing	2.37	2.38
	6. Fuel	8.36	7.08
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	9.14	6.04
	9. Repairs - Buildings	.09	.00
	10. Utilities & Miscellaneous Expenses	2.97	1.88
	11. Custom Work & Specialized Labour	.00	.00
	12. Operating Interest Paid	.10	.17
	13. Paid Labour & Benefits	1.81	.00
	14. Unpaid Labour	4.59	4.26
VARIABLE COSTS		34.14	21.81
(C)	1. Cash/Share Rent & Land Lease	.00	.00
	2. Taxes, Water Rates, Lic. & Insurance	3.92	2.48
	3. Equipment & Building a) Depreciation	18.57	13.39
	b) Lease Payments	.50	.00
	4. Paid Capital Interest	5.54	.73
TOTAL CAPITAL COSTS		28.53	16.59
(D)	CASH COSTS (B+C-B14-C3)	39.51	20.76
(E)	TOTAL PRODUCTION COSTS (B+C)	62.67	38.40
(F)	GROSS MARGIN (A-D)	(34.75)	(15.47)
	RETURN TO UNPAID LABOUR(A-E+B14)	(53.32)	(28.86)
	RETURN TO INVESTMENT (A-E+C4)	(52.36)	(32.38)
	RETURN TO EQUITY (A-E)	(57.90)	(33.11)
INVESTMENT			
	Land	565.32	.00
	Buildings	116.61	80.57
	Machinery	138.79	102.07
	Irr. Mach.	.00	.00
TOTAL		820.72	182.64
MANAGEMENT			
	Yield Per Acre ()	.00	.00
	Expected Market Price Per	0.00	0.00

2007 Crops Enterprise Analysis

All Dryland Summerfallow

Acres Cropped: 515.00

Enterprises: 4

		Total \$	\$/Acre	\$/
(A)	1. Crop Sales - Imputed Value of Production	.00	.00	0.00
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	2,142.64	4.16	
	4. Government Program	312.24	.61	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	2,454.88	4.77	0.00
(B)	1. Seed & Seed Cleaning	.00	.00	
	2. Fertilizer Rates:	.00	.00	
	3. Chemicals	2,431.01	4.72	
	4. Hail / Crop Insurance & Program Premiums	.00	.00	
	5. Trucking & Marketing	1,221.26	2.37	
	6. Fuel	4,304.34	8.36	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	4,704.56	9.14	
	9. Repairs - Buildings	46.69	.09	
	10. Utilities & Miscellaneous Expenses	1,530.66	2.97	
	11. Custom Work & Specialized Labour	.00	.00	
	12. Operating Interest Paid	50.00	.10	
	13. Paid Labour & Benefits (70.45 hours)	931.07	1.81	
	14. Unpaid Labour (239.22 hours)	2,361.50	4.59	
	VARIABLE COSTS	17,581.10	34.14	0.00
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	2,020.18	3.92	
	3. Equipment & Building a) Depreciation	9,562.92	18.57	
	b) Lease Payments	257.63	.50	
	4. Paid Capital Interest	2,852.10	5.54	
	TOTAL CAPITAL COSTS	14,692.83	28.53	0.00
(D)	CASH COSTS (B+C-B14-C3)	20,349.52	39.51	0.00
(E)	TOTAL PRODUCTION COSTS (B+C)	32,273.93	62.67	0.00
(F)	GROSS MARGIN (A-D)	(17,894.64)	(34.75)	0.00
	RETURN TO UNPAID LABOUR(A-E+B14)	(27,457.56)	(53.32)	0.00
	RETURN TO INVESTMENT (A-E+C4) -6.4 %	(26,966.96)	(52.36)	0.00
	RETURN TO EQUITY (A-E)	(29,819.06)	(57.90)	0.00
INVESTMENT				
	Land	291,137.50	565.32	
	Buildings	60,053.61	116.61	
	Machinery	71,477.16	138.79	
	Irr. Machinery	.00	.00	
	TOTAL	422,668.27	820.72	
MANAGEMENT				
	Yield Per Acre ()		.00	
	Expected Market Price Per		0.00	

2007 Crops Enterprise Analysis

Owned Dryland Summerfallow

Acres Cropped: 479.33

Enterprises: 3

		Total \$	\$/Acre	\$/
(A)	1. Crop Sales - Imputed Value of Production	.00	.00	0.00
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	1,980.73	4.13	
	4. Government Program	195.56	.41	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	2,176.29	4.54	0.00
(B)	1. Seed & Seed Cleaning	.00	.00	
	2. Fertilizer Rates:	.00	.00	
	3. Chemicals	3,241.35	6.76	
	4. Hail / Crop Insurance & Program Premiums	.00	.00	
	5. Trucking & Marketing	1,134.25	2.37	
	6. Fuel	4,270.56	8.91	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	5,020.41	10.47	
	9. Repairs - Buildings	62.26	.13	
	10. Utilities & Miscellaneous Expenses	1,651.74	3.45	
	11. Custom Work & Specialized Labour	.00	.00	
	12. Operating Interest Paid	31.31	.07	
	13. Paid Labour & Benefits (93.93 hours)	1,241.43	2.59	
	14. Unpaid Labour (228.56 hours)	2,266.37	4.73	
	VARIABLE COSTS	18,919.69	39.47	0.00
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	2,180.01	4.55	
	3. Equipment & Building a) Depreciation	9,974.83	20.81	
	b) Lease Payments	343.51	.72	
	4. Paid Capital Interest	3,651.78	7.62	
	TOTAL CAPITAL COSTS	16,150.14	33.69	0.00
(D)	CASH COSTS (B+C-B14-C3)	22,828.62	47.63	0.00
(E)	TOTAL PRODUCTION COSTS (B+C)	35,069.82	73.16	0.00
(F)	GROSS MARGIN (A-D)	(20,652.33)	(43.09)	0.00
	RETURN TO UNPAID LABOUR(A-E+B14)	(30,627.16)	(63.90)	0.00
	RETURN TO INVESTMENT (A-E+C4) -5.6 %	(29,241.75)	(61.01)	0.00
	RETURN TO EQUITY (A-E)	(32,893.53)	(68.62)	0.00
INVESTMENT				
	Land	388,183.33	809.84	
	Buildings	63,365.66	132.20	
	Machinery	74,140.58	154.67	
	Irr. Machinery	.00	.00	
	TOTAL	525,689.57	1,096.71	
MANAGEMENT				
	Yield Per Acre ()		.00	
	Expected Market Price Per		0.00	

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