

# AgriProfit\$

## 2017 Provincial Cost and Return Benchmarks for Crops and Forages: Dryland



AgriProfit\$ Business Analysis and Research Program

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Alberta Agriculture and Forestry, Government of Alberta  
October 2018  
2017 Provincial Cost and Return Benchmarks  
Crops and Forages: Dryland

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Any questions about the underlying assumptions or interpretation of this report can be addressed to Manglai

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# Overview

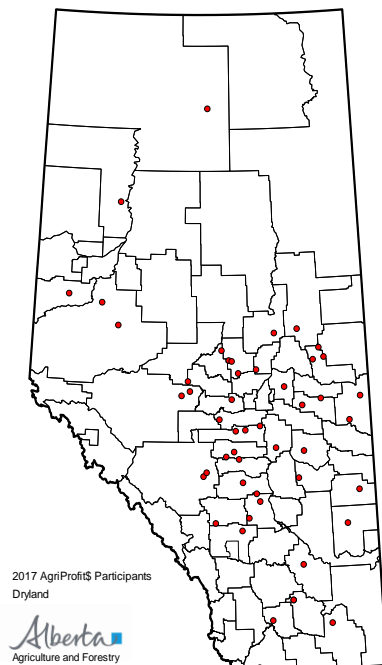
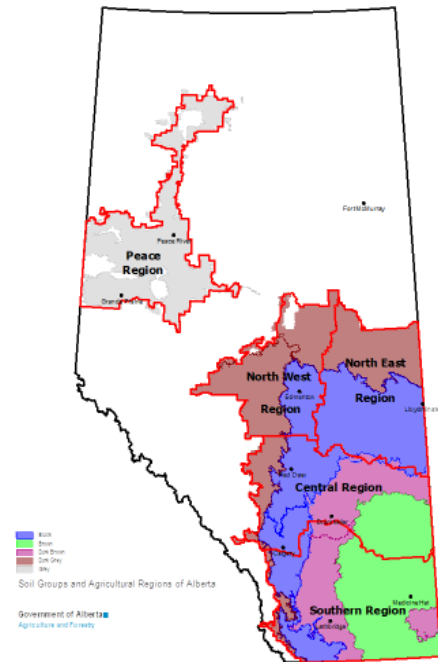
## 2017 Alberta Provincial Dryland Soil Zone

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

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

Benchmarks allow for comparison of individual crop costs and returns to other farms in a similar production area. Benchmarks should not replace individual cropping and financial records. There is a danger of over or underestimating costs and returns if basing them on regional and provincial 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 all the Soil Zones in Alberta. 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 dryland 2017 participants.



## 2017 Crop production in Alberta

In 2017, Alberta's production of field crops, including forages, totalled 33.5 million tonnes. Major crops production was at 24.8 million tonnes. Provincial average yields for most major crops fell from 2016, but were still higher than the 10-year averages. Total seeded areas of crops increased and total harvested area was also up in 2017. Forage production in 2017 was 8.7 million tonnes. There was lower production of tame hay while fodder corn production increased.

Total production of spring wheat in 2017 increased to 8.7 million tonnes, the second highest on record. Higher wheat production resulted from an increase in harvested area, compensating for a decline in yield. The provincial average yield was estimated at 55.5 bushels per acre, with harvested area at 5.8 million acres. Wheat prices ranged from about \$5.39 to \$6.34 per bushel.

Total barley production fell from 2016 to 3.9 million tonnes. The average barley yield was 71.8 bushels per acre, while harvested area declined to 2.5 million acres. The prices for feed barley ranged from approximately \$3.40 to \$4.26 per bushel.

Total canola production increased to a record 6.8 million tonnes. This resulted from a higher harvested area of 6.9 million acres and the average yield of 43.7 bushels per acre. The prices for canola fluctuated from around \$10.66 per bushel to \$11.66 per bushel.

Field Peas production fell to 2.0 million tonnes, due to a lower yield of 40.9 bushels per acre. Despite the production decline, it was still the second highest on record. The field peas market price was roughly \$7.48 per bushels in 2017.

2017 total oats production dropped to 609,200 tonnes on unchanged harvested area of 425,000 acres and an average yield of 92.9 bushels per acre. The oat market price was around \$3.07 per bushels.

# 2017 Crop Enterprise Analysis

Crop: Spring Wheat  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: All  
 Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$275.90	\$396.93	\$6.56	\$6.90
	2 Crop Insurance Receipts	\$2.23	\$3.08	\$0.05	\$0.05
	3 Misc. Receipts	\$2.07	\$1.71	\$0.05	\$0.03
	4 Government Program	\$1.26	\$0.01	\$0.03	\$0.00
	5 Additional Revenue From Straw / Grazing	\$1.09	\$3.18	\$0.03	\$0.06
	<b>Gross Return</b>	<b>\$282.55</b>	<b>\$404.91</b>	<b>\$6.72</b>	<b>\$7.04</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$19.92	\$27.17	\$0.47	\$0.47
	2 Fertilizer	\$50.19	\$51.43	\$1.19	\$0.39
	3 Chemicals	\$24.04	\$22.66	\$0.57	\$0.39
	4 Hail/Crop Insurance Premium	\$8.43	\$8.91	\$0.20	\$0.15
	5 Trucking and Marketing	\$1.24	\$0.81	\$0.03	\$0.01
	6 Fuel	\$16.41	\$17.34	\$0.39	\$0.30
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$18.83	\$17.86	\$0.45	\$0.31
	9 Buildings Repairs	\$2.42	\$0.43	\$0.06	\$0.01
	10 Utilities and Miscellaneous	\$13.87	\$16.55	\$0.33	\$0.29
	11 Custom Work	\$0.98	\$1.64	\$0.02	\$0.03
	12 Operating Interest Paid	\$0.40	\$0.45	\$0.01	\$0.01
	13 Paid Labour & Benefits	\$8.14	\$7.16	\$0.19	\$0.12
	14 Unpaid Labour & Benefits	\$16.29	\$19.07	\$0.39	\$0.33
	<b>Variable Costs</b>	<b>\$181.18</b>	<b>\$191.46</b>	<b>\$4.31</b>	<b>\$3.33</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$24.74	\$29.79	\$0.59	\$0.52
	2 Taxes, Water Rates, License and Ins.	\$8.08	\$3.94	\$0.19	\$0.07
	3 Equipment and Building: a) Depreciation	\$41.50	\$38.43	\$0.99	\$0.67
	b) Lease Payments	\$0.10	\$0.21	\$0.00	\$0.00
	4 Paid Capital Interest	\$5.16	\$5.92	\$0.12	\$0.10
	<b>Capital Costs</b>	<b>\$79.59</b>	<b>\$78.30</b>	<b>\$1.89</b>	<b>\$1.36</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$202.97</b>	<b>\$212.27</b>	<b>\$4.83</b>	<b>\$3.69</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$260.77</b>	<b>\$269.76</b>	<b>\$6.20</b>	<b>\$4.69</b>
	<b>Gross Margin (A-D)</b>	<b>\$79.58</b>	<b>\$192.65</b>	<b>\$1.89</b>	<b>\$3.35</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$38.08</b>	<b>\$154.22</b>	<b>\$0.91</b>	<b>\$2.68</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$26.95</b>	<b>\$141.08</b>	<b>\$0.64</b>	<b>\$2.45</b>
	<b>Return to Equity (A-E)</b>	<b>\$21.79</b>	<b>\$135.15</b>	<b>\$0.52</b>	<b>\$2.35</b>
<b>Investment</b>					
	Land	\$1,320.85	\$1,078.38		
	Buildings	\$93.31	\$87.40		
	Machinery (excluding Irrigation Machinery)	\$404.76	\$382.43		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$1,818.93</b>	<b>\$1,548.21</b>		
<b>Management</b>					
	Average Yield (Bushel/Acre)	42.05	57.54		
	Expected Price (\$/Bushel)	\$6.56	\$6.90		

# 2017 Crop Enterprise Analysis

Crop: Spring Wheat  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: Own  
 Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$257.46	\$395.75	\$6.63	\$6.62
	2 Crop Insurance Receipts	\$2.97	\$4.50	\$0.08	\$0.08
	3 Misc. Receipts	\$3.36	\$3.18	\$0.09	\$0.05
	4 Government Program	\$1.33	\$0.67	\$0.03	\$0.01
	5 Additional Revenue From Straw / Grazing	\$1.84	\$4.86	\$0.05	\$0.08
	<b>Gross Return</b>	<b>\$266.97</b>	<b>\$408.97</b>	<b>\$6.88</b>	<b>\$6.84</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$18.19	\$24.69	\$0.47	\$0.41
	2 Fertilizer	\$49.87	\$54.36	\$1.28	\$0.31
	3 Chemicals	\$20.97	\$18.77	\$0.54	\$0.31
	4 Hail/Crop Insurance Premium	\$11.11	\$15.53	\$0.29	\$0.26
	5 Trucking and Marketing	\$1.74	\$1.67	\$0.04	\$0.03
	6 Fuel	\$18.67	\$21.57	\$0.48	\$0.36
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$20.93	\$19.15	\$0.54	\$0.32
	9 Buildings Repairs	\$3.50	\$0.49	\$0.09	\$0.01
	10 Utilities and Miscellaneous	\$12.74	\$18.67	\$0.33	\$0.31
	11 Custom Work	\$1.66	\$2.25	\$0.04	\$0.04
	12 Operating Interest Paid	\$0.45	\$0.69	\$0.01	\$0.01
	13 Paid Labour & Benefits	\$9.36	\$11.63	\$0.24	\$0.19
	14 Unpaid Labour & Benefits	\$16.33	\$18.20	\$0.42	\$0.30
	<b>Variable Costs</b>	<b>\$185.53</b>	<b>\$207.67</b>	<b>\$4.78</b>	<b>\$3.48</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$0.00	\$0.00	\$0.00	\$0.00
	2 Taxes, Water Rates, License and Ins.	\$11.49	\$8.37	\$0.30	\$0.14
	3 Equipment and Building: a) Depreciation	\$51.24	\$53.51	\$1.32	\$0.90
	b) Lease Payments	\$0.16	\$0.37	\$0.00	\$0.01
	4 Paid Capital Interest	\$8.39	\$9.83	\$0.22	\$0.16
	<b>Capital Costs</b>	<b>\$71.28</b>	<b>\$72.09</b>	<b>\$1.84</b>	<b>\$1.21</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$189.25</b>	<b>\$208.05</b>	<b>\$4.87</b>	<b>\$3.48</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$256.81</b>	<b>\$279.76</b>	<b>\$6.61</b>	<b>\$4.68</b>
	<b>Gross Margin (A-D)</b>	<b>\$77.72</b>	<b>\$200.92</b>	<b>\$2.00</b>	<b>\$3.36</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$26.49</b>	<b>\$147.41</b>	<b>\$0.68</b>	<b>\$2.47</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$18.55</b>	<b>\$139.04</b>	<b>\$0.48</b>	<b>\$2.33</b>
	<b>Return to Equity (A-E)</b>	<b>\$10.16</b>	<b>\$129.21</b>	<b>\$0.26</b>	<b>\$2.16</b>
<b>Investment</b>					
	Land	\$2,537.61	\$2,343.07		
	Buildings	\$118.98	\$129.43		
	Machinery (excluding Irrigation Machinery)	\$501.30	\$526.72		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$3,157.89</b>	<b>\$2,999.22</b>		
<b>Management</b>					
	Average Yield (Bushel/Acre)	38.83	59.75		
	Expected Price (\$/Bushel)	\$6.63	\$6.62		

# 2017 Crop Enterprise Analysis

Crop: Spring Wheat  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: Rent  
 Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$295.54	\$393.36	\$6.50	\$7.26
	2 Crop Insurance Receipts	\$1.44	\$0.00	\$0.03	\$0.00
	3 Misc. Receipts	\$0.70	\$0.00	\$0.02	\$0.00
	4 Government Program	\$1.19	\$0.00	\$0.03	\$0.00
	5 Additional Revenue From Straw / Grazing	\$0.29	\$0.00	\$0.01	\$0.00
	<b>Gross Return</b>	<b>\$299.16</b>	<b>\$393.36</b>	<b>\$6.58</b>	<b>\$7.26</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$21.77	\$26.48	\$0.48	\$0.49
	2 Fertilizer	\$50.54	\$49.98	\$1.11	\$0.48
	3 Chemicals	\$27.31	\$26.08	\$0.60	\$0.48
	4 Hail/Crop Insurance Premium	\$5.58	\$2.04	\$0.12	\$0.04
	5 Trucking and Marketing	\$0.70	\$0.02	\$0.02	\$0.00
	6 Fuel	\$14.01	\$12.03	\$0.31	\$0.22
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$16.59	\$17.64	\$0.36	\$0.33
	9 Buildings Repairs	\$1.28	\$0.31	\$0.03	\$0.01
	10 Utilities and Miscellaneous	\$15.07	\$10.11	\$0.33	\$0.19
	11 Custom Work	\$0.25	\$0.00	\$0.01	\$0.00
	12 Operating Interest Paid	\$0.35	\$0.00	\$0.01	\$0.00
	13 Paid Labour & Benefits	\$6.85	\$6.36	\$0.15	\$0.12
	14 Unpaid Labour & Benefits	\$16.25	\$16.89	\$0.36	\$0.31
	<b>Variable Costs</b>	<b>\$176.54</b>	<b>\$167.95</b>	<b>\$3.88</b>	<b>\$3.10</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$51.10	\$60.38	\$1.12	\$1.11
	2 Taxes, Water Rates, License and Ins.	\$4.45	\$1.47	\$0.10	\$0.03
	3 Equipment and Building: a) Depreciation	\$31.13	\$27.45	\$0.68	\$0.51
	b) Lease Payments	\$0.04	\$0.00	\$0.00	\$0.00
	4 Paid Capital Interest	\$1.72	\$0.36	\$0.04	\$0.01
	<b>Capital Costs</b>	<b>\$88.44</b>	<b>\$89.66</b>	<b>\$1.94</b>	<b>\$1.65</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$217.60</b>	<b>\$213.27</b>	<b>\$4.78</b>	<b>\$3.93</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$264.98</b>	<b>\$257.60</b>	<b>\$5.82</b>	<b>\$4.75</b>
	<b>Gross Margin (A-D)</b>	<b>\$81.56</b>	<b>\$180.10</b>	<b>\$1.79</b>	<b>\$3.32</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$50.43</b>	<b>\$152.65</b>	<b>\$1.11</b>	<b>\$2.82</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$35.90</b>	<b>\$136.12</b>	<b>\$0.79</b>	<b>\$2.51</b>
	<b>Return to Equity (A-E)</b>	<b>\$34.18</b>	<b>\$135.76</b>	<b>\$0.75</b>	<b>\$2.50</b>
	<b>Investment</b>				
	Land	\$24.48	\$34.75		
	Buildings	\$65.95	\$68.79		
	Machinery (excluding Irrigation Machinery)	\$301.91	\$259.51		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$392.35</b>	<b>\$363.06</b>		
	<b>Management</b>				
	Average Yield (Bushel/Acre)	45.49	54.21		
	Expected Price (\$/Bushel)	\$6.50	\$7.26		



# 2017 Crop Enterprise Analysis

Crop: CPS Wheat  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: All  
 Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$445.60	\$543.21	\$5.74	\$5.92
	2 Crop Insurance Receipts	\$6.10	\$16.42	\$0.08	\$0.18
	3 Misc. Receipts	\$3.75	\$2.55	\$0.05	\$0.03
	4 Government Program	\$0.00	\$0.00	\$0.00	\$0.00
	5 Additional Revenue From Straw / Grazing	\$16.40	\$12.45	\$0.21	\$0.14
	<b>Gross Return</b>	<b>\$471.85</b>	<b>\$574.62</b>	<b>\$6.08</b>	<b>\$6.27</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$23.61	\$26.87	\$0.30	\$0.29
	2 Fertilizer	\$83.92	\$78.01	\$1.08	\$0.31
	3 Chemicals	\$18.49	\$28.68	\$0.24	\$0.31
	4 Hail/Crop Insurance Premium	\$19.19	\$15.59	\$0.25	\$0.17
	5 Trucking and Marketing	\$2.01	\$2.31	\$0.03	\$0.03
	6 Fuel	\$18.52	\$18.15	\$0.24	\$0.20
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$18.60	\$14.56	\$0.24	\$0.16
	9 Buildings Repairs	\$1.80	\$4.03	\$0.02	\$0.04
	10 Utilities and Miscellaneous	\$21.65	\$15.51	\$0.28	\$0.17
	11 Custom Work	\$11.66	\$10.78	\$0.15	\$0.12
	12 Operating Interest Paid	\$5.61	\$3.84	\$0.07	\$0.04
	13 Paid Labour & Benefits	\$35.39	\$22.14	\$0.46	\$0.24
	14 Unpaid Labour & Benefits	\$11.95	\$17.48	\$0.15	\$0.19
	<b>Variable Costs</b>	<b>\$272.39</b>	<b>\$257.96</b>	<b>\$3.51</b>	<b>\$2.81</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$45.09	\$60.65	\$0.58	\$0.66
	2 Taxes, Water Rates, License and Ins.	\$5.44	\$3.35	\$0.07	\$0.04
	3 Equipment and Building: a) Depreciation	\$68.35	\$68.22	\$0.88	\$0.74
	b) Lease Payments	\$8.18	\$5.94	\$0.11	\$0.06
	4 Paid Capital Interest	\$10.42	\$7.21	\$0.13	\$0.08
	<b>Capital Costs</b>	<b>\$137.49</b>	<b>\$145.37</b>	<b>\$1.77</b>	<b>\$1.59</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$329.58</b>	<b>\$317.63</b>	<b>\$4.24</b>	<b>\$3.46</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$409.88</b>	<b>\$403.33</b>	<b>\$5.28</b>	<b>\$4.40</b>
	<b>Gross Margin (A-D)</b>	<b>\$142.26</b>	<b>\$257.00</b>	<b>\$1.83</b>	<b>\$2.80</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$73.92</b>	<b>\$188.78</b>	<b>\$0.95</b>	<b>\$2.06</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$72.39</b>	<b>\$178.50</b>	<b>\$0.93</b>	<b>\$1.95</b>
	<b>Return to Equity (A-E)</b>	<b>\$61.97</b>	<b>\$171.29</b>	<b>\$0.80</b>	<b>\$1.87</b>
	<b>Investment</b>				
	Land	\$236.45	\$8.17		
	Buildings	\$201.19	\$153.80		
	Machinery (excluding Irrigation Machinery)	\$628.97	\$662.79		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$1,066.61</b>	<b>\$824.77</b>		
	<b>Management</b>				
	Average Yield (Bushel/Acre)	77.65	91.68		
	Expected Price (\$/Bushel)	\$5.74	\$5.92		

# 2017 Crop Enterprise Analysis

Crop: CPS Wheat  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: Rent  
 Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$452.62	\$543.21	\$5.74	\$5.92
	2 Crop Insurance Receipts	\$6.61	\$16.42	\$0.08	\$0.18
	3 Misc. Receipts	\$3.74	\$2.55	\$0.05	\$0.03
	4 Government Program	\$0.00	\$0.00	\$0.00	\$0.00
	5 Additional Revenue From Straw / Grazing	\$15.34	\$12.45	\$0.19	\$0.14
	<b>Gross Return</b>	<b>\$478.31</b>	<b>\$574.62</b>	<b>\$6.06</b>	<b>\$6.27</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$23.50	\$26.87	\$0.30	\$0.29
	2 Fertilizer	\$82.81	\$78.01	\$1.05	\$0.31
	3 Chemicals	\$20.05	\$28.68	\$0.25	\$0.31
	4 Hail/Crop Insurance Premium	\$18.86	\$15.59	\$0.24	\$0.17
	5 Trucking and Marketing	\$2.04	\$2.31	\$0.03	\$0.03
	6 Fuel	\$18.44	\$18.15	\$0.23	\$0.20
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$18.33	\$14.56	\$0.23	\$0.16
	9 Buildings Repairs	\$1.94	\$4.03	\$0.02	\$0.04
	10 Utilities and Miscellaneous	\$21.15	\$15.51	\$0.27	\$0.17
	11 Custom Work	\$11.11	\$10.78	\$0.14	\$0.12
	12 Operating Interest Paid	\$5.34	\$3.84	\$0.07	\$0.04
	13 Paid Labour & Benefits	\$34.28	\$22.14	\$0.43	\$0.24
	14 Unpaid Labour & Benefits	\$12.13	\$17.48	\$0.15	\$0.19
	<b>Variable Costs</b>	<b>\$269.98</b>	<b>\$257.96</b>	<b>\$3.42</b>	<b>\$2.81</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$48.91	\$60.65	\$0.62	\$0.66
	2 Taxes, Water Rates, License and Ins.	\$5.39	\$3.35	\$0.07	\$0.04
	3 Equipment and Building: a) Depreciation	\$69.12	\$68.22	\$0.88	\$0.74
	b) Lease Payments	\$7.68	\$5.94	\$0.10	\$0.06
	4 Paid Capital Interest	\$9.60	\$7.21	\$0.12	\$0.08
	<b>Capital Costs</b>	<b>\$140.70</b>	<b>\$145.37</b>	<b>\$1.78</b>	<b>\$1.59</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$329.43</b>	<b>\$317.63</b>	<b>\$4.18</b>	<b>\$3.46</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$410.68</b>	<b>\$403.33</b>	<b>\$5.21</b>	<b>\$4.40</b>
	<b>Gross Margin (A-D)</b>	<b>\$148.88</b>	<b>\$257.00</b>	<b>\$1.89</b>	<b>\$2.80</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$79.76</b>	<b>\$188.78</b>	<b>\$1.01</b>	<b>\$2.06</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$77.22</b>	<b>\$178.50</b>	<b>\$0.98</b>	<b>\$1.95</b>
	<b>Return to Equity (A-E)</b>	<b>\$67.63</b>	<b>\$171.29</b>	<b>\$0.86</b>	<b>\$1.87</b>
	<b>Investment</b>				
	Land	\$18.25	\$8.17		
	Buildings	\$203.99	\$153.80		
	Machinery (excluding Irrigation Machinery)	\$632.61	\$662.79		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$854.86</b>	<b>\$824.77</b>		
	<b>Management</b>				
	Average Yield (Bushel/Acre)	78.88	91.68		
	Expected Price (\$/Bushel)	\$5.74	\$5.92		

# 2017 Crop Enterprise Analysis

Crop: Feed Barley  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: All  
 Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$258.79	\$344.96	\$3.94	\$4.17
	2 Crop Insurance Receipts	\$49.37	\$48.28	\$0.75	\$0.58
	3 Misc. Receipts	\$1.50	\$1.10	\$0.02	\$0.01
	4 Government Program	\$0.00	\$0.00	\$0.00	\$0.00
	5 Additional Revenue From Straw / Grazing	\$10.39	\$11.46	\$0.16	\$0.14
	<b>Gross Return</b>	<b>\$320.05</b>	<b>\$405.81</b>	<b>\$4.87</b>	<b>\$4.90</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$17.33	\$20.16	\$0.26	\$0.24
	2 Fertilizer	\$61.27	\$74.06	\$0.93	\$0.39
	3 Chemicals	\$26.04	\$32.20	\$0.40	\$0.39
	4 Hail/Crop Insurance Premium	\$10.73	\$11.61	\$0.16	\$0.14
	5 Trucking and Marketing	\$3.25	\$1.98	\$0.05	\$0.02
	6 Fuel	\$33.36	\$17.82	\$0.51	\$0.22
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$20.27	\$19.33	\$0.31	\$0.23
	9 Buildings Repairs	\$2.63	\$2.56	\$0.04	\$0.03
	10 Utilities and Miscellaneous	\$12.18	\$10.40	\$0.19	\$0.13
	11 Custom Work	\$6.19	\$4.32	\$0.09	\$0.05
	12 Operating Interest Paid	\$1.82	\$1.73	\$0.03	\$0.02
	13 Paid Labour & Benefits	\$6.96	\$7.97	\$0.11	\$0.10
	14 Unpaid Labour & Benefits	\$23.81	\$27.56	\$0.36	\$0.33
	<b>Variable Costs</b>	<b>\$225.85</b>	<b>\$231.70</b>	<b>\$3.43</b>	<b>\$2.80</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$24.88	\$23.39	\$0.38	\$0.28
	2 Taxes, Water Rates, License and Ins.	\$6.70	\$7.18	\$0.10	\$0.09
	3 Equipment and Building: a) Depreciation	\$60.48	\$63.99	\$0.92	\$0.77
	b) Lease Payments	\$0.56	\$1.14	\$0.01	\$0.01
	4 Paid Capital Interest	\$5.39	\$4.68	\$0.08	\$0.06
	<b>Capital Costs</b>	<b>\$98.00</b>	<b>\$100.38</b>	<b>\$1.49</b>	<b>\$1.21</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$239.55</b>	<b>\$240.53</b>	<b>\$3.64</b>	<b>\$2.91</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$323.85</b>	<b>\$332.08</b>	<b>\$4.93</b>	<b>\$4.01</b>
	<b>Gross Margin (A-D)</b>	<b>\$80.50</b>	<b>\$165.28</b>	<b>\$1.22</b>	<b>\$2.00</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$20.01</b>	<b>\$101.29</b>	<b>\$0.30</b>	<b>\$1.22</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$1.59</b>	<b>\$78.41</b>	<b>\$0.02</b>	<b>\$0.95</b>
	<b>Return to Equity (A-E)</b>	<b>(\$3.80)</b>	<b>\$73.73</b>	<b>(\$0.06)</b>	<b>\$0.89</b>
	<b>Investment</b>				
	Land	\$1,387.04	\$1,538.20		
	Buildings	\$174.51	\$174.08		
	Machinery (excluding Irrigation Machinery)	\$562.45	\$624.75		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$2,124.00</b>	<b>\$2,337.03</b>		
	<b>Management</b>				
	Average Yield (Bushel/Acre)	65.75	82.74		
	Expected Price (\$/Bushel)	\$3.94	\$4.17		

# 2017 Crop Enterprise Analysis

Crop: Feed Barley  
Soil: All  
Dryland/Irrigation: Dryland

Tenure: Own  
Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$308.80	\$385.37	\$3.99	\$4.33
	2 Crop Insurance Receipts	\$1.22	\$4.24	\$0.02	\$0.05
	3 Misc. Receipts	\$2.03	\$1.11	\$0.03	\$0.01
	4 Government Program	\$0.00	\$0.00	\$0.00	\$0.00
	5 Additional Revenue From Straw / Grazing	\$11.66	\$17.74	\$0.15	\$0.20
	<b>Gross Return</b>	<b>\$323.70</b>	<b>\$408.46</b>	<b>\$4.18</b>	<b>\$4.59</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$18.12	\$21.14	\$0.23	\$0.24
	2 Fertilizer	\$66.45	\$82.75	\$0.86	\$0.38
	3 Chemicals	\$27.63	\$33.56	\$0.36	\$0.38
	4 Hail/Crop Insurance Premium	\$10.33	\$12.32	\$0.13	\$0.14
	5 Trucking and Marketing	\$4.85	\$2.48	\$0.06	\$0.03
	6 Fuel	\$49.97	\$16.08	\$0.65	\$0.18
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$24.41	\$18.70	\$0.32	\$0.21
	9 Buildings Repairs	\$1.57	\$1.41	\$0.02	\$0.02
	10 Utilities and Miscellaneous	\$12.93	\$9.81	\$0.17	\$0.11
	11 Custom Work	\$6.16	\$4.32	\$0.08	\$0.05
	12 Operating Interest Paid	\$1.60	\$2.78	\$0.02	\$0.03
	13 Paid Labour & Benefits	\$9.74	\$8.23	\$0.13	\$0.09
	14 Unpaid Labour & Benefits	\$25.97	\$30.90	\$0.34	\$0.35
	<b>Variable Costs</b>	<b>\$259.75</b>	<b>\$244.49</b>	<b>\$3.35</b>	<b>\$2.74</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$0.00	\$0.00	\$0.00	\$0.00
	2 Taxes, Water Rates, License and Ins.	\$10.22	\$8.20	\$0.13	\$0.09
	3 Equipment and Building: a) Depreciation	\$60.85	\$53.70	\$0.79	\$0.60
	b) Lease Payments	\$0.44	\$0.29	\$0.01	\$0.00
	4 Paid Capital Interest	\$9.10	\$6.64	\$0.12	\$0.07
	<b>Capital Costs</b>	<b>\$80.60</b>	<b>\$68.83</b>	<b>\$1.04</b>	<b>\$0.77</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$253.53</b>	<b>\$228.71</b>	<b>\$3.27</b>	<b>\$2.57</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$340.35</b>	<b>\$313.31</b>	<b>\$4.39</b>	<b>\$3.52</b>
	<b>Gross Margin (A-D)</b>	<b>\$70.17</b>	<b>\$179.74</b>	<b>\$0.91</b>	<b>\$2.02</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$9.32</b>	<b>\$126.04</b>	<b>\$0.12</b>	<b>\$1.41</b>
	<b>Return to Investment (A-E+C4)</b>	<b>(\$7.55)</b>	<b>\$101.78</b>	<b>(\$0.10)</b>	<b>\$1.14</b>
	<b>Return to Equity (A-E)</b>	<b>(\$16.65)</b>	<b>\$95.14</b>	<b>(\$0.21)</b>	<b>\$1.07</b>
	<b>Investment</b>				
	Land	\$3,219.50	\$2,954.25		
	Buildings	\$232.34	\$261.48		
	Machinery (excluding Irrigation Machinery)	\$551.65	\$448.38		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$4,003.48</b>	<b>\$3,664.11</b>		
	<b>Management</b>				
	Average Yield (Bushel/Acre)	77.46	89.08		
	Expected Price (\$/Bushel)	\$3.99	\$4.33		

# 2017 Crop Enterprise Analysis

Crop: Feed Barley  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: Rent  
 Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$221.15	\$210.64	\$3.88	\$4.10
	2 Crop Insurance Receipts	\$85.61	\$165.68	\$1.50	\$3.23
	3 Misc. Receipts	\$1.10	\$1.36	\$0.02	\$0.03
	4 Government Program	\$0.00	\$0.00	\$0.00	\$0.00
	5 Additional Revenue From Straw / Grazing	\$9.44	\$7.22	\$0.17	\$0.14
	<b>Gross Return</b>	<b>\$317.30</b>	<b>\$384.90</b>	<b>\$5.57</b>	<b>\$7.50</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$16.73	\$18.33	\$0.29	\$0.36
	2 Fertilizer	\$57.36	\$68.30	\$1.01	\$0.62
	3 Chemicals	\$24.85	\$31.96	\$0.44	\$0.62
	4 Hail/Crop Insurance Premium	\$11.04	\$10.86	\$0.19	\$0.21
	5 Trucking and Marketing	\$2.05	\$2.48	\$0.04	\$0.05
	6 Fuel	\$20.86	\$17.88	\$0.37	\$0.35
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$17.15	\$12.89	\$0.30	\$0.25
	9 Buildings Repairs	\$3.43	\$5.33	\$0.06	\$0.10
	10 Utilities and Miscellaneous	\$11.62	\$9.30	\$0.20	\$0.18
	11 Custom Work	\$6.21	\$5.86	\$0.11	\$0.11
	12 Operating Interest Paid	\$1.98	\$1.04	\$0.03	\$0.02
	13 Paid Labour & Benefits	\$4.86	\$6.44	\$0.09	\$0.13
	14 Unpaid Labour & Benefits	\$22.19	\$23.66	\$0.39	\$0.46
	<b>Variable Costs</b>	<b>\$200.33</b>	<b>\$214.33</b>	<b>\$3.52</b>	<b>\$4.18</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$43.60	\$46.32	\$0.77	\$0.90
	2 Taxes, Water Rates, License and Ins.	\$4.05	\$2.65	\$0.07	\$0.05
	3 Equipment and Building: a) Depreciation	\$60.21	\$64.86	\$1.06	\$1.26
	b) Lease Payments	\$0.64	\$1.43	\$0.01	\$0.03
	4 Paid Capital Interest	\$2.60	\$2.21	\$0.05	\$0.04
	<b>Capital Costs</b>	<b>\$111.10</b>	<b>\$117.47</b>	<b>\$1.95</b>	<b>\$2.29</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$229.03</b>	<b>\$243.28</b>	<b>\$4.02</b>	<b>\$4.74</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$311.43</b>	<b>\$331.80</b>	<b>\$5.47</b>	<b>\$6.46</b>
	<b>Gross Margin (A-D)</b>	<b>\$88.27</b>	<b>\$141.62</b>	<b>\$1.55</b>	<b>\$2.76</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$28.07</b>	<b>\$76.76</b>	<b>\$0.49</b>	<b>\$1.50</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$8.47</b>	<b>\$55.31</b>	<b>\$0.15</b>	<b>\$1.08</b>
	<b>Return to Equity (A-E)</b>	<b>\$5.87</b>	<b>\$53.10</b>	<b>\$0.10</b>	<b>\$1.03</b>
<b>Investment</b>					
	Land	\$7.67	\$6.31		
	Buildings	\$130.98	\$133.41		
	Machinery (excluding Irrigation Machinery)	\$570.57	\$630.14		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$709.23</b>	<b>\$769.86</b>		
<b>Management</b>					
	Average Yield (Bushel/Acre)	56.94	51.33		
	Expected Price (\$/Bushel)	\$3.88	\$4.10		

# 2017 Crop Enterprise Analysis

Crop: Oats  
Soil: All  
Dryland/Irrigation: Dryland

Tenure: All  
Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$303.90	\$380.34	\$3.08	\$3.46
	2 Crop Insurance Receipts	\$3.32	\$0.00	\$0.03	\$0.00
	3 Misc. Receipts	\$2.45	\$1.92	\$0.02	\$0.02
	4 Government Program	\$0.00	\$0.00	\$0.00	\$0.00
	5 Additional Revenue From Straw / Grazing	\$17.28	\$17.84	\$0.17	\$0.16
	<b>Gross Return</b>	<b>\$326.96</b>	<b>\$400.10</b>	<b>\$3.31</b>	<b>\$3.64</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$18.18	\$19.11	\$0.18	\$0.17
	2 Fertilizer	\$43.08	\$30.31	\$0.44	\$0.21
	3 Chemicals	\$16.94	\$23.24	\$0.17	\$0.21
	4 Hail/Crop Insurance Premium	\$8.81	\$1.11	\$0.09	\$0.01
	5 Trucking and Marketing	\$10.85	\$17.69	\$0.11	\$0.16
	6 Fuel	\$22.41	\$21.00	\$0.23	\$0.19
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$25.66	\$24.40	\$0.26	\$0.22
	9 Buildings Repairs	\$0.93	\$0.09	\$0.01	\$0.00
	10 Utilities and Miscellaneous	\$16.89	\$8.68	\$0.17	\$0.08
	11 Custom Work	\$10.38	\$2.47	\$0.11	\$0.02
	12 Operating Interest Paid	\$3.44	\$0.45	\$0.03	\$0.00
	13 Paid Labour & Benefits	\$13.42	\$3.66	\$0.14	\$0.03
	14 Unpaid Labour & Benefits	\$12.51	\$15.57	\$0.13	\$0.14
	<b>Variable Costs</b>	<b>\$203.53</b>	<b>\$167.78</b>	<b>\$2.06</b>	<b>\$1.52</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$25.67	\$2.47	\$0.26	\$0.02
	2 Taxes, Water Rates, License and Ins.	\$3.83	\$2.92	\$0.04	\$0.03
	3 Equipment and Building: a) Depreciation	\$43.06	\$35.12	\$0.44	\$0.32
	b) Lease Payments	\$3.70	\$0.00	\$0.04	\$0.00
	4 Paid Capital Interest	\$5.05	\$3.04	\$0.05	\$0.03
	<b>Capital Costs</b>	<b>\$81.31</b>	<b>\$43.54</b>	<b>\$0.82</b>	<b>\$0.40</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$229.27</b>	<b>\$160.64</b>	<b>\$2.32</b>	<b>\$1.46</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$284.83</b>	<b>\$211.33</b>	<b>\$2.88</b>	<b>\$1.92</b>
	<b>Gross Margin (A-D)</b>	<b>\$97.69</b>	<b>\$239.47</b>	<b>\$0.99</b>	<b>\$2.18</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$54.63</b>	<b>\$204.35</b>	<b>\$0.55</b>	<b>\$1.86</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$47.17</b>	<b>\$191.82</b>	<b>\$0.48</b>	<b>\$1.74</b>
	<b>Return to Equity (A-E)</b>	<b>\$42.12</b>	<b>\$188.78</b>	<b>\$0.43</b>	<b>\$1.72</b>
<b>Investment</b>					
	Land	\$575.15	\$983.28		
	Buildings	\$131.61	\$113.05		
	Machinery (excluding Irrigation Machinery)	\$412.60	\$339.68		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$1,119.36</b>	<b>\$1,436.01</b>		
<b>Management</b>					
	Average Yield (Bushel/Acre)	98.82	110.03		
	Expected Price (\$/Bushel)	\$3.08	\$3.46		

# 2017 Crop Enterprise Analysis

Crop: Oats  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: Own  
 Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$325.30	--	\$3.23	--
	2 Crop Insurance Receipts	\$4.55	--	\$0.05	--
	3 Misc. Receipts	\$2.46	--	\$0.02	--
	4 Government Program	\$0.00	--	\$0.00	--
	5 Additional Revenue From Straw / Grazing	\$11.27	--	\$0.11	--
	<b>Gross Return</b>	<b>\$343.59</b>	<b>--</b>	<b>\$3.42</b>	<b>--</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$16.30	--	\$0.16	--
	2 Fertilizer	\$31.23	--	\$0.31	--
	3 Chemicals	\$23.55	--	\$0.23	--
	4 Hail/Crop Insurance Premium	\$0.60	--	\$0.01	--
	5 Trucking and Marketing	\$15.25	--	\$0.15	--
	6 Fuel	\$20.33	--	\$0.20	--
	7 Irrigation Fuel and Electricity	\$0.00	--	\$0.00	--
	8 Machinery Repairs	\$22.18	--	\$0.22	--
	9 Buildings Repairs	\$0.31	--	\$0.00	--
	10 Utilities and Miscellaneous	\$5.72	--	\$0.06	--
	11 Custom Work	\$1.08	--	\$0.01	--
	12 Operating Interest Paid	\$0.34	--	\$0.00	--
	13 Paid Labour & Benefits	\$5.28	--	\$0.05	--
	14 Unpaid Labour & Benefits	\$10.46	--	\$0.10	--
	<b>Variable Costs</b>	<b>\$152.63</b>	<b>--</b>	<b>\$1.52</b>	<b>--</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$0.00	--	\$0.00	--
	2 Taxes, Water Rates, License and Ins.	\$3.60	--	\$0.04	--
	3 Equipment and Building: a) Depreciation	\$36.91	--	\$0.37	--
	b) Lease Payments	\$0.00	--	\$0.00	--
	4 Paid Capital Interest	\$1.95	--	\$0.02	--
	<b>Capital Costs</b>	<b>\$42.47</b>	<b>--</b>	<b>\$0.42</b>	<b>--</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$147.73</b>	<b>--</b>	<b>\$1.47</b>	<b>--</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$195.10</b>	<b>--</b>	<b>\$1.94</b>	<b>--</b>
	<b>Gross Margin (A-D)</b>	<b>\$195.85</b>	<b>--</b>	<b>\$1.95</b>	<b>--</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$158.94</b>	<b>--</b>	<b>\$1.58</b>	<b>--</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$150.44</b>	<b>--</b>	<b>\$1.50</b>	<b>--</b>
	<b>Return to Equity (A-E)</b>	<b>\$148.48</b>	<b>--</b>	<b>\$1.48</b>	<b>--</b>
<b>Investment</b>					
	Land	\$1,235.90	--		
	Buildings	\$94.01	--		
	Machinery (excluding Irrigation Machinery)	\$364.98	--		
	Irrigation Machinery	\$0.00	--		
	<b>Total</b>	<b>\$1,694.90</b>	<b>--</b>		
<b>Management</b>					
	Average Yield (Bushel/Acre)	100.59	--		
	Expected Price (\$/Bushel)	\$3.23	--		

# 2017 Crop Enterprise Analysis

Crop: Oats  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: Rent  
 Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$287.20	\$348.30	\$2.95	\$3.00
	2 Crop Insurance Receipts	\$2.36	\$0.00	\$0.02	\$0.00
	3 Misc. Receipts	\$2.45	\$2.64	\$0.03	\$0.02
	4 Government Program	\$0.01	\$0.00	\$0.00	\$0.00
	5 Additional Revenue From Straw / Grazing	\$21.97	\$46.11	\$0.23	\$0.40
	<b>Gross Return</b>	<b>\$313.99</b>	<b>\$397.04</b>	<b>\$3.22</b>	<b>\$3.42</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$19.65	\$19.40	\$0.20	\$0.17
	2 Fertilizer	\$52.32	\$44.98	\$0.54	\$0.14
	3 Chemicals	\$11.79	\$16.05	\$0.12	\$0.14
	4 Hail/Crop Insurance Premium	\$15.22	\$13.83	\$0.16	\$0.12
	5 Trucking and Marketing	\$7.43	\$13.87	\$0.08	\$0.12
	6 Fuel	\$24.03	\$20.44	\$0.25	\$0.18
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$28.39	\$23.71	\$0.29	\$0.20
	9 Buildings Repairs	\$1.41	\$0.15	\$0.01	\$0.00
	10 Utilities and Miscellaneous	\$25.61	\$17.75	\$0.26	\$0.15
	11 Custom Work	\$17.64	\$10.43	\$0.18	\$0.09
	12 Operating Interest Paid	\$5.85	\$3.63	\$0.06	\$0.03
	13 Paid Labour & Benefits	\$19.77	\$19.56	\$0.20	\$0.17
	14 Unpaid Labour & Benefits	\$14.11	\$16.28	\$0.14	\$0.14
	<b>Variable Costs</b>	<b>\$243.22</b>	<b>\$220.07</b>	<b>\$2.50</b>	<b>\$1.89</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$45.69	\$30.60	\$0.47	\$0.26
	2 Taxes, Water Rates, License and Ins.	\$4.01	\$3.26	\$0.04	\$0.03
	3 Equipment and Building: a) Depreciation	\$47.84	\$45.49	\$0.49	\$0.39
	b) Lease Payments	\$6.59	\$5.19	\$0.07	\$0.04
	4 Paid Capital Interest	\$7.46	\$7.07	\$0.08	\$0.06
	<b>Capital Costs</b>	<b>\$111.60</b>	<b>\$91.61</b>	<b>\$1.15</b>	<b>\$0.79</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$292.86</b>	<b>\$249.91</b>	<b>\$3.01</b>	<b>\$2.15</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$354.82</b>	<b>\$311.67</b>	<b>\$3.64</b>	<b>\$2.68</b>
	<b>Gross Margin (A-D)</b>	<b>\$21.12</b>	<b>\$147.14</b>	<b>\$0.22</b>	<b>\$1.27</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>(\$26.72)</b>	<b>\$101.65</b>	<b>(\$0.27)</b>	<b>\$0.87</b>
	<b>Return to Investment (A-E+C4)</b>	<b>(\$33.37)</b>	<b>\$92.44</b>	<b>(\$0.34)</b>	<b>\$0.80</b>
	<b>Return to Equity (A-E)</b>	<b>(\$40.83)</b>	<b>\$85.37</b>	<b>(\$0.42)</b>	<b>\$0.73</b>
	<b>Investment</b>				
	Land	\$59.84	\$25.22		
	Buildings	\$160.93	\$160.92		
	Machinery (excluding Irrigation Machinery)	\$449.74	\$432.11		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$670.50</b>	<b>\$618.26</b>		
	<b>Management</b>				
	Average Yield (Bushel/Acre)	97.44	116.25		
	Expected Price (\$/Bushel)	\$2.95	\$3.00		



# 2017 Crop Enterprise Analysis

Crop: Flax  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: All  
 Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$185.25	--	\$12.37	--
	2 Crop Insurance Receipts	\$3.52	--	\$0.24	--
	3 Misc. Receipts	\$2.53	--	\$0.17	--
	4 Government Program	\$6.34	--	\$0.42	--
	5 Additional Revenue From Straw / Grazing	\$0.00	--	\$0.00	--
<b>Gross Return</b>		<b>\$197.63</b>	--	<b>\$13.20</b>	--
<b>(B)</b>	1 Seed & Seed Cleaning	\$13.01	--	\$0.87	--
	2 Fertilizer	\$45.78	--	\$3.06	--
	3 Chemicals	\$34.26	--	\$2.29	--
	4 Hail/Crop Insurance Premium	\$16.32	--	\$1.09	--
	5 Trucking and Marketing	\$0.90	--	\$0.06	--
	6 Fuel	\$19.76	--	\$1.32	--
	7 Irrigation Fuel and Electricity	\$0.00	--	\$0.00	--
	8 Machinery Repairs	\$14.46	--	\$0.97	--
	9 Buildings Repairs	\$1.93	--	\$0.13	--
	10 Utilities and Miscellaneous	\$11.71	--	\$0.78	--
	11 Custom Work	\$0.00	--	\$0.00	--
	12 Operating Interest Paid	\$0.37	--	\$0.02	--
	13 Paid Labour & Benefits	\$2.67	--	\$0.18	--
	14 Unpaid Labour & Benefits	\$15.89	--	\$1.06	--
<b>Variable Costs</b>		<b>\$177.06</b>	--	<b>\$11.82</b>	--
<b>(C)</b>	1 Cash/Share Land Rent	\$4.86	--	\$0.32	--
	2 Taxes, Water Rates, License and Ins.	\$17.34	--	\$1.16	--
	3 Equipment and Building: a) Depreciation	\$29.05	--	\$1.94	--
	b) Lease Payments	\$0.08	--	\$0.01	--
	4 Paid Capital Interest	\$2.39	--	\$0.16	--
<b>Capital Costs</b>		<b>\$53.72</b>	--	<b>\$3.59</b>	--
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$185.84</b>	--	<b>\$12.41</b>	--
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$230.79</b>	--	<b>\$15.41</b>	--
	<b>Gross Margin (A-D)</b>	<b>\$11.79</b>	--	<b>\$0.79</b>	--
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>(\$17.26)</b>	--	<b>(\$1.15)</b>	--
	<b>Return to Investment (A-E+C4)</b>	<b>(\$30.77)</b>	--	<b>(\$2.05)</b>	--
	<b>Return to Equity (A-E)</b>	<b>(\$33.15)</b>	--	<b>(\$2.21)</b>	--
<b>Investment</b>					
	Land	\$1,318.58	--		
	Buildings	\$43.60	--		
	Machinery (excluding Irrigation Machinery)	\$294.25	--		
	Irrigation Machinery	\$0.00	--		
	<b>Total</b>	<b>\$1,656.43</b>	--		
<b>Management</b>					
	Average Yield (Bushel/Acre)	14.97	--		
	Expected Price (\$/Bushel)	\$12.37	--		

# 2017 Crop Enterprise Analysis

Crop: Flax  
Soil: All  
Dryland/Irrigation: Dryland

Tenure: Own  
Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$166.52	--	\$12.20	--
	2 Crop Insurance Receipts	\$0.00	--	\$0.00	--
	3 Misc. Receipts	\$2.72	--	\$0.20	--
	4 Government Program	\$6.90	--	\$0.51	--
	5 Additional Revenue From Straw / Grazing	\$0.00	--	\$0.00	--
	<b>Gross Return</b>	<b>\$176.14</b>	--	<b>\$12.90</b>	--
<b>(B)</b>	1 Seed & Seed Cleaning	\$12.85	--	\$0.94	--
	2 Fertilizer	\$38.52	--	\$2.82	--
	3 Chemicals	\$32.43	--	\$2.38	--
	4 Hail/Crop Insurance Premium	\$15.28	--	\$1.12	--
	5 Trucking and Marketing	\$0.90	--	\$0.07	--
	6 Fuel	\$20.10	--	\$1.47	--
	7 Irrigation Fuel and Electricity	\$0.00	--	\$0.00	--
	8 Machinery Repairs	\$14.56	--	\$1.07	--
	9 Buildings Repairs	\$2.08	--	\$0.15	--
	10 Utilities and Miscellaneous	\$11.52	--	\$0.84	--
	11 Custom Work	\$0.00	--	\$0.00	--
	12 Operating Interest Paid	\$0.30	--	\$0.02	--
	13 Paid Labour & Benefits	\$2.38	--	\$0.17	--
	14 Unpaid Labour & Benefits	\$14.70	--	\$1.08	--
	<b>Variable Costs</b>	<b>\$165.63</b>	--	<b>\$12.13</b>	--
<b>(C)</b>	1 Cash/Share Land Rent	\$0.00	--	\$0.00	--
	2 Taxes, Water Rates, License and Ins.	\$18.70	--	\$1.37	--
	3 Equipment and Building: a) Depreciation	\$29.66	--	\$2.17	--
	b) Lease Payments	\$0.00	--	\$0.00	--
	4 Paid Capital Interest	\$2.52	--	\$0.18	--
	<b>Capital Costs</b>	<b>\$50.87</b>	--	<b>\$3.73</b>	--
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$172.15</b>	--	<b>\$12.61</b>	--
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$216.50</b>	--	<b>\$15.86</b>	--
	<b>Gross Margin (A-D)</b>	<b>\$3.99</b>	--	<b>\$0.29</b>	--
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>(\$25.67)</b>	--	<b>(\$1.88)</b>	--
	<b>Return to Investment (A-E+C4)</b>	<b>(\$37.85)</b>	--	<b>(\$2.77)</b>	--
	<b>Return to Equity (A-E)</b>	<b>(\$40.37)</b>	--	<b>(\$2.96)</b>	--
<b>Investment</b>					
	Land	\$1,434.04	--		
	Buildings	\$37.28	--		
	Machinery (excluding Irrigation Machinery)	\$303.30	--		
	Irrigation Machinery	\$0.00	--		
	<b>Total</b>	<b>\$1,774.62</b>	--		
<b>Management</b>					
	Average Yield (Bushel/Acre)	13.65	--		
	Expected Price (\$/Bushel)	\$12.20	--		

# 2017 Crop Enterprise Analysis

Crop: Liberty Link Canola  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: All  
 Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$456.09	\$614.13	\$11.09	\$11.12
	2 Crop Insurance Receipts	\$3.55	\$5.91	\$0.09	\$0.11
	3 Misc. Receipts	\$4.75	\$0.57	\$0.12	\$0.01
	4 Government Program	\$0.00	\$0.01	\$0.00	\$0.00
	5 Additional Revenue From Straw / Grazing	\$2.38	\$2.18	\$0.06	\$0.04
	<b>Gross Return</b>	<b>\$466.76</b>	<b>\$622.81</b>	<b>\$11.35</b>	<b>\$11.28</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$56.30	\$58.45	\$1.37	\$1.06
	2 Fertilizer	\$80.14	\$84.49	\$1.95	\$0.40
	3 Chemicals	\$23.94	\$22.26	\$0.58	\$0.40
	4 Hail/Crop Insurance Premium	\$15.04	\$8.27	\$0.37	\$0.15
	5 Trucking and Marketing	\$2.12	\$1.51	\$0.05	\$0.03
	6 Fuel	\$27.73	\$15.51	\$0.67	\$0.28
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$20.06	\$19.87	\$0.49	\$0.36
	9 Buildings Repairs	\$4.01	\$2.43	\$0.10	\$0.04
	10 Utilities and Miscellaneous	\$16.00	\$17.79	\$0.39	\$0.32
	11 Custom Work	\$12.54	\$8.38	\$0.30	\$0.15
	12 Operating Interest Paid	\$2.09	\$2.06	\$0.05	\$0.04
	13 Paid Labour & Benefits	\$16.35	\$4.42	\$0.40	\$0.08
	14 Unpaid Labour & Benefits	\$18.02	\$15.77	\$0.44	\$0.29
	<b>Variable Costs</b>	<b>\$294.34</b>	<b>\$261.20</b>	<b>\$7.15</b>	<b>\$4.73</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$32.32	\$46.72	\$0.79	\$0.85
	2 Taxes, Water Rates, License and Ins.	\$6.68	\$3.28	\$0.16	\$0.06
	3 Equipment and Building: a) Depreciation	\$54.44	\$31.52	\$1.32	\$0.57
	b) Lease Payments	\$2.36	\$1.09	\$0.06	\$0.02
	4 Paid Capital Interest	\$5.42	\$2.96	\$0.13	\$0.05
	<b>Capital Costs</b>	<b>\$101.19</b>	<b>\$85.57</b>	<b>\$2.46</b>	<b>\$1.55</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$323.07</b>	<b>\$299.48</b>	<b>\$7.85</b>	<b>\$5.42</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$395.53</b>	<b>\$346.77</b>	<b>\$9.61</b>	<b>\$6.28</b>
	<b>Gross Margin (A-D)</b>	<b>\$143.69</b>	<b>\$323.33</b>	<b>\$3.49</b>	<b>\$5.85</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$89.25</b>	<b>\$291.81</b>	<b>\$2.17</b>	<b>\$5.28</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$76.65</b>	<b>\$279.00</b>	<b>\$1.86</b>	<b>\$5.05</b>
	<b>Return to Equity (A-E)</b>	<b>\$71.23</b>	<b>\$276.04</b>	<b>\$1.73</b>	<b>\$5.00</b>
	<b>Investment</b>				
	Land	\$1,065.90	\$1,214.27		
	Buildings	\$211.94	\$94.55		
	Machinery (excluding Irrigation Machinery)	\$468.05	\$281.71		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$1,745.89</b>	<b>\$1,590.53</b>		
	<b>Management</b>				
	Average Yield (Bushel/Acre)	41.14	55.23		
	Expected Price (\$/Bushel)	\$11.09	\$11.12		

# 2017 Crop Enterprise Analysis

Crop: Liberty Link Canola  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: Own  
 Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$430.82	\$566.81	\$11.30	\$11.28
	2 Crop Insurance Receipts	\$0.06	\$0.00	\$0.00	\$0.00
	3 Misc. Receipts	\$3.88	\$0.91	\$0.10	\$0.02
	4 Government Program	\$0.00	\$0.00	\$0.00	\$0.00
	5 Additional Revenue From Straw / Grazing	\$0.55	\$1.80	\$0.01	\$0.04
<b>Gross Return</b>		<b>\$435.32</b>	<b>\$569.52</b>	<b>\$11.42</b>	<b>\$11.33</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$55.42	\$57.98	\$1.45	\$1.15
	2 Fertilizer	\$66.89	\$74.56	\$1.75	\$0.49
	3 Chemicals	\$26.65	\$24.54	\$0.70	\$0.49
	4 Hail/Crop Insurance Premium	\$16.89	\$13.65	\$0.44	\$0.27
	5 Trucking and Marketing	\$3.10	\$4.34	\$0.08	\$0.09
	6 Fuel	\$43.67	\$20.58	\$1.15	\$0.41
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$19.17	\$21.35	\$0.50	\$0.42
	9 Buildings Repairs	\$4.19	\$2.32	\$0.11	\$0.05
	10 Utilities and Miscellaneous	\$15.38	\$26.43	\$0.40	\$0.53
	11 Custom Work	\$10.51	\$10.38	\$0.28	\$0.21
	12 Operating Interest Paid	\$1.78	\$3.42	\$0.05	\$0.07
	13 Paid Labour & Benefits	\$8.54	\$2.20	\$0.22	\$0.04
	14 Unpaid Labour & Benefits	\$18.63	\$17.09	\$0.49	\$0.34
<b>Variable Costs</b>		<b>\$290.83</b>	<b>\$278.84</b>	<b>\$7.63</b>	<b>\$5.55</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$0.00	\$0.00	\$0.00	\$0.00
	2 Taxes, Water Rates, License and Ins.	\$9.87	\$10.72	\$0.26	\$0.21
	3 Equipment and Building: a) Depreciation	\$56.36	\$38.44	\$1.48	\$0.76
	b) Lease Payments	\$1.49	\$1.70	\$0.04	\$0.03
	4 Paid Capital Interest	\$8.32	\$6.93	\$0.22	\$0.14
<b>Capital Costs</b>		<b>\$76.04</b>	<b>\$57.79</b>	<b>\$1.99</b>	<b>\$1.15</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$291.88</b>	<b>\$281.10</b>	<b>\$7.66</b>	<b>\$5.59</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$366.87</b>	<b>\$336.63</b>	<b>\$9.62</b>	<b>\$6.70</b>
	<b>Gross Margin (A-D)</b>	<b>\$143.44</b>	<b>\$288.42</b>	<b>\$3.76</b>	<b>\$5.74</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$87.08</b>	<b>\$249.98</b>	<b>\$2.28</b>	<b>\$4.97</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$76.78</b>	<b>\$239.82</b>	<b>\$2.01</b>	<b>\$4.77</b>
	<b>Return to Equity (A-E)</b>	<b>\$68.45</b>	<b>\$232.89</b>	<b>\$1.80</b>	<b>\$4.63</b>
<b>Investment</b>					
	Land	\$3,107.82	\$4,163.77		
	Buildings	\$223.28	\$216.35		
	Machinery (excluding Irrigation Machinery)	\$490.17	\$298.67		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$3,821.26</b>	<b>\$4,678.79</b>		
<b>Management</b>					
	Average Yield (Bushel/Acre)	38.12	50.26		
	Expected Price (\$/Bushel)	\$11.30	\$11.28		

# 2017 Crop Enterprise Analysis

Crop: Liberty Link Canola  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: Rent  
 Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$503.07	\$622.57	\$10.96	\$11.11
	2 Crop Insurance Receipts	\$5.80	\$9.89	\$0.13	\$0.18
	3 Misc. Receipts	\$4.98	\$0.49	\$0.11	\$0.01
	4 Government Program	\$0.01	\$0.02	\$0.00	\$0.00
	5 Additional Revenue From Straw / Grazing	\$3.60	\$2.44	\$0.08	\$0.04
	<b>Gross Return</b>	<b>\$517.46</b>	<b>\$635.41</b>	<b>\$11.28</b>	<b>\$11.34</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$57.17	\$57.94	\$1.25	\$1.03
	2 Fertilizer	\$86.28	\$95.06	\$1.88	\$0.41
	3 Chemicals	\$19.77	\$22.87	\$0.43	\$0.41
	4 Hail/Crop Insurance Premium	\$15.44	\$8.34	\$0.34	\$0.15
	5 Trucking and Marketing	\$1.62	\$1.39	\$0.04	\$0.02
	6 Fuel	\$20.21	\$13.98	\$0.44	\$0.25
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$19.70	\$16.65	\$0.43	\$0.30
	9 Buildings Repairs	\$2.94	\$2.54	\$0.06	\$0.05
	10 Utilities and Miscellaneous	\$16.72	\$14.36	\$0.36	\$0.26
	11 Custom Work	\$13.99	\$7.01	\$0.30	\$0.13
	12 Operating Interest Paid	\$2.39	\$1.14	\$0.05	\$0.02
	13 Paid Labour & Benefits	\$21.16	\$4.25	\$0.46	\$0.08
	14 Unpaid Labour & Benefits	\$17.87	\$18.38	\$0.39	\$0.33
	<b>Variable Costs</b>	<b>\$295.27</b>	<b>\$263.92</b>	<b>\$6.44</b>	<b>\$4.71</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$53.12	\$57.36	\$1.16	\$1.02
	2 Taxes, Water Rates, License and Ins.	\$4.74	\$1.57	\$0.10	\$0.03
	3 Equipment and Building: a) Depreciation	\$54.59	\$33.63	\$1.19	\$0.60
	b) Lease Payments	\$3.05	\$0.67	\$0.07	\$0.01
	4 Paid Capital Interest	\$4.10	\$0.60	\$0.09	\$0.01
	<b>Capital Costs</b>	<b>\$119.59</b>	<b>\$93.84</b>	<b>\$2.61</b>	<b>\$1.67</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$342.40</b>	<b>\$305.75</b>	<b>\$7.46</b>	<b>\$5.45</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$414.86</b>	<b>\$357.76</b>	<b>\$9.04</b>	<b>\$6.38</b>
	<b>Gross Margin (A-D)</b>	<b>\$175.06</b>	<b>\$329.66</b>	<b>\$3.82</b>	<b>\$5.88</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$120.47</b>	<b>\$296.03</b>	<b>\$2.63</b>	<b>\$5.28</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$106.69</b>	<b>\$278.25</b>	<b>\$2.33</b>	<b>\$4.96</b>
	<b>Return to Equity (A-E)</b>	<b>\$102.60</b>	<b>\$277.65</b>	<b>\$2.24</b>	<b>\$4.95</b>
	<b>Investment</b>				
	Land	\$42.20	\$32.49		
	Buildings	\$210.37	\$86.83		
	Machinery (excluding Irrigation Machinery)	\$463.91	\$309.24		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$716.48</b>	<b>\$428.56</b>		
	<b>Management</b>				
	Average Yield (Bushel/Acre)	45.88	56.06		
	Expected Price (\$/Bushel)	\$10.96	\$11.11		

# 2017 Crop Enterprise Analysis

Crop: Roundup Ready Canola  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: All  
 Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$419.87	\$557.47	\$11.13	\$11.01
	2 Crop Insurance Receipts	\$4.38	\$0.60	\$0.12	\$0.01
	3 Misc. Receipts	\$3.04	\$2.99	\$0.08	\$0.06
	4 Government Program	\$1.11	\$0.00	\$0.03	\$0.00
	5 Additional Revenue From Straw / Grazing	\$1.61	\$3.63	\$0.04	\$0.07
	<b>Gross Return</b>	<b>\$430.01</b>	<b>\$564.69</b>	<b>\$11.40</b>	<b>\$11.15</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$54.23	\$53.86	\$1.44	\$1.06
	2 Fertilizer	\$77.58	\$71.51	\$2.06	\$0.33
	3 Chemicals	\$20.79	\$16.95	\$0.55	\$0.33
	4 Hail/Crop Insurance Premium	\$15.33	\$11.36	\$0.41	\$0.22
	5 Trucking and Marketing	\$3.10	\$6.95	\$0.08	\$0.14
	6 Fuel	\$20.11	\$20.59	\$0.53	\$0.41
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$20.85	\$19.84	\$0.55	\$0.39
	9 Buildings Repairs	\$1.66	\$1.95	\$0.04	\$0.04
	10 Utilities and Miscellaneous	\$18.41	\$18.52	\$0.49	\$0.37
	11 Custom Work	\$6.78	\$5.41	\$0.18	\$0.11
	12 Operating Interest Paid	\$2.24	\$1.79	\$0.06	\$0.04
	13 Paid Labour & Benefits	\$13.90	\$11.45	\$0.37	\$0.23
	14 Unpaid Labour & Benefits	\$16.37	\$15.82	\$0.43	\$0.31
	<b>Variable Costs</b>	<b>\$271.35</b>	<b>\$256.00</b>	<b>\$7.19</b>	<b>\$5.05</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$24.56	\$10.85	\$0.65	\$0.21
	2 Taxes, Water Rates, License and Ins.	\$9.14	\$8.88	\$0.24	\$0.18
	3 Equipment and Building: a) Depreciation	\$49.46	\$55.32	\$1.31	\$1.09
	b) Lease Payments	\$1.79	\$0.44	\$0.05	\$0.01
	4 Paid Capital Interest	\$5.30	\$4.35	\$0.14	\$0.09
	<b>Capital Costs</b>	<b>\$90.24</b>	<b>\$79.83</b>	<b>\$2.39</b>	<b>\$1.58</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$295.76</b>	<b>\$264.69</b>	<b>\$7.84</b>	<b>\$5.23</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$361.59</b>	<b>\$335.83</b>	<b>\$9.58</b>	<b>\$6.63</b>
	<b>Gross Margin (A-D)</b>	<b>\$134.25</b>	<b>\$299.99</b>	<b>\$3.56</b>	<b>\$5.92</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$84.79</b>	<b>\$244.68</b>	<b>\$2.25</b>	<b>\$4.83</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$73.72</b>	<b>\$233.21</b>	<b>\$1.95</b>	<b>\$4.60</b>
	<b>Return to Equity (A-E)</b>	<b>\$68.42</b>	<b>\$228.86</b>	<b>\$1.81</b>	<b>\$4.52</b>
	<b>Investment</b>				
	Land	\$1,438.70	\$2,069.94		
	Buildings	\$151.63	\$190.70		
	Machinery (excluding Irrigation Machinery)	\$462.22	\$497.73		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$2,052.55</b>	<b>\$2,758.38</b>		
	<b>Management</b>				
	Average Yield (Bushel/Acre)	37.73	50.65		
	Expected Price (\$/Bushel)	\$11.13	\$11.01		

# 2017 Crop Enterprise Analysis

Crop: Roundup Ready Canola  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: Own  
 Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$421.46	\$573.59	\$11.32	\$11.01
	2 Crop Insurance Receipts	\$0.00	\$0.00	\$0.00	\$0.00
	3 Misc. Receipts	\$3.17	\$0.80	\$0.09	\$0.02
	4 Government Program	\$1.89	\$0.00	\$0.05	\$0.00
	5 Additional Revenue From Straw / Grazing	\$0.05	\$0.16	\$0.00	\$0.00
	<b>Gross Return</b>	<b>\$426.58</b>	<b>\$574.55</b>	<b>\$11.46</b>	<b>\$11.03</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$52.99	\$51.98	\$1.42	\$1.00
	2 Fertilizer	\$86.64	\$78.60	\$2.33	\$0.38
	3 Chemicals	\$25.34	\$19.77	\$0.68	\$0.38
	4 Hail/Crop Insurance Premium	\$14.81	\$12.12	\$0.40	\$0.23
	5 Trucking and Marketing	\$2.86	\$5.59	\$0.08	\$0.11
	6 Fuel	\$21.06	\$20.41	\$0.57	\$0.39
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$19.77	\$20.75	\$0.53	\$0.40
	9 Buildings Repairs	\$1.88	\$2.14	\$0.05	\$0.04
	10 Utilities and Miscellaneous	\$20.49	\$21.46	\$0.55	\$0.41
	11 Custom Work	\$5.45	\$6.25	\$0.15	\$0.12
	12 Operating Interest Paid	\$1.47	\$1.86	\$0.04	\$0.04
	13 Paid Labour & Benefits	\$10.28	\$12.48	\$0.28	\$0.24
	14 Unpaid Labour & Benefits	\$16.66	\$14.08	\$0.45	\$0.27
	<b>Variable Costs</b>	<b>\$279.69</b>	<b>\$267.50</b>	<b>\$7.52</b>	<b>\$5.14</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$0.00	\$0.00	\$0.00	\$0.00
	2 Taxes, Water Rates, License and Ins.	\$12.96	\$11.55	\$0.35	\$0.22
	3 Equipment and Building: a) Depreciation	\$52.72	\$52.94	\$1.42	\$1.02
	b) Lease Payments	\$0.59	\$0.00	\$0.02	\$0.00
	4 Paid Capital Interest	\$5.38	\$5.47	\$0.14	\$0.11
	<b>Capital Costs</b>	<b>\$71.65</b>	<b>\$69.96</b>	<b>\$1.93</b>	<b>\$1.34</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$281.96</b>	<b>\$270.44</b>	<b>\$7.58</b>	<b>\$5.19</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$351.34</b>	<b>\$337.46</b>	<b>\$9.44</b>	<b>\$6.48</b>
	<b>Gross Margin (A-D)</b>	<b>\$144.62</b>	<b>\$304.11</b>	<b>\$3.89</b>	<b>\$5.84</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$91.90</b>	<b>\$251.17</b>	<b>\$2.47</b>	<b>\$4.82</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$80.62</b>	<b>\$242.56</b>	<b>\$2.17</b>	<b>\$4.66</b>
	<b>Return to Equity (A-E)</b>	<b>\$75.24</b>	<b>\$237.09</b>	<b>\$2.02</b>	<b>\$4.55</b>
<b>Investment</b>					
	Land	\$2,681.81	\$3,102.76		
	Buildings	\$149.71	\$178.96		
	Machinery (excluding Irrigation Machinery)	\$507.40	\$482.93		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$3,338.93</b>	<b>\$3,764.64</b>		
<b>Management</b>					
	Average Yield (Bushel/Acre)	37.22	52.09		
	Expected Price (\$/Bushel)	\$11.32	\$11.01		

# 2017 Crop Enterprise Analysis

Crop: Roundup Ready Canola  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: Rent  
 Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$418.06	\$504.82	\$10.91	\$11.02
	2 Crop Insurance Receipts	\$9.37	\$1.44	\$0.24	\$0.03
	3 Misc. Receipts	\$2.88	\$5.90	\$0.08	\$0.13
	4 Government Program	\$0.21	\$0.00	\$0.01	\$0.00
	5 Additional Revenue From Straw / Grazing	\$3.40	\$8.49	\$0.09	\$0.19
	<b>Gross Return</b>	<b>\$433.92</b>	<b>\$520.66</b>	<b>\$11.32</b>	<b>\$11.37</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$55.64	\$58.34	\$1.45	\$1.27
	2 Fertilizer	\$67.26	\$59.89	\$1.75	\$0.20
	3 Chemicals	\$15.61	\$9.13	\$0.41	\$0.20
	4 Hail/Crop Insurance Premium	\$15.91	\$7.11	\$0.42	\$0.16
	5 Trucking and Marketing	\$3.39	\$6.86	\$0.09	\$0.15
	6 Fuel	\$19.02	\$17.77	\$0.50	\$0.39
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$22.09	\$16.58	\$0.58	\$0.36
	9 Buildings Repairs	\$1.41	\$1.09	\$0.04	\$0.02
	10 Utilities and Miscellaneous	\$16.05	\$12.92	\$0.42	\$0.28
	11 Custom Work	\$8.30	\$2.73	\$0.22	\$0.06
	12 Operating Interest Paid	\$3.12	\$1.31	\$0.08	\$0.03
	13 Paid Labour & Benefits	\$18.03	\$9.85	\$0.47	\$0.22
	14 Unpaid Labour & Benefits	\$16.04	\$18.67	\$0.42	\$0.41
	<b>Variable Costs</b>	<b>\$261.85</b>	<b>\$222.23</b>	<b>\$6.83</b>	<b>\$4.85</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$52.53	\$37.24	\$1.37	\$0.81
	2 Taxes, Water Rates, License and Ins.	\$4.78	\$2.96	\$0.12	\$0.06
	3 Equipment and Building: a) Depreciation	\$45.75	\$50.85	\$1.19	\$1.11
	b) Lease Payments	\$3.16	\$1.05	\$0.08	\$0.02
	4 Paid Capital Interest	\$5.20	\$1.23	\$0.14	\$0.03
	<b>Capital Costs</b>	<b>\$111.42</b>	<b>\$93.33</b>	<b>\$2.91</b>	<b>\$2.04</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$311.48</b>	<b>\$246.04</b>	<b>\$8.13</b>	<b>\$5.37</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$373.26</b>	<b>\$315.56</b>	<b>\$9.74</b>	<b>\$6.89</b>
	<b>Gross Margin (A-D)</b>	<b>\$122.44</b>	<b>\$274.62</b>	<b>\$3.19</b>	<b>\$6.00</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$76.70</b>	<b>\$223.77</b>	<b>\$2.00</b>	<b>\$4.89</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$65.86</b>	<b>\$206.33</b>	<b>\$1.72</b>	<b>\$4.51</b>
	<b>Return to Equity (A-E)</b>	<b>\$60.66</b>	<b>\$205.10</b>	<b>\$1.58</b>	<b>\$4.48</b>
	<b>Investment</b>				
	Land	\$22.60	\$16.63		
	Buildings	\$153.81	\$182.81		
	Machinery (excluding Irrigation Machinery)	\$410.75	\$441.68		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$587.16</b>	<b>\$641.12</b>		
	<b>Management</b>				
	Average Yield (Bushel/Acre)	38.32	45.79		
	Expected Price (\$/Bushel)	\$10.91	\$11.02		



# 2017 Crop Enterprise Analysis

Crop: Summerfallow  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: All  
 Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$0.00	--		--
	2 Crop Insurance Receipts	\$29.10	--		--
	3 Misc. Receipts	\$0.20	--		--
	4 Government Program	\$0.04	--		--
	5 Additional Revenue From Straw / Grazing	\$0.00	--		--
<b>Gross Return</b>		<b>\$29.34</b>	--		--
<b>(B)</b>	1 Seed & Seed Cleaning	\$0.00	--		--
	2 Fertilizer	\$0.00	--		--
	3 Chemicals	\$7.16	--		--
	4 Hail/Crop Insurance Premium	\$1.26	--		--
	5 Trucking and Marketing	\$7.46	--		--
	6 Fuel	\$13.63	--		--
	7 Irrigation Fuel and Electricity	\$0.00	--		--
	8 Machinery Repairs	\$20.98	--		--
	9 Buildings Repairs	\$0.26	--		--
	10 Utilities and Miscellaneous	\$3.97	--		--
	11 Custom Work	\$0.00	--		--
	12 Operating Interest Paid	\$0.40	--		--
	13 Paid Labour & Benefits	\$6.70	--		--
	14 Unpaid Labour & Benefits	\$7.35	--		--
<b>Variable Costs</b>		<b>\$69.16</b>	--		--
<b>(C)</b>	1 Cash/Share Land Rent	\$0.67	--		--
	2 Taxes, Water Rates, License and Ins.	\$9.60	--		--
	3 Equipment and Building: a) Depreciation	\$73.99	--		--
	b) Lease Payments	\$0.64	--		--
	4 Paid Capital Interest	\$3.10	--		--
<b>Capital Costs</b>		<b>\$88.00</b>	--		--
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$75.82</b>	--		--
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$157.16</b>	--		--
	<b>Gross Margin (A-D)</b>	<b>(\$46.48)</b>	--		--
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>(\$120.47)</b>	--		--
	<b>Return to Investment (A-E+C4)</b>	<b>(\$124.72)</b>	--		--
	<b>Return to Equity (A-E)</b>	<b>(\$127.82)</b>	--		--
<b>Investment</b>					
	Land	\$2,186.85	--		
	Buildings	\$243.58	--		
	Machinery (excluding Irrigation Machinery)	\$660.35	--		
	Irrigation Machinery	\$0.00	--		
	<b>Total</b>	<b>\$3,090.79</b>	--		
<b>Management</b>					
	Average Yield (Bushel/Acre)	0.00	--		
	Expected Price (\$/Bushel)		--		

# 2017 Crop Enterprise Analysis

Crop: Summerfallow  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: Own  
 Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$0.00	--		--
	2 Crop Insurance Receipts	\$29.13	--		--
	3 Misc. Receipts	\$0.18	--		--
	4 Government Program	\$0.00	--		--
	5 Additional Revenue From Straw / Grazing	\$0.00	--		--
<b>Gross Return</b>		<b>\$29.31</b>	--		--
<b>(B)</b>	1 Seed & Seed Cleaning	\$0.00	--		--
	2 Fertilizer	\$0.00	--		--
	3 Chemicals	\$4.69	--		--
	4 Hail/Crop Insurance Premium	\$0.06	--		--
	5 Trucking and Marketing	\$8.22	--		--
	6 Fuel	\$13.82	--		--
	7 Irrigation Fuel and Electricity	\$0.00	--		--
	8 Machinery Repairs	\$22.69	--		--
	9 Buildings Repairs	\$0.24	--		--
	10 Utilities and Miscellaneous	\$3.76	--		--
	11 Custom Work	\$0.00	--		--
	12 Operating Interest Paid	\$0.41	--		--
	13 Paid Labour & Benefits	\$7.74	--		--
	14 Unpaid Labour & Benefits	\$6.58	--		--
<b>Variable Costs</b>		<b>\$68.22</b>	--		--
<b>(C)</b>	1 Cash/Share Land Rent	\$0.00	--		--
	2 Taxes, Water Rates, License and Ins.	\$10.14	--		--
	3 Equipment and Building: a) Depreciation	\$82.61	--		--
	b) Lease Payments	\$0.52	--		--
	4 Paid Capital Interest	\$3.58	--		--
<b>Capital Costs</b>		<b>\$96.86</b>	--		--
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$75.88</b>	--		--
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$165.08</b>	--		--
	<b>Gross Margin (A-D)</b>	<b>(\$46.58)</b>	--		--
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>(\$129.19)</b>	--		--
	<b>Return to Investment (A-E+C4)</b>	<b>(\$132.19)</b>	--		--
	<b>Return to Equity (A-E)</b>	<b>(\$135.77)</b>	--		--
<b>Investment</b>					
	Land	\$2,521.70	--		
	Buildings	\$279.34	--		
	Machinery (excluding Irrigation Machinery)	\$733.61	--		
	Irrigation Machinery	\$0.00	--		
	<b>Total</b>	<b>\$3,534.66</b>	--		
<b>Management</b>					
	Average Yield (Bushel/Acre)	0.00	--		
	Expected Price (\$/Bushel)		--		

# 2017 Crop Enterprise Analysis

Crop: Peas  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: All  
 Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$314.70	\$409.31	\$7.81	\$7.70
	2 Crop Insurance Receipts	\$4.61	\$0.00	\$0.11	\$0.00
	3 Misc. Receipts	\$3.38	\$0.08	\$0.08	\$0.00
	4 Government Program	\$0.01	\$0.02	\$0.00	\$0.00
	5 Additional Revenue From Straw / Grazing	\$0.00	\$0.00	\$0.00	\$0.00
	<b>Gross Return</b>	<b>\$322.70</b>	<b>\$409.41</b>	<b>\$8.01</b>	<b>\$7.71</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$37.97	\$23.82	\$0.94	\$0.45
	2 Fertilizer	\$32.97	\$14.75	\$0.82	\$1.06
	3 Chemicals	\$32.28	\$56.08	\$0.80	\$1.06
	4 Hail/Crop Insurance Premium	\$12.74	\$5.89	\$0.32	\$0.11
	5 Trucking and Marketing	\$1.50	\$0.39	\$0.04	\$0.01
	6 Fuel	\$17.95	\$11.60	\$0.45	\$0.22
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$20.97	\$15.11	\$0.52	\$0.28
	9 Buildings Repairs	\$3.52	\$0.40	\$0.09	\$0.01
	10 Utilities and Miscellaneous	\$16.22	\$12.38	\$0.40	\$0.23
	11 Custom Work	\$8.91	\$1.36	\$0.22	\$0.03
	12 Operating Interest Paid	\$2.71	\$0.21	\$0.07	\$0.00
	13 Paid Labour & Benefits	\$21.05	\$6.47	\$0.52	\$0.12
	14 Unpaid Labour & Benefits	\$15.90	\$19.60	\$0.39	\$0.37
	<b>Variable Costs</b>	<b>\$224.69</b>	<b>\$168.06</b>	<b>\$5.58</b>	<b>\$3.16</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$25.70	\$41.42	\$0.64	\$0.78
	2 Taxes, Water Rates, License and Ins.	\$6.43	\$1.48	\$0.16	\$0.03
	3 Equipment and Building: a) Depreciation	\$44.87	\$19.31	\$1.11	\$0.36
	b) Lease Payments	\$4.01	\$0.27	\$0.10	\$0.01
	4 Paid Capital Interest	\$7.78	\$0.15	\$0.19	\$0.00
	<b>Capital Costs</b>	<b>\$88.78</b>	<b>\$62.63</b>	<b>\$2.20</b>	<b>\$1.18</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$252.71</b>	<b>\$191.79</b>	<b>\$6.28</b>	<b>\$3.61</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$313.48</b>	<b>\$230.69</b>	<b>\$7.78</b>	<b>\$4.34</b>
	<b>Gross Margin (A-D)</b>	<b>\$69.99</b>	<b>\$217.62</b>	<b>\$1.74</b>	<b>\$4.10</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$25.12</b>	<b>\$198.31</b>	<b>\$0.62</b>	<b>\$3.73</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$17.00</b>	<b>\$178.86</b>	<b>\$0.42</b>	<b>\$3.37</b>
	<b>Return to Equity (A-E)</b>	<b>\$9.22</b>	<b>\$178.71</b>	<b>\$0.23</b>	<b>\$3.36</b>
	<b>Investment</b>				
	Land	\$1,458.57	\$816.73		
	Buildings	\$141.28	\$70.55		
	Machinery (excluding Irrigation Machinery)	\$419.34	\$165.30		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$2,019.19</b>	<b>\$1,052.58</b>		
	<b>Management</b>				
	Average Yield (Bushel/Acre)	40.27	53.12		
	Expected Price (\$/Bushel)	\$7.81	\$7.70		

# 2017 Crop Enterprise Analysis

Crop: Peas  
Soil: All  
Dryland/Irrigation: Dryland

Tenure: Own  
Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$270.50	\$389.05	\$7.84	\$7.54
	2 Crop Insurance Receipts	\$9.53	\$0.72	\$0.28	\$0.01
	3 Misc. Receipts	\$4.01	\$2.87	\$0.12	\$0.06
	4 Government Program	\$0.00	\$0.00	\$0.00	\$0.00
	5 Additional Revenue From Straw / Grazing	\$0.00	\$0.00	\$0.00	\$0.00
	<b>Gross Return</b>	<b>\$284.04</b>	<b>\$392.65</b>	<b>\$8.24</b>	<b>\$7.61</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$37.58	\$24.58	\$1.09	\$0.48
	2 Fertilizer	\$32.80	\$8.49	\$0.95	\$0.80
	3 Chemicals	\$29.24	\$41.44	\$0.85	\$0.80
	4 Hail/Crop Insurance Premium	\$9.20	\$0.80	\$0.27	\$0.02
	5 Trucking and Marketing	\$1.85	\$3.14	\$0.05	\$0.06
	6 Fuel	\$19.16	\$15.21	\$0.56	\$0.29
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$22.53	\$16.48	\$0.65	\$0.32
	9 Buildings Repairs	\$4.65	\$0.34	\$0.13	\$0.01
	10 Utilities and Miscellaneous	\$14.34	\$12.55	\$0.42	\$0.24
	11 Custom Work	\$9.82	\$0.53	\$0.28	\$0.01
	12 Operating Interest Paid	\$2.07	\$0.07	\$0.06	\$0.00
	13 Paid Labour & Benefits	\$19.67	\$18.51	\$0.57	\$0.36
	14 Unpaid Labour & Benefits	\$15.96	\$16.69	\$0.46	\$0.32
	<b>Variable Costs</b>	<b>\$218.86</b>	<b>\$158.82</b>	<b>\$6.35</b>	<b>\$3.08</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$0.00	\$0.00	\$0.00	\$0.00
	2 Taxes, Water Rates, License and Ins.	\$8.87	\$4.92	\$0.26	\$0.10
	3 Equipment and Building: a) Depreciation	\$50.20	\$52.03	\$1.46	\$1.01
	b) Lease Payments	\$3.12	\$0.76	\$0.09	\$0.01
	4 Paid Capital Interest	\$9.86	\$0.45	\$0.29	\$0.01
	<b>Capital Costs</b>	<b>\$72.05</b>	<b>\$58.15</b>	<b>\$2.09</b>	<b>\$1.13</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$224.76</b>	<b>\$148.26</b>	<b>\$6.52</b>	<b>\$2.87</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$290.91</b>	<b>\$216.97</b>	<b>\$8.43</b>	<b>\$4.20</b>
	<b>Gross Margin (A-D)</b>	<b>\$59.28</b>	<b>\$244.39</b>	<b>\$1.72</b>	<b>\$4.74</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$9.08</b>	<b>\$192.37</b>	<b>\$0.26</b>	<b>\$3.73</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$2.99</b>	<b>\$176.13</b>	<b>\$0.09</b>	<b>\$3.41</b>
	<b>Return to Equity (A-E)</b>	<b>(\$6.87)</b>	<b>\$175.67</b>	<b>(\$0.20)</b>	<b>\$3.40</b>
	<b>Investment</b>				
	Land	\$3,022.05	\$2,875.34		
	Buildings	\$149.44	\$166.33		
	Machinery (excluding Irrigation Machinery)	\$475.66	\$457.29		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$3,647.15</b>	<b>\$3,498.96</b>		
	<b>Management</b>				
	Average Yield (Bushel/Acre)	34.49	51.60		
	Expected Price (\$/Bushel)	\$7.84	\$7.54		

# 2017 Crop Enterprise Analysis

Crop: Peas  
Soil: All  
Dryland/Irrigation: Dryland

Tenure: Rent  
Yield units: Bushel

		\$/Acre		\$/Bushel	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$355.47	\$431.66	\$7.79	\$7.87
	2 Crop Insurance Receipts	\$0.08	\$0.00	\$0.00	\$0.00
	3 Misc. Receipts	\$2.80	\$0.10	\$0.06	\$0.00
	4 Government Program	\$0.02	\$0.00	\$0.00	\$0.00
	5 Additional Revenue From Straw / Grazing	\$0.00	\$0.00	\$0.00	\$0.00
	<b>Gross Return</b>	<b>\$358.36</b>	<b>\$431.76</b>	<b>\$7.86</b>	<b>\$7.87</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$38.34	\$26.20	\$0.84	\$0.48
	2 Fertilizer	\$33.12	\$21.96	\$0.73	\$1.03
	3 Chemicals	\$35.09	\$56.67	\$0.77	\$1.03
	4 Hail/Crop Insurance Premium	\$16.01	\$8.39	\$0.35	\$0.15
	5 Trucking and Marketing	\$1.19	\$0.30	\$0.03	\$0.01
	6 Fuel	\$16.84	\$11.93	\$0.37	\$0.22
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$19.54	\$15.23	\$0.43	\$0.28
	9 Buildings Repairs	\$2.48	\$0.40	\$0.05	\$0.01
	10 Utilities and Miscellaneous	\$17.96	\$12.19	\$0.39	\$0.22
	11 Custom Work	\$8.07	\$0.63	\$0.18	\$0.01
	12 Operating Interest Paid	\$3.29	\$0.35	\$0.07	\$0.01
	13 Paid Labour & Benefits	\$22.32	\$6.89	\$0.49	\$0.13
	14 Unpaid Labour & Benefits	\$15.85	\$19.40	\$0.35	\$0.35
	<b>Variable Costs</b>	<b>\$230.07</b>	<b>\$180.54</b>	<b>\$5.05</b>	<b>\$3.29</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$49.40	\$53.09	\$1.08	\$0.97
	2 Taxes, Water Rates, License and Ins.	\$4.19	\$1.02	\$0.09	\$0.02
	3 Equipment and Building: a) Depreciation	\$39.95	\$19.80	\$0.88	\$0.36
	b) Lease Payments	\$4.82	\$0.28	\$0.11	\$0.01
	4 Paid Capital Interest	\$5.86	\$0.28	\$0.13	\$0.01
	<b>Capital Costs</b>	<b>\$104.22</b>	<b>\$74.47</b>	<b>\$2.29</b>	<b>\$1.36</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$278.49</b>	<b>\$215.81</b>	<b>\$6.11</b>	<b>\$3.93</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$334.29</b>	<b>\$255.01</b>	<b>\$7.33</b>	<b>\$4.65</b>
	<b>Gross Margin (A-D)</b>	<b>\$79.86</b>	<b>\$215.95</b>	<b>\$1.75</b>	<b>\$3.93</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$39.92</b>	<b>\$196.15</b>	<b>\$0.88</b>	<b>\$3.57</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$29.93</b>	<b>\$177.03</b>	<b>\$0.66</b>	<b>\$3.23</b>
	<b>Return to Equity (A-E)</b>	<b>\$24.07</b>	<b>\$176.75</b>	<b>\$0.53</b>	<b>\$3.22</b>
	<b>Investment</b>				
	Land	\$16.43	\$13.21		
	Buildings	\$133.75	\$81.70		
	Machinery (excluding Irrigation Machinery)	\$367.40	\$167.30		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$517.57</b>	<b>\$262.21</b>		
	<b>Management</b>				
	Average Yield (Bushel/Acre)	45.60	54.88		
	Expected Price (\$/Bushel)	\$7.79	\$7.87		

# 2017 Crop Enterprise Analysis

Crop: Alfalfa Hay  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: All  
 Yield units: Tonne

		\$/Acre		\$/Tonne	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$105.98	--	\$153.12	--
	2 Crop Insurance Receipts	\$2.94	--	\$4.24	--
	3 Misc. Receipts	\$0.02	--	\$0.02	--
	4 Government Program	\$0.00	--	\$0.00	--
	5 Additional Revenue From Straw / Grazing	\$3.91	--	\$5.65	--
<b>Gross Return</b>		<b>\$112.85</b>	--	<b>\$163.03</b>	--
<b>(B)</b>	1 Seed & Seed Cleaning	\$5.11	--	\$7.38	--
	2 Fertilizer	\$0.00	--	\$0.00	--
	3 Chemicals	\$0.00	--	\$0.00	--
	4 Hail/Crop Insurance Premium	\$2.09	--	\$3.02	--
	5 Trucking and Marketing	\$0.00	--	\$0.00	--
	6 Fuel	\$6.40	--	\$9.24	--
	7 Irrigation Fuel and Electricity	\$0.00	--	\$0.00	--
	8 Machinery Repairs	\$3.61	--	\$5.22	--
	9 Buildings Repairs	\$0.33	--	\$0.47	--
	10 Utilities and Miscellaneous	\$5.28	--	\$7.62	--
	11 Custom Work	\$2.09	--	\$3.02	--
	12 Operating Interest Paid	\$0.47	--	\$0.68	--
	13 Paid Labour & Benefits	\$6.76	--	\$9.77	--
	14 Unpaid Labour & Benefits	\$8.31	--	\$12.01	--
<b>Variable Costs</b>		<b>\$40.46</b>	--	<b>\$58.45</b>	--
<b>(C)</b>	1 Cash/Share Land Rent	\$10.57	--	\$15.27	--
	2 Taxes, Water Rates, License and Ins.	\$3.47	--	\$5.01	--
	3 Equipment and Building: a) Depreciation	\$35.82	--	\$51.76	--
	b) Lease Payments	\$5.94	--	\$8.58	--
	4 Paid Capital Interest	\$20.44	--	\$29.53	--
<b>Capital Costs</b>		<b>\$76.25</b>	--	<b>\$110.16</b>	--
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$72.57</b>	--	<b>\$104.84</b>	--
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$116.70</b>	--	<b>\$168.61</b>	--
	<b>Gross Margin (A-D)</b>	<b>\$40.28</b>	--	<b>\$58.19</b>	--
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$4.46</b>	--	<b>\$6.44</b>	--
	<b>Return to Investment (A-E+C4)</b>	<b>\$16.58</b>	--	<b>\$23.96</b>	--
	<b>Return to Equity (A-E)</b>	<b>(\$3.86)</b>	--	<b>(\$5.57)</b>	--
<b>Investment</b>					
	Land	\$2,598.16	--		
	Buildings	\$96.47	--		
	Machinery (excluding Irrigation Machinery)	\$360.28	--		
	Irrigation Machinery	\$0.00	--		
	<b>Total</b>	<b>\$3,054.92</b>	--		
<b>Management</b>					
	Average Yield (Tonne/Acre)	0.69	--		
	Expected Price (\$/Tonne)	\$153.12	--		

# 2017 Crop Enterprise Analysis

Crop: Alfalfa Hay  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: Own  
 Yield units: Tonne

		\$/Acre		\$/Tonne	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$128.65	--	\$153.12	--
	2 Crop Insurance Receipts	\$3.56	--	\$4.24	--
	3 Misc. Receipts	\$0.02	--	\$0.02	--
	4 Government Program	\$0.00	--	\$0.00	--
	5 Additional Revenue From Straw / Grazing	\$4.74	--	\$5.65	--
	<b>Gross Return</b>	<b>\$136.98</b>	--	<b>\$163.03</b>	--
<b>(B)</b>	1 Seed & Seed Cleaning	\$0.00	--	\$0.00	--
	2 Fertilizer	\$0.00	--	\$0.00	--
	3 Chemicals	\$0.00	--	\$0.00	--
	4 Hail/Crop Insurance Premium	\$2.54	--	\$3.02	--
	5 Trucking and Marketing	\$0.00	--	\$0.00	--
	6 Fuel	\$7.76	--	\$9.24	--
	7 Irrigation Fuel and Electricity	\$0.00	--	\$0.00	--
	8 Machinery Repairs	\$4.39	--	\$5.22	--
	9 Buildings Repairs	\$0.40	--	\$0.47	--
	10 Utilities and Miscellaneous	\$6.41	--	\$7.62	--
	11 Custom Work	\$2.54	--	\$3.02	--
	12 Operating Interest Paid	\$0.57	--	\$0.68	--
	13 Paid Labour & Benefits	\$8.21	--	\$9.77	--
	14 Unpaid Labour & Benefits	\$10.09	--	\$12.01	--
	<b>Variable Costs</b>	<b>\$42.91</b>	--	<b>\$51.07</b>	--
<b>(C)</b>	1 Cash/Share Land Rent	\$0.00	--	\$0.00	--
	2 Taxes, Water Rates, License and Ins.	\$4.21	--	\$5.01	--
	3 Equipment and Building: a) Depreciation	\$43.49	--	\$51.76	--
	b) Lease Payments	\$7.21	--	\$8.58	--
	4 Paid Capital Interest	\$21.19	--	\$25.23	--
	<b>Capital Costs</b>	<b>\$76.10</b>	--	<b>\$90.58</b>	--
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$65.43</b>	--	<b>\$77.88</b>	--
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$119.01</b>	--	<b>\$141.65</b>	--
	<b>Gross Margin (A-D)</b>	<b>\$71.55</b>	--	<b>\$85.15</b>	--
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$28.06</b>	--	<b>\$33.40</b>	--
	<b>Return to Investment (A-E+C4)</b>	<b>\$39.16</b>	--	<b>\$46.61</b>	--
	<b>Return to Equity (A-E)</b>	<b>\$17.97</b>	--	<b>\$21.38</b>	--
<b>Investment</b>					
	Land	\$3,153.81	--		
	Buildings	\$117.11	--		
	Machinery (excluding Irrigation Machinery)	\$437.33	--		
	Irrigation Machinery	\$0.00	--		
	<b>Total</b>	<b>\$3,708.24</b>	--		
<b>Management</b>					
	Average Yield (Tonne/Acre)	0.84	--		
	Expected Price (\$/Tonne)	\$153.12	--		

# 2017 Crop Enterprise Analysis

Crop: Alfalfa/Grass Hay  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: All  
 Yield units: Tonne

		\$/Acre		\$/Tonne	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$154.89	\$251.16	\$94.82	\$99.13
	2 Crop Insurance Receipts	\$0.45	\$0.00	\$0.28	\$0.00
	3 Misc. Receipts	\$2.23	\$1.40	\$1.36	\$0.55
	4 Government Program	\$0.02	\$0.07	\$0.01	\$0.03
	5 Additional Revenue From Straw / Grazing	\$1.78	\$3.05	\$1.09	\$1.20
<b>Gross Return</b>		<b>\$159.36</b>	<b>\$255.68</b>	<b>\$97.56</b>	<b>\$100.91</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$0.00	\$0.00	\$0.00	\$0.00
	2 Fertilizer	\$10.42	\$8.32	\$6.38	\$0.00
	3 Chemicals	\$0.31	\$0.00	\$0.19	\$0.00
	4 Hail/Crop Insurance Premium	\$0.90	\$0.82	\$0.55	\$0.32
	5 Trucking and Marketing	\$0.06	\$0.08	\$0.04	\$0.03
	6 Fuel	\$10.74	\$9.95	\$6.58	\$3.93
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$15.34	\$17.10	\$9.39	\$6.75
	9 Buildings Repairs	\$1.95	\$2.05	\$1.19	\$0.81
	10 Utilities and Miscellaneous	\$6.64	\$9.41	\$4.07	\$3.71
	11 Custom Work	\$1.32	\$0.00	\$0.81	\$0.00
	12 Operating Interest Paid	\$0.20	\$0.16	\$0.12	\$0.06
	13 Paid Labour & Benefits	\$7.73	\$5.09	\$4.73	\$2.01
	14 Unpaid Labour & Benefits	\$14.91	\$13.86	\$9.13	\$5.47
<b>Variable Costs</b>		<b>\$70.53</b>	<b>\$66.85</b>	<b>\$43.18</b>	<b>\$26.39</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$11.02	\$15.53	\$6.74	\$6.13
	2 Taxes, Water Rates, License and Ins.	\$6.72	\$6.16	\$4.11	\$2.43
	3 Equipment and Building: a) Depreciation	\$27.56	\$26.43	\$16.87	\$10.43
	b) Lease Payments	\$0.07	\$0.00	\$0.04	\$0.00
	4 Paid Capital Interest	\$2.64	\$2.33	\$1.62	\$0.92
<b>Capital Costs</b>		<b>\$47.96</b>	<b>\$50.35</b>	<b>\$29.36</b>	<b>\$19.87</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$76.02</b>	<b>\$76.90</b>	<b>\$46.54</b>	<b>\$30.35</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$118.49</b>	<b>\$117.20</b>	<b>\$72.54</b>	<b>\$46.26</b>
	<b>Gross Margin (A-D)</b>	<b>\$83.34</b>	<b>\$178.77</b>	<b>\$51.02</b>	<b>\$70.56</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$55.78</b>	<b>\$152.34</b>	<b>\$34.15</b>	<b>\$60.13</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$43.51</b>	<b>\$140.81</b>	<b>\$26.64</b>	<b>\$55.58</b>
	<b>Return to Equity (A-E)</b>	<b>\$40.87</b>	<b>\$138.48</b>	<b>\$25.02</b>	<b>\$54.66</b>
<b>Investment</b>					
	Land	\$1,571.33	\$1,946.64		
	Buildings	\$56.37	\$65.65		
	Machinery (excluding Irrigation Machinery)	\$259.61	\$240.74		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$1,791.97</b>	<b>\$1,955.35</b>		
<b>Management</b>					
	Average Yield (Tonne/Acre)	1.63	2.53		
	Expected Price (\$/Tonne)	\$94.82	\$99.13		



# 2017 Crop Enterprise Analysis

Crop: Alfalfa/Grass Hay  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: Own  
 Yield units: Tonne

		\$/Acre		\$/Tonne	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$145.16	\$242.29	\$95.91	\$94.01
	2 Crop Insurance Receipts	\$0.56	\$0.00	\$0.37	\$0.00
	3 Misc. Receipts	\$3.63	\$2.15	\$2.40	\$0.83
	4 Government Program	\$0.03	\$0.10	\$0.02	\$0.04
	5 Additional Revenue From Straw / Grazing	\$2.91	\$4.71	\$1.92	\$1.83
	<b>Gross Return</b>	<b>\$152.29</b>	<b>\$249.26</b>	<b>\$100.62</b>	<b>\$96.71</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$0.00	\$0.00	\$0.00	\$0.00
	2 Fertilizer	\$14.79	\$10.85	\$9.77	\$0.00
	3 Chemicals	\$0.51	\$0.00	\$0.34	\$0.00
	4 Hail/Crop Insurance Premium	\$0.91	\$1.27	\$0.60	\$0.49
	5 Trucking and Marketing	\$0.02	\$0.04	\$0.01	\$0.02
	6 Fuel	\$10.83	\$10.36	\$7.16	\$4.02
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$14.52	\$13.88	\$9.59	\$5.39
	9 Buildings Repairs	\$2.89	\$2.71	\$1.91	\$1.05
	10 Utilities and Miscellaneous	\$6.80	\$8.43	\$4.49	\$3.27
	11 Custom Work	\$1.33	\$0.00	\$0.88	\$0.00
	12 Operating Interest Paid	\$0.16	\$0.23	\$0.11	\$0.09
	13 Paid Labour & Benefits	\$10.64	\$5.06	\$7.03	\$1.96
	14 Unpaid Labour & Benefits	\$13.02	\$12.10	\$8.60	\$4.69
	<b>Variable Costs</b>	<b>\$76.43</b>	<b>\$64.94</b>	<b>\$50.50</b>	<b>\$25.20</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$0.00	\$0.00	\$0.00	\$0.00
	2 Taxes, Water Rates, License and Ins.	\$8.90	\$8.25	\$5.88	\$3.20
	3 Equipment and Building: a) Depreciation	\$29.63	\$28.96	\$19.58	\$11.24
	b) Lease Payments	\$0.08	\$0.00	\$0.05	\$0.00
	4 Paid Capital Interest	\$3.20	\$4.31	\$2.11	\$1.67
	<b>Capital Costs</b>	<b>\$41.80</b>	<b>\$41.52</b>	<b>\$27.62</b>	<b>\$16.11</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$75.58</b>	<b>\$65.39</b>	<b>\$49.94</b>	<b>\$25.37</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$118.23</b>	<b>\$106.46</b>	<b>\$78.12</b>	<b>\$41.31</b>
	<b>Gross Margin (A-D)</b>	<b>\$76.72</b>	<b>\$183.86</b>	<b>\$50.69</b>	<b>\$71.34</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$47.09</b>	<b>\$154.90</b>	<b>\$31.11</b>	<b>\$60.10</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$37.26</b>	<b>\$147.10</b>	<b>\$24.62</b>	<b>\$57.08</b>
	<b>Return to Equity (A-E)</b>	<b>\$34.07</b>	<b>\$142.80</b>	<b>\$22.51</b>	<b>\$55.41</b>
	<b>Investment</b>				
	Land	\$2,560.84	\$3,485.93		
	Buildings	\$66.68	\$81.51		
	Machinery (excluding Irrigation Machinery)	\$274.24	\$257.74		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$2,745.42</b>	<b>\$3,365.28</b>		
	<b>Management</b>				
	Average Yield (Tonne/Acre)	1.51	2.58		
	Expected Price (\$/Tonne)	\$95.91	\$94.01		

# 2017 Crop Enterprise Analysis

Crop: Alfalfa/Grass Hay  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: Rent  
 Yield units: Tonne

		\$/Acre		\$/Tonne	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$164.61	\$215.44	\$91.61	\$102.47
	2 Crop Insurance Receipts	\$0.32	\$0.00	\$0.18	\$0.00
	3 Misc. Receipts	\$0.04	\$0.01	\$0.02	\$0.01
	4 Government Program	\$0.00	\$0.00	\$0.00	\$0.00
	5 Additional Revenue From Straw / Grazing	\$0.00	\$0.00	\$0.00	\$0.00
<b>Gross Return</b>		<b>\$164.97</b>	<b>\$215.46</b>	<b>\$91.81</b>	<b>\$102.48</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$0.00	\$0.00	\$0.00	\$0.00
	2 Fertilizer	\$3.65	\$2.22	\$2.03	\$0.00
	3 Chemicals	\$0.00	\$0.00	\$0.00	\$0.00
	4 Hail/Crop Insurance Premium	\$0.98	\$0.84	\$0.55	\$0.40
	5 Trucking and Marketing	\$0.12	\$0.08	\$0.07	\$0.04
	6 Fuel	\$10.49	\$9.99	\$5.84	\$4.75
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$16.26	\$17.64	\$9.05	\$8.39
	9 Buildings Repairs	\$0.49	\$0.56	\$0.27	\$0.26
	10 Utilities and Miscellaneous	\$5.83	\$6.67	\$3.25	\$3.17
	11 Custom Work	\$1.23	\$0.00	\$0.68	\$0.00
	12 Operating Interest Paid	\$0.29	\$0.14	\$0.16	\$0.07
	13 Paid Labour & Benefits	\$3.11	\$4.27	\$1.73	\$2.03
	14 Unpaid Labour & Benefits	\$17.60	\$11.78	\$9.79	\$5.60
<b>Variable Costs</b>		<b>\$60.05</b>	<b>\$54.19</b>	<b>\$33.42</b>	<b>\$25.77</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$31.00	\$36.26	\$17.25	\$17.25
	2 Taxes, Water Rates, License and Ins.	\$3.16	\$1.92	\$1.76	\$0.91
	3 Equipment and Building: a) Depreciation	\$22.08	\$19.30	\$12.29	\$9.18
	b) Lease Payments	\$0.06	\$0.00	\$0.03	\$0.00
	4 Paid Capital Interest	\$1.62	\$0.86	\$0.90	\$0.41
<b>Capital Costs</b>		<b>\$57.92</b>	<b>\$58.34</b>	<b>\$32.23</b>	<b>\$27.75</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$78.29</b>	<b>\$81.45</b>	<b>\$43.57</b>	<b>\$38.74</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$117.96</b>	<b>\$112.53</b>	<b>\$65.65</b>	<b>\$53.52</b>
	<b>Gross Margin (A-D)</b>	<b>\$86.68</b>	<b>\$134.00</b>	<b>\$48.24</b>	<b>\$63.74</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$64.61</b>	<b>\$114.70</b>	<b>\$35.95</b>	<b>\$54.56</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$48.63</b>	<b>\$103.79</b>	<b>\$27.06</b>	<b>\$49.37</b>
	<b>Return to Equity (A-E)</b>	<b>\$47.01</b>	<b>\$102.93</b>	<b>\$26.16</b>	<b>\$48.96</b>
<b>Investment</b>					
	Land	\$23.18	\$15.39		
	Buildings	\$38.43	\$34.77		
	Machinery (excluding Irrigation Machinery)	\$209.70	\$182.31		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$271.31</b>	<b>\$232.47</b>		
<b>Management</b>					
	Average Yield (Tonne/Acre)	1.80	2.10		
	Expected Price (\$/Tonne)	\$91.61	\$102.47		

# 2017 Crop Enterprise Analysis

Crop: Native Grass Hay  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: All  
 Yield units: Tonne

		\$/Acre		\$/Tonne	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$187.46	--	\$91.04	--
	2 Crop Insurance Receipts	\$0.00	--	\$0.00	--
	3 Misc. Receipts	\$8.04	--	\$3.90	--
	4 Government Program	\$0.00	--	\$0.00	--
	5 Additional Revenue From Straw / Grazing	\$0.00	--	\$0.00	--
	<b>Gross Return</b>	<b>\$195.50</b>	--	<b>\$94.95</b>	--
<b>(B)</b>	1 Seed & Seed Cleaning	\$0.00	--	\$0.00	--
	2 Fertilizer	\$0.00	--	\$0.00	--
	3 Chemicals	\$0.00	--	\$0.00	--
	4 Hail/Crop Insurance Premium	\$3.14	--	\$1.53	--
	5 Trucking and Marketing	\$0.00	--	\$0.00	--
	6 Fuel	\$18.77	--	\$9.12	--
	7 Irrigation Fuel and Electricity	\$0.00	--	\$0.00	--
	8 Machinery Repairs	\$17.12	--	\$8.31	--
	9 Buildings Repairs	\$3.96	--	\$1.92	--
	10 Utilities and Miscellaneous	\$12.97	--	\$6.30	--
	11 Custom Work	\$0.00	--	\$0.00	--
	12 Operating Interest Paid	\$0.27	--	\$0.13	--
	13 Paid Labour & Benefits	\$44.14	--	\$21.44	--
	14 Unpaid Labour & Benefits	\$13.30	--	\$6.46	--
	<b>Variable Costs</b>	<b>\$113.67</b>	--	<b>\$55.21</b>	--
<b>(C)</b>	1 Cash/Share Land Rent	\$16.97	--	\$8.24	--
	2 Taxes, Water Rates, License and Ins.	\$10.64	--	\$5.17	--
	3 Equipment and Building: a) Depreciation	\$51.38	--	\$24.95	--
	b) Lease Payments	\$0.00	--	\$0.00	--
	4 Paid Capital Interest	\$11.97	--	\$5.81	--
	<b>Capital Costs</b>	<b>\$90.96</b>	--	<b>\$44.17</b>	--
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$139.95</b>	--	<b>\$67.97</b>	--
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$204.62</b>	--	<b>\$99.38</b>	--
	<b>Gross Margin (A-D)</b>	<b>\$55.55</b>	--	<b>\$26.98</b>	--
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$4.17</b>	--	<b>\$2.03</b>	--
	<b>Return to Investment (A-E+C4)</b>	<b>\$2.85</b>	--	<b>\$1.38</b>	--
	<b>Return to Equity (A-E)</b>	<b>(\$9.12)</b>	--	<b>(\$4.43)</b>	--
	<b>Investment</b>				
	Land	\$698.56	--		
	Buildings	\$85.20	--		
	Machinery (excluding Irrigation Machinery)	\$468.12	--		
	Irrigation Machinery	\$0.00	--		
	<b>Total</b>	<b>\$1,251.89</b>	--		
	<b>Management</b>				
	Average Yield (Tonne/Acre)	2.06	--		
	Expected Price (\$/Tonne)	\$91.04	--		

# 2017 Crop Enterprise Analysis

Crop: Native Grass Hay  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: Rent  
 Yield units: Tonne

		\$/Acre		\$/Tonne	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$300.11	--	\$84.02	--
	2 Crop Insurance Receipts	\$0.00	--	\$0.00	--
	3 Misc. Receipts	\$0.39	--	\$0.11	--
	4 Government Program	\$0.00	--	\$0.00	--
	5 Additional Revenue From Straw / Grazing	\$0.00	--	\$0.00	--
	<b>Gross Return</b>	<b>\$300.50</b>	--	<b>\$84.13</b>	--
<b>(B)</b>	1 Seed & Seed Cleaning	\$0.00	--	\$0.00	--
	2 Fertilizer	\$0.00	--	\$0.00	--
	3 Chemicals	\$0.00	--	\$0.00	--
	4 Hail/Crop Insurance Premium	\$6.19	--	\$1.73	--
	5 Trucking and Marketing	\$0.00	--	\$0.00	--
	6 Fuel	\$22.74	--	\$6.37	--
	7 Irrigation Fuel and Electricity	\$0.00	--	\$0.00	--
	8 Machinery Repairs	\$16.81	--	\$4.71	--
	9 Buildings Repairs	\$1.04	--	\$0.29	--
	10 Utilities and Miscellaneous	\$21.77	--	\$6.09	--
	11 Custom Work	\$0.00	--	\$0.00	--
	12 Operating Interest Paid	\$0.52	--	\$0.15	--
	13 Paid Labour & Benefits	\$66.31	--	\$18.57	--
	14 Unpaid Labour & Benefits	\$20.25	--	\$5.67	--
	<b>Variable Costs</b>	<b>\$155.63</b>	--	<b>\$43.57</b>	--
<b>(C)</b>	1 Cash/Share Land Rent	\$33.39	--	\$9.35	--
	2 Taxes, Water Rates, License and Ins.	\$9.13	--	\$2.56	--
	3 Equipment and Building: a) Depreciation	\$79.47	--	\$22.25	--
	b) Lease Payments	\$0.00	--	\$0.00	--
	4 Paid Capital Interest	\$23.55	--	\$6.59	--
	<b>Capital Costs</b>	<b>\$145.55</b>	--	<b>\$40.75</b>	--
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$201.45</b>	--	<b>\$56.40</b>	--
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$301.18</b>	--	<b>\$84.32</b>	--
	<b>Gross Margin (A-D)</b>	<b>\$99.04</b>	--	<b>\$27.73</b>	--
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$19.57</b>	--	<b>\$5.48</b>	--
	<b>Return to Investment (A-E+C4)</b>	<b>\$22.87</b>	--	<b>\$6.40</b>	--
	<b>Return to Equity (A-E)</b>	<b>(\$0.68)</b>	--	<b>(\$0.19)</b>	--
	<b>Investment</b>				
	Land	\$7.26	--		
	Buildings	\$122.47	--		
	Machinery (excluding Irrigation Machinery)	\$732.18	--		
	Irrigation Machinery	\$0.00	--		
	<b>Total</b>	<b>\$861.91</b>	--		
	<b>Management</b>				
	Average Yield (Tonne/Acre)	3.57	--		
	Expected Price (\$/Tonne)	\$84.02	--		

# 2017 Crop Enterprise Analysis

Crop: Grain Silage  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: All  
 Yield units: Tonne

		\$/Acre		\$/Tonne	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$357.06	\$571.17	\$55.55	\$56.81
	2 Crop Insurance Receipts	\$14.53	\$31.09	\$2.26	\$3.09
	3 Misc. Receipts	\$0.26	\$0.03	\$0.04	\$0.00
	4 Government Program	\$0.00	\$0.00	\$0.00	\$0.00
	5 Additional Revenue From Straw / Grazing	\$0.41	\$0.68	\$0.06	\$0.07
<b>Gross Return</b>		<b>\$372.26</b>	<b>\$602.96</b>	<b>\$57.91</b>	<b>\$59.97</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$22.36	\$25.79	\$3.48	\$2.57
	2 Fertilizer	\$69.11	\$87.01	\$10.75	\$1.94
	3 Chemicals	\$14.41	\$19.55	\$2.24	\$1.94
	4 Hail/Crop Insurance Premium	\$4.55	\$2.99	\$0.71	\$0.30
	5 Trucking and Marketing	\$0.13	\$0.04	\$0.02	\$0.00
	6 Fuel	\$33.12	\$34.63	\$5.15	\$3.44
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$21.00	\$14.59	\$3.27	\$1.45
	9 Buildings Repairs	\$0.89	\$1.70	\$0.14	\$0.17
	10 Utilities and Miscellaneous	\$11.74	\$13.92	\$1.83	\$1.38
	11 Custom Work	\$17.73	\$12.42	\$2.76	\$1.24
	12 Operating Interest Paid	\$1.06	\$0.20	\$0.17	\$0.02
	13 Paid Labour & Benefits	\$6.23	\$5.47	\$0.97	\$0.54
	14 Unpaid Labour & Benefits	\$12.26	\$11.86	\$1.91	\$1.18
<b>Variable Costs</b>		<b>\$214.60</b>	<b>\$230.18</b>	<b>\$33.38</b>	<b>\$22.89</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$28.24	\$31.85	\$4.39	\$3.17
	2 Taxes, Water Rates, License and Ins.	\$6.44	\$6.23	\$1.00	\$0.62
	3 Equipment and Building: a) Depreciation	\$24.66	\$20.22	\$3.84	\$2.01
	b) Lease Payments	\$0.00	\$0.00	\$0.00	\$0.00
	4 Paid Capital Interest	\$6.15	\$7.50	\$0.96	\$0.75
<b>Capital Costs</b>		<b>\$65.50</b>	<b>\$65.80</b>	<b>\$10.19</b>	<b>\$6.54</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$243.18</b>	<b>\$263.90</b>	<b>\$37.83</b>	<b>\$26.25</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$280.10</b>	<b>\$295.98</b>	<b>\$43.57</b>	<b>\$29.44</b>
	<b>Gross Margin (A-D)</b>	<b>\$129.08</b>	<b>\$339.06</b>	<b>\$20.08</b>	<b>\$33.72</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$104.42</b>	<b>\$318.84</b>	<b>\$16.24</b>	<b>\$31.71</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$98.31</b>	<b>\$314.48</b>	<b>\$15.29</b>	<b>\$31.28</b>
	<b>Return to Equity (A-E)</b>	<b>\$92.16</b>	<b>\$306.98</b>	<b>\$14.34</b>	<b>\$30.53</b>
<b>Investment</b>					
	Land	\$1,614.46	\$1,374.96		
	Buildings	\$79.44	\$40.96		
	Machinery (excluding Irrigation Machinery)	\$206.44	\$181.90		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$1,900.34</b>	<b>\$1,597.82</b>		
<b>Management</b>					
	Average Yield (Tonne/Acre)	6.43	10.05		
	Expected Price (\$/Tonne)	\$55.55	\$56.81		

# 2017 Crop Enterprise Analysis

Crop: Grain Silage  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: Own  
 Yield units: Tonne

		\$/Acre		\$/Tonne	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$340.78	\$523.20	\$59.50	\$59.34
	2 Crop Insurance Receipts	\$1.97	\$0.00	\$0.34	\$0.00
	3 Misc. Receipts	\$0.45	\$0.07	\$0.08	\$0.01
	4 Government Program	\$0.00	\$0.00	\$0.00	\$0.00
	5 Additional Revenue From Straw / Grazing	\$0.92	\$1.74	\$0.16	\$0.20
	<b>Gross Return</b>	<b>\$344.13</b>	<b>\$525.00</b>	<b>\$60.08</b>	<b>\$59.55</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$25.41	\$24.58	\$4.44	\$2.79
	2 Fertilizer	\$76.50	\$105.07	\$13.36	\$2.00
	3 Chemicals	\$11.21	\$17.65	\$1.96	\$2.00
	4 Hail/Crop Insurance Premium	\$5.02	\$3.35	\$0.88	\$0.38
	5 Trucking and Marketing	\$0.20	\$0.10	\$0.04	\$0.01
	6 Fuel	\$39.49	\$40.58	\$6.89	\$4.60
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$24.27	\$19.44	\$4.24	\$2.21
	9 Buildings Repairs	\$0.99	\$2.02	\$0.17	\$0.23
	10 Utilities and Miscellaneous	\$13.29	\$11.00	\$2.32	\$1.25
	11 Custom Work	\$22.81	\$0.91	\$3.98	\$0.10
	12 Operating Interest Paid	\$1.48	\$0.00	\$0.26	\$0.00
	13 Paid Labour & Benefits	\$9.00	\$12.82	\$1.57	\$1.45
	14 Unpaid Labour & Benefits	\$12.65	\$9.91	\$2.21	\$1.12
	<b>Variable Costs</b>	<b>\$242.33</b>	<b>\$247.43</b>	<b>\$42.31</b>	<b>\$28.06</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$0.00	\$0.00	\$0.00	\$0.00
	2 Taxes, Water Rates, License and Ins.	\$11.21	\$10.95	\$1.96	\$1.24
	3 Equipment and Building: a) Depreciation	\$27.95	\$18.44	\$4.88	\$2.09
	b) Lease Payments	\$0.00	\$0.00	\$0.00	\$0.00
	4 Paid Capital Interest	\$9.51	\$8.64	\$1.66	\$0.98
	<b>Capital Costs</b>	<b>\$48.67</b>	<b>\$38.03</b>	<b>\$8.50</b>	<b>\$4.31</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$250.40</b>	<b>\$257.10</b>	<b>\$43.72</b>	<b>\$29.16</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$290.99</b>	<b>\$285.46</b>	<b>\$50.80</b>	<b>\$32.38</b>
	<b>Gross Margin (A-D)</b>	<b>\$93.73</b>	<b>\$267.90</b>	<b>\$16.36</b>	<b>\$30.39</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$65.78</b>	<b>\$249.46</b>	<b>\$11.48</b>	<b>\$28.29</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$62.64</b>	<b>\$248.18</b>	<b>\$10.94</b>	<b>\$28.15</b>
	<b>Return to Equity (A-E)</b>	<b>\$53.13</b>	<b>\$239.54</b>	<b>\$9.28</b>	<b>\$27.17</b>
	<b>Investment</b>				
	Land	\$3,565.87	\$3,498.59		
	Buildings	\$86.71	\$44.23		
	Machinery (excluding Irrigation Machinery)	\$235.76	\$160.36		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$3,888.34</b>	<b>\$3,703.18</b>		
	<b>Management</b>				
	Average Yield (Tonne/Acre)	5.73	8.82		
	Expected Price (\$/Tonne)	\$59.50	\$59.34		

# 2017 Crop Enterprise Analysis

Crop: Grain Silage  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: Rent  
 Yield units: Tonne

		\$/Acre		\$/Tonne	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$370.06	\$662.00	\$52.96	\$60.97
	2 Crop Insurance Receipts	\$24.55	\$101.82	\$3.51	\$9.38
	3 Misc. Receipts	\$0.12	\$0.00	\$0.02	\$0.00
	4 Government Program	\$0.00	\$0.00	\$0.00	\$0.00
	5 Additional Revenue From Straw / Grazing	\$0.00	\$0.00	\$0.00	\$0.00
	<b>Gross Return</b>	<b>\$394.73</b>	<b>\$763.82</b>	<b>\$56.49</b>	<b>\$70.35</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$19.93	\$14.14	\$2.85	\$1.30
	2 Fertilizer	\$63.21	\$93.72	\$9.05	\$1.32
	3 Chemicals	\$16.97	\$14.38	\$2.43	\$1.32
	4 Hail/Crop Insurance Premium	\$4.18	\$2.03	\$0.60	\$0.19
	5 Trucking and Marketing	\$0.08	\$0.00	\$0.01	\$0.00
	6 Fuel	\$28.03	\$29.62	\$4.01	\$2.73
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$18.40	\$12.30	\$2.63	\$1.13
	9 Buildings Repairs	\$0.81	\$0.79	\$0.12	\$0.07
	10 Utilities and Miscellaneous	\$10.51	\$12.23	\$1.50	\$1.13
	11 Custom Work	\$13.67	\$39.52	\$1.96	\$3.64
	12 Operating Interest Paid	\$0.73	\$0.00	\$0.10	\$0.00
	13 Paid Labour & Benefits	\$4.02	\$1.55	\$0.57	\$0.14
	14 Unpaid Labour & Benefits	\$11.95	\$11.24	\$1.71	\$1.03
	<b>Variable Costs</b>	<b>\$192.47</b>	<b>\$231.51</b>	<b>\$27.54</b>	<b>\$21.32</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$50.80	\$54.31	\$7.27	\$5.00
	2 Taxes, Water Rates, License and Ins.	\$2.64	\$3.64	\$0.38	\$0.34
	3 Equipment and Building: a) Depreciation	\$22.04	\$17.38	\$3.15	\$1.60
	b) Lease Payments	\$0.00	\$0.00	\$0.00	\$0.00
	4 Paid Capital Interest	\$3.46	\$12.37	\$0.50	\$1.14
	<b>Capital Costs</b>	<b>\$78.94</b>	<b>\$87.71</b>	<b>\$11.30</b>	<b>\$8.08</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$237.42</b>	<b>\$290.60</b>	<b>\$33.98</b>	<b>\$26.77</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$271.41</b>	<b>\$319.22</b>	<b>\$38.84</b>	<b>\$29.40</b>
	<b>Gross Margin (A-D)</b>	<b>\$157.32</b>	<b>\$473.22</b>	<b>\$22.51</b>	<b>\$43.59</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$135.27</b>	<b>\$455.84</b>	<b>\$19.36</b>	<b>\$41.99</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$126.79</b>	<b>\$456.97</b>	<b>\$18.14</b>	<b>\$42.09</b>
	<b>Return to Equity (A-E)</b>	<b>\$123.33</b>	<b>\$444.60</b>	<b>\$17.65</b>	<b>\$40.95</b>
	<b>Investment</b>				
	Land	\$56.08	\$13.33		
	Buildings	\$73.63	\$27.70		
	Machinery (excluding Irrigation Machinery)	\$183.02	\$151.21		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$312.73</b>	<b>\$192.25</b>		
	<b>Management</b>				
	Average Yield (Tonne/Acre)	6.99	10.86		
	Expected Price (\$/Tonne)	\$52.96	\$60.97		

# 2017 Crop Enterprise Analysis

Crop: Haylage  
Soil: All  
Dryland/Irrigation: Dryland

Tenure: All  
Yield units: Tonne

		\$/Acre		\$/Tonne	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$383.99	\$513.47	\$43.84	\$42.84
	2 Crop Insurance Receipts	\$0.00	\$0.00	\$0.00	\$0.00
	3 Misc. Receipts	\$0.38	\$0.06	\$0.04	\$0.01
	4 Government Program	\$0.00	\$0.00	\$0.00	\$0.00
	5 Additional Revenue From Straw / Grazing	\$0.00	\$0.00	\$0.00	\$0.00
	<b>Gross Return</b>	<b>\$384.36</b>	<b>\$513.53</b>	<b>\$43.89</b>	<b>\$42.84</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$0.00	\$0.00	\$0.00	\$0.00
	2 Fertilizer	\$2.96	\$4.33	\$0.34	\$0.00
	3 Chemicals	\$0.00	\$0.00	\$0.00	\$0.00
	4 Hail/Crop Insurance Premium	\$0.00	\$0.00	\$0.00	\$0.00
	5 Trucking and Marketing	\$0.14	\$0.30	\$0.02	\$0.03
	6 Fuel	\$24.14	\$23.48	\$2.76	\$1.96
	7 Irrigation Fuel and Electricity	\$0.00	\$0.00	\$0.00	\$0.00
	8 Machinery Repairs	\$25.18	\$24.81	\$2.88	\$2.07
	9 Buildings Repairs	\$0.07	\$0.07	\$0.01	\$0.01
	10 Utilities and Miscellaneous	\$9.88	\$9.30	\$1.13	\$0.78
	11 Custom Work	\$48.77	\$51.58	\$5.57	\$4.30
	12 Operating Interest Paid	\$3.01	\$3.01	\$0.34	\$0.25
	13 Paid Labour & Benefits	\$16.93	\$12.02	\$1.93	\$1.00
	14 Unpaid Labour & Benefits	\$5.85	\$3.29	\$0.67	\$0.27
	<b>Variable Costs</b>	<b>\$136.94</b>	<b>\$132.19</b>	<b>\$15.64</b>	<b>\$11.03</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$29.19	\$22.00	\$3.33	\$1.84
	2 Taxes, Water Rates, License and Ins.	\$4.71	\$3.41	\$0.54	\$0.28
	3 Equipment and Building: a) Depreciation	\$37.55	\$30.74	\$4.29	\$2.56
	b) Lease Payments	\$0.00	\$0.00	\$0.00	\$0.00
	4 Paid Capital Interest	\$33.23	\$33.30	\$3.79	\$2.78
	<b>Capital Costs</b>	<b>\$101.77</b>	<b>\$89.45</b>	<b>\$11.62</b>	<b>\$7.46</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$195.32</b>	<b>\$187.62</b>	<b>\$22.30</b>	<b>\$15.65</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$238.71</b>	<b>\$221.64</b>	<b>\$27.26</b>	<b>\$18.49</b>
	<b>Gross Margin (A-D)</b>	<b>\$189.05</b>	<b>\$325.91</b>	<b>\$21.59</b>	<b>\$27.19</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$151.50</b>	<b>\$295.17</b>	<b>\$17.30</b>	<b>\$24.63</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$178.89</b>	<b>\$325.19</b>	<b>\$20.43</b>	<b>\$27.13</b>
	<b>Return to Equity (A-E)</b>	<b>\$145.65</b>	<b>\$291.88</b>	<b>\$16.63</b>	<b>\$24.35</b>
	<b>Investment</b>				
	Land	\$886.56	\$1,560.23		
	Buildings	\$176.39	\$132.71		
	Machinery (excluding Irrigation Machinery)	\$293.32	\$248.21		
	Irrigation Machinery	\$0.00	\$0.00		
	<b>Total</b>	<b>\$1,356.27</b>	<b>\$1,941.15</b>		
	<b>Management</b>				
	Average Yield (Tonne/Acre)	8.76	11.99		
	Expected Price (\$/Tonne)	\$43.84	\$42.84		



# 2017 Crop Enterprise Analysis

Crop: Haylage  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: Own  
 Yield units: Tonne

		\$/Acre		\$/Tonne	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$412.77	--	\$44.13	--
	2 Crop Insurance Receipts	\$0.00	--	\$0.00	--
	3 Misc. Receipts	\$0.99	--	\$0.11	--
	4 Government Program	\$0.00	--	\$0.00	--
	5 Additional Revenue From Straw / Grazing	\$0.00	--	\$0.00	--
<b>Gross Return</b>		<b>\$413.77</b>	<b>--</b>	<b>\$44.23</b>	<b>--</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$0.00	--	\$0.00	--
	2 Fertilizer	\$5.93	--	\$0.63	--
	3 Chemicals	\$0.00	--	\$0.00	--
	4 Hail/Crop Insurance Premium	\$0.00	--	\$0.00	--
	5 Trucking and Marketing	\$0.41	--	\$0.04	--
	6 Fuel	\$25.33	--	\$2.71	--
	7 Irrigation Fuel and Electricity	\$0.00	--	\$0.00	--
	8 Machinery Repairs	\$31.36	--	\$3.35	--
	9 Buildings Repairs	\$0.00	--	\$0.00	--
	10 Utilities and Miscellaneous	\$14.72	--	\$1.57	--
	11 Custom Work	\$8.18	--	\$0.87	--
	12 Operating Interest Paid	\$2.64	--	\$0.28	--
	13 Paid Labour & Benefits	\$12.31	--	\$1.32	--
	14 Unpaid Labour & Benefits	\$12.84	--	\$1.37	--
<b>Variable Costs</b>		<b>\$113.73</b>	<b>--</b>	<b>\$12.16</b>	<b>--</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$0.00	--	\$0.00	--
	2 Taxes, Water Rates, License and Ins.	\$14.62	--	\$1.56	--
	3 Equipment and Building: a) Depreciation	\$41.53	--	\$4.44	--
	b) Lease Payments	\$0.00	--	\$0.00	--
	4 Paid Capital Interest	\$8.36	--	\$0.89	--
<b>Capital Costs</b>		<b>\$64.51</b>	<b>--</b>	<b>\$6.90</b>	<b>--</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$123.87</b>	<b>--</b>	<b>\$13.24</b>	<b>--</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$178.23</b>	<b>--</b>	<b>\$19.05</b>	<b>--</b>
	<b>Gross Margin (A-D)</b>	<b>\$289.90</b>	<b>--</b>	<b>\$30.99</b>	<b>--</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$248.37</b>	<b>--</b>	<b>\$26.55</b>	<b>--</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$243.89</b>	<b>--</b>	<b>\$26.07</b>	<b>--</b>
	<b>Return to Equity (A-E)</b>	<b>\$235.53</b>	<b>--</b>	<b>\$25.18</b>	<b>--</b>
<b>Investment</b>					
	Land	\$3,285.93	--		
	Buildings	\$148.49	--		
	Machinery (excluding Irrigation Machinery)	\$341.21	--		
	Irrigation Machinery	\$0.00	--		
	<b>Total</b>	<b>\$3,775.63</b>	<b>--</b>		
<b>Management</b>					
	Average Yield (Tonne/Acre)	9.35	--		
	Expected Price (\$/Tonne)	\$44.13	--		

# 2017 Crop Enterprise Analysis

Crop: Haylage  
 Soil: All  
 Dryland/Irrigation: Dryland

Tenure: Rent  
 Yield units: Tonne

		\$/Acre		\$/Tonne	
		Average	Top 1/3	Average	Top 1/3
<b>(A)</b>	1 Crop Sales	\$394.84	--	\$43.28	--
	2 Crop Insurance Receipts	\$0.00	--	\$0.00	--
	3 Misc. Receipts	\$0.01	--	\$0.00	--
	4 Government Program	\$0.00	--	\$0.00	--
	5 Additional Revenue From Straw / Grazing	\$0.00	--	\$0.00	--
	<b>Gross Return</b>	<b>\$394.85</b>	<b>--</b>	<b>\$43.28</b>	<b>--</b>
<b>(B)</b>	1 Seed & Seed Cleaning	\$0.00	--	\$0.00	--
	2 Fertilizer	\$0.00	--	\$0.00	--
	3 Chemicals	\$0.00	--	\$0.00	--
	4 Hail/Crop Insurance Premium	\$0.00	--	\$0.00	--
	5 Trucking and Marketing	\$0.04	--	\$0.00	--
	6 Fuel	\$23.44	--	\$2.57	--
	7 Irrigation Fuel and Electricity	\$0.00	--	\$0.00	--
	8 Machinery Repairs	\$22.13	--	\$2.43	--
	9 Buildings Repairs	\$0.11	--	\$0.01	--
	10 Utilities and Miscellaneous	\$8.56	--	\$0.94	--
	11 Custom Work	\$68.67	--	\$7.53	--
	12 Operating Interest Paid	\$3.20	--	\$0.35	--
	13 Paid Labour & Benefits	\$18.10	--	\$1.98	--
	14 Unpaid Labour & Benefits	\$1.93	--	\$0.21	--
	<b>Variable Costs</b>	<b>\$146.18</b>	<b>--</b>	<b>\$16.02</b>	<b>--</b>
<b>(C)</b>	1 Cash/Share Land Rent	\$38.74	--	\$4.25	--
	2 Taxes, Water Rates, License and Ins.	\$0.14	--	\$0.02	--
	3 Equipment and Building: a) Depreciation	\$34.15	--	\$3.74	--
	b) Lease Payments	\$0.00	--	\$0.00	--
	4 Paid Capital Interest	\$45.10	--	\$4.94	--
	<b>Capital Costs</b>	<b>\$118.12</b>	<b>--</b>	<b>\$12.95</b>	<b>--</b>
<b>(D)</b>	<b>Cash Costs (B+C-B14-C3a)</b>	<b>\$228.22</b>	<b>--</b>	<b>\$25.01</b>	<b>--</b>
<b>(E)</b>	<b>Total Production Costs (B+C)</b>	<b>\$264.30</b>	<b>--</b>	<b>\$28.97</b>	<b>--</b>
	<b>Gross Margin (A-D)</b>	<b>\$166.63</b>	<b>--</b>	<b>\$18.26</b>	<b>--</b>
	<b>Return to Unpaid Labour (A-E+B14)</b>	<b>\$132.48</b>	<b>--</b>	<b>\$14.52</b>	<b>--</b>
	<b>Return to Investment (A-E+C4)</b>	<b>\$175.64</b>	<b>--</b>	<b>\$19.25</b>	<b>--</b>
	<b>Return to Equity (A-E)</b>	<b>\$130.55</b>	<b>--</b>	<b>\$14.31</b>	<b>--</b>
	<b>Investment</b>				
	Land	\$12.57	--		
	Buildings	\$180.47	--		
	Machinery (excluding Irrigation Machinery)	\$260.29	--		
	Irrigation Machinery	\$0.00	--		
	<b>Total</b>	<b>\$453.33</b>	<b>--</b>		
	<b>Management</b>				
	Average Yield (Tonne/Acre)	9.12	--		
	Expected Price (\$/Tonne)	\$43.28	--		

## Definitions & Explanations to Accompany the Crop and Forages Enterprise Overview

### 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 Alberta Agriculture and Forestry
  1. **Trucking and Marketing** – allocated to specific cropping acres by producer
  2. **Fuel** – Summer fallow – allocation of 0.3:1 compared to crop acres; Sugar beets – allocation of 2.96:1 compared to other irrigated crop acres
  3. **Irrigation Fuel** – allocation based on total pumping hours for each crop
  4. **Machinery Repairs** – allocated equally to all acres except summer fallow (0.3:1) and special crops (as specified by producer)
  5. **Building Repairs** – allocated to all acres equally except for special crops buildings
  6. **Operating Interest** – interest paid on operating loans allocated equally
  7. **Paid Labour** – based on allocations between crops as specified by producer
  8. **Unpaid and Operator Labour** – operator - \$10/hour, other unpaid labour - \$7.50/hour
  9. **Land Taxes** – allocated equally to all owned cropped acres
  10. **Water Rates** – allocated equally to all owned irrigated acres
  11. **Equipment Depreciation** – imputed at 8.5% for power equipment, 11% for non-power, based on current market value
  12. **Insurance and Licenses** – allocated to all cropped acres equally
  13. **Building Depreciation** – imputed at 5% on the current market value
  14. **Paid Capital Interest** – allocated to all owned cropped acres equally except summer fallow (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 summer fallow (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