

AgriProfit\$

2012

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

Dark Brown Soil Zone

Alberta 
Government



TABLE OF CONTENTS

2012 Dark Brown Soil Zone

OVERVIEW.....	1
CROPS	
Spring Wheat	2
Malt Barley	5
Liberty Link Canola	7
Field Peas	10
FORAGES	
Alfalfa/Grass Hay	13
Mixed Grass Hay.....	15
Grain Silage	17
DEFINITIONS AND ALLOCATIONS.....	18

OVERVIEW

2012 Dark Brown Soil Zone

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

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

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

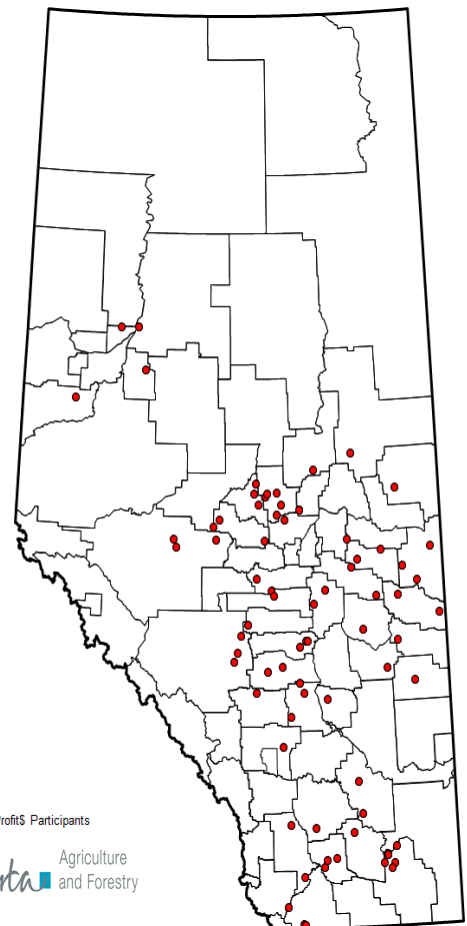
The top map shows the Dark Brown Soil Zone in Alberta; this is the grouping method used for this study. Please note that farms highlighted within these zones may contain characteristics of neighbouring soil zones. The map on the bottom shows the distribution of the 2012 participants.

Questions or Comments:

Rawlin Thangaraj
Production Crop Economist
Alberta Agriculture and Rural Development
Phone: (780) 422-4056 Fax: (780) 427-5220
Email: rawlin.thangaraj@gov.ab.ca

Acknowledgements:

Pauline Van Biert, Shukun Guan, Lorraine Kohlman, Dale Kaliel, Diane McCann-Hiltz, Todd Bergen-Henengouwen, Guangzhi Liu, Interviewers and Participants



2012 AgriProfit\$ Participants
Alberta Agriculture and Forestry

2012 Crop Enterprise Analysis

AgriProfit\$

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

		----- \$/Acre -----		---- \$/Bushel ----	
		Average	Top 1/3	Average	Top 1/3
(A)	1. Crop Sales	325.50	312.46	7.91	7.84
	2. Crop Insurance Receipts	22.20	51.75	0.54	1.30
	3. Other Receipts	3.07	6.92	0.07	0.17
	Gross Receipts	350.77	371.13	8.53	9.31
(B)	Cost Items				
	1. Seed	17.72	17.72	0.43	0.44
	2. Fertilizer	46.76	44.31	1.14	1.11
	3. Chemical	39.53	38.58	0.96	0.97
	4. Hail/Crop Insurance Premium	13.82	18.57	0.34	0.47
	5. Trucking and Marketing	7.20	16.31	0.17	0.41
	6. Fuel	11.97	6.14	0.29	0.15
	7. Irrigation Fuel and Electricity	0.00	0.00	0.00	0.00
	8. Repairs - Machinery	14.57	5.65	0.35	0.14
	9. Repairs - Buildings	1.67	2.57	0.04	0.06
	10. Utilities and Miscellaneous	9.00	3.38	0.22	0.08
	11. Custom Work	10.37	0.00	0.25	0.00
	12. Operating Interest Paid	3.76	0.05	0.09	0.00
	13. Paid Labour	10.42	3.72	0.25	0.09
	14. Unpaid Labour	13.89	7.20	0.34	0.18
	Variable Costs	200.69	164.20	4.88	4.12
(C)	1. Cash/ Share Land Rent	11.38	14.34	0.28	0.36
	2. Taxes, Water Rates, License & Ins.	3.69	2.17	0.09	0.05
	3. Equipment and Building: a) Depreciation	28.94	16.50	0.70	0.41
	b) Lease Payments	2.49	0.00	0.06	0.00
4. Paid Capital Interest	0.87	0.59	0.02	0.84	
	Capital Costs	47.37	33.61	1.15	1.67
(D)	Cash Costs (B+C-B14-C3a)	205.23	174.10	4.99	5.19
(E)	Total Production Costs (B+C)	248.06	197.81	6.03	5.79
	Gross Margin (A-D)	145.54	197.02	3.54	4.11
	Return to Unpaid Labour (A-E+B14)	116.60	180.52	2.84	3.70
	Return to Investment (A-E+C4)	103.59	173.92	2.52	4.36
	Return to Equity (A-E)	102.71	173.32	2.50	3.52

Investment

Buildings	82.03	31.45
Machinery	294.16	168.02
Irrigation Machinery	0.00	0.00
Total (incl. Land)	1518.03	627.40

Management

Average Yield (Bushel/acre)	41.13	39.88
Expected Market Price (\$/Bushel)	7.91	7.84

2012 Crop Enterprise Analysis

AgriProfit\$

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

		----- \$/Acre -----		---- \$/Bushel ----		
		Average	Top 1/3	Average	Top 1/3	
(A)	1. Crop Sales	307.34	--	7.89	--	
	2. Crop Insurance Receipts	28.28	--	0.73	--	
	3. Other Receipts	3.62	--	0.09	--	
	Gross Receipts	339.24	0.00	8.70	0.00	
(B)	Cost Items					
	1. Seed	16.92	--	0.43	--	
	2. Fertilizer	44.10	--	1.13	--	
	3. Chemical	38.44	--	0.99	--	
	4. Hail/Crop Insurance Premium	13.90	--	0.36	--	
	5. Trucking and Marketing	7.82	--	0.20	--	
	6. Fuel	11.95	--	0.31	--	
	7. Irrigation Fuel and Electricity	0.00	--	0.00	--	
	8. Repairs - Machinery	15.56	--	0.40	--	
	9. Repairs - Buildings	0.43	--	0.01	--	
	10. Utilities and Miscellaneous	9.30	--	0.24	--	
	11. Custom Work	11.67	--	0.30	--	
	12. Operating Interest Paid	4.20	--	0.11	--	
	13. Paid Labour	9.51	--	0.24	--	
	14. Unpaid Labour	15.04	--	0.39	--	
Variable Costs	198.83	0.00	5.10	0.00		
(C)	1. Cash/ Share Land Rent	0.00	--	0.00	--	
	2. Taxes, Water Rates, License & Ins.	4.13	--	0.11	--	
	3. Equipment and Building:	a) Depreciation	29.53	--	0.76	--
		b) Lease Payments	2.80	--	0.07	--
	4. Paid Capital Interest	0.71	--	0.02	--	
Capital Costs	37.17	0.00	0.95	0.00		
(D)	Cash Costs	191.44	--	4.91	--	
(E)	Total Production Costs	236.01	--	6.05	--	
	<i>Gross Margin</i>	147.80	--	3.79	--	
	<i>Return to Unpaid Labour</i>	118.27	--	3.03	--	
	<i>Return to Investment</i>	103.95	--	2.67	--	
	<i>Return to Equity</i>	103.23	--	2.65	--	

Investment

Buildings	91.03	--
Machinery	297.20	--
Irrigation Machinery	0.00	--
Total (incl. Land)	1842.66	--

Management

Average Yield	(Bushel/acre)	38.98	--
Expected Market Price	(\$/Bushel)	7.89	--

2012 Crop Enterprise Analysis

AgriProfit\$

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

		----- \$/Acre -----		---- \$/Bushel ----		
		Average	Top 1/3	Average	Top 1/3	
(A)	1. Crop Sales	391.84	--	8.00	--	
	2. Crop Insurance Receipts	0.00	--	0.00	--	
	3. Other Receipts	1.07	--	0.02	--	
	Gross Receipts	392.91	0.00	8.02	0.00	
(B)	Cost Items					
	1. Seed	20.68	--	0.42	--	
	2. Fertilizer	56.47	--	1.15	--	
	3. Chemical	43.53	--	0.89	--	
	4. Hail/Crop Insurance Premium	13.53	--	0.28	--	
	5. Trucking and Marketing	4.92	--	0.10	--	
	6. Fuel	12.05	--	0.25	--	
	7. Irrigation Fuel and Electricity	0.00	--	0.00	--	
	8. Repairs - Machinery	10.96	--	0.22	--	
	9. Repairs - Buildings	6.22	--	0.13	--	
	10. Utilities and Miscellaneous	7.92	--	0.16	--	
	11. Custom Work	5.62	--	0.11	--	
	12. Operating Interest Paid	2.15	--	0.04	--	
	13. Paid Labour	13.74	--	0.28	--	
	14. Unpaid Labour	9.69	--	0.20	--	
Variable Costs	207.47	0.00	4.24	0.00		
(C)	1. Cash/ Share Land Rent	52.94	--	1.08	--	
	2. Taxes, Water Rates, License & Ins.	2.09	--	0.04	--	
	3. Equipment and Building:	a) Depreciation	26.78	--	0.55	--
		b) Lease Payments	1.35	--	0.03	--
	4. Paid Capital Interest	1.46	--	0.03	--	
Capital Costs	84.62	0.00	1.73	0.00		
(D)	Cash Costs (B+C-B14-C3a)	255.63	--	5.22	--	
(E)	Total Production Costs (B+C)	292.09	--	5.96	--	
	Gross Margin (A-D)	137.28	--	2.80	--	
	Return to Unpaid Labour (A-E+B14)	110.50	--	2.26	--	
	Return to Investment (A-E+C4)	102.28	--	2.09	--	
	Return to Equity (A-E)	100.82	--	2.06	--	

Investment

Buildings	49.15	--
Machinery	283.04	--
Irrigation Machinery	0.00	--
Total (incl. Land)	332.19	--

Management

Average Yield (Bushel/acre)	48.98	--
Expected Market Price (\$/Bushel)	8.00	--

2012 Crop Enterprise Analysis

AgriProfit\$

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

		----- \$/Acre -----		---- \$/Bushel ----		
		Average	Top 1/3	Average	Top 1/3	
(A)	1. Crop Sales	420.00	--	6.00	--	
	2. Crop Insurance Receipts	0.00	--	0.00	--	
	3. Other Receipts	1.46	--	0.02	--	
	Gross Receipts	421.46	0.00	6.02	0.00	
(B)	Cost Items					
	1. Seed	24.00	--	0.34	--	
	2. Fertilizer	60.00	--	0.86	--	
	3. Chemical	40.00	--	0.57	--	
	4. Hail/Crop Insurance Premium	10.00	--	0.14	--	
	5. Trucking and Marketing	6.97	--	0.10	--	
	6. Fuel	10.12	--	0.14	--	
	7. Irrigation Fuel and Electricity	0.00	--	0.00	--	
	8. Repairs - Machinery	6.34	--	0.09	--	
	9. Repairs - Buildings	8.56	--	0.12	--	
	10. Utilities and Miscellaneous	5.54	--	0.08	--	
	11. Custom Work	0.00	--	0.00	--	
	12. Operating Interest Paid	0.18	--	0.00	--	
	13. Paid Labour	12.97	--	0.19	--	
	14. Unpaid Labour	5.55	--	0.08	--	
Variable Costs	190.22	0.00	2.72	0.00		
(C)	1. Cash/ Share Land Rent	32.94	--	0.47	--	
	2. Taxes, Water Rates, License & Ins.	3.93	--	0.06	--	
	3. Equipment and Building:	a) Depreciation	21.61	--	0.31	--
		b) Lease Payments	0.00	--	0.00	--
	4. Paid Capital Interest	3.58	--	0.05	--	
Capital Costs	62.06	0.00	0.89	0.00		
(D)	Cash Costs	225.12	--	3.22	--	
(E)	Total Production Costs	252.28	--	3.60	--	
	Gross Margin	196.34	--	2.80	--	
	Return to Unpaid Labour	174.73	--	2.50	--	
	Return to Investment	172.76	--	2.47	--	
	Return to Equity	169.18	--	2.42	--	

Investment

Buildings	17.35	--
Machinery	235.55	--
Irrigation Machinery	0.00	--
Total (incl. Land)	788.99	--

Management

Average Yield	(Bushel/acre)	70.00	--
Expected Market Price	(\$/Bushel)	6.00	--

2012 Crop Enterprise Analysis

AgriProfit\$

Crop: *Malt Barley - Rent*
Soil Zone: *Dark Brown-Dryland*
Unit: *Bushel*

		----- \$/Acre -----		---- \$/Bushel ----		
		Average	Top 1/3	Average	Top 1/3	
(A)	1. Crop Sales	420.00	--	6.00	--	
	2. Crop Insurance Receipts	0.00	--	0.00	--	
	3. Other Receipts	1.46	--	0.02	--	
	Gross Receipts	421.46	0.00	6.02	0.00	
(B)	Cost Items					
	1. Seed	24.00	--	0.34	--	
	2. Fertilizer	60.00	--	0.86	--	
	3. Chemical	40.00	--	0.57	--	
	4. Hail/Crop Insurance Premium	10.00	--	0.14	--	
	5. Trucking and Marketing	6.97	--	0.10	--	
	6. Fuel	10.12	--	0.14	--	
	7. Irrigation Fuel and Electricity	0.00	--	0.00	--	
	8. Repairs - Machinery	6.34	--	0.09	--	
	9. Repairs - Buildings	8.56	--	0.12	--	
	10. Utilities and Miscellaneous	5.54	--	0.08	--	
	11. Custom Work	0.00	--	0.00	--	
	12. Operating Interest Paid	0.18	--	0.00	--	
	13. Paid Labour	12.97	--	0.19	--	
	14. Unpaid Labour	5.55	--	0.08	--	
Variable Costs	190.22	0.00	2.72	0.00		
(C)	1. Cash/ Share Land Rent	50.00	--	0.71	--	
	2. Taxes, Water Rates, License & Ins.	1.89	--	0.03	--	
	3. Equipment and Building:	a) Depreciation	21.61	--	0.31	--
		b) Lease Payments	0.00	--	0.00	--
	4. Paid Capital Interest	2.07	--	0.03	--	
Capital Costs	75.58	0.00	1.08	0.00		
(D)	Cash Costs	(B+C-B14-C3a)	238.63	--	3.41	
(E)	Total Production Costs	(B+C)	265.80	--	3.80	
	Gross Margin	(A-D)	182.83	--	2.61	
	Return to Unpaid Labour	(A-E+B14)	161.22	--	2.30	
	Return to Investment	(A-E+C4)	157.74	--	2.25	
	Return to Equity	(A-E)	155.67	--	2.22	

Investment

Buildings	17.35	--
Machinery	235.55	--
Irrigation Machinery	0.00	--
Total (incl. Land)	252.90	--

Management

Average Yield	(Bushel/acre)	70.00	--
Expected Market Price	(\$/Bushel)	6.00	--

2012 Crop Enterprise Analysis

AgriProfit\$

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

		----- \$/Acre -----		---- \$/Bushel ----	
		Average	Top 1/3	Average	Top 1/3
(A)	1. Crop Sales	438.99	495.52	13.20	13.00
	2. Crop Insurance Receipts	20.69	24.00	0.62	0.63
	3. Other Receipts	1.36	1.46	0.04	0.04
Gross Receipts		461.04	520.98	13.86	13.67
(B)	Cost Items				
	1. Seed	51.52	50.00	1.55	1.31
	2. Fertilizer	67.36	70.00	2.03	1.84
	3. Chemical	33.46	30.84	1.01	0.81
	4. Hail/Crop Insurance Premium	18.54	20.00	0.56	0.52
	5. Trucking and Marketing	5.57	6.97	0.17	0.18
	6. Fuel	12.18	10.12	0.37	0.27
	7. Irrigation Fuel and Electricity	0.00	0.00	0.00	0.00
	8. Repairs - Machinery	9.49	6.34	0.29	0.17
	9. Repairs - Buildings	6.46	8.56	0.19	0.22
	10. Utilities and Miscellaneous	6.73	5.54	0.20	0.15
	11. Custom Work	5.90	0.00	0.18	0.00
	12. Operating Interest Paid	1.30	0.18	0.04	0.00
	13. Paid Labour	12.12	12.97	0.36	0.34
	14. Unpaid Labour	8.67	5.55	0.26	0.15
Variable Costs		239.31	227.06	7.20	5.96
(C)	1. Cash/ Share Land Rent	26.80	15.75	0.81	0.41
	2. Taxes, Water Rates, License & Ins.	4.24	5.99	0.13	0.16
	3. Equipment and Building: a) Depreciation	24.94	21.61	0.75	0.57
	b) Lease Payments	0.70	0.00	0.02	0.00
	4. Paid Capital Interest	3.45	5.10	0.10	1.27
Capital Costs		60.12	48.45	1.81	2.41
(D)	Cash Costs (B+C-B14-C3a)	265.83	248.35	7.99	7.65
(E)	Total Production Costs (B+C)	299.43	275.52	9.00	8.37
	Gross Margin (A-D)	195.21	272.63	5.87	6.02
	Return to Unpaid Labour (A-E+B14)	170.28	251.02	5.12	5.45
	Return to Investment (A-E+C4)	165.06	250.57	4.96	6.57
	Return to Equity (A-E)	161.61	245.47	4.86	5.30

Investment

Buildings	44.10	17.35
Machinery	257.95	235.55
Irrigation Machinery	0.00	0.00
Total (incl. Land)	1002.63	1328.98

Management

Average Yield (Bushel/acre)	33.26	38.12
Expected Market Price (\$/Bushel)	13.20	13.00

2012 Crop Enterprise Analysis

AgriProfit\$

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

		----- \$/Acre -----		---- \$/Bushel ----		
		Average	Top 1/3	Average	Top 1/3	
(A)	1. Crop Sales	461.09	--	13.59	--	
	2. Crop Insurance Receipts	22.69	--	0.67	--	
	3. Other Receipts	1.47	--	0.04	--	
	Gross Receipts	485.25	0.00	14.30	0.00	
(B)	Cost Items					
	1. Seed	51.26	--	1.51	--	
	2. Fertilizer	65.41	--	1.93	--	
	3. Chemical	28.67	--	0.84	--	
	4. Hail/Crop Insurance Premium	18.30	--	0.54	--	
	5. Trucking and Marketing	4.14	--	0.12	--	
	6. Fuel	13.41	--	0.40	--	
	7. Irrigation Fuel and Electricity	0.00	--	0.00	--	
	8. Repairs - Machinery	12.73	--	0.38	--	
	9. Repairs - Buildings	4.91	--	0.14	--	
	10. Utilities and Miscellaneous	8.47	--	0.25	--	
	11. Custom Work	11.88	--	0.35	--	
	12. Operating Interest Paid	2.72	--	0.08	--	
	13. Paid Labour	12.89	--	0.38	--	
	14. Unpaid Labour	11.51	--	0.34	--	
	Variable Costs	246.30	0.00	7.26	0.00	
(C)	1. Cash/ Share Land Rent	0.00	--	0.00	--	
	2. Taxes, Water Rates, License & Ins.	6.83	--	0.20	--	
	3. Equipment and Building:	a) Depreciation	28.58	--	0.84	--
		b) Lease Payments	1.68	--	0.05	--
	4. Paid Capital Interest	4.56	--	0.13	--	
	Capital Costs	41.65	0.00	1.23	0.00	
(D)	Cash Costs	(B+C-B14-C3a)	247.86	--	7.30	--
(E)	Total Production Costs	(B+C)	287.95	--	8.49	--
	Gross Margin	(A-D)	237.39	--	7.00	--
	Return to Unpaid Labour	(A-E+B14)	208.81	--	6.15	--
	Return to Investment	(A-E+C4)	201.86	--	5.95	--
	Return to Equity	(A-E)	197.30	--	5.81	--

Investment

Buildings	65.49	--
Machinery	292.83	--
Irrigation Machinery	0.00	--
Total (incl. Land)	2034.24	--

Management

Average Yield	(Bushel/acre)	33.93	--
Expected Market Price	(\$/Bushel)	13.59	--

2012 Crop Enterprise Analysis

AgriProfit\$

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

		----- \$/Acre -----		---- \$/Bushel ----		
		Average	Top 1/3	Average	Top 1/3	
(A)	1. Crop Sales	423.12	--	12.91	--	
	2. Crop Insurance Receipts	19.26	--	0.59	--	
	3. Other Receipts	1.28	--	0.04	--	
	Gross Receipts	443.66	0.00	13.54	0.00	
(B)	Cost Items					
	1. Seed	51.70	--	1.58	--	
	2. Fertilizer	68.76	--	2.10	--	
	3. Chemical	36.91	--	1.13	--	
	4. Hail/Crop Insurance Premium	18.71	--	0.57	--	
	5. Trucking and Marketing	6.60	--	0.20	--	
	6. Fuel	11.31	--	0.34	--	
	7. Irrigation Fuel and Electricity	0.00	--	0.00	--	
	8. Repairs - Machinery	7.17	--	0.22	--	
	9. Repairs - Buildings	7.58	--	0.23	--	
	10. Utilities and Miscellaneous	5.48	--	0.17	--	
	11. Custom Work	1.61	--	0.05	--	
	12. Operating Interest Paid	0.29	--	0.01	--	
	13. Paid Labour	11.57	--	0.35	--	
	14. Unpaid Labour	6.63	--	0.20	--	
Variable Costs	234.29	0.00	7.15	0.00		
(C)	1. Cash/ Share Land Rent	46.05	--	1.40	--	
	2. Taxes, Water Rates, License & Ins.	2.38	--	0.07	--	
	3. Equipment and Building:	a) Depreciation	22.32	--	0.68	--
		b) Lease Payments	0.00	--	0.00	--
	4. Paid Capital Interest	2.65	--	0.08	--	
Capital Costs	73.39	0.00	2.24	0.00		
(D)	Cash Costs	(B+C-B14-C3a)	278.74	--	8.50	--
(E)	Total Production Costs	(B+C)	307.68	--	9.39	--
	Gross Margin	(A-D)	164.92	--	5.03	--
	Return to Unpaid Labour	(A-E+B14)	142.60	--	4.35	--
	Return to Investment	(A-E+C4)	138.62	--	4.23	--
	Return to Equity	(A-E)	135.98	--	4.15	--

Investment

Buildings	28.75	--
Machinery	232.90	--
Irrigation Machinery	0.00	--
Total (incl. Land)	261.64	--

Management

Average Yield	(Bushel/acre)	32.78	--
Expected Market Price	(\$/Bushel)	12.91	--

2012 Crop Enterprise Analysis

AgriProfit\$

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

		----- \$/Acre -----		---- \$/Bushel ----		
		Average	Top 1/3	Average	Top 1/3	
(A)	1. Crop Sales	295.36	--	8.89	--	
	2. Crop Insurance Receipts	21.58	--	0.65	--	
	3. Other Receipts	5.16	--	0.16	--	
	Gross Receipts	322.10	0.00	9.69	0.00	
(B)	Cost Items					
	1. Seed	31.51	--	0.95	--	
	2. Fertilizer	13.17	--	0.40	--	
	3. Chemical	31.31	--	0.94	--	
	4. Hail/Crop Insurance Premium	14.03	--	0.42	--	
	5. Trucking and Marketing	2.01	--	0.06	--	
	6. Fuel	18.07	--	0.54	--	
	7. Irrigation Fuel and Electricity	0.00	--	0.00	--	
	8. Repairs - Machinery	17.62	--	0.53	--	
	9. Repairs - Buildings	2.32	--	0.07	--	
	10. Utilities and Miscellaneous	11.06	--	0.33	--	
	11. Custom Work	12.66	--	0.38	--	
	12. Operating Interest Paid	4.73	--	0.14	--	
	13. Paid Labour	13.33	--	0.40	--	
	14. Unpaid Labour	15.98	--	0.48	--	
Variable Costs	187.79	0.00	5.65	0.00		
(C)	1. Cash/ Share Land Rent	9.88	--	0.30	--	
	2. Taxes, Water Rates, License & Ins.	4.96	--	0.15	--	
	3. Equipment and Building:	a) Depreciation	34.04	--	1.02	--
		b) Lease Payments	3.04	--	0.09	--
	4. Paid Capital Interest	2.24	--	0.07	--	
Capital Costs	54.17	0.00	1.63	0.00		
(D)	Cash Costs	191.94	--	5.77	--	
(E)	Total Production Costs	241.95	--	7.28	--	
	<i>Gross Margin</i>	<i>130.16</i>	<i>--</i>	<i>3.92</i>	<i>--</i>	
	<i>Return to Unpaid Labour</i>	<i>96.12</i>	<i>--</i>	<i>2.89</i>	<i>--</i>	
	<i>Return to Investment</i>	<i>82.39</i>	<i>--</i>	<i>2.48</i>	<i>--</i>	
	<i>Return to Equity</i>	<i>80.14</i>	<i>--</i>	<i>2.41</i>	<i>--</i>	

Investment

Buildings	100.60	--
Machinery	340.66	--
Irrigation Machinery	0.00	--
Total (incl. Land)	1906.92	--

Management

Average Yield	(Bushel/acre)	33.24	--
Expected Market Price	(\$/Bushel)	8.89	--

2012 Crop Enterprise Analysis

AgriProfit\$

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

		----- \$/Acre -----		---- \$/Bushel ----		
		Average	Top 1/3	Average	Top 1/3	
(A)	1. Crop Sales	298.22	--	8.98	--	
	2. Crop Insurance Receipts	27.63	--	0.83	--	
	3. Other Receipts	6.27	--	0.19	--	
	Gross Receipts	332.12	0.00	10.00	0.00	
(B)	Cost Items					
	1. Seed	30.02	--	0.90	--	
	2. Fertilizer	13.47	--	0.41	--	
	3. Chemical	27.03	--	0.81	--	
	4. Hail/Crop Insurance Premium	14.19	--	0.43	--	
	5. Trucking and Marketing	0.78	--	0.02	--	
	6. Fuel	19.27	--	0.58	--	
	7. Irrigation Fuel and Electricity	0.00	--	0.00	--	
	8. Repairs - Machinery	20.42	--	0.61	--	
	9. Repairs - Buildings	1.00	--	0.03	--	
	10. Utilities and Miscellaneous	12.63	--	0.38	--	
	11. Custom Work	16.20	--	0.49	--	
	12. Operating Interest Paid	5.95	--	0.18	--	
	13. Paid Labour	14.04	--	0.42	--	
	14. Unpaid Labour	18.43	--	0.55	--	
Variable Costs	193.45	0.00	5.82	0.00		
(C)	1. Cash/ Share Land Rent	0.00	--	0.00	--	
	2. Taxes, Water Rates, License & Ins.	5.61	--	0.17	--	
	3. Equipment and Building:	a) Depreciation	37.21	--	1.12	--
		b) Lease Payments	3.89	--	0.12	--
	4. Paid Capital Interest	2.04	--	0.06	--	
Capital Costs	48.75	0.00	1.47	0.00		
(D)	Cash Costs	186.56	--	5.62	--	
(E)	Total Production Costs	242.20	--	7.29	--	
	<i>Gross Margin</i>	<i>145.56</i>	<i>--</i>	<i>4.38</i>	<i>--</i>	
	<i>Return to Unpaid Labour</i>	<i>108.35</i>	<i>--</i>	<i>3.26</i>	<i>--</i>	
	<i>Return to Investment</i>	<i>91.97</i>	<i>--</i>	<i>2.77</i>	<i>--</i>	
	<i>Return to Equity</i>	<i>89.93</i>	<i>--</i>	<i>2.71</i>	<i>--</i>	

Investment

Buildings	118.91	--
Machinery	371.30	--
Irrigation Machinery	0.00	--
Total (incl. Land)	2366.71	--

Management

Average Yield	(Bushel/acre)	33.22	--
Expected Market Price	(\$/Bushel)	8.98	--

2012 Crop Enterprise Analysis

AgriProfit\$

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

		----- \$/Acre -----		---- \$/Bushel ----		
		Average	Top 1/3	Average	Top 1/3	
(A)	1. Crop Sales	285.15	--	8.56	--	
	2. Crop Insurance Receipts	0.00	--	0.00	--	
	3. Other Receipts	1.18	--	0.04	--	
	Gross Receipts	286.33	0.00	8.60	0.00	
(B)	Cost Items					
	1. Seed	36.81	--	1.11	--	
	2. Fertilizer	12.09	--	0.36	--	
	3. Chemical	46.59	--	1.40	--	
	4. Hail/Crop Insurance Premium	13.46	--	0.40	--	
	5. Trucking and Marketing	6.39	--	0.19	--	
	6. Fuel	13.78	--	0.41	--	
	7. Irrigation Fuel and Electricity	0.00	--	0.00	--	
	8. Repairs - Machinery	7.65	--	0.23	--	
	9. Repairs - Buildings	7.02	--	0.21	--	
	10. Utilities and Miscellaneous	5.45	--	0.16	--	
	11. Custom Work	0.00	--	0.00	--	
	12. Operating Interest Paid	0.35	--	0.01	--	
	13. Paid Labour	10.77	--	0.32	--	
	14. Unpaid Labour	7.24	--	0.22	--	
Variable Costs	167.59	0.00	5.03	0.00		
(C)	1. Cash/ Share Land Rent	45.14	--	1.36	--	
	2. Taxes, Water Rates, License & Ins.	2.66	--	0.08	--	
	3. Equipment and Building:	a) Depreciation	22.72	--	0.68	--
		b) Lease Payments	0.00	--	0.00	--
	4. Paid Capital Interest	2.98	--	0.09	--	
Capital Costs	73.50	0.00	2.21	0.00		
(D)	Cash Costs	211.12	--	6.34	--	
(E)	Total Production Costs	241.08	--	7.24	--	
	<i>Gross Margin</i>	<i>75.21</i>	<i>--</i>	<i>2.26</i>	<i>--</i>	
	<i>Return to Unpaid Labour</i>	<i>52.48</i>	<i>--</i>	<i>1.58</i>	<i>--</i>	
	<i>Return to Investment</i>	<i>48.22</i>	<i>--</i>	<i>1.45</i>	<i>--</i>	
	<i>Return to Equity</i>	<i>45.24</i>	<i>--</i>	<i>1.36</i>	<i>--</i>	

Investment

Buildings	35.27	--
Machinery	231.38	--
Irrigation Machinery	0.00	--
Total (incl. Land)	266.65	--

Management

Average Yield	(Bushel/acre)	33.30	--
Expected Market Price	(\$/Bushel)	8.56	--

2012 Crop Enterprise Analysis

AgriProfit\$

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

		----- \$/Acre -----		----- \$/Tonne -----	
		Average	Top 1/3	Average	Top 1/3
(A)	1. Crop Sales	106.11	--	71.28	--
	2. Crop Insurance Receipts	0.00	--	0.00	--
	3. Other Receipts	0.00	--	0.00	--
	Gross Receipts	106.11	0.00	71.28	0.00
(B)	Cost Items				
	1. Seed	0.00	--	0.00	--
	2. Fertilizer	0.00	--	0.00	--
	3. Chemical	0.00	--	0.00	--
	4. Hail/Crop Insurance Premium	1.86	--	1.25	--
	5. Trucking and Marketing	1.52	--	1.02	--
	6. Fuel	8.75	--	5.88	--
	7. Irrigation Fuel and Electricity	0.00	--	0.00	--
	8. Repairs - Machinery	12.05	--	8.09	--
	9. Repairs - Buildings	1.26	--	0.85	--
	10. Utilities and Miscellaneous	4.89	--	3.29	--
	11. Custom Work	2.08	--	1.40	--
	12. Operating Interest Paid	0.83	--	0.56	--
	13. Paid Labour	3.94	--	2.64	--
14. Unpaid Labour	8.18	--	5.49	--	
Variable Costs	45.35	0.00	30.46	0.00	
(C)	1. Cash/ Share Land Rent	4.00	--	2.68	--
	2. Taxes, Water Rates, License & Ins.	3.66	--	2.46	--
	3. Equipment and Building: a) Depreciation	19.99	--	13.43	--
	b) Lease Payments	0.00	--	0.00	--
4. Paid Capital Interest	12.01	--	8.07	--	
Capital Costs	39.65	0.00	26.64	0.00	
(D)	Cash Costs (B+C-B14-C3a)	56.83	--	38.18	--
(E)	Total Production Costs (B+C)	85.00	--	57.10	--
	Gross Margin (A-D)	49.28	--	33.11	--
	Return to Unpaid Labour (A-E+B14)	29.29	--	19.68	--
	Return to Investment (A-E+C4)	33.12	--	22.25	--
	Return to Equity (A-E)	21.11	--	14.18	--

Investment

Buildings	68.22	--
Machinery	162.87	--
Irrigation Machinery	0.00	--
Total (incl. Land)	1526.75	--

Management

Average Yield (Tonne/acre)	1.49	--
Expected Market Price (\$/Tonne)	71.28	--

2012 Crop Enterprise Analysis

AgriProfit\$

Crop: *Alfalfa/Grass Hay - Own*

Soil Zone: *Dark Brown-Dryland*

Unit: *Tonne*

		----- \$/Acre -----		----- \$/Tonne -----		
		Average	Top 1/3	Average	Top 1/3	
(A)	1. Crop Sales	114.12	--	71.75	--	
	2. Crop Insurance Receipts	0.00	--	0.00	--	
	3. Other Receipts	0.00	--	0.00	--	
	Gross Receipts	114.12	0.00	71.75	0.00	
(B)	Cost Items					
	1. Seed	0.00	--	0.00	--	
	2. Fertilizer	0.00	--	0.00	--	
	3. Chemical	0.00	--	0.00	--	
	4. Hail/Crop Insurance Premium	2.17	--	1.36	--	
	5. Trucking and Marketing	1.77	--	1.11	--	
	6. Fuel	8.36	--	5.26	--	
	7. Irrigation Fuel and Electricity	0.00	--	0.00	--	
	8. Repairs - Machinery	13.07	--	8.22	--	
	9. Repairs - Buildings	0.95	--	0.59	--	
	10. Utilities and Miscellaneous	5.36	--	3.37	--	
	11. Custom Work	2.42	--	1.52	--	
	12. Operating Interest Paid	0.97	--	0.61	--	
	13. Paid Labour	4.59	--	2.89	--	
	14. Unpaid Labour	8.28	--	5.21	--	
Variable Costs	47.94	0.00	30.14	0.00		
(C)	1. Cash/ Share Land Rent	0.00	--	0.00	--	
	2. Taxes, Water Rates, License & Ins.	3.97	--	2.50	--	
	3. Equipment and Building:	a) Depreciation	20.66	--	12.99	--
		b) Lease Payments	0.00	--	0.00	--
	4. Paid Capital Interest	13.91	--	8.74	--	
Capital Costs	38.54	0.00	24.23	0.00		
(D)	Cash Costs	57.54	--	36.18	--	
(E)	Total Production Costs	86.48	--	54.38	--	
	<i>Gross Margin</i>	<i>56.58</i>	<i>--</i>	<i>35.58</i>	<i>--</i>	
	<i>Return to Unpaid Labour</i>	<i>35.92</i>	<i>--</i>	<i>22.59</i>	<i>--</i>	
	<i>Return to Investment</i>	<i>41.55</i>	<i>--</i>	<i>26.12</i>	<i>--</i>	
	<i>Return to Equity</i>	<i>27.64</i>	<i>--</i>	<i>17.38</i>	<i>--</i>	

Investment

Buildings	73.83	--
Machinery	166.54	--
Irrigation Machinery	0.00	--
Total (incl. Land)	1750.97	--

Management

Average Yield	(Tonne/acre)	1.59	--
Expected Market Price	(\$/Tonne)	71.75	--

2012 Crop Enterprise Analysis

AgriProfit\$

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

		----- \$/Acre -----		----- \$/Tonne -----	
		Average	Top 1/3	Average	Top 1/3
(A)	1. Crop Sales	43.20	--	27.56	--
	2. Crop Insurance Receipts	0.00	--	0.00	--
	3. Other Receipts	0.00	--	0.00	--
	Gross Receipts	43.20	0.00	27.56	0.00
(B)	Cost Items				
	1. Seed	0.00	--	0.00	--
	2. Fertilizer	0.00	--	0.00	--
	3. Chemical	0.00	--	0.00	--
	4. Hail/Crop Insurance Premium	0.00	--	0.00	--
	5. Trucking and Marketing	12.81	--	8.17	--
	6. Fuel	0.00	--	0.00	--
	7. Irrigation Fuel and Electricity	0.00	--	0.00	--
	8. Repairs - Machinery	0.00	--	0.00	--
	9. Repairs - Buildings	0.00	--	0.00	--
	10. Utilities and Miscellaneous	3.69	--	2.35	--
	11. Custom Work	0.00	--	0.00	--
	12. Operating Interest Paid	0.00	--	0.00	--
	13. Paid Labour	0.00	--	0.00	--
14. Unpaid Labour	0.00	--	0.00	--	
	Variable Costs	16.50	0.00	10.53	0.00
(C)	1. Cash/ Share Land Rent	0.00	--	0.00	--
	2. Taxes, Water Rates, License & Ins.	4.71	--	3.01	--
	3. Equipment and Building: a) Depreciation	14.53	--	9.27	--
	b) Lease Payments	0.00	--	0.00	--
4. Paid Capital Interest	0.00	--	0.00	--	
	Capital Costs	19.24	0.00	12.27	0.00
(D)	Cash Costs	21.21	--	13.53	--
(E)	Total Production Costs	35.74	--	22.80	--
	Gross Margin	21.99	--	14.02	--
	Return to Unpaid Labour	7.46	--	4.76	--
	Return to Investment	7.46	--	4.76	--
	Return to Equity	7.46	--	4.76	--

Investment

Buildings	18.37	--
Machinery	151.32	--
Irrigation Machinery	0.00	--
Total (incl. Land)	769.69	--

Management

Average Yield	(Tonne/acre)	1.57	--
Expected Market Price	(\$/Tonne)	27.56	--

2012 Crop Enterprise Analysis

AgriProfit\$

Crop: *Mixed Grass Hay - Own*
Soil Zone: *Dark Brown-Dryland*
Unit: *Tonne*

		----- \$/Acre -----		----- \$/Tonne -----	
		Average	Top 1/3	Average	Top 1/3
(A)	1. Crop Sales	43.20	--	27.56	--
	2. Crop Insurance Receipts	0.00	--	0.00	--
	3. Other Receipts	0.00	--	0.00	--
	Gross Receipts	43.20	0.00	27.56	0.00
(B)	Cost Items				
	1. Seed	0.00	--	0.00	--
	2. Fertilizer	0.00	--	0.00	--
	3. Chemical	0.00	--	0.00	--
	4. Hail/Crop Insurance Premium	0.00	--	0.00	--
	5. Trucking and Marketing	12.81	--	8.17	--
	6. Fuel	0.00	--	0.00	--
	7. Irrigation Fuel and Electricity	0.00	--	0.00	--
	8. Repairs - Machinery	0.00	--	0.00	--
	9. Repairs - Buildings	0.00	--	0.00	--
	10. Utilities and Miscellaneous	3.69	--	2.35	--
	11. Custom Work	0.00	--	0.00	--
	12. Operating Interest Paid	0.00	--	0.00	--
	13. Paid Labour	0.00	--	0.00	--
14. Unpaid Labour	0.00	--	0.00	--	
	Variable Costs	16.50	0.00	10.53	0.00
(C)	1. Cash/ Share Land Rent	0.00	--	0.00	--
	2. Taxes, Water Rates, License & Ins.	4.71	--	3.01	--
	3. Equipment and Building: a) Depreciation	14.53	--	9.27	--
	b) Lease Payments	0.00	--	0.00	--
4. Paid Capital Interest	0.00	--	0.00	--	
	Capital Costs	19.24	0.00	12.27	0.00
(D)	Cash Costs	21.21	--	13.53	--
(E)	Total Production Costs	35.74	--	22.80	--
	Gross Margin	21.99	--	14.02	--
	Return to Unpaid Labour	7.46	--	4.76	--
	Return to Investment	7.46	--	4.76	--
	Return to Equity	7.46	--	4.76	--

Investment

Buildings	18.37	--
Machinery	151.32	--
Irrigation Machinery	0.00	--
Total (incl. Land)	769.69	--

Management

Average Yield	(Tonne/acre)	1.57	--
Expected Market Price	(\$/Tonne)	27.56	--

2012 Crop Enterprise Analysis

AgriProfit®

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

		----- \$/Acre -----		----- \$/Tonne -----		
		Average	Top 1/3	Average	Top 1/3	
(A)	1. Crop Sales	413.37	--	53.21	--	
	2. Crop Insurance Receipts	0.00	--	0.00	--	
	3. Other Receipts	0.00	--	0.00	--	
	Gross Receipts	413.37	0.00	53.21	0.00	
(B)	Cost Items					
	1. Seed	13.00	--	1.67	--	
	2. Fertilizer	45.29	--	5.83	--	
	3. Chemical	10.82	--	1.39	--	
	4. Hail/Crop Insurance Premium	9.60	--	1.24	--	
	5. Trucking and Marketing	0.00	--	0.00	--	
	6. Fuel	18.89	--	2.43	--	
	7. Irrigation Fuel and Electricity	0.00	--	0.00	--	
	8. Repairs - Machinery	9.09	--	1.17	--	
	9. Repairs - Buildings	0.31	--	0.04	--	
	10. Utilities and Miscellaneous	2.66	--	0.34	--	
	11. Custom Work	101.56	--	13.07	--	
	12. Operating Interest Paid	2.02	--	0.26	--	
	13. Paid Labour	2.25	--	0.29	--	
	14. Unpaid Labour	9.03	--	1.16	--	
Variable Costs	224.51	0.00	28.90	0.00		
(C)	1. Cash/ Share Land Rent	7.78	--	1.00	--	
	2. Taxes, Water Rates, License & Ins.	2.42	--	0.31	--	
	3. Equipment and Building:	a) Depreciation	21.30	--	2.74	--
		b) Lease Payments	0.00	--	0.00	--
	4. Paid Capital Interest	11.23	--	1.45	--	
Capital Costs	42.72	0.00	5.50	0.00		
(D)	Cash Costs (B+C-B14-C3a)	236.91	--	30.49	--	
(E)	Total Production Costs (B+C)	267.24	--	34.40	--	
	Gross Margin (A-D)	176.46	--	22.71	--	
	Return to Unpaid Labour (A-E+B14)	155.17	--	19.97	--	
	Return to Investment (A-E+C4)	157.37	--	20.26	--	
	Return to Equity (A-E)	146.14	--	18.81	--	

Investment

Buildings	101.87	--
Machinery	154.68	--
Irrigation Machinery	0.00	--
Total (incl. Land)	2849.14	--

Management

Average Yield (Tonne/acre)	7.77	--
Expected Market Price (\$/Tonne)	53.21	--

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