

AgriProfit\$

2010

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

Black Soil Zone

Government of Alberta ■
Agriculture and Rural Development



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OVERVIEW

2010 Black Soil Zone

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

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

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

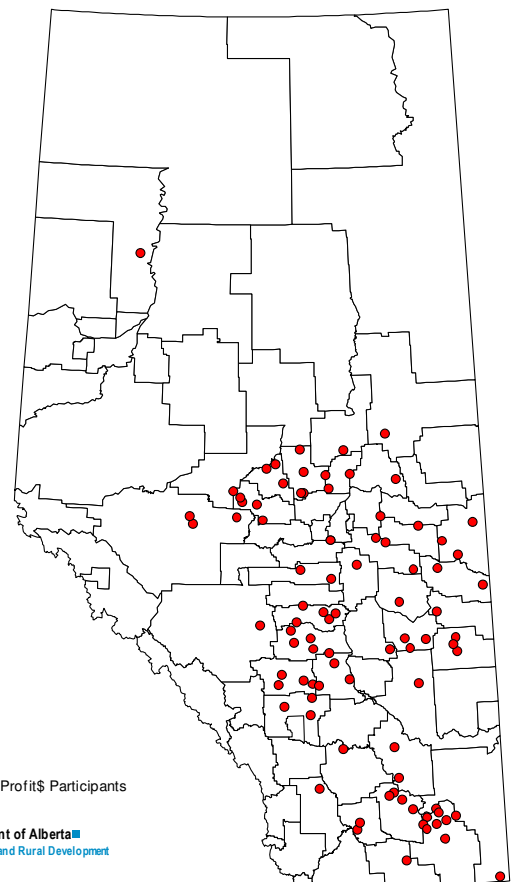
The top map shows the Black Soil Zone in Alberta; this is the grouping method used for this study. Please note that farms highlighted within these zones may contain characteristics of neighbouring soil zones. The map on the bottom shows the distribution of the 2010 participants.

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2010 AgriProfit\$ Participants

Government of Alberta
Agriculture and Rural Development

2010 Crops Enterprise Analysis

All Dryland Spring Wheat

Acres Cropped: 152.73

Enterprises: 44

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	47,691.16	312.26	5.56
	2. Crop Insurance Receipts	732.15	4.79	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	1,272.23	8.33	
	GROSS RETURN	49,695.54	325.39	5.79
(B)	1. Seed & Seed Cleaning	3,074.10	20.13	
	2. Fertilizer Rates: 96N 15P 7K 5S	7,735.42	50.65	
	3. Chemicals	4,801.99	31.44	
	4. Hail / Crop Insurance & Program Premiums	2,284.31	14.96	
	5. Trucking & Marketing	321.48	2.10	
	6. Fuel	1,796.29	11.76	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,859.67	12.18	
	9. Repairs - Buildings	327.81	2.15	
	10. Utilities & Miscellaneous Expenses	1,487.65	9.74	
	11. Custom Work & Specialized Labour	599.14	3.92	
	12. Operating Interest Paid	120.65	.79	
	13. Paid Labour & Benefits (29.98 hours)	552.76	3.62	
	14. Unpaid Labour (133.41 hours)	1,332.69	8.73	
	VARIABLE COSTS	26,293.95	172.16	3.06
(C)	1. Cash/Share Rent & Land Lease	3,879.03	25.40	
	2. Taxes, Water Rates, Lic. & Insurance	784.25	5.13	
	3. Equipment & Building a) Depreciation	5,216.62	34.16	
	b) Lease Payments	781.20	5.11	
	4. Paid Capital Interest	1,018.92	6.67	
	TOTAL CAPITAL COSTS	11,680.01	76.48	1.36
(D)	CASH COSTS (B+C-B14-C3)	31,424.65	205.76	3.66
(E)	TOTAL PRODUCTION COSTS (B+C)	37,973.97	248.64	4.42
(F)	GROSS MARGIN (A-D)	18,270.89	119.63	2.13
	RETURN TO UNPAID LABOUR(A-E+B14)	13,054.27	85.47	1.52
	RETURN TO INVESTMENT (A-E+C4) 6.9 %	12,740.49	83.42	1.48
	RETURN TO EQUITY (A-E)	11,721.57	76.75	1.37
INVESTMENT				
	Land	120,493.18	788.94	
	Buildings	11,822.66	77.41	
	Machinery	53,453.57	349.99	
	Irr. Machinery	.00	.00	
	TOTAL	185,769.41	1,216.35	
MANAGEMENT				
	Yield Per Acre (Bushel)		56.20	
	Expected Market Price Per Bushel		5.56	

2010 Crops Enterprise Analysis

All Dryland Spring Wheat		Group AVG	Top 1/3 AVG
Acres Cropped:		152.73	173.73
Enterprises:		44	15
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	312.26	349.19
	2. Crop Insurance Receipts	4.79	11.27
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	8.33	21.48
GROSS RETURN		325.39	381.94
(B)	1. Seed & Seed Cleaning	20.13	16.84
	2. Fertilizer	50.65	46.26
	3. Chemicals	31.44	22.06
	4. Hail / Crop Insurance & Program Premiums	14.96	10.77
	5. Trucking & Marketing	2.10	1.19
	6. Fuel	11.76	13.38
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	12.18	7.98
	9. Repairs - Buildings	2.15	1.74
	10. Utilities & Miscellaneous Expenses	9.74	4.80
	11. Custom Work & Specialized Labour	3.92	4.04
	12. Operating Interest Paid	.79	.79
	13. Paid Labour & Benefits	3.62	2.28
	14. Unpaid Labour	8.73	5.93
VARIABLE COSTS		172.16	138.06
(C)	1. Cash/Share Rent & Land Lease	25.40	6.11
	2. Taxes, Water Rates, Lic. & Insurance	5.13	6.41
	3. Equipment & Building	34.16	39.32
	a) Depreciation	5.11	.07
	b) Lease Payments	6.67	8.40
	4. Paid Capital Interest	6.67	8.40
TOTAL CAPITAL COSTS		76.48	60.31
(D)	CASH COSTS (B+C-B14-C3)	205.76	153.12
(E)	TOTAL PRODUCTION COSTS (B+C)	248.64	198.37
(F)	GROSS MARGIN (A-D)	119.63	228.82
	RETURN TO UNPAID LABOUR(A-E+B14)	85.47	189.51
	RETURN TO INVESTMENT (A-E+C4)	83.42	191.97
	RETURN TO EQUITY (A-E)	76.75	183.58
INVESTMENT			
	Land	788.94	1,396.85
	Buildings	77.41	57.59
	Machinery	349.99	412.71
	Irr. Mach.	.00	.00
TOTAL		1,216.35	1,867.16
MANAGEMENT			
	Yield Per Acre (Bushel)	56.20	56.12
	Expected Market Price Per Bushel	5.56	6.22

2010 Crops Enterprise Analysis

Owned Dryland Spring Wheat

Acres Cropped: 172.22

Enterprises: 18

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	56,590.29	328.59	5.99
	2. Crop Insurance Receipts	1,631.64	9.47	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	2,077.95	12.07	
GROSS RETURN		60,299.88	350.13	6.39
(B)	1. Seed & Seed Cleaning	3,044.69	17.68	
	2. Fertilizer Rates: 76N 23P 8K 6S	8,242.62	47.86	
	3. Chemicals	4,419.65	25.66	
	4. Hail / Crop Insurance & Program Premiums	1,924.69	11.18	
	5. Trucking & Marketing	251.72	1.46	
	6. Fuel	2,145.17	12.46	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,958.47	11.37	
	9. Repairs - Buildings	336.56	1.95	
	10. Utilities & Miscellaneous Expenses	1,296.34	7.53	
	11. Custom Work & Specialized Labour	674.05	3.91	
	12. Operating Interest Paid	115.21	.67	
	13. Paid Labour & Benefits (27.50 hours)	490.84	2.85	
	14. Unpaid Labour (119.52 hours)	1,194.86	6.94	
VARIABLE COSTS		26,094.86	151.52	2.76
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	1,176.01	6.83	
	3. Equipment & Building a) Depreciation	6,591.76	38.27	
	b) Lease Payments	183.16	1.06	
	4. Paid Capital Interest	1,306.33	7.59	
TOTAL CAPITAL COSTS		9,257.26	53.75	.98
(D)	CASH COSTS (B+C-B14-C3)	27,565.50	160.06	2.92
(E)	TOTAL PRODUCTION COSTS (B+C)	35,352.12	205.27	3.74
(F)	GROSS MARGIN (A-D)	32,734.39	190.07	3.47
	RETURN TO UNPAID LABOUR(A-E+B14)	26,142.63	151.80	2.77
	RETURN TO INVESTMENT (A-E+C4) 7.0 %	26,254.09	152.44	2.78
	RETURN TO EQUITY (A-E)	24,947.76	144.86	2.64
INVESTMENT				
	Land	294,538.89	1,710.23	
	Buildings	13,449.94	78.10	
	Machinery	66,918.48	388.56	
	Irr. Machinery	.00	.00	
	TOTAL	374,907.32	2,176.88	
MANAGEMENT				
	Yield Per Acre (Bushel)		54.82	
	Expected Market Price Per Bushel		5.99	

2010 Crops Enterprise Analysis

Rented Dryland Spring Wheat

Acres Cropped: 139.23

Enterprises: 26

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	41,530.23	298.28	5.20
	2. Crop Insurance Receipts	109.42	.79	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	714.42	5.13	
	GROSS RETURN	42,354.07	304.20	5.30
(B)	1. Seed & Seed Cleaning	3,094.46	22.23	
	2. Fertilizer Rates: 109N 10P 6K 4S	7,384.27	53.04	
	3. Chemicals	5,066.68	36.39	
	4. Hail / Crop Insurance & Program Premiums	2,533.27	18.19	
	5. Trucking & Marketing	369.77	2.66	
	6. Fuel	1,554.76	11.17	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,791.28	12.87	
	9. Repairs - Buildings	321.75	2.31	
	10. Utilities & Miscellaneous Expenses	1,620.09	11.64	
	11. Custom Work & Specialized Labour	547.27	3.93	
	12. Operating Interest Paid	124.42	.89	
	13. Paid Labour & Benefits (31.69 hours)	595.62	4.28	
	14. Unpaid Labour (143.03 hours)	1,428.12	10.26	
	VARIABLE COSTS	26,431.78	189.84	3.31
(C)	1. Cash/Share Rent & Land Lease	6,564.51	47.15	
	2. Taxes, Water Rates, Lic. & Insurance	513.03	3.68	
	3. Equipment & Building a) Depreciation	4,264.60	30.63	
	b) Lease Payments	1,195.22	8.58	
	4. Paid Capital Interest	819.95	5.89	
	TOTAL CAPITAL COSTS	13,357.31	95.94	1.67
(D)	CASH COSTS (B+C-B14-C3)	34,096.38	244.89	4.27
(E)	TOTAL PRODUCTION COSTS (B+C)	39,789.09	285.78	4.98
(F)	GROSS MARGIN (A-D)	8,257.70	59.31	1.03
	RETURN TO UNPAID LABOUR(A-E+B14)	3,993.10	28.68	.50
	RETURN TO INVESTMENT (A-E+C4) 6.2 %	3,384.93	24.31	.42
	RETURN TO EQUITY (A-E)	2,564.98	18.42	.32
INVESTMENT				
	Land	.00	.00	
	Buildings	10,696.08	76.82	
	Machinery	44,131.71	316.97	
	Irr. Machinery	.00	.00	
	TOTAL	54,827.79	393.79	
MANAGEMENT				
	Yield Per Acre (Bushel)		57.39	
	Expected Market Price Per Bushel		5.20	

2010 Crops Enterprise Analysis

All Dryland CPS Wheat

Acres Cropped: 140.29

Enterprises: 7

	Total \$	\$/Acre	\$/Bushel
(A) 1. Crop Sales - Imputed Value of Production	48,848.89	348.21	5.16
2. Crop Insurance Receipts	3,657.25	26.07	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
GROSS RETURN	52,506.14	374.28	5.54
(B) 1. Seed & Seed Cleaning	2,077.08	14.81	
2. Fertilizer Rates: 100N 24P 16K 19S	11,352.69	80.93	
3. Chemicals	4,120.73	29.37	
4. Hail / Crop Insurance & Program Premiums	2,292.53	16.34	
5. Trucking & Marketing	294.17	2.10	
6. Fuel	2,201.05	15.69	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	2,661.26	18.97	
9. Repairs - Buildings	1,241.71	8.85	
10. Utilities & Miscellaneous Expenses	2,872.37	20.48	
11. Custom Work & Specialized Labour	536.70	3.83	
12. Operating Interest Paid	2.46	.02	
13. Paid Labour & Benefits (93.16 hours)	1,581.92	11.28	
14. Unpaid Labour (148.06 hours)	1,480.57	10.55	
VARIABLE COSTS	32,715.23	233.20	3.45
(C) 1. Cash/Share Rent & Land Lease	4,372.86	31.17	
2. Taxes, Water Rates, Lic. & Insurance	1,039.08	7.41	
3. Equipment & Building a) Depreciation	9,307.22	66.34	
b) Lease Payments	81.32	.58	
4. Paid Capital Interest	964.32	6.87	
TOTAL CAPITAL COSTS	15,764.78	112.38	1.66
(D) CASH COSTS (B+C-B14-C3)	37,692.23	268.68	3.98
(E) TOTAL PRODUCTION COSTS (B+C)	48,480.01	345.58	5.12
(F) GROSS MARGIN (A-D)	14,813.91	105.60	1.56
RETURN TO UNPAID LABOUR(A-E+B14)	5,506.69	39.25	.58
RETURN TO INVESTMENT (A-E+C4) 2.2 %	4,990.44	35.57	.53
RETURN TO EQUITY (A-E)	4,026.12	28.70	.42
INVESTMENT			
Land	118,885.71	847.45	
Buildings	23,669.20	168.72	
Machinery	85,202.37	607.35	
Irr. Machinery	.00	.00	
TOTAL	227,757.29	1,623.52	
MANAGEMENT			
Yield Per Acre (Bushel)		67.53	
Expected Market Price Per Bushel		5.16	

2010 Crops Enterprise Analysis

All Dryland CPS Wheat		Group AVG	Top 1/3 AVG
Acres Cropped:		140.29	137.50
Enterprises:		7	2
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	348.21	504.52
	2. Crop Insurance Receipts	26.07	.00
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00
GROSS RETURN		374.28	504.52
(B)	1. Seed & Seed Cleaning	14.81	17.19
	2. Fertilizer	80.93	88.57
	3. Chemicals	29.37	39.56
	4. Hail / Crop Insurance & Program Premiums	16.34	23.08
	5. Trucking & Marketing	2.10	1.55
	6. Fuel	15.69	17.43
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	18.97	12.65
	9. Repairs - Buildings	8.85	10.45
	10. Utilities & Miscellaneous Expenses	20.48	16.57
	11. Custom Work & Specialized Labour	3.83	10.16
	12. Operating Interest Paid	.02	.03
	13. Paid Labour & Benefits	11.28	18.25
	14. Unpaid Labour	10.55	11.28
VARIABLE COSTS		233.20	266.76
(C)	1. Cash/Share Rent & Land Lease	31.17	.00
	2. Taxes, Water Rates, Lic. & Insurance	7.41	9.46
	3. Equipment & Building	66.34	62.38
	a) Depreciation		
	b) Lease Payments	.58	.00
	4. Paid Capital Interest	6.87	2.49
TOTAL CAPITAL COSTS		112.38	74.33
(D)	CASH COSTS (B+C-B14-C3)	268.68	267.43
(E)	TOTAL PRODUCTION COSTS (B+C)	345.58	341.09
(F)	GROSS MARGIN (A-D)	105.60	237.09
	RETURN TO UNPAID LABOUR(A-E+B14)	39.25	174.71
	RETURN TO INVESTMENT (A-E+C4)	35.57	165.92
	RETURN TO EQUITY (A-E)	28.70	163.43
INVESTMENT			
	Land	847.45	1,644.36
	Buildings	168.72	101.15
	Machinery	607.35	615.16
	Irr. Mach.	.00	.00
TOTAL		1,623.52	2,360.67
MANAGEMENT			
	Yield Per Acre (Bushel)	67.53	97.37
	Expected Market Price Per Bushel	5.16	5.18

2010 Crops Enterprise Analysis

Owned Dryland CPS Wheat

Acres Cropped: 107.67

Enterprises: 3

	Total \$	\$/Acre	\$/Bushel
(A) 1. Crop Sales - Imputed Value of Production	45,695.30	424.41	5.07
2. Crop Insurance Receipts	.00	.00	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
GROSS RETURN	45,695.30	424.41	5.07
(B) 1. Seed & Seed Cleaning	2,096.64	19.47	
2. Fertilizer Rates: 68N 25P 22K 29S	9,728.93	90.36	
3. Chemicals	4,352.65	40.43	
4. Hail / Crop Insurance & Program Premiums	2,378.83	22.09	
5. Trucking & Marketing	269.08	2.50	
6. Fuel	1,737.01	16.13	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	1,222.34	11.35	
9. Repairs - Buildings	872.49	8.10	
10. Utilities & Miscellaneous Expenses	1,820.42	16.91	
11. Custom Work & Specialized Labour	1,252.30	11.63	
12. Operating Interest Paid	2.41	.02	
13. Paid Labour & Benefits (80.35 hours)	1,584.43	14.72	
14. Unpaid Labour (123.67 hours)	1,236.70	11.49	
VARIABLE COSTS	28,554.22	265.21	3.17
(C) 1. Cash/Share Rent & Land Lease	.00	.00	
2. Taxes, Water Rates, Lic. & Insurance	1,127.60	10.47	
3. Equipment & Building a) Depreciation	6,067.24	56.35	
b) Lease Payments	.00	.00	
4. Paid Capital Interest	1,572.54	14.61	
TOTAL CAPITAL COSTS	8,767.37	81.43	.97
(D) CASH COSTS (B+C-B14-C3)	30,017.66	278.80	3.33
(E) TOTAL PRODUCTION COSTS (B+C)	37,321.60	346.64	4.14
(F) GROSS MARGIN (A-D)	15,677.64	145.61	1.74
RETURN TO UNPAID LABOUR(A-E+B14)	9,610.40	89.26	1.07
RETURN TO INVESTMENT (A-E+C4) 2.9 %	9,946.24	92.38	1.10
RETURN TO EQUITY (A-E)	8,373.70	77.77	.93
INVESTMENT			
Land	277,400.00	2,576.47	
Buildings	11,136.85	103.44	
Machinery	58,886.92	546.94	
Irr. Machinery	.00	.00	
TOTAL	347,423.76	3,226.85	
MANAGEMENT			
Yield Per Acre (Bushel)		83.74	
Expected Market Price Per Bushel		5.07	

2010 Crops Enterprise Analysis

Rented Dryland CPS Wheat

Acres Cropped: 164.75

Enterprises: 4

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	51,214.08	310.86	5.22
	2. Crop Insurance Receipts	6,400.18	38.85	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	57,614.26	349.71	5.87
(B)	1. Seed & Seed Cleaning	2,062.42	12.52	
	2. Fertilizer Rates: 125N 23P 12K 12S	12,570.52	76.30	
	3. Chemicals	3,946.78	23.96	
	4. Hail / Crop Insurance & Program Premiums	2,227.80	13.52	
	5. Trucking & Marketing	312.98	1.90	
	6. Fuel	2,549.08	15.47	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	3,740.46	22.70	
	9. Repairs - Buildings	1,518.62	9.22	
	10. Utilities & Miscellaneous Expenses	3,661.33	22.22	
	11. Custom Work & Specialized Labour	.00	.00	
	12. Operating Interest Paid	2.49	.02	
	13. Paid Labour & Benefits (102.76 hours)	1,580.03	9.59	
	14. Unpaid Labour (166.35 hours)	1,663.47	10.10	
	VARIABLE COSTS	35,835.98	217.52	3.65
(C)	1. Cash/Share Rent & Land Lease	7,652.50	46.45	
	2. Taxes, Water Rates, Lic. & Insurance	972.68	5.90	
	3. Equipment & Building a) Depreciation	11,737.20	71.24	
	b) Lease Payments	142.31	.86	
	4. Paid Capital Interest	508.15	3.08	
	TOTAL CAPITAL COSTS	21,012.84	127.54	2.14
(D)	CASH COSTS (B+C-B14-C3)	43,448.16	263.72	4.43
(E)	TOTAL PRODUCTION COSTS (B+C)	56,848.83	345.06	5.79
(F)	GROSS MARGIN (A-D)	14,166.11	85.99	1.44
	RETURN TO UNPAID LABOUR(A-E+B14)	2,428.91	14.74	.25
	RETURN TO INVESTMENT (A-E+C4) .9 %	1,273.59	7.73	.13
	RETURN TO EQUITY (A-E)	765.44	4.65	.08
INVESTMENT				
	Land	.00	.00	
	Buildings	33,068.47	200.72	
	Machinery	104,938.96	636.96	
	Irr. Machinery	.00	.00	
	TOTAL	138,007.43	837.68	
MANAGEMENT				
	Yield Per Acre (Bushel)		59.59	
	Expected Market Price Per Bushel		5.22	

2010 Crops Enterprise Analysis

All Dryland Malt Barley

Acres Cropped: 109.00

Enterprises: 13

	Total \$	\$/Acre	\$/Bushel
(A) 1. Crop Sales - Imputed Value of Production	27,183.72	249.39	3.87
2. Crop Insurance Receipts	835.74	7.67	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	614.62	5.64	
GROSS RETURN	28,634.08	262.70	4.08
(B) 1. Seed & Seed Cleaning	1,224.67	11.24	
2. Fertilizer Rates: 60N 19P 13K 13S	5,304.31	48.66	
3. Chemicals	2,975.80	27.30	
4. Hail / Crop Insurance & Program Premiums	1,742.20	15.98	
5. Trucking & Marketing	287.10	2.63	
6. Fuel	1,614.82	14.81	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	1,944.29	17.84	
9. Repairs - Buildings	634.85	5.82	
10. Utilities & Miscellaneous Expenses	2,152.26	19.75	
11. Custom Work & Specialized Labour	197.72	1.81	
12. Operating Interest Paid	12.86	.12	
13. Paid Labour & Benefits (43.92 hours)	675.59	6.20	
14. Unpaid Labour (147.91 hours)	1,479.15	13.57	
VARIABLE COSTS	20,245.61	185.74	2.88
(C) 1. Cash/Share Rent & Land Lease	4,596.35	42.17	
2. Taxes, Water Rates, Lic. & Insurance	547.61	5.02	
3. Equipment & Building a) Depreciation	6,181.56	56.71	
b) Lease Payments	77.41	.71	
4. Paid Capital Interest	684.96	6.28	
TOTAL CAPITAL COSTS	12,087.90	110.90	1.72
(D) CASH COSTS (B+C-B14-C3)	24,672.80	226.36	3.51
(E) TOTAL PRODUCTION COSTS (B+C)	32,333.51	296.64	4.61
(F) GROSS MARGIN (A-D)	3,961.28	36.34	.56
RETURN TO UNPAID LABOUR(A-E+B14)	(2,220.28)	(20.37)	(.32)
RETURN TO INVESTMENT (A-E+C4) -2.8 %	(3,014.46)	(27.66)	(.43)
RETURN TO EQUITY (A-E)	(3,699.43)	(33.94)	(.53)
INVESTMENT			
Land	35,384.62	324.63	
Buildings	19,580.41	179.64	
Machinery	54,417.23	499.24	
Irr. Machinery	.00	.00	
TOTAL	109,382.25	1,003.51	
MANAGEMENT			
Yield Per Acre (Bushel)		64.40	
Expected Market Price Per Bushel		3.87	

2010 Crops Enterprise Analysis

All Dryland Malt Barley		Group AVG	Top 1/3 AVG
Acres Cropped:		109.00	106.25
Enterprises:		13	4
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	249.39	305.27
	2. Crop Insurance Receipts	7.67	9.76
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	5.64	12.80
GROSS RETURN		262.70	327.83
(B)	1. Seed & Seed Cleaning	11.24	11.88
	2. Fertilizer	48.66	47.45
	3. Chemicals	27.30	26.88
	4. Hail / Crop Insurance & Program Premiums	15.98	33.09
	5. Trucking & Marketing	2.63	2.52
	6. Fuel	14.81	14.72
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	17.84	11.77
	9. Repairs - Buildings	5.82	1.02
	10. Utilities & Miscellaneous Expenses	19.75	16.37
	11. Custom Work & Specialized Labour	1.81	.00
	12. Operating Interest Paid	.12	.37
	13. Paid Labour & Benefits	6.20	1.00
	14. Unpaid Labour	13.57	21.80
VARIABLE COSTS		185.74	188.88
(C)	1. Cash/Share Rent & Land Lease	42.17	74.43
	2. Taxes, Water Rates, Lic. & Insurance	5.02	1.52
	3. Equipment & Building	56.71	35.72
	a) Depreciation	.71	.90
	b) Lease Payments	6.28	.61
	4. Paid Capital Interest	.61	.61
TOTAL CAPITAL COSTS		110.90	113.17
(D)	CASH COSTS (B+C-B14-C3)	226.36	244.54
(E)	TOTAL PRODUCTION COSTS (B+C)	296.64	302.06
(F)	GROSS MARGIN (A-D)	36.34	83.29
	RETURN TO UNPAID LABOUR(A-E+B14)	(20.37)	47.58
	RETURN TO INVESTMENT (A-E+C4)	(27.66)	26.38
	RETURN TO EQUITY (A-E)	(33.94)	25.78
INVESTMENT			
	Land	324.63	.00
	Buildings	179.64	188.30
	Machinery	499.24	287.71
	Irr. Mach.	.00	.00
TOTAL		1,003.51	476.01
MANAGEMENT			
	Yield Per Acre (Bushel)	64.40	80.00
	Expected Market Price Per Bushel	3.87	3.82

2010 Crops Enterprise Analysis

Rented Dryland Malt Barley

Acres Cropped: 107.91

Enterprises: 11

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	26,885.76	249.15	3.88
	2. Crop Insurance Receipts	987.70	9.15	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	726.36	6.73	
	GROSS RETURN	28,599.82	265.04	4.13
(B)	1. Seed & Seed Cleaning	1,242.11	11.51	
	2. Fertilizer Rates: 59N 19P 14K 10S	5,067.13	46.96	
	3. Chemicals	3,023.05	28.01	
	4. Hail / Crop Insurance & Program Premiums	1,969.54	18.25	
	5. Trucking & Marketing	273.06	2.53	
	6. Fuel	1,585.00	14.69	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,887.23	17.49	
	9. Repairs - Buildings	558.80	5.18	
	10. Utilities & Miscellaneous Expenses	2,192.06	20.31	
	11. Custom Work & Specialized Labour	146.05	1.35	
	12. Operating Interest Paid	14.90	.14	
	13. Paid Labour & Benefits (37.49 hours)	574.63	5.33	
	14. Unpaid Labour (156.98 hours)	1,569.81	14.55	
	VARIABLE COSTS	20,103.35	186.30	2.90
(C)	1. Cash/Share Rent & Land Lease	5,432.05	50.34	
	2. Taxes, Water Rates, Lic. & Insurance	397.66	3.69	
	3. Equipment & Building a) Depreciation	5,935.27	55.00	
	b) Lease Payments	91.49	.85	
	4. Paid Capital Interest	218.88	2.03	
	TOTAL CAPITAL COSTS	12,075.36	111.90	1.74
(D)	CASH COSTS (B+C-B14-C3)	24,673.63	228.65	3.56
(E)	TOTAL PRODUCTION COSTS (B+C)	32,178.71	298.20	4.64
(F)	GROSS MARGIN (A-D)	3,926.19	36.38	.57
	RETURN TO UNPAID LABOUR(A-E+B14)	(2,009.08)	(18.62)	(.29)
	RETURN TO INVESTMENT (A-E+C4) -4.6 %	(3,360.00)	(31.14)	(.48)
	RETURN TO EQUITY (A-E)	(3,578.89)	(33.17)	(.52)
INVESTMENT				
	Land	.00	.00	
	Buildings	20,901.15	193.69	
	Machinery	51,384.59	476.18	
	Irr. Machinery	.00	.00	
	TOTAL	72,285.73	669.88	
MANAGEMENT				
	Yield Per Acre (Bushel)		64.22	
	Expected Market Price Per Bushel		3.88	

2010 Crops Enterprise Analysis

All Dryland Feed Barley

Acres Cropped: 172.28

Enterprises: 18

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	47,602.04	276.31	3.51
	2. Crop Insurance Receipts	584.87	3.39	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	2,865.14	16.63	
GROSS RETURN		51,052.05	296.34	3.76
(B)	1. Seed & Seed Cleaning	1,993.90	11.57	
	2. Fertilizer Rates: 77N 24P 10K 5S	8,666.53	50.31	
	3. Chemicals	4,023.51	23.35	
	4. Hail / Crop Insurance & Program Premiums	2,193.27	12.73	
	5. Trucking & Marketing	129.44	.75	
	6. Fuel	2,505.29	14.54	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	2,103.69	12.21	
	9. Repairs - Buildings	503.36	2.92	
	10. Utilities & Miscellaneous Expenses	1,750.41	10.16	
	11. Custom Work & Specialized Labour	160.00	.93	
	12. Operating Interest Paid	73.27	.43	
	13. Paid Labour & Benefits (22.87 hours)	345.67	2.01	
	14. Unpaid Labour (122.37 hours)	1,223.67	7.10	
VARIABLE COSTS		25,672.01	149.02	1.89
(C)	1. Cash/Share Rent & Land Lease	2,545.83	14.78	
	2. Taxes, Water Rates, Lic. & Insurance	1,133.44	6.58	
	3. Equipment & Building a) Depreciation	7,381.95	42.85	
	b) Lease Payments	60.03	.35	
	4. Paid Capital Interest	919.93	5.34	
TOTAL CAPITAL COSTS		12,041.19	69.89	.89
(D)	CASH COSTS (B+C-B14-C3)	29,107.58	168.96	2.15
(E)	TOTAL PRODUCTION COSTS (B+C)	37,713.20	218.91	2.78
(F)	GROSS MARGIN (A-D)	21,944.47	127.38	1.62
	RETURN TO UNPAID LABOUR(A-E+B14)	14,562.52	84.53	1.07
	RETURN TO INVESTMENT (A-E+C4) 5.2 %	14,258.78	82.77	1.05
	RETURN TO EQUITY (A-E)	13,338.85	77.43	.98
INVESTMENT				
	Land	182,277.78	1,058.05	
	Buildings	18,907.23	109.75	
	Machinery	71,996.21	417.91	
	Irr. Machinery	.00	.00	
	TOTAL	273,181.22	1,585.70	
MANAGEMENT				
	Yield Per Acre (Bushel)		78.73	
	Expected Market Price Per Bushel		3.51	

2010 Crops Enterprise Analysis

All Dryland Feed Barley		Group AVG	Top 1/3 AVG
Acres Cropped:		172.28	186.50
Enterprises:		18	6
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	276.31	304.64
	2. Crop Insurance Receipts	3.39	.00
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	16.63	36.62
GROSS RETURN		296.34	341.27
(B)	1. Seed & Seed Cleaning	11.57	10.06
	2. Fertilizer	50.31	35.38
	3. Chemicals	23.35	23.10
	4. Hail / Crop Insurance & Program Premiums	12.73	5.54
	5. Trucking & Marketing	.75	.85
	6. Fuel	14.54	14.18
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	12.21	5.45
	9. Repairs - Buildings	2.92	.95
	10. Utilities & Miscellaneous Expenses	10.16	4.15
	11. Custom Work & Specialized Labour	.93	.00
	12. Operating Interest Paid	.43	.26
	13. Paid Labour & Benefits	2.01	2.43
	14. Unpaid Labour	7.10	6.40
VARIABLE COSTS		149.02	108.74
(C)	1. Cash/Share Rent & Land Lease	14.78	.00
	2. Taxes, Water Rates, Lic. & Insurance	6.58	5.30
	3. Equipment & Building	42.85	44.26
	a) Depreciation	.35	.09
	b) Lease Payments	5.34	1.34
	4. Paid Capital Interest	5.34	1.34
TOTAL CAPITAL COSTS		69.89	50.99
(D)	CASH COSTS (B+C-B14-C3)	168.96	109.07
(E)	TOTAL PRODUCTION COSTS (B+C)	218.91	159.74
(F)	GROSS MARGIN (A-D)	127.38	232.19
	RETURN TO UNPAID LABOUR(A-E+B14)	84.53	187.93
	RETURN TO INVESTMENT (A-E+C4)	82.77	182.87
	RETURN TO EQUITY (A-E)	77.43	181.53
INVESTMENT			
	Land	1,058.05	1,327.35
	Buildings	109.75	53.29
	Machinery	417.91	475.80
	Irr. Mach.	.00	.00
TOTAL		1,585.70	1,856.44
MANAGEMENT			
	Yield Per Acre (Bushel)	78.73	84.17
	Expected Market Price Per Bushel	3.51	3.62

2010 Crops Enterprise Analysis

Owned Dryland Feed Barley

Acres Cropped: 162.31

Enterprises: 13

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	47,566.56	293.06	3.52
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	3,620.97	22.31	
GROSS RETURN		51,187.52	315.37	3.79
(B)	1. Seed & Seed Cleaning	1,857.90	11.45	
	2. Fertilizer Rates: 75N 25P 8K 4S	7,097.73	43.73	
	3. Chemicals	3,696.11	22.77	
	4. Hail / Crop Insurance & Program Premiums	1,575.25	9.71	
	5. Trucking & Marketing	120.36	.74	
	6. Fuel	2,395.67	14.76	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,584.58	9.76	
	9. Repairs - Buildings	367.50	2.26	
	10. Utilities & Miscellaneous Expenses	1,095.66	6.75	
	11. Custom Work & Specialized Labour	221.54	1.36	
	12. Operating Interest Paid	58.58	.36	
	13. Paid Labour & Benefits (20.82 hours)	307.63	1.90	
	14. Unpaid Labour (105.06 hours)	1,050.60	6.47	
VARIABLE COSTS		21,429.12	132.03	1.59
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	1,416.52	8.73	
	3. Equipment & Building a) Depreciation	6,935.79	42.73	
	b) Lease Payments	8.11	.05	
	4. Paid Capital Interest	1,046.41	6.45	
TOTAL CAPITAL COSTS		9,406.84	57.96	.70
(D)	CASH COSTS (B+C-B14-C3)	22,849.56	140.78	1.69
(E)	TOTAL PRODUCTION COSTS (B+C)	30,835.96	189.98	2.28
(F)	GROSS MARGIN (A-D)	28,337.96	174.59	2.10
	RETURN TO UNPAID LABOUR(A-E+B14)	21,402.17	131.86	1.58
	RETURN TO INVESTMENT (A-E+C4) 6.4 %	21,397.97	131.84	1.58
	RETURN TO EQUITY (A-E)	20,351.57	125.39	1.51
INVESTMENT				
	Land	252,384.62	1,554.98	
	Buildings	11,865.07	73.10	
	Machinery	71,547.53	440.81	
	Irr. Machinery	.00	.00	
	TOTAL	335,797.21	2,068.89	
MANAGEMENT				
	Yield Per Acre (Bushel)		83.21	
	Expected Market Price Per Bushel		3.52	

2010 Crops Enterprise Analysis

Rented Dryland Feed Barley

Acres Cropped: 198.20

Enterprises: 5

	Total \$	\$/Acre	\$/Bushel
(A) 1. Crop Sales - Imputed Value of Production	47,694.30	240.64	3.48
2. Crop Insurance Receipts	2,105.52	10.62	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	900.00	4.54	
GROSS RETURN	50,699.82	255.80	3.70
(B) 1. Seed & Seed Cleaning	2,347.50	11.84	
2. Fertilizer Rates: 81N 23P 15K 8S	12,745.43	64.31	
3. Chemicals	4,874.75	24.60	
4. Hail / Crop Insurance & Program Premiums	3,800.11	19.17	
5. Trucking & Marketing	153.06	.77	
6. Fuel	2,790.30	14.08	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	3,453.36	17.42	
9. Repairs - Buildings	856.57	4.32	
10. Utilities & Miscellaneous Expenses	3,452.76	17.42	
11. Custom Work & Specialized Labour	.00	.00	
12. Operating Interest Paid	111.44	.56	
13. Paid Labour & Benefits (28.17 hours)	444.59	2.24	
14. Unpaid Labour (167.37 hours)	1,673.66	8.44	
VARIABLE COSTS	36,703.52	185.18	2.68
(C) 1. Cash/Share Rent & Land Lease	9,165.00	46.24	
2. Taxes, Water Rates, Lic. & Insurance	397.42	2.01	
3. Equipment & Building a) Depreciation	8,541.96	43.10	
b) Lease Payments	195.03	.98	
4. Paid Capital Interest	591.11	2.98	
TOTAL CAPITAL COSTS	18,890.51	95.31	1.38
(D) CASH COSTS (B+C-B14-C3)	45,378.42	228.95	3.31
(E) TOTAL PRODUCTION COSTS (B+C)	55,594.03	280.49	4.05
(F) GROSS MARGIN (A-D)	5,321.40	26.85	.39
RETURN TO UNPAID LABOUR(A-E+B14)	(3,220.56)	(16.25)	(.23)
RETURN TO INVESTMENT (A-E+C4) -3.9 %	(4,303.11)	(21.71)	(.31)
RETURN TO EQUITY (A-E)	(4,894.22)	(24.69)	(.36)
INVESTMENT			
Land	.00	.00	
Buildings	37,216.85	187.77	
Machinery	73,162.78	369.14	
Irr. Machinery	.00	.00	
TOTAL	110,379.63	556.91	
MANAGEMENT			
Yield Per Acre (Bushel)		69.19	
Expected Market Price Per Bushel		3.48	

2010 Crops Enterprise Analysis

All Dryland Oats

Acres Cropped: 50.25

Enterprises: 8

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	15,783.10	314.09	2.84
	2. Crop Insurance Receipts	229.18	4.56	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	1,746.58	34.76	
GROSS RETURN		17,758.86	353.41	3.19
(B)	1. Seed & Seed Cleaning	789.06	15.70	
	2. Fertilizer Rates: 57N 22P 8K 0S	3,042.83	60.55	
	3. Chemicals	734.13	14.61	
	4. Hail / Crop Insurance & Program Premiums	839.95	16.72	
	5. Trucking & Marketing	239.96	4.78	
	6. Fuel	519.38	10.34	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	378.05	7.52	
	9. Repairs - Buildings	160.13	3.19	
	10. Utilities & Miscellaneous Expenses	550.24	10.95	
	11. Custom Work & Specialized Labour	860.00	17.11	
	12. Operating Interest Paid	188.27	3.75	
	13. Paid Labour & Benefits (13.19 hours)	309.71	6.16	
	14. Unpaid Labour (43.56 hours)	435.58	8.67	
VARIABLE COSTS		9,047.31	180.05	1.63
(C)	1. Cash/Share Rent & Land Lease	1,598.75	31.82	
	2. Taxes, Water Rates, Lic. & Insurance	331.97	6.61	
	3. Equipment & Building a) Depreciation	1,532.36	30.49	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	16.99	.34	
TOTAL CAPITAL COSTS		3,480.08	69.26	.63
(D)	CASH COSTS (B+C-B14-C3)	10,559.44	210.14	1.90
(E)	TOTAL PRODUCTION COSTS (B+C)	12,527.38	249.30	2.25
(F)	GROSS MARGIN (A-D)	7,199.42	143.27	1.29
	RETURN TO UNPAID LABOUR(A-E+B14)	5,667.06	112.78	1.02
	RETURN TO INVESTMENT (A-E+C4) 9.2 %	5,248.47	104.45	.94
	RETURN TO EQUITY (A-E)	5,231.48	104.11	.94
INVESTMENT				
	Land	34,312.50	682.84	
	Buildings	12,611.14	250.97	
	Machinery	10,208.83	203.16	
	Irr. Machinery	.00	.00	
	TOTAL	57,132.47	1,136.96	
MANAGEMENT				
	Yield Per Acre (Bushel)		110.72	
	Expected Market Price Per Bushel		2.84	

2010 Crops Enterprise Analysis

All Dryland Oats		Group AVG	Top 1/3 AVG
Acres Cropped:		50.25	24.33
Enterprises:		8	3
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	314.09	383.49
	2. Crop Insurance Receipts	4.56	.00
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	34.76	16.01
GROSS RETURN		353.41	399.51
(B)	1. Seed & Seed Cleaning	15.70	10.78
	2. Fertilizer	60.55	37.74
	3. Chemicals	14.61	10.66
	4. Hail / Crop Insurance & Program Premiums	16.72	7.91
	5. Trucking & Marketing	4.78	7.11
	6. Fuel	10.34	6.78
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	7.52	2.82
	9. Repairs - Buildings	3.19	.50
	10. Utilities & Miscellaneous Expenses	10.95	4.55
	11. Custom Work & Specialized Labour	17.11	36.58
	12. Operating Interest Paid	3.75	1.01
	13. Paid Labour & Benefits	6.16	.00
	14. Unpaid Labour	8.67	2.21
VARIABLE COSTS		180.05	128.65
(C)	1. Cash/Share Rent & Land Lease	31.82	.00
	2. Taxes, Water Rates, Lic. & Insurance	6.61	5.29
	3. Equipment & Building	30.49	30.56
	a) Depreciation		
	b) Lease Payments	.00	.00
	4. Paid Capital Interest	.34	.00
TOTAL CAPITAL COSTS		69.26	35.85
(D)	CASH COSTS (B+C-B14-C3)	210.14	131.73
(E)	TOTAL PRODUCTION COSTS (B+C)	249.30	164.50
(F)	GROSS MARGIN (A-D)	143.27	267.77
	RETURN TO UNPAID LABOUR(A-E+B14)	112.78	237.22
	RETURN TO INVESTMENT (A-E+C4)	104.45	235.00
	RETURN TO EQUITY (A-E)	104.11	235.00
INVESTMENT			
	Land	682.84	2,527.40
	Buildings	250.97	355.51
	Machinery	203.16	151.11
	Irr. Mach.	.00	.00
TOTAL		1,136.96	3,034.03
MANAGEMENT			
	Yield Per Acre (Bushel)	110.72	131.47
	Expected Market Price Per Bushel	2.84	2.92

2010 Crops Enterprise Analysis

Owned Dryland Oats

Acres Cropped: 25.75

Enterprises: 4

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	9,046.28	351.31	2.84
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	334.66	13.00	
GROSS RETURN		9,380.94	364.31	2.94
(B)	1. Seed & Seed Cleaning	281.12	10.92	
	2. Fertilizer Rates: 62N 16P	988.71	38.40	
	3. Chemicals	414.41	16.09	
	4. Hail / Crop Insurance & Program Premiums	207.44	8.06	
	5. Trucking & Marketing	207.60	8.06	
	6. Fuel	156.30	6.07	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	57.51	2.23	
	9. Repairs - Buildings	9.05	.35	
	10. Utilities & Miscellaneous Expenses	86.58	3.36	
	11. Custom Work & Specialized Labour	1,068.00	41.48	
	12. Operating Interest Paid	29.41	1.14	
	13. Paid Labour & Benefits (0.00 hours)	.00	.00	
	14. Unpaid Labour (4.89 hours)	48.89	1.90	
VARIABLE COSTS		3,555.02	138.06	1.12
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	130.99	5.09	
	3. Equipment & Building a) Depreciation	741.55	28.80	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	.00	.00	
TOTAL CAPITAL COSTS		872.53	33.88	.27
(D)	CASH COSTS (B+C-B14-C3)	3,637.12	141.25	1.14
(E)	TOTAL PRODUCTION COSTS (B+C)	4,427.56	171.94	1.39
(F)	GROSS MARGIN (A-D)	5,743.82	223.06	1.80
	RETURN TO UNPAID LABOUR(A-E+B14)	5,002.27	194.26	1.57
	RETURN TO INVESTMENT (A-E+C4) 6.1 %	4,953.38	192.36	1.55
	RETURN TO EQUITY (A-E)	4,953.38	192.36	1.55
INVESTMENT				
	Land	68,625.00	2,665.05	
	Buildings	10,165.48	394.78	
	Machinery	2,757.84	107.10	
	Irr. Machinery	.00	.00	
	TOTAL	81,548.33	3,166.93	
MANAGEMENT				
	Yield Per Acre (Bushel)		123.76	
	Expected Market Price Per Bushel		2.84	

2010 Crops Enterprise Analysis

Rented Dryland Oats

Acres Cropped: 74.75

Enterprises: 4

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	22,519.92	301.27	2.84
	2. Crop Insurance Receipts	458.36	6.13	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	3,158.50	42.25	
GROSS RETURN		26,136.79	349.66	3.29
(B)	1. Seed & Seed Cleaning	1,297.00	17.35	
	2. Fertilizer Rates: 52N 28P 17K 1S	5,096.95	68.19	
	3. Chemicals	1,053.85	14.10	
	4. Hail / Crop Insurance & Program Premiums	1,472.45	19.70	
	5. Trucking & Marketing	272.33	3.64	
	6. Fuel	882.46	11.81	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	698.60	9.35	
	9. Repairs - Buildings	311.22	4.16	
	10. Utilities & Miscellaneous Expenses	1,013.91	13.56	
	11. Custom Work & Specialized Labour	652.00	8.72	
	12. Operating Interest Paid	347.13	4.64	
	13. Paid Labour & Benefits (26.38 hours)	619.42	8.29	
	14. Unpaid Labour (82.23 hours)	822.27	11.00	
VARIABLE COSTS		14,539.59	194.51	1.83
(C)	1. Cash/Share Rent & Land Lease	3,197.50	42.78	
	2. Taxes, Water Rates, Lic. & Insurance	532.96	7.13	
	3. Equipment & Building a) Depreciation	2,323.18	31.08	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	33.99	.45	
TOTAL CAPITAL COSTS		6,087.62	81.44	.77
(D)	CASH COSTS (B+C-B14-C3)	17,481.76	233.87	2.20
(E)	TOTAL PRODUCTION COSTS (B+C)	20,627.21	275.95	2.60
(F)	GROSS MARGIN (A-D)	8,655.02	115.79	1.09
	RETURN TO UNPAID LABOUR(A-E+B14)	6,331.84	84.71	.80
	RETURN TO INVESTMENT (A-E+C4) 16.9 %	5,543.56	74.16	.70
	RETURN TO EQUITY (A-E)	5,509.58	73.71	.69
INVESTMENT				
	Land	.00	.00	
	Buildings	15,056.81	201.43	
	Machinery	17,659.81	236.25	
	Irr. Machinery	.00	.00	
	TOTAL	32,716.62	437.68	
MANAGEMENT				
	Yield Per Acre (Bushel)		106.23	
	Expected Market Price Per Bushel		2.84	

2010 Crops Enterprise Analysis

All Dryland Liberty Link Canola

Acres Cropped: 116.28

Enterprises: 25

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	67,113.22	577.17	11.78
	2. Crop Insurance Receipts	2,083.07	17.91	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	69,196.29	595.08	12.14
(B)	1. Seed & Seed Cleaning	4,632.39	39.84	
	2. Fertilizer Rates: 108N 13P 5K 6S	7,360.50	63.30	
	3. Chemicals	4,240.48	36.47	
	4. Hail / Crop Insurance & Program Premiums	3,994.57	34.35	
	5. Trucking & Marketing	227.32	1.95	
	6. Fuel	1,283.42	11.04	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,558.64	13.40	
	9. Repairs - Buildings	344.85	2.97	
	10. Utilities & Miscellaneous Expenses	996.21	8.57	
	11. Custom Work & Specialized Labour	444.88	3.83	
	12. Operating Interest Paid	138.29	1.19	
	13. Paid Labour & Benefits (18.47 hours)	320.73	2.76	
	14. Unpaid Labour (79.91 hours)	797.91	6.86	
	VARIABLE COSTS	26,340.18	226.52	4.62
(C)	1. Cash/Share Rent & Land Lease	3,502.60	30.12	
	2. Taxes, Water Rates, Lic. & Insurance	944.36	8.12	
	3. Equipment & Building a) Depreciation	3,553.89	30.56	
	b) Lease Payments	658.54	5.66	
	4. Paid Capital Interest	1,533.55	13.19	
	TOTAL CAPITAL COSTS	10,192.95	87.66	1.79
(D)	CASH COSTS (B+C-B14-C3)	32,181.33	276.76	5.65
(E)	TOTAL PRODUCTION COSTS (B+C)	36,533.13	314.18	6.41
(F)	GROSS MARGIN (A-D)	37,014.96	318.33	6.50
	RETURN TO UNPAID LABOUR(A-E+B14)	33,461.07	287.76	5.87
	RETURN TO INVESTMENT (A-E+C4) 17.9 %	34,196.71	294.09	6.00
	RETURN TO EQUITY (A-E)	32,663.16	280.90	5.73
INVESTMENT				
	Land	146,175.20	1,257.10	
	Buildings	7,452.42	64.09	
	Machinery	36,925.30	317.56	
	Irr. Machinery	.00	.00	
	TOTAL	190,552.92	1,638.74	
MANAGEMENT				
	Yield Per Acre (Bushel)		49.00	
	Expected Market Price Per Bushel		11.78	

2010 Crops Enterprise Analysis

All Dryland Liberty Link Canola

Group AVG

Top 1/3 AVG

Acres Cropped:

116.28

162.63

Enterprises:

25

8

\$/Acre

\$/Acre

(A)	1. Crop Sales - Imputed Value of Production	577.17	657.20
	2. Crop Insurance Receipts	17.91	39.78
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00
	GROSS RETURN	595.08	696.97
(B)	1. Seed & Seed Cleaning	39.84	35.10
	2. Fertilizer	63.30	68.50
	3. Chemicals	36.47	24.75
	4. Hail / Crop Insurance & Program Premiums	34.35	22.12
	5. Trucking & Marketing	1.95	.00
	6. Fuel	11.04	13.53
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	13.40	17.65
	9. Repairs - Buildings	2.97	4.67
	10. Utilities & Miscellaneous Expenses	8.57	6.32
	11. Custom Work & Specialized Labour	3.83	.00
	12. Operating Interest Paid	1.19	.90
	13. Paid Labour & Benefits	2.76	2.36
	14. Unpaid Labour	6.86	3.25
	VARIABLE COSTS	226.52	199.14
(C)	1. Cash/Share Rent & Land Lease	30.12	15.46
	2. Taxes, Water Rates, Lic. & Insurance	8.12	10.28
	3. Equipment & Building	30.56	34.67
	a) Depreciation		
	b) Lease Payments	5.66	.00
	4. Paid Capital Interest	13.19	13.31
	TOTAL CAPITAL COSTS	87.66	73.72
(D)	CASH COSTS (B+C-B14-C3)	276.76	234.95
(E)	TOTAL PRODUCTION COSTS (B+C)	314.18	272.87
(F)	GROSS MARGIN (A-D)	318.33	462.03
	RETURN TO UNPAID LABOUR(A-E+B14)	287.76	427.35
	RETURN TO INVESTMENT (A-E+C4)	294.09	437.42
	RETURN TO EQUITY (A-E)	280.90	424.11
INVESTMENT			
	Land	1,257.10	1,358.79
	Buildings	64.09	70.90
	Machinery	317.56	339.14
	Irr. Mach.	.00	.00
	TOTAL	1,638.74	1,768.82
MANAGEMENT			
	Yield Per Acre (Bushel)	49.00	53.65
	Expected Market Price Per Bushel	11.78	12.25

2010 Crops Enterprise Analysis
Owned Dryland Liberty Link Canola

Acres Cropped: 126.27

Enterprises: 15

	Total \$	\$/Acre	\$/Bushel
(A) 1. Crop Sales - Imputed Value of Production	72,867.16	577.09	11.90
2. Crop Insurance Receipts	3,450.00	27.32	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
GROSS RETURN	76,317.16	604.41	12.47
(B) 1. Seed & Seed Cleaning	4,944.94	39.16	
2. Fertilizer Rates: 98N 18P 6K 7S	8,036.61	63.65	
3. Chemicals	3,848.36	30.48	
4. Hail / Crop Insurance & Program Premiums	3,831.63	30.35	
5. Trucking & Marketing	189.81	1.50	
6. Fuel	1,444.55	11.44	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	1,658.01	13.13	
9. Repairs - Buildings	393.17	3.11	
10. Utilities & Miscellaneous Expenses	897.63	7.11	
11. Custom Work & Specialized Labour	714.60	5.66	
12. Operating Interest Paid	153.27	1.21	
13. Paid Labour & Benefits (16.51 hours)	270.27	2.14	
14. Unpaid Labour (69.23 hours)	691.64	5.48	
VARIABLE COSTS	27,074.49	214.42	4.42
(C) 1. Cash/Share Rent & Land Lease	.00	.00	
2. Taxes, Water Rates, Lic. & Insurance	1,199.40	9.50	
3. Equipment & Building a) Depreciation	4,048.70	32.06	
b) Lease Payments	381.79	3.02	
4. Paid Capital Interest	1,963.71	15.55	
TOTAL CAPITAL COSTS	7,593.59	60.14	1.24
(D) CASH COSTS (B+C-B14-C3)	29,927.75	237.02	4.89
(E) TOTAL PRODUCTION COSTS (B+C)	34,668.08	274.56	5.66
(F) GROSS MARGIN (A-D)	46,389.41	367.39	7.58
RETURN TO UNPAID LABOUR(A-E+B14)	42,340.71	335.33	6.92
RETURN TO INVESTMENT (A-E+C4) 14.9 %	43,612.78	345.40	7.12
RETURN TO EQUITY (A-E)	41,649.07	329.85	6.80
INVESTMENT			
Land	243,625.33	1,929.45	
Buildings	8,228.46	65.17	
Machinery	41,571.29	329.23	
Irr. Machinery	.00	.00	
TOTAL	293,425.08	2,323.85	
MANAGEMENT			
Yield Per Acre (Bushel)		48.48	
Expected Market Price Per Bushel		11.90	

2010 Crops Enterprise Analysis
Rented Dryland Liberty Link Canola

Acres Cropped: 101.30

Enterprises: 10

	Total \$	\$/Acre	\$/Bushel
(A) 1. Crop Sales - Imputed Value of Production	58,482.32	577.32	11.55
2. Crop Insurance Receipts	32.67	.32	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
GROSS RETURN	58,515.00	577.64	11.56
(B) 1. Seed & Seed Cleaning	4,163.58	41.10	
2. Fertilizer Rates: 124N 7P 3K 3S	6,346.33	62.65	
3. Chemicals	4,828.65	47.67	
4. Hail / Crop Insurance & Program Premiums	4,238.96	41.85	
5. Trucking & Marketing	283.59	2.80	
6. Fuel	1,041.73	10.28	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	1,409.59	13.91	
9. Repairs - Buildings	272.36	2.69	
10. Utilities & Miscellaneous Expenses	1,144.07	11.29	
11. Custom Work & Specialized Labour	40.30	.40	
12. Operating Interest Paid	115.82	1.14	
13. Paid Labour & Benefits (21.42 hours)	396.42	3.91	
14. Unpaid Labour (95.93 hours)	957.32	9.45	
VARIABLE COSTS	25,238.72	249.15	4.99
(C) 1. Cash/Share Rent & Land Lease	8,756.51	86.44	
2. Taxes, Water Rates, Lic. & Insurance	561.81	5.55	
3. Equipment & Building a) Depreciation	2,811.68	27.76	
b) Lease Payments	1,073.67	10.60	
4. Paid Capital Interest	888.31	8.77	
TOTAL CAPITAL COSTS	14,091.99	139.11	2.78
(D) CASH COSTS (B+C-B14-C3)	35,561.71	351.05	7.02
(E) TOTAL PRODUCTION COSTS (B+C)	39,330.71	388.26	7.77
(F) GROSS MARGIN (A-D)	22,953.29	226.59	4.53
RETURN TO UNPAID LABOUR(A-E+B14)	20,141.61	198.83	3.98
RETURN TO INVESTMENT (A-E+C4) 55.4 %	20,072.61	198.15	3.97
RETURN TO EQUITY (A-E)	19,184.29	189.38	3.79
INVESTMENT			
Land	.00	.00	
Buildings	6,288.36	62.08	
Machinery	29,956.31	295.72	
Irr. Machinery	.00	.00	
TOTAL	36,244.67	357.80	
MANAGEMENT			
Yield Per Acre (Bushel)		49.97	
Expected Market Price Per Bushel		11.55	

2010 Crops Enterprise Analysis
All Dryland Roundup Ready Canola

Acres Cropped: 151.19

Enterprises: 36

	Total \$	\$/Acre	\$/Bushel
(A) 1. Crop Sales - Imputed Value of Production	65,853.65	435.56	10.65
2. Crop Insurance Receipts	1,525.74	10.09	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
GROSS RETURN	67,379.39	445.65	10.90
(B) 1. Seed & Seed Cleaning	4,624.63	30.59	
2. Fertilizer Rates: 88N 26P 12K 19S	9,326.58	61.69	
3. Chemicals	4,418.30	29.22	
4. Hail / Crop Insurance & Program Premiums	2,622.87	17.35	
5. Trucking & Marketing	301.16	1.99	
6. Fuel	2,297.99	15.20	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	1,949.99	12.90	
9. Repairs - Buildings	520.82	3.44	
10. Utilities & Miscellaneous Expenses	1,911.49	12.64	
11. Custom Work & Specialized Labour	741.35	4.90	
12. Operating Interest Paid	38.16	.25	
13. Paid Labour & Benefits (54.16 hours)	1,028.02	6.80	
14. Unpaid Labour (191.81 hours)	1,918.10	12.69	
VARIABLE COSTS	31,699.46	209.66	5.13
(C) 1. Cash/Share Rent & Land Lease	4,352.92	28.79	
2. Taxes, Water Rates, Lic. & Insurance	794.61	5.26	
3. Equipment & Building a) Depreciation	6,452.18	42.67	
b) Lease Payments	34.77	.23	
4. Paid Capital Interest	898.04	5.94	
TOTAL CAPITAL COSTS	12,532.53	82.89	2.03
(D) CASH COSTS (B+C-B14-C3)	35,861.70	237.19	5.80
(E) TOTAL PRODUCTION COSTS (B+C)	44,231.98	292.55	7.16
(F) GROSS MARGIN (A-D)	31,517.70	208.46	5.10
RETURN TO UNPAID LABOUR(A-E+B14)	25,065.51	165.78	4.06
RETURN TO INVESTMENT (A-E+C4) 13.1 %	24,045.45	159.04	3.89
RETURN TO EQUITY (A-E)	23,147.41	153.10	3.74
INVESTMENT			
Land	106,437.50	703.98	
Buildings	15,732.80	104.06	
Machinery	61,330.90	405.64	
Irr. Machinery	.00	.00	
TOTAL	183,501.20	1,213.68	
MANAGEMENT			
Yield Per Acre (Bushel)		40.88	
Expected Market Price Per Bushel		10.65	

2010 Crops Enterprise Analysis

All Dryland Roundup Ready Canola

Group AVG

Top 1/3 AVG

Acres Cropped:

151.19

194.08

Enterprises:

36

12

\$/Acre

\$/Acre

		Group AVG	Top 1/3 AVG
(A)	1. Crop Sales - Imputed Value of Production	435.56	533.39
	2. Crop Insurance Receipts	10.09	1.57
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00
	GROSS RETURN	445.65	534.96
(B)	1. Seed & Seed Cleaning	30.59	29.97
	2. Fertilizer	61.69	46.70
	3. Chemicals	29.22	24.76
	4. Hail / Crop Insurance & Program Premiums	17.35	12.78
	5. Trucking & Marketing	1.99	1.16
	6. Fuel	15.20	15.13
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	12.90	10.33
	9. Repairs - Buildings	3.44	1.78
	10. Utilities & Miscellaneous Expenses	12.64	3.68
	11. Custom Work & Specialized Labour	4.90	.30
	12. Operating Interest Paid	.25	.48
	13. Paid Labour & Benefits	6.80	5.41
	14. Unpaid Labour	12.69	8.59
	VARIABLE COSTS	209.66	161.08
(C)	1. Cash/Share Rent & Land Lease	28.79	27.97
	2. Taxes, Water Rates, Lic. & Insurance	5.26	3.13
	3. Equipment & Building	42.67	36.64
	a) Depreciation		
	b) Lease Payments	.23	.10
	4. Paid Capital Interest	5.94	2.51
	TOTAL CAPITAL COSTS	82.89	70.34
(D)	CASH COSTS (B+C-B14-C3)	237.19	186.20
(E)	TOTAL PRODUCTION COSTS (B+C)	292.55	231.43
(F)	GROSS MARGIN (A-D)	208.46	348.76
	RETURN TO UNPAID LABOUR(A-E+B14)	165.78	312.12
	RETURN TO INVESTMENT (A-E+C4)	159.04	306.04
	RETURN TO EQUITY (A-E)	153.10	303.53
INVESTMENT			
	Land	703.98	614.86
	Buildings	104.06	54.65
	Machinery	405.64	379.55
	Irr. Mach.	.00	.00
	TOTAL	1,213.68	1,049.06
MANAGEMENT			
	Yield Per Acre (Bushel)	40.88	44.84
	Expected Market Price Per Bushel	10.65	11.90

2010 Crops Enterprise Analysis
Owned Dryland Roundup Ready Canola
Acres Cropped: 136.75

Enterprises: 16

	Total \$	\$/Acre	\$/Bushel
(A) 1. Crop Sales - Imputed Value of Production	57,243.47	418.60	10.92
2. Crop Insurance Receipts	1,642.34	12.01	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
GROSS RETURN	58,885.82	430.61	11.23
(B) 1. Seed & Seed Cleaning	4,302.81	31.46	
2. Fertilizer Rates: 89N 27P 10K 14S	8,661.73	63.34	
3. Chemicals	4,034.62	29.50	
4. Hail / Crop Insurance & Program Premiums	2,207.11	16.14	
5. Trucking & Marketing	328.54	2.40	
6. Fuel	2,060.89	15.07	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	1,783.73	13.04	
9. Repairs - Buildings	630.50	4.61	
10. Utilities & Miscellaneous Expenses	1,672.74	12.23	
11. Custom Work & Specialized Labour	547.21	4.00	
12. Operating Interest Paid	38.56	.28	
13. Paid Labour & Benefits (51.12 hours)	926.01	6.77	
14. Unpaid Labour (158.24 hours)	1,582.40	11.57	
VARIABLE COSTS	28,776.85	210.43	5.49
(C) 1. Cash/Share Rent & Land Lease	.00	.00	
2. Taxes, Water Rates, Lic. & Insurance	1,103.03	8.07	
3. Equipment & Building a) Depreciation	6,080.51	44.46	
b) Lease Payments	25.40	.19	
4. Paid Capital Interest	1,703.85	12.46	
TOTAL CAPITAL COSTS	8,912.79	65.18	1.70
(D) CASH COSTS (B+C-B14-C3)	30,026.73	219.57	5.73
(E) TOTAL PRODUCTION COSTS (B+C)	37,689.64	275.61	7.19
(F) GROSS MARGIN (A-D)	28,859.08	211.04	5.50
RETURN TO UNPAID LABOUR(A-E+B14)	22,778.57	166.57	4.34
RETURN TO INVESTMENT (A-E+C4) 7.3 %	22,900.02	167.46	4.37
RETURN TO EQUITY (A-E)	21,196.17	155.00	4.04
INVESTMENT			
Land	239,484.38	1,751.26	
Buildings	14,493.34	105.98	
Machinery	57,890.80	423.33	
Irr. Machinery	.00	.00	
TOTAL	311,868.52	2,280.57	
MANAGEMENT			
Yield Per Acre (Bushel)		38.35	
Expected Market Price Per Bushel		10.92	

2010 Crops Enterprise Analysis
Rented Dryland Roundup Ready Canola
Acres Cropped: 162.75

Enterprises: 20

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	72,741.80	446.95	10.50
	2. Crop Insurance Receipts	1,432.46	8.80	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	GROSS RETURN	74,174.25	455.76	10.70
(B)	1. Seed & Seed Cleaning	4,882.08	30.00	
	2. Fertilizer Rates: 87N 25P 13K 23S	9,858.46	60.57	
	3. Chemicals	4,725.24	29.03	
	4. Hail / Crop Insurance & Program Premiums	2,955.49	18.16	
	5. Trucking & Marketing	279.25	1.72	
	6. Fuel	2,487.67	15.29	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	2,083.00	12.80	
	9. Repairs - Buildings	433.07	2.66	
	10. Utilities & Miscellaneous Expenses	2,102.48	12.92	
	11. Custom Work & Specialized Labour	896.67	5.51	
	12. Operating Interest Paid	37.84	.23	
	13. Paid Labour & Benefits (56.59 hours)	1,109.63	6.82	
	14. Unpaid Labour (218.67 hours)	2,186.66	13.44	
	VARIABLE COSTS	34,037.54	209.14	4.91
(C)	1. Cash/Share Rent & Land Lease	7,835.25	48.14	
	2. Taxes, Water Rates, Lic. & Insurance	547.87	3.37	
	3. Equipment & Building a) Depreciation	6,749.53	41.47	
	b) Lease Payments	42.27	.26	
	4. Paid Capital Interest	253.40	1.56	
	TOTAL CAPITAL COSTS	15,428.31	94.80	2.23
(D)	CASH COSTS (B+C-B14-C3)	40,529.67	249.03	5.85
(E)	TOTAL PRODUCTION COSTS (B+C)	49,465.86	303.94	7.14
(F)	GROSS MARGIN (A-D)	33,644.59	206.73	4.85
	RETURN TO UNPAID LABOUR(A-E+B14)	26,895.06	165.25	3.88
	RETURN TO INVESTMENT (A-E+C4) 30.9 %	24,961.79	153.38	3.60
	RETURN TO EQUITY (A-E)	24,708.40	151.82	3.57
INVESTMENT				
	Land	.00	.00	
	Buildings	16,724.37	102.76	
	Machinery	64,082.97	393.75	
	Irr. Machinery	.00	.00	
	TOTAL	80,807.35	496.51	
MANAGEMENT				
	Yield Per Acre (Bushel)		42.58	
	Expected Market Price Per Bushel		10.50	

2010 Crops Enterprise Analysis

All Dryland Peas

Acres Cropped: 108.65

Enterprises: 17

	Total \$	\$/Acre	\$/Bushel
(A) 1. Crop Sales - Imputed Value of Production	28,011.95	257.83	6.21
2. Crop Insurance Receipts	1,306.65	12.03	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	720.59	6.63	
GROSS RETURN	30,039.19	276.48	6.66
(B) 1. Seed & Seed Cleaning	4,659.77	42.89	
2. Fertilizer Rates: 29N 6P 8K 9S	2,889.13	26.59	
3. Chemicals	3,836.34	35.31	
4. Hail / Crop Insurance & Program Premiums	1,904.76	17.53	
5. Trucking & Marketing	310.29	2.86	
6. Fuel	1,604.97	14.77	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	1,582.89	14.57	
9. Repairs - Buildings	536.36	4.94	
10. Utilities & Miscellaneous Expenses	1,842.40	16.96	
11. Custom Work & Specialized Labour	703.12	6.47	
12. Operating Interest Paid	63.84	.59	
13. Paid Labour & Benefits (41.74 hours)	740.92	6.82	
14. Unpaid Labour (118.07 hours)	1,179.57	10.86	
VARIABLE COSTS	21,854.35	201.15	4.85
(C) 1. Cash/Share Rent & Land Lease	3,871.23	35.63	
2. Taxes, Water Rates, Lic. & Insurance	655.44	6.03	
3. Equipment & Building a) Depreciation	4,661.92	42.91	
b) Lease Payments	653.29	6.01	
4. Paid Capital Interest	1,336.30	12.30	
TOTAL CAPITAL COSTS	11,178.18	102.89	2.48
(D) CASH COSTS (B+C-B14-C3)	27,191.03	250.27	6.03
(E) TOTAL PRODUCTION COSTS (B+C)	33,032.52	304.04	7.33
(F) GROSS MARGIN (A-D)	2,848.15	26.21	.63
RETURN TO UNPAID LABOUR(A-E+B14)	(1,813.77)	(16.69)	(.40)
RETURN TO INVESTMENT (A-E+C4) -.9 %	(1,657.04)	(15.25)	(.37)
RETURN TO EQUITY (A-E)	(2,993.33)	(27.55)	(.66)
INVESTMENT			
Land	120,011.76	1,104.60	
Buildings	12,904.77	118.78	
Machinery	44,470.85	409.31	
Irr. Machinery	.00	.00	
TOTAL	177,387.38	1,632.69	
MANAGEMENT			
Yield Per Acre (Bushel)		41.49	
Expected Market Price Per Bushel		6.21	

2010 Crops Enterprise Analysis

All Dryland Peas		Group AVG	Top 1/3 AVG
Acres Cropped:		108.65	110.00
Enterprises:		17	6
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	257.83	360.97
	2. Crop Insurance Receipts	12.03	.00
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	6.63	5.68
GROSS RETURN		276.48	366.65
(B)	1. Seed & Seed Cleaning	42.89	43.82
	2. Fertilizer	26.59	9.22
	3. Chemicals	35.31	31.41
	4. Hail / Crop Insurance & Program Premiums	17.53	15.41
	5. Trucking & Marketing	2.86	2.49
	6. Fuel	14.77	13.88
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	14.57	11.87
	9. Repairs - Buildings	4.94	3.66
	10. Utilities & Miscellaneous Expenses	16.96	10.75
	11. Custom Work & Specialized Labour	6.47	3.55
	12. Operating Interest Paid	.59	1.15
	13. Paid Labour & Benefits	6.82	5.00
	14. Unpaid Labour	10.86	9.41
VARIABLE COSTS		201.15	161.63
(C)	1. Cash/Share Rent & Land Lease	35.63	31.62
	2. Taxes, Water Rates, Lic. & Insurance	6.03	4.68
	3. Equipment & Building	42.91	24.68
	a) Depreciation		
	b) Lease Payments	6.01	9.44
	4. Paid Capital Interest	12.30	9.04
TOTAL CAPITAL COSTS		102.89	79.47
(D)	CASH COSTS (B+C-B14-C3)	250.27	207.01
(E)	TOTAL PRODUCTION COSTS (B+C)	304.04	241.10
(F)	GROSS MARGIN (A-D)	26.21	159.64
	RETURN TO UNPAID LABOUR(A-E+B14)	(16.69)	134.96
	RETURN TO INVESTMENT (A-E+C4)	(15.25)	134.59
	RETURN TO EQUITY (A-E)	(27.55)	125.55
INVESTMENT			
	Land	1,104.60	1,127.27
	Buildings	118.78	52.65
	Machinery	409.31	271.75
	Irr. Mach.	.00	.00
TOTAL		1,632.69	1,451.67
MANAGEMENT			
	Yield Per Acre (Bushel)	41.49	52.85
	Expected Market Price Per Bushel	6.21	6.83

2010 Crops Enterprise Analysis

Owned Dryland Peas

Acres Cropped: 105.67

Enterprises: 9

		Total \$	\$/Acre	\$/Bushel
(A)	1. Crop Sales - Imputed Value of Production	23,113.55	218.74	6.05
	2. Crop Insurance Receipts	1,416.06	13.40	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	861.11	8.15	
GROSS RETURN		25,390.72	240.29	6.64
(B)	1. Seed & Seed Cleaning	3,961.35	37.49	
	2. Fertilizer Rates: 22N 7P 6K 6S	2,677.39	25.34	
	3. Chemicals	3,005.24	28.44	
	4. Hail / Crop Insurance & Program Premiums	1,472.51	13.94	
	5. Trucking & Marketing	171.94	1.63	
	6. Fuel	1,842.05	17.43	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,715.77	16.24	
	9. Repairs - Buildings	781.70	7.40	
	10. Utilities & Miscellaneous Expenses	1,627.69	15.40	
	11. Custom Work & Specialized Labour	596.89	5.65	
	12. Operating Interest Paid	54.19	.51	
	13. Paid Labour & Benefits (55.36 hours)	938.99	8.89	
	14. Unpaid Labour (95.35 hours)	953.02	9.02	
VARIABLE COSTS		19,798.73	187.37	5.18
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	883.03	8.36	
	3. Equipment & Building a) Depreciation	5,150.66	48.74	
	b) Lease Payments	299.04	2.83	
	4. Paid Capital Interest	1,987.30	18.81	
TOTAL CAPITAL COSTS		8,320.03	78.74	2.18
(D)	CASH COSTS (B+C-B14-C3)	22,015.08	208.34	5.76
(E)	TOTAL PRODUCTION COSTS (B+C)	28,118.76	266.11	7.35
(F)	GROSS MARGIN (A-D)	3,375.64	31.95	.88
	RETURN TO UNPAID LABOUR(A-E+B14)	(1,775.02)	(16.80)	(.46)
	RETURN TO INVESTMENT (A-E+C4) -.3 %	(740.74)	(7.01)	(.19)
	RETURN TO EQUITY (A-E)	(2,728.04)	(25.82)	(.71)
INVESTMENT				
	Land	226,688.89	2,145.32	
	Buildings	12,186.73	115.33	
	Machinery	49,335.17	466.89	
	Irr. Machinery	.00	.00	
	TOTAL	288,210.78	2,727.55	
MANAGEMENT				
	Yield Per Acre (Bushel)		36.18	
	Expected Market Price Per Bushel		6.05	

2010 Crops Enterprise Analysis

Rented Dryland Peas

Acres Cropped: 112.00

Enterprises: 8

	Total \$	\$/Acre	\$/Bushel
(A) 1. Crop Sales - Imputed Value of Production	33,522.66	299.31	6.35
2. Crop Insurance Receipts	1,183.56	10.57	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	562.50	5.02	
GROSS RETURN	35,268.71	314.90	6.68
(B) 1. Seed & Seed Cleaning	5,445.49	48.62	
2. Fertilizer Rates: 38N 6P 10K 13S	3,127.33	27.92	
3. Chemicals	4,771.32	42.60	
4. Hail / Crop Insurance & Program Premiums	2,391.04	21.35	
5. Trucking & Marketing	465.94	4.16	
6. Fuel	1,338.26	11.95	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	1,433.39	12.80	
9. Repairs - Buildings	260.36	2.32	
10. Utilities & Miscellaneous Expenses	2,083.95	18.61	
11. Custom Work & Specialized Labour	822.63	7.34	
12. Operating Interest Paid	74.70	.67	
13. Paid Labour & Benefits (26.40 hours)	518.08	4.63	
14. Unpaid Labour (143.63 hours)	1,434.44	12.81	
VARIABLE COSTS	24,166.91	215.78	4.58
(C) 1. Cash/Share Rent & Land Lease	8,226.36	73.45	
2. Taxes, Water Rates, Lic. & Insurance	399.40	3.57	
3. Equipment & Building a) Depreciation	4,112.08	36.72	
b) Lease Payments	1,051.83	9.39	
4. Paid Capital Interest	603.92	5.39	
TOTAL CAPITAL COSTS	14,393.59	128.51	2.73
(D) CASH COSTS (B+C-B14-C3)	33,013.98	294.77	6.26
(E) TOTAL PRODUCTION COSTS (B+C)	38,560.50	344.29	7.31
(F) GROSS MARGIN (A-D)	2,254.73	20.13	.43
RETURN TO UNPAID LABOUR(A-E+B14)	(1,857.35)	(16.58)	(.35)
RETURN TO INVESTMENT (A-E+C4) -5.1 %	(2,687.87)	(24.00)	(.51)
RETURN TO EQUITY (A-E)	(3,291.79)	(29.39)	(.62)
INVESTMENT			
Land	.00	.00	
Buildings	13,712.56	122.43	
Machinery	38,998.50	348.20	
Irr. Machinery	.00	.00	
TOTAL	52,711.06	470.63	
MANAGEMENT			
Yield Per Acre (Bushel)		47.12	
Expected Market Price Per Bushel		6.35	

2010 Crops Enterprise Analysis

All Dryland Alfalfa/Grass Hay

Acres Cropped: 86.33

Enterprises: 27

		Total \$	\$/Acre	\$/Tonne
(A)	1. Crop Sales - Imputed Value of Production	11,327.44	131.21	75.31
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	497.36	5.76	
	GROSS RETURN	11,824.80	136.97	78.61
(B)	1. Seed & Seed Cleaning	.00	.00	
	2. Fertilizer Rates: 4N 4P 6K 1S	274.85	3.18	
	3. Chemicals	.00	.00	
	4. Hail / Crop Insurance & Program Premiums	198.05	2.29	
	5. Trucking & Marketing	.00	.00	
	6. Fuel	944.89	10.94	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	699.13	8.10	
	9. Repairs - Buildings	158.26	1.83	
	10. Utilities & Miscellaneous Expenses	618.01	7.16	
	11. Custom Work & Specialized Labour	351.76	4.07	
	12. Operating Interest Paid	87.27	1.01	
	13. Paid Labour & Benefits (20.97 hours)	422.01	4.89	
	14. Unpaid Labour (56.71 hours)	567.11	6.57	
	VARIABLE COSTS	4,321.33	50.05	28.73
(C)	1. Cash/Share Rent & Land Lease	1,010.03	11.70	
	2. Taxes, Water Rates, Lic. & Insurance	465.01	5.39	
	3. Equipment & Building a) Depreciation	1,759.34	20.38	
	b) Lease Payments	.98	.01	
	4. Paid Capital Interest	575.25	6.66	
	TOTAL CAPITAL COSTS	3,810.61	44.14	25.33
(D)	CASH COSTS (B+C-B14-C3)	5,805.49	67.25	38.60
(E)	TOTAL PRODUCTION COSTS (B+C)	8,131.94	94.19	54.06
(F)	GROSS MARGIN (A-D)	6,019.32	69.72	40.02
	RETURN TO UNPAID LABOUR(A-E+B14)	4,259.98	49.34	28.32
	RETURN TO INVESTMENT (A-E+C4) 3.8 %	4,268.11	49.44	28.38
	RETURN TO EQUITY (A-E)	3,692.86	42.77	24.55
INVESTMENT				
	Land	92,182.59	1,067.75	
	Buildings	5,341.67	61.87	
	Machinery	15,307.56	177.31	
	Irr. Machinery	.00	.00	
	TOTAL	112,831.82	1,306.93	
MANAGEMENT				
	Yield Per Acre (Tonne)		1.74	
	Expected Market Price Per Tonne		75.31	

2010 Crops Enterprise Analysis

All Dryland Alfalfa/Grass Hay		Group AVG	Top 1/3 AVG
Acres Cropped:		86.33	82.00
Enterprises:		27	9
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	131.21	185.21
	2. Crop Insurance Receipts	.00	.00
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	5.76	7.87
GROSS RETURN		136.97	193.08
(B)	1. Seed & Seed Cleaning	.00	.00
	2. Fertilizer	3.18	5.01
	3. Chemicals	.00	.00
	4. Hail / Crop Insurance & Program Premiums	2.29	1.33
	5. Trucking & Marketing	.00	.00
	6. Fuel	10.94	12.24
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	8.10	7.23
	9. Repairs - Buildings	1.83	1.97
	10. Utilities & Miscellaneous Expenses	7.16	9.20
	11. Custom Work & Specialized Labour	4.07	2.03
	12. Operating Interest Paid	1.01	.69
	13. Paid Labour & Benefits	4.89	8.25
	14. Unpaid Labour	6.57	9.07
VARIABLE COSTS		50.05	57.02
(C)	1. Cash/Share Rent & Land Lease	11.70	6.10
	2. Taxes, Water Rates, Lic. & Insurance	5.39	5.91
	3. Equipment & Building	20.38	21.64
	a) Depreciation		
	b) Lease Payments	.01	.04
	4. Paid Capital Interest	6.66	3.54
TOTAL CAPITAL COSTS		44.14	37.22
(D)	CASH COSTS (B+C-B14-C3)	67.25	63.54
(E)	TOTAL PRODUCTION COSTS (B+C)	94.19	94.25
(F)	GROSS MARGIN (A-D)	69.72	129.54
	RETURN TO UNPAID LABOUR(A-E+B14)	49.34	107.91
	RETURN TO INVESTMENT (A-E+C4)	49.44	102.37
	RETURN TO EQUITY (A-E)	42.77	98.83
INVESTMENT			
	Land	1,067.75	1,410.57
	Buildings	61.87	87.48
	Machinery	177.31	183.72
	Irr. Mach.	.00	.00
TOTAL		1,306.93	1,681.77
MANAGEMENT			
	Yield Per Acre (Tonne)	1.74	2.15
	Expected Market Price Per Tonne	75.31	86.33

2010 Crops Enterprise Analysis
Owned Dryland Alfalfa/Grass Hay

Acres Cropped: 77.16

Enterprises: 19

	Total \$	\$/Acre	\$/Tonne
(A) 1. Crop Sales - Imputed Value of Production	9,992.92	129.51	74.23
2. Crop Insurance Receipts	.00	.00	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	639.57	8.29	
GROSS RETURN	10,632.49	137.80	78.98
(B) 1. Seed & Seed Cleaning	.00	.00	
2. Fertilizer Rates: 4N 4P 7K 2S	332.68	4.31	
3. Chemicals	.00	.00	
4. Hail / Crop Insurance & Program Premiums	157.02	2.04	
5. Trucking & Marketing	.00	.00	
6. Fuel	908.83	11.78	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	660.26	8.56	
9. Repairs - Buildings	153.89	1.99	
10. Utilities & Miscellaneous Expenses	543.18	7.04	
11. Custom Work & Specialized Labour	499.87	6.48	
12. Operating Interest Paid	83.47	1.08	
13. Paid Labour & Benefits (27.31 hours)	547.22	7.09	
14. Unpaid Labour (44.36 hours)	443.63	5.75	
VARIABLE COSTS	4,330.05	56.12	32.16
(C) 1. Cash/Share Rent & Land Lease	.00	.00	
2. Taxes, Water Rates, Lic. & Insurance	504.03	6.53	
3. Equipment & Building a) Depreciation	1,513.64	19.62	
b) Lease Payments	1.40	.02	
4. Paid Capital Interest	783.99	10.16	
TOTAL CAPITAL COSTS	2,803.05	36.33	20.82
(D) CASH COSTS (B+C-B14-C3)	5,175.84	67.08	38.45
(E) TOTAL PRODUCTION COSTS (B+C)	7,133.11	92.45	52.98
(F) GROSS MARGIN (A-D)	5,456.65	70.72	40.53
RETURN TO UNPAID LABOUR(A-E+B14)	3,943.01	51.10	29.29
RETURN TO INVESTMENT (A-E+C4) 2.9 %	4,283.37	55.51	31.82
RETURN TO EQUITY (A-E)	3,499.38	45.35	25.99
INVESTMENT			
Land	130,996.32	1,697.77	
Buildings	5,378.28	69.70	
Machinery	12,798.04	165.87	
Irr. Machinery	.00	.00	
TOTAL	149,172.64	1,933.34	
MANAGEMENT			
Yield Per Acre (Tonne)		1.74	
Expected Market Price Per Tonne		74.23	

2010 Crops Enterprise Analysis
Rented Dryland Alfalfa/Grass Hay

Acres Cropped: 108.13

Enterprises: 8

	Total \$	\$/Acre	\$/Tonne
(A) 1. Crop Sales - Imputed Value of Production	14,496.94	134.08	77.15
2. Crop Insurance Receipts	.00	.00	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	159.61	1.48	
GROSS RETURN	14,656.55	135.55	78.00
(B) 1. Seed & Seed Cleaning	.00	.00	
2. Fertilizer Rates: 5N 3P 5K 1S	137.50	1.27	
3. Chemicals	.00	.00	
4. Hail / Crop Insurance & Program Premiums	295.48	2.73	
5. Trucking & Marketing	.00	.00	
6. Fuel	1,030.53	9.53	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	791.42	7.32	
9. Repairs - Buildings	168.63	1.56	
10. Utilities & Miscellaneous Expenses	795.72	7.36	
11. Custom Work & Specialized Labour	.00	.00	
12. Operating Interest Paid	96.28	.89	
13. Paid Labour & Benefits (5.91 hours)	124.64	1.15	
14. Unpaid Labour (86.04 hours)	860.40	7.96	
VARIABLE COSTS	4,300.61	39.77	22.89
(C) 1. Cash/Share Rent & Land Lease	3,408.84	31.53	
2. Taxes, Water Rates, Lic. & Insurance	372.34	3.44	
3. Equipment & Building a) Depreciation	2,342.88	21.67	
b) Lease Payments	.00	.00	
4. Paid Capital Interest	79.50	.74	
TOTAL CAPITAL COSTS	6,203.56	57.37	33.01
(D) CASH COSTS (B+C-B14-C3)	7,300.90	67.52	38.85
(E) TOTAL PRODUCTION COSTS (B+C)	10,504.17	97.15	55.90
(F) GROSS MARGIN (A-D)	7,355.65	68.03	39.14
RETURN TO UNPAID LABOUR(A-E+B14)	5,012.78	46.36	26.68
RETURN TO INVESTMENT (A-E+C4) 16.0 %	4,231.88	39.14	22.52
RETURN TO EQUITY (A-E)	4,152.38	38.40	22.10
INVESTMENT			
Land	.00	.00	
Buildings	5,254.73	48.60	
Machinery	21,267.66	196.70	
Irr. Machinery	.00	.00	
TOTAL	26,522.39	245.29	
MANAGEMENT			
Yield Per Acre (Tonne)		1.74	
Expected Market Price Per Tonne		77.15	

2010 Crops Enterprise Analysis

All Dryland Greenfeed

Acres Cropped: 73.80

Enterprises: 5

	Total \$	\$/Acre	\$/Tonne
(A) 1. Crop Sales - Imputed Value of Production	8,722.80	118.20	38.26
2. Crop Insurance Receipts	.00	.00	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	461.13	6.25	
GROSS RETURN	9,183.93	124.44	40.28
(B) 1. Seed & Seed Cleaning	1,141.19	15.46	
2. Fertilizer Rates: 48N 22P 4K	2,826.14	38.29	
3. Chemicals	972.61	13.18	
4. Hail / Crop Insurance & Program Premiums	545.14	7.39	
5. Trucking & Marketing	.00	.00	
6. Fuel	502.30	6.81	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	428.61	5.81	
9. Repairs - Buildings	41.40	.56	
10. Utilities & Miscellaneous Expenses	386.19	5.23	
11. Custom Work & Specialized Labour	699.40	9.48	
12. Operating Interest Paid	146.75	1.99	
13. Paid Labour & Benefits (0.00 hours)	.00	.00	
14. Unpaid Labour (40.35 hours)	403.46	5.47	
VARIABLE COSTS	8,093.20	109.66	35.50
(C) 1. Cash/Share Rent & Land Lease	1,840.00	24.93	
2. Taxes, Water Rates, Lic. & Insurance	224.34	3.04	
3. Equipment & Building a) Depreciation	1,502.33	20.36	
b) Lease Payments	3.45	.05	
4. Paid Capital Interest	897.17	12.16	
TOTAL CAPITAL COSTS	4,467.28	60.53	19.59
(D) CASH COSTS (B+C-B14-C3)	10,654.69	144.37	46.73
(E) TOTAL PRODUCTION COSTS (B+C)	12,560.48	170.20	55.09
(F) GROSS MARGIN (A-D)	(1,470.76)	(19.93)	(6.45)
RETURN TO UNPAID LABOUR(A-E+B14)	(2,973.09)	(40.29)	(13.04)
RETURN TO INVESTMENT (A-E+C4) -2.8 %	(2,479.39)	(33.60)	(10.87)
RETURN TO EQUITY (A-E)	(3,376.56)	(45.75)	(14.81)
INVESTMENT			
Land	68,600.00	929.54	
Buildings	6,065.22	82.18	
Machinery	12,830.02	173.85	
Irr. Machinery	.00	.00	
TOTAL	87,495.24	1,185.57	
MANAGEMENT			
Yield Per Acre (Tonne)		3.09	
Expected Market Price Per Tonne		38.26	

2010 Crops Enterprise Analysis

All Dryland Greenfeed		Group AVG	Top 1/3 AVG
Acres Cropped:		73.80	32.50
Enterprises:		5	2
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	118.20	182.03
	2. Crop Insurance Receipts	.00	.00
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	6.25	23.69
GROSS RETURN		124.44	205.72
(B)	1. Seed & Seed Cleaning	15.46	17.63
	2. Fertilizer	38.29	40.00
	3. Chemicals	13.18	29.31
	4. Hail / Crop Insurance & Program Premiums	7.39	8.40
	5. Trucking & Marketing	.00	.00
	6. Fuel	6.81	1.64
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	5.81	.52
	9. Repairs - Buildings	.56	.00
	10. Utilities & Miscellaneous Expenses	5.23	3.90
	11. Custom Work & Specialized Labour	9.48	23.40
	12. Operating Interest Paid	1.99	.47
	13. Paid Labour & Benefits	.00	.00
	14. Unpaid Labour	5.47	2.92
VARIABLE COSTS		109.66	128.18
(C)	1. Cash/Share Rent & Land Lease	24.93	.00
	2. Taxes, Water Rates, Lic. & Insurance	3.04	3.25
	3. Equipment & Building	20.36	11.19
	a) Depreciation	.05	.27
	b) Lease Payments	.05	.27
	4. Paid Capital Interest	12.16	17.24
TOTAL CAPITAL COSTS		60.53	31.95
(D)	CASH COSTS (B+C-B14-C3)	144.37	146.02
(E)	TOTAL PRODUCTION COSTS (B+C)	170.20	160.13
(F)	GROSS MARGIN (A-D)	(19.93)	59.69
	RETURN TO UNPAID LABOUR(A-E+B14)	(40.29)	48.50
	RETURN TO INVESTMENT (A-E+C4)	(33.60)	62.83
	RETURN TO EQUITY (A-E)	(45.75)	45.59
INVESTMENT			
	Land	929.54	3,000.00
	Buildings	82.18	63.96
	Machinery	173.85	74.71
	Irr. Mach.	.00	.00
TOTAL		1,185.57	3,138.67
MANAGEMENT			
	Yield Per Acre (Tonne)	3.09	2.75
	Expected Market Price Per Tonne	38.26	66.14

2010 Crops Enterprise Analysis

Owned Dryland Greenfeed

Acres Cropped: 46.33

Enterprises: 3

		Total \$	\$/Acre	\$/Tonne
(A)	1. Crop Sales - Imputed Value of Production	6,238.00	134.63	48.36
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	768.54	16.59	
GROSS RETURN		7,006.54	151.22	54.31
(B)	1. Seed & Seed Cleaning	751.98	16.23	
	2. Fertilizer Rates: 53N 16P 2K	1,802.27	38.90	
	3. Chemicals	875.06	18.89	
	4. Hail / Crop Insurance & Program Premiums	358.86	7.75	
	5. Trucking & Marketing	.00	.00	
	6. Fuel	230.67	4.98	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	182.35	3.94	
	9. Repairs - Buildings	16.80	.36	
	10. Utilities & Miscellaneous Expenses	213.79	4.61	
	11. Custom Work & Specialized Labour	667.33	14.40	
	12. Operating Interest Paid	67.28	1.45	
	13. Paid Labour & Benefits (0.00 hours)	.00	.00	
	14. Unpaid Labour (21.15 hours)	211.50	4.56	
VARIABLE COSTS		5,377.88	116.07	41.69
(C)	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	168.10	3.63	
	3. Equipment & Building a) Depreciation	792.96	17.11	
	b) Lease Payments	5.74	.12	
	4. Paid Capital Interest	1,479.95	31.94	
TOTAL CAPITAL COSTS		2,446.76	52.81	18.97
(D)	CASH COSTS (B+C-B14-C3)	6,820.18	147.20	52.87
(E)	TOTAL PRODUCTION COSTS (B+C)	7,824.64	168.88	60.65
(F)	GROSS MARGIN (A-D)	186.36	4.02	1.44
	RETURN TO UNPAID LABOUR(A-E+B14)	(606.60)	(13.09)	(4.70)
	RETURN TO INVESTMENT (A-E+C4) .5 %	661.85	14.28	5.13
	RETURN TO EQUITY (A-E)	(818.10)	(17.66)	(6.34)
INVESTMENT				
	Land	114,333.33	2,467.63	
	Buildings	3,509.07	75.74	
	Machinery	6,429.89	138.77	
	Irr. Machinery	.00	.00	
	TOTAL	124,272.30	2,682.14	
MANAGEMENT				
	Yield Per Acre (Tonne)		2.78	
	Expected Market Price Per Tonne		48.36	

2010 Crops Enterprise Analysis

All Dryland Grain Silage

Acres Cropped: 88.14

Enterprises: 14

		Total \$	\$/Acre	\$/Tonne
(A)	1. Crop Sales - Imputed Value of Production	27,515.04	312.16	38.60
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	310.58	3.52	
GROSS RETURN		27,825.62	315.69	39.03
(B)	1. Seed & Seed Cleaning	1,282.75	14.55	
	2. Fertilizer Rates: 85N 21P 14K 2S	4,086.96	46.37	
	3. Chemicals	1,555.67	17.65	
	4. Hail / Crop Insurance & Program Premiums	625.63	7.10	
	5. Trucking & Marketing	.00	.00	
	6. Fuel	1,966.10	22.31	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	399.31	4.53	
	9. Repairs - Buildings	91.72	1.04	
	10. Utilities & Miscellaneous Expenses	545.34	6.19	
	11. Custom Work & Specialized Labour	4,090.36	46.41	
	12. Operating Interest Paid	68.96	.78	
	13. Paid Labour & Benefits (13.75 hours)	221.21	2.51	
	14. Unpaid Labour (106.06 hours)	1,060.60	12.03	
VARIABLE COSTS		15,994.60	181.46	22.44
(C)	1. Cash/Share Rent & Land Lease	1,283.50	14.56	
	2. Taxes, Water Rates, Lic. & Insurance	557.29	6.32	
	3. Equipment & Building a) Depreciation	1,621.92	18.40	
	b) Lease Payments	6.15	.07	
	4. Paid Capital Interest	575.35	6.53	
TOTAL CAPITAL COSTS		4,044.21	45.88	5.67
(D)	CASH COSTS (B+C-B14-C3)	17,356.29	196.91	24.35
(E)	TOTAL PRODUCTION COSTS (B+C)	20,038.81	227.34	28.11
(F)	GROSS MARGIN (A-D)	10,469.33	118.78	14.69
	RETURN TO UNPAID LABOUR(A-E+B14)	8,847.42	100.38	12.41
	RETURN TO INVESTMENT (A-E+C4) 5.7 %	8,362.17	94.87	11.73
	RETURN TO EQUITY (A-E)	7,786.82	88.34	10.92
INVESTMENT				
	Land	129,152.86	1,465.27	
	Buildings	3,688.53	41.85	
	Machinery	15,005.36	170.24	
	Irr. Machinery	.00	.00	
	TOTAL	147,846.74	1,677.35	
MANAGEMENT				
	Yield Per Acre (Tonne)		8.09	
	Expected Market Price Per Tonne		38.60	

2010 Crops Enterprise Analysis

All Dryland Grain Silage		Group AVG	Top 1/3 AVG
Acres Cropped:		88.14	106.60
Enterprises:		14	5
		\$/Acre	\$/Acre
(A)	1. Crop Sales - Imputed Value of Production	312.16	430.98
	2. Crop Insurance Receipts	.00	.00
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	3.52	7.10
GROSS RETURN		315.69	438.07
(B)	1. Seed & Seed Cleaning	14.55	14.39
	2. Fertilizer	46.37	48.66
	3. Chemicals	17.65	19.33
	4. Hail / Crop Insurance & Program Premiums	7.10	8.20
	5. Trucking & Marketing	.00	.00
	6. Fuel	22.31	35.13
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	4.53	5.78
	9. Repairs - Buildings	1.04	1.29
	10. Utilities & Miscellaneous Expenses	6.19	6.17
	11. Custom Work & Specialized Labour	46.41	31.02
	12. Operating Interest Paid	.78	.59
	13. Paid Labour & Benefits	2.51	.28
	14. Unpaid Labour	12.03	13.13
VARIABLE COSTS		181.46	183.97
(C)	1. Cash/Share Rent & Land Lease	14.56	16.47
	2. Taxes, Water Rates, Lic. & Insurance	6.32	6.69
	3. Equipment & Building	18.40	19.31
	a) Depreciation	.07	.00
	b) Lease Payments	.07	.00
	4. Paid Capital Interest	6.53	3.03
TOTAL CAPITAL COSTS		45.88	45.49
(D)	CASH COSTS (B+C-B14-C3)	196.91	197.02
(E)	TOTAL PRODUCTION COSTS (B+C)	227.34	229.46
(F)	GROSS MARGIN (A-D)	118.78	241.05
	RETURN TO UNPAID LABOUR(A-E+B14)	100.38	221.75
	RETURN TO INVESTMENT (A-E+C4)	94.87	211.65
	RETURN TO EQUITY (A-E)	88.34	208.62
INVESTMENT			
	Land	1,465.27	953.36
	Buildings	41.85	32.76
	Machinery	170.24	188.53
	Irr. Mach.	.00	.00
TOTAL		1,677.35	1,174.65
MANAGEMENT			
	Yield Per Acre (Tonne)	8.09	10.15
	Expected Market Price Per Tonne	38.60	42.46

2010 Crops Enterprise Analysis

Owned Dryland Grain Silage

Acres Cropped: 125.57

Enterprises: 7

	Total \$	\$/Acre	\$/Tonne
(A) 1. Crop Sales - Imputed Value of Production	39,473.82	314.35	36.97
2. Crop Insurance Receipts	.00	.00	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	540.27	4.30	
GROSS RETURN	40,014.09	318.66	37.47
(B) 1. Seed & Seed Cleaning	1,695.12	13.50	
2. Fertilizer Rates: 101N 23P 10K 4S	5,996.15	47.75	
3. Chemicals	2,090.19	16.65	
4. Hail / Crop Insurance & Program Premiums	962.98	7.67	
5. Trucking & Marketing	.00	.00	
6. Fuel	2,993.46	23.84	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	488.26	3.89	
9. Repairs - Buildings	183.45	1.46	
10. Utilities & Miscellaneous Expenses	398.98	3.18	
11. Custom Work & Specialized Labour	6,012.68	47.88	
12. Operating Interest Paid	137.91	1.10	
13. Paid Labour & Benefits (27.51 hours)	442.42	3.52	
14. Unpaid Labour (117.59 hours)	1,175.85	9.36	
VARIABLE COSTS	22,577.46	179.80	21.14
(C) 1. Cash/Share Rent & Land Lease	.00	.00	
2. Taxes, Water Rates, Lic. & Insurance	825.39	6.57	
3. Equipment & Building a) Depreciation	2,290.70	18.24	
b) Lease Payments	12.31	.10	
4. Paid Capital Interest	1,142.04	9.09	
TOTAL CAPITAL COSTS	4,270.43	34.01	4.00
(D) CASH COSTS (B+C-B14-C3)	23,381.34	186.20	21.90
(E) TOTAL PRODUCTION COSTS (B+C)	26,847.89	213.81	25.14
(F) GROSS MARGIN (A-D)	16,632.75	132.46	15.58
RETURN TO UNPAID LABOUR(A-E+B14)	14,342.05	114.21	13.43
RETURN TO INVESTMENT (A-E+C4) 5.0 %	14,308.23	113.94	13.40
RETURN TO EQUITY (A-E)	13,166.19	104.85	12.33
INVESTMENT			
Land	258,305.71	2,057.04	
Buildings	5,968.03	47.53	
Machinery	19,848.06	158.06	
Irr. Machinery	.00	.00	
TOTAL	284,121.80	2,262.63	
MANAGEMENT			
Yield Per Acre (Tonne)		8.50	
Expected Market Price Per Tonne		36.97	

2010 Crops Enterprise Analysis

Rented Dryland Grain Silage

Acres Cropped: 50.71

Enterprises: 7

	Total \$	\$/Acre	\$/Tonne
(A) 1. Crop Sales - Imputed Value of Production	15,556.26	306.74	43.45
2. Crop Insurance Receipts	.00	.00	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	80.90	1.60	
GROSS RETURN	15,637.16	308.34	43.68
(B) 1. Seed & Seed Cleaning	870.37	17.16	
2. Fertilizer Rates: 69N 19P 17K 0S	2,177.77	42.94	
3. Chemicals	1,021.16	20.14	
4. Hail / Crop Insurance & Program Premiums	288.27	5.68	
5. Trucking & Marketing	.00	.00	
6. Fuel	938.74	18.51	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	310.35	6.12	
9. Repairs - Buildings	.00	.00	
10. Utilities & Miscellaneous Expenses	691.69	13.64	
11. Custom Work & Specialized Labour	2,168.04	42.75	
12. Operating Interest Paid	.00	.00	
13. Paid Labour & Benefits (0.00 hours)	.00	.00	
14. Unpaid Labour (94.53 hours)	945.34	18.64	
VARIABLE COSTS	9,411.73	185.58	26.29
(C) 1. Cash/Share Rent & Land Lease	2,566.99	50.62	
2. Taxes, Water Rates, Lic. & Insurance	289.19	5.70	
3. Equipment & Building a) Depreciation	953.13	18.79	
b) Lease Payments	.00	.00	
4. Paid Capital Interest	8.67	.17	
TOTAL CAPITAL COSTS	3,817.98	75.28	10.66
(D) CASH COSTS (B+C-B14-C3)	11,331.24	223.43	31.65
(E) TOTAL PRODUCTION COSTS (B+C)	13,229.72	260.87	36.95
(F) GROSS MARGIN (A-D)	4,305.91	84.91	12.03
RETURN TO UNPAID LABOUR(A-E+B14)	3,352.78	66.11	9.36
RETURN TO INVESTMENT (A-E+C4) 20.9 %	2,416.11	47.64	6.75
RETURN TO EQUITY (A-E)	2,407.44	47.47	6.72
INVESTMENT			
Land	.00	.00	
Buildings	1,409.03	27.78	
Machinery	10,162.65	200.39	
Irr. Machinery	.00	.00	
TOTAL	11,571.69	228.17	
MANAGEMENT			
Yield Per Acre (Tonne)		7.06	
Expected Market Price Per Tonne		43.45	

DEFINITIONS AND ALLOCATIONS

I INCOME

- A Imputed Value of Production** – total of estimated yields/acre X estimated final prices
- B Crop Insurance Receipts** – added regardless of when payment is received
- C Miscellaneous Receipts** – such as patronage dividends or input rebates
- D Government Program Receipts** – allocated to all cropped acres equally
- E Straw/Aftermath Grazing Revenue** – value of straw + imputed value of grazing

II EXPENSES

- A Crop Specific Inputs** – allocated by producer to each crop as documented on the survey form
 - 1. **Seed**
 - 2. **Fertilizer**
 - 3. **Chemical**
 - 4. **Hail and Crop Insurance**
 - 5. **Custom Work and Specialized Labour**
 - 6. **Land Rent** – cash rent or crop share (converted to a cash basis)
- B Allocated Crop Inputs** – allocation ratios based on research from AAFRD
 - 1. **Irrigation to Dryland Ratio** – allocated to crops at a 3:1 ratio
 - 2. **Trucking and Marketing** – allocated to specific cropping acres by producer
 - 3. **Fuel** – Summerfallow – allocation of 0.3:1 compared to crop acres; Sugar beets – allocation of 2.96:1 compared to other irrigated crop acres
 - 4. **Irrigation Fuel** – allocation based on total pumping hours for each crop
 - 5. **Machinery Repairs** – allocated equally to all acres except summerfallow (0.3:1) and special crops (as specified by producer)
 - 6. **Building Repairs** – allocated to all acres equally except for special crops buildings
 - 7. **Operating Interest** – interest paid on operating loans allocated equally
 - 8. **Paid Labour** – based on allocations between crops as specified by producer
 - 9. **Unpaid and Operator Labour** – operator - \$10/hour, other unpaid labour - \$7.50/hour
 - 10. **Land Taxes** – allocated equally to all owned cropped acres
 - 11. **Water Rates** – allocated equally to all owned irrigated acres
 - 12. **Water Rates** – allocated equally to all owned irrigated acres
 - 13. **Equipment Depreciation** – imputed at 8.5% for power equipment, 11% for non-power, based on current market value

- 14. **Insurance and Licenses** – allocated to all cropped acres equally
- 15. **Building Depreciation** – imputed at 5% on the current market value
- 16. **Paid Capital Interest** – allocated to all owned cropped acres equally except summerfallow (0.25:1)

III CAPITAL INVESTMENT

- A Land** – producer estimate of bare land value for both irrigated and dryland owned acreage
- B Buildings** – allocated equally to all acreage except special crops buildings (allocated to the crop)
- C Equipment**
 - 1. **General Use** – allocated to all acres equally, except summerfallow (0.3:1)
 - 2. **Crop Specific** – allocated by producer to each crop based on percentage of use
 - 3. **Irrigation** – allocated according to pumping hours as specified by producer

IV SUMMARY CALCULATION

- A Gross Return** = imputed value of production + crop insurance receipts + miscellaneous receipts + government program payments + straw/grazing revenue
- B Variable Costs** = seed + fertilizer + chemicals + crop insurance + trucking and marketing + fuel + machinery and building repairs + utilities + miscellaneous overhead + custom work + operating interest + paid and unpaid labour
- C Total Capital Costs** = land rent + land taxes + water rates + insurance + depreciation + paid capital interest
- D Cash Costs** = variable costs + capital costs – unpaid labour – depreciation
- E Total Production Costs** = variable costs + total capital costs
- F Gross Margin** (returns left to cover total capital costs and operator equity) = gross return – total cash costs
- G Return to Unpaid Labour** (funds remaining after all expenses have been paid except unpaid labour) = gross return – total production costs + unpaid labour
- H Return to Investment** (shows the operation's ability to earn a return on its total assets) = gross return – total production costs + paid capital interest
- I Return to Equity** (amount remaining from operations used to provide a return to individual or shareholder equity) = gross return – total production costs