

Study of Investment Levels and Costs of Production on Large Dryland Farms in Alberta for the 2009 Crop Year



Prepared For: Economics and Competitiveness Division
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EXECUTIVE SUMMARY

MNP has been commissioned by Alberta Agriculture and Rural Development (ARD) to survey the 2009 cost of production on large-scale (over 2,000 acres) grain farms in Alberta. In addition to surveying large scale grain farms the survey has looked closely at certain specialty irrigated crops which is the subject of a separate report. Included in the sample database are 26 Hutterite Colonies and 39 other farms distributed throughout the Province.

This report will focus on the Dryland farms with the Irrigated Crops being the subject of similar analysis in a separate report. Many (about 17) of the farms surveyed had both dryland and irrigation and so are represented, with their respective data, in both reports. As such, there are some dryland records that are less than 2,000 acres although the specific farms will exceed that acreage with the inclusion of their irrigated acres.

In order to maintain confidentiality, none of the farms have been identified but where sample size permits the data has been analyzed according to Region (North and South of the South Saskatchewan River) and by Soil Zone.

These farms have been surveyed using farm questionnaires to supplement 2009 Agristability and Financial statement data. Almost the entire sample (97%) was from Assurance clients of the Consultants. This allowed for the maximum use of accounting and farm program data prepared in a consistent fashion and subject to rigorous and consistent quality and reasonability review process. From the accounting and production data standpoint, there is good comparability. However, by its very nature, the farm-survey data is dependent upon the opinions/memories of the individual participants and is therefore less comparable.

The 2009 production year was characterized by commodity prices that were more reflective of the long-term past as commodity markets cooled-off along with the other recession-hit markets globally. Production across most of Alberta was about as “normal” as could be expected except for the Peace Region which began to feel the effects of the drought that widened and deepened in 2010. The key driver(s) of the cost of production were, as was to be expected, yield and total costs with the strongest correlation being to yield. Within the costs, the key drivers were related to total investment and in particular machinery investment which varied widely (for example on dryland farms the range was from under \$100 per acre to over \$550 per acre) on farms generally growing the same range of crops, getting similar performance .

Table 1 Summary of Dryland Farms by Type and Region surveyed in 2009

	<i>North</i>	<i>South</i>
<i>Commercial Grain Only</i>	14	6
<i>Commercial Mixed</i>	9	10
<i>Hutterite Colony</i>	11	15
Total (All Dryland)	34	31

Note – this is dryland farms surveyed. In many cases in the south the farms were both dryland and irrigated and so the numbers of “records” as displayed in later tables will differ.

“Mixed” farms are those with significant other, non-crop enterprises that are not included in the study but which may lend some benefit to the surveyed enterprises by way of additional “scale” for the whole operation. Hutterite colonies, by their very nature, are large scale mixed operations of a type not generally seen outside of the colonies.

Table 2 Summary of Dryland Farms by Soil Zone surveyed in 2009

	<i>Dryland</i>	<i>Commercial</i>	<i>Hutterite</i>
<i>Black Soil</i>	16	10	6
<i>Brown Soil</i>	16	8	8
<i>Dark Brown Soil</i>	16	7	9
<i>Peace Region</i>	17	14	3
Total	65	39	26

*These totals will vary from the tables included in Appendix 2 for three reasons. Appendix II includes grain, oilseed and pulse crops only, the sorting is initially completed by North and South and in cases where there are three or less samples, they are not included in a detailed breakdown and those tables count records and not farms as does this table.

Table 3 Summary of Main Dryland Crops Surveyed by Region

Table 3 summarizes the main grain, oilseed and pulse acres only and as such differs from table 7 which summarizes all of the acres, including many minor crops like silage, camelina, green-feed etc.

	<i>North</i>		<i>South</i>	
	Acres	Records	Acres	Records
<i>Dryland Grain</i>	100,731	68	111,958	76
<i>Dryland Oilseeds</i>	70,232	38	36,964	34
<i>Dryland Pulses</i>	13,623	16	15,219	20
Total	184,586	122	164,141	130

Dryland Grain and Pulse acres surveyed North and South are more or less balanced but the North grows about double the acres of Canola.

Table 4 Return on Investment Dryland Crops by Region

Table 4 demonstrates that evidently the 2009 production year was not kind to the sampled dryland grain farmers who mostly experienced low to negative returns. The North was weaker than the South. Bear in mind that the actual results on those farms would have varied from these results with returns from marketing, grade differences, farm program payments, and other incomes all impacting upon their final results.

	<i>North</i>	<i>South</i>
<i>Wheat*</i>	-4.98%	-3.17%
<i>Barley**</i>	-1.73%	-0.93%
<i>Canola</i>	0.86%	4.34%

*Wheat here includes all classes of wheat (including durum).

**Barley here includes all barley including malt.

Disclaimer

The information below contains data collected from Alberta agricultural producers to analyze cost of production, investment levels and productivity for the 2009 crop year. All information contained in this document has been modified to ensure producer anonymity. We informed participating producers that we were collecting the information for the purposes of carrying out a study for Alberta Agriculture and Rural Development, that participation was voluntary, that the information would be modified to ensure producer anonymity, and that the information would be shared with Alberta Agriculture and Rural Development unless the participating producer objected to such sharing.

The information in this report is intended for information purposes only and is not to be used or relied upon by any third party for any purpose. Circumstances are subject to future change and the analysis contained in this report involves uncertainties and is based on information that is also subject to change (e.g. prices, expenses, and production etc).

If you have any questions about this report or would like to discuss the information contained in it please use the contact details provided.

Introduction

Grain, oilseed and pulse producers in Alberta in the 2007 and 2008 crop years experienced a period of unprecedented commodity price increases and dramatically improved profit margins. However, in 2009 after two years of extremely volatile markets for grains, oilseeds, and input prices the commodity sector began to re-approach its long term pricing levels and profitability. Historically these trends have been the driving force in the consolidation of grain farms and have constantly forced top producers to review the financial performance of their business.

Large Farm: This study was undertaken to better understand the financial performance of grain, oilseed & pulse farms with greater than 2,000 acres of seeded land in Northern and Southern Alberta. This report specifically targeted the 2009 crop production year for dryland and irrigated farms growing traditional rotational crops. Specific individual farm financial information along with crop related data was collected from each of the participants to compile each report.

Farm observation targets in each region were approximately 35 to 40 farms (North and South which included farms with irrigation). Targeted crops in the large grain, oilseed & pulse report were barley, canola, wheat, peas and durum wheat.

A summary of the farms surveyed is shown in table 5. This table summarizes all the main grain, oilseed, pulse acres crops and all of the other acres including many minor crops like silage, camelina, green-feed etc.

Table 5 Alberta 2009 Large Grain Farm Study

<i>Enterprise</i>	<i>North Dryland</i>	<i>South Dryland</i>	<i>All</i>
# of farms	34	31	65
Total Acres	198,473	214,091	412,564
Avg. Seeded Acres	5,837	6,906	6,347

The sample in table 5 was equally weighted North and South although the Southern Dryland farms were about 18% larger than their Northern Counterparts. It should be noted that in the South there were some additional dryland crop records that were collected in the database that came as part of the Irrigated Farms Study that occurred in parallel with the Dryland Study. These will create a small discrepancy between this table and the detailed analysis later on.

The key deliverables of these reports include:

- Investment levels in the operations.
 - Total investment (fair market value basis), by farm, in land, equipment and buildings.
 - A comparison of investment levels according to farm size.
 - Imputed investment levels, being defined as fair market value of total capital assets in use (land, machinery and buildings) whether owned by the producer or not (for example leased or rented).
- Production and cost of production information on an accrual basis.
- Productivity as defined by crop yields.
 - Yield and examination of whether differences are apparent between different investment levels, scale of production and/or management factors.
- Other farm management factors were also surveyed.
 - Equipment turnover (frequency of change of the major equipment items (front-line tractors, combines and sprayers).
 - Labour usage.

- Cost of production benchmarking.
 - A detailed breakdown of all variable and fixed costs for grain farms, on per acre and per unit of production basis.
 - Physical input use for seed and fertilizer is also reported.
 - Direct costs, fixed costs and total costs are compared for different scale farms.
- The information is further broken down in some reports by region, dryland, irrigated, irrigated specialty crop, soil zone, mixed farm as well as a sub-set of Hutterite colonies.

This data is useful to the industry as a whole in understanding its overall competitiveness, the key drivers to profit in grain farms and the management practices of the top performers.

Individual participants will gain a detailed insight into their operation, where it stands within the data set and this will give clues as to how they might improve. With the use of a consistent and assured set of data and a consistent methodology, the individual producers can be confident that they are being fairly compared to others and with this knowledge comes confidence in the analysis and from confidence in the analysis comes the motivation to make changes and improvements where they can be identified. The individual producers will receive a detailed benchmark report about their own crop operation and will be invited to participate in an extension session to summarize the reports results and conclusions.

Glossary

Some common definitions that are used throughout this report include:

- **Gross Income:** This is total revenue. In most cases it is calculated as yield times price but may also include secondary crop revenue (such as straw) and crop insurance receipts where applicable. From a whole farm perspective this would include the total revenues from all crops.
- **Direct Costs:** Are the costs or expenses incurred required to grow and insure the crop and include seed, fertilizer, chemical and production insurance. These costs have a direct impact upon the crop revenue and in most cases are physically applied to the crop.
- **Variable Costs:** These costs commonly are referred interchangeably with direct and operating costs and are variable because they often change with production levels
- **Gross Margin:** When direct costs are deducted from revenue, what is left over is known as gross margin.
- **Operating Costs:** Are costs or expenses incurred that are not required to grow the crop but are necessary to operate and maintain the business. As the scale of the operation changes so do these costs but they do not necessarily impact production per acre and are not physically applied to the crop. These expenses include freight & trucking, fuel, custom work, repairs and maintenance, supplies, small tools, operating interest, paid & unpaid labour and utilities.
- **Contribution Margin:** When direct and operating costs are deducted from revenue, what is left over is known as contribution margin.
- **Administration and Overhead Costs / Fixed Costs:** Are costs and expenses that are generally incurred on an annual basis that don't fluctuate with different levels of production. The term "Fixed" implies they do not change but in fact they do although changes tend to be gradual. These costs will be incurred regardless if production occurs or fails. These costs included equipment and building depreciation, equipment rent, insurance & licences, interest on long term debt, professional fees and miscellaneous, and land rent.
- **Net Income:** Is the amount of income remaining after direct, operating, and administration and overhead costs are deducted from Gross Income.

- **Return on Investment (ROI):** Is the net income as a percentage of the farms total farm based investment. It is a measure to determine how well the investment is performing. In this study, interest on long term debt has been added back to net income to derive return on investment to illustrate return on capital invested irrespective of the level of debt used to purchase the asset. This approach maintains comparability across all debt structures.

Report Methodology

Information collected for the purposes of carrying out this study was collected on a voluntary and anonymous basis.

The analysis presented in this report looked at data collected from unaudited financial statements and historical financial information prepared for the 2009 crop year. The financial data was combined with physical production data derived from production reports such as AgriStability returns and production insurance where applicable. Information provided by the participants has been reviewed for reasonability and compared to other financial and production data where available. All information provided is unaudited and cannot be verified due to the nature and timing of this report.

Production Insurance Adjustment. In situations where there were production insurance receipts on 2009 crops, in order to avoid improbable costs-of-production in low yield/high insurance situations the insurance receipts are converted back to yield at the standard price for that crop. Arguably this is not a perfect solution but the best available and the one that produces the least anomalies.

All of this data was augmented by a short questionnaire completed by each of the producers participating in the survey (for example input usage on the 2009 crops, labour usage and equipment replacement rates).

Fair market values for the fixed assets (as supplied by the participants) was used in order to ensure consistency in the calculation of depreciation and for the assessment of investment levels, various operating and overhead costs and, ultimately, allocation of financing costs. As a result, the profitability of the individuals surveyed as collected and presented in the final report will differ from those shown on the respective financial statements where, for example, fixed assets will have been included at cost and the depreciation rates used may be higher depending upon the individual tax strategies in use. Many of these differences will be explained further below.

Physical crop data was collected on a crop by crop basis including; number of seeded acres, per acre production of each crop and secondary crop where applicable (i.e. straw), seed rates and application rates of Nitrogen, Phosphorous, Potassium and Sulphur (N P K S).

Direct costs were gathered on a per acre basis for each crop. These included seed, chemical, fertilizer, crop insurance, and other direct costs such as TUA's (included in seed costs).

Dryland crops were grown mostly on stubble but where there were crops grown on fallow, a weighted average of stubble and fallow was used. Summer-fallowed acres (non-crop producing in the year of the survey) were allocated to its own enterprise.

The remaining variable costs, and overhead costs were allocated to the appropriate "enterprise-class". Enterprise classes are defined as dryland grain, oilseed & pulses, irrigated grain, oilseed

& pulses, the various irrigated specialty crops such as dry beans, alfalfa, alfalfa seed, and potatoes. Within each class costs are distributed equally across all acres in that class.

The allocation therefore is a two stage process, grouping “like” enterprises together into a class on the basis that, for the most part, their asset usage, fuel usage, repair costs, etc will be very similar if they were to be measured. The cost item is then shared equally amongst all crops in that class. This approach recognizes that between classes there are very significant differences in the use of assets, operating costs, debt levels, capital costs, etc.

To further supplement the analysis, farm and farm management practices were surveyed. For example information was used regarding: type of land rental arrangements; equipment turnover rates (for major equipment items); and use of external consultants. This allowed an analysis of other factors that may affect productivity and profitability on these farms.

Labour use was surveyed making possible the identification of any efficiency in labour usage on medium and large scale grain farms. Labour costs were calculated on the basis of labour usage data supplied by the participants combined with labour cost data supplied by ARD. In order to minimize tax driven differences between operations, the labour will be calculated using a “standard cost” per hour. For the purposes of this report a “labour unit” was taken to be 2,200 hours.

Fixed capital (land, buildings and equipment) was allocated between the enterprise classes for dryland grain oilseeds & pulses, irrigated grain, oilseeds & pulses, specific special crops (irrigated alfalfa, irrigated dry beans, potatoes, alfalfa seed) and other. The “other” category is, in effect, everything else. This allocation was done by the producer and required their judgement on shared (between enterprise classes) items only on mixed farms and only usually on a small number of lower value assets. The allocation of fixed capital in this way allows the relative use of fixed capital (or investment) between the enterprise classes (dryland grain, irrigated grain, oilseed & pulses, special crops (irrigated alfalfa, irrigated dry beans, potatoes, alfalfa seed)) and other to be used for determination of the allocation of items like financing costs and equipment operating costs. Given that it is impossible in all but a few situations to reliably allocate finance costs between enterprises, it is more realistic to allocate to each enterprise on the basis of the capital in-use by that enterprise. In this way debt incurred as a result of historic losses and as a result of cross-financing between enterprises does not have to be analyzed (and there are rarely records that will assist with that process which is plagued by selective memory at the best of times). Cost items like depreciation and repairs and tools tend to be in proportion to the equipment capital in use by the enterprise and so the proportion of equipment investment is used as the driver of this allocation.

On mixed farms and Hutterite Colonies, a full listing of assets and values (other buildings, quota, etc.) was collected to ensure all capital and related costs were allocated appropriately. In the case of Hutterite Colonies, where fair market values of buildings were not available for 2009, the values were based on current cost data discounted according to age and structure of each facility. A separate observation of Hutterite Colonies has been developed for comparative purposes.

In a limited number of cases crops such as silage, fescue, seed canola, flax and other seed operations have been included in the dryland grain, oilseed & pulses or irrigated grain, oilseed & pulse categories because the producer felt that it used the same land, equipment and labour as the other crops. In general producers didn’t provide a breakdown of the various possible silage options and subsequently this crop is reported simply as “silage”.

Crop pricing data was standardized using external references in order to eliminate the effect of selective memory by participants and the tremendous variability between the participants’ actual

pricing results. It is not possible to analyze the sales of crops from each farm in order to arrive at a fair weighted average and thus effectively survey the impact of marketing strategies or grain quality on farm profitability. Individual price results may therefore deviate significantly from the prices reported in this report due to location, grade, quality, market timing and individual marketing skills. External references included publicly available data such as Alberta Agriculture and Rural Development (ARD), Alberta Canola Council, Alberta Grain Commission, Alberta Financial Services Corporation (AFSC) and Canadian Wheat Board data. Prices were compiled based upon the 2009 crop marketing year. Feed grains that are transferred to other enterprises will be priced on an opportunity cost basis. In situations where public data was not readily available or observations were limited, producer data has been utilized. Examples include potatoes, and camelina. Seed canola also presents a challenge in that there are various systems utilized in the industry with no publicly available reference point. Where available and material, regional adjustments have been made to adjust for distance to market for some commodities. It is important to note that no adjustments have been made for grade and protein differences as again they have been standardized. Moreover, by utilizing questionnaire and crop record data from the participants for assessing outputs rather than financial statement data, the impact of marketing profits or losses on the sale of the prior (2008) crop are eliminated from the database.

Table 6 Pricing Sources Used in Analysis

Crop Category	Comment
CWB grains	Based on CWB final payments less average Alberta deductions as posted on the CWB website.
Feed grains	Based on historical pricing as posted by ARD / Alberta Canola Council websites and adjusted for region where applicable.
Canola	Based on a historical Alberta crusher average as supplied Alberta Grain Commission.
Peas, rye, forage seed, lentils, mustard	AFSC website, Sask Ag website (red lentils only).
Dry beans	Viterra
Silage, green-feed, alfalfa	MNP monthly pricing database which is based upon the ARD / Alberta Canola Council websites; supplemented with local surveys where applicable.
Potatoes, camelina, seed canola, grass seed and other miscellaneous crops	As provided by client.

On the per unit cost of production (COP) benchmarking, other farm costs such as operating and overhead are allocated to the crop operation and individual crops based on a percentage allocation as supplied by the participant. By distributing the costs over all seeded acres a total per acre cost per crop is calculated and when divided by yield, a per unit cost of production is also calculated. Production and costs are based on accrued production and accrued costs.

Other deviations from the historical financial statement information will include the following:

- Market prices for individual commodities.
- Seed costs will be calculated on a seed-used basis including bin-run seed at opportunity cost. The Financial statements in most cases will only show seed purchased.
- Depreciation (amortization) at fair market values vs. book/tax rates
- All labour hours are calculated based on standard labour rates as supplied by ARD.

Exclusions include:

- Enterprise allocations are based on the crop portion of each business only. The report excludes mixed operation analysis (e.g. beef, dairy, hog, poultry etc) and therefore the income and expenses that relate to those enterprises.
- Non-farm revenues and expenses were excluded.

- Government program revenue like AgriStability was excluded.

The 2009 study includes soil zone information (peace region, grey, brown, dark brown and black).

Sorting of data as presented in this report has been done on a direct cost basis only (unless otherwise stated). Sorting labelled Top 1/3 in these cases indicate the sort was based on lowest direct costs. Direct costs include seed, fertilizer, chemical, production insurance and other production expenses. Sorting by this method doesn't necessarily imply those categorized in the Top 1/3 have 'best' overall results in terms of total costs, net revenue or even return on investment, in fact results can vary dramatically. Interest on long term debt has been added back to net income to derive return on investment to illustrate return on capital invested irrespective of the level of debt used to purchase the asset. This approach maintains comparability across all debt structures.

When referencing the Appendix tables please note there are less than three samples in the Grey Wooded Soil Zone so it is not included in the Grain, Oilseed & Pulse Summary, further there are no farm samples in the data base for the Grey Soil Zone in the south.

Where referenced as Dryland Grain in any of the Appendix tables, this sample will include samples of grain, oilseed and pulse crops. Where referenced as North & Peace in any of the Appendices, tables will include farm samples in the survey region north of the South Saskatchewan River.

Investment and Productivity Benchmark Analysis

DATABASE

The large grain, oilseed and pulse farms over 2,000 acres are divided into two groups, the North Dryland and the South Dryland. The North – South dividing line is based on the South Saskatchewan regional plan border.

SOIL ZONE MAP

The 2009 study includes soil zone information incorporated into the 2009 database. The map indicates the main soil zones in Alberta. Data collected in this report has been aggregated into the applicable Alberta soil zones for analysis purposes.



DATABASE SUMMARY

Table 7 summarizes the farm data in the analysis. Table 7 includes all the main grain, oilseed, pulse crops and all of the other acres including many minor crops like silage, camelina, green-feed etc. This table also includes a summary of colonies and commercial farms. Colony farms average 10,165 acres (although typically they support 15 to 20 families) and Commercial farms averaged 5,112 acres.

Table 7 Database Summary

<i>Enterprise</i>	<i>North Dryland</i>	<i>South Dryland</i>
# of Commercial Farms	23	16
# of Colonies	11	15
Total Acres	198,473	214,091
Avg. Seeded Acres	5,837	6,906

INVESTMENT LEVELS

Table 8 summarizes the three types of fixed asset investment (per acre) analyzed in the database divided into their two subsets (North and South).

The following table is prepared using Fair Market Values.

Table 8 Investment Summary

Top 1/3 sort is by ROI (which differs from the enterprise detail reports contained later in this document). In other words the dollar amounts shown are for the highest 1/3 ROI group. In the North the highest returning group employ about 5% more Total Capital than the average which is more or less equally distributed across the three categories. In the South the top ROI group employ about 25% less fixed capital primarily through a lower average land cost.

	<i>Investment level \$/acre</i>			
	<i>North Dryland</i>		<i>South Dryland</i>	
	<i>Avg.</i>	<i>Top 1/3</i>	<i>Avg.</i>	<i>Top 1/3</i>
Machinery	\$304	\$317	\$264	\$243
Buildings	\$68	\$78	\$84	\$87
Land	\$1,055	\$1,105	\$1,150	\$865
Total	\$1,427	\$1,500	\$1,498	\$1,196
ROI	-2.7%	2.9%	1.5%	7.0%

LABOUR USAGE

Data on Labour Usage is displayed in table 9. Top 1/3 is sorted in terms of labour usage (most acres per labour unit).

Table 9 Labour Usage

	<i>North</i>		<i>South</i>	
	Average	Top 1/3	Average	Top 1/3
Hours Per Acre	1.01	0.57	1.24	0.73
Acres Per labour Unit	2,643	2,955	2,154	3,128

Despite their greater size in the South, the Average Southern farms are significantly less efficient in their labour use compared with their Northern counterparts. However the top 1/3 (in terms of labour usage) in the South is significantly more efficient than the top 1/3 in the North.

REPLACEMENT RATE

Table 10 presents the equipment replacement rates (divided by North and South and also presented as a whole).

It is evident that tractors are made to last the longest and that the top 1/3 group tend to change their equipment significantly sooner than the average.

Table 10 shows the average age in years for each of these items of equipment on the surveyed farms. The top 1/3 is sorted by lowest average age.

Table 10 Equipment Replacement rate

	<i>North</i>		<i>South</i>		<i>All Farms</i>	
	Average	Top 1/3	Average	Top 1/3	Average	Top 1/3
Tractor	12.3	6.3	11.9	7.3	13.7	7.3
Combine	7.7	2.7	7.8	3.8	8.9	3.7
Sprayer	7.1	1.7	7.7	2.9	9.0	2.9

There are a number of Charts found in the Analysis section that utilize the replacement rate. In order to make these charts more intuitive to look at, the replacement rate is converted to a "replacement index". This is described in more detail later but a low replacement index denotes longer periods between replacements than a high index. An index of 100 would denote someone changing equipment every year. Table 11 below shows the data from table 10 converted into replacement index which is used in the charts later on in the report. A high replacement index denotes a farm that cycles its equipment more rapidly.

Three items were surveyed in the study being the front-line tractor, the sprayer and the combine and the replacement policies on these were taken to be indicative of the general “policy” of replacement on the subject farm. In order to make the charts more intuitive to read the “Replacement Index” was taken as the reciprocal of the average age of the three equipment items and the average age of their predecessors on the subject farm. The effect of the reciprocal (which is 1 divided by the average age of the equipment multiplied by 100 so as to give a whole number with no fractions) is to give a lower “index” on farms which extend the life of their equipment. High Indexes are indicative of farms that replace equipment rapidly and aggressively. The table above is sorted by Net Income and shows that those farms with the highest Net Income replace equipment more frequently. We will see later that the farms that replace aggressively do not achieve significantly higher production and so most likely what we are seeing here is that it is profitability that is driving the decision to replace more aggressively.

Table 11 Replacement Index

	<i>North</i>		<i>South</i>		<i>All Farms</i>	
	Average	Top 1/3	Average	Top 1/3	Average	Top 1/3
<i>Tractor</i>	8.1	15.9	8.4	13.7	7.3	13.7
<i>Combine</i>	13.0	37.0	12.8	26.3	11.2	27.0
<i>Sprayer</i>	14.1	58.8	13.0	34.5	11.1	34.5

Replacement Index is calculated thus: (1/Average Age in Years) X 100

COST OF PRODUCTION RESULTS

ENTERPRISE SUMMARY

Table 12 shows the per acre analysis of the main components of the profitability and costs of production. This data is presented in more detail in Appendix II. The top third is determined by lowest direct cost of production.

Table 12 Enterprise Income Summary

<i>Grain, Oilseed & Pulse Farm Enterprise Summary</i>				
	<i>North</i>		<i>South</i>	
	<u>Avg.</u>	<u>Top 1/3</u>	<u>Avg.</u>	<u>Top 1/3</u>
<i>Crop Revenue</i>	\$243.14	\$261.88	\$233.57	\$231.35
<i>Direct Costs</i>	\$119.13	\$102.14	\$111.73	\$84.97
<i>Gross Margin</i>	\$124.01	\$159.75	\$121.84	\$146.38
<i>Operating Expenses</i>	\$79.77	\$78.64	\$64.69	\$78.93
<i>Contribution Margin</i>	\$44.24	\$81.11	\$57.15	\$67.45
<i>Administration & Overhead</i>	\$63.34	\$63.63	\$59.90	\$63.45
<i>Total Cost</i>	\$262.25	\$244.40	\$236.32	\$227.35
<i>Net Earnings</i>	-\$19.11	\$17.48	-\$2.75	\$3.99
<i>ROI %</i>	-1.04%	1.45%	0.16%	0.69%

CROP DETAIL SUMMARY

Table 13 is an example summary of the Crop Detail Summary for Canola which has been developed for all crops as shown in Appendix III.

Table 13 Crop Detail Summaries – Canola

	<i>North</i>		<i>South</i>	
	<u>Average per acre</u>	<u>\$/bushel</u>	<u>Average per acre</u>	<u>\$/bushel</u>
<i>Yield</i>	33.4		39.3	
<i>Gross Revenue</i>	\$301.23	\$9.02	\$354.72	\$9.02
<i>Direct Costs</i>	\$149.91	\$4.49	\$159.65	\$4.06
<i>Gross Margin</i>	\$151.32	\$4.53	\$195.07	\$4.96
<i>Operating Expenses</i>	\$77.27	\$2.31	\$63.27	\$1.61
<i>Contribution Margin</i>	\$74.04	\$2.22	\$131.80	\$3.35
<i>Admin. & Overhead</i>	\$65.56	\$1.96	\$62.35	\$1.59
<i>Cost of production</i>	\$292.75	\$8.77	\$285.27	\$7.25
<i>Net earnings</i>	\$8.48	\$0.25	\$69.45	\$1.77
<i>ROI</i>	0.86%		4.34%	

MANAGEMENT PRACTICES

Table 14 summarizes the answers to questions regarding various management practices of the sample. The results are provided as an average and are also sorted by the top 1/3 results by net income.

Table 14 Summary of Best Practices

<i>Farm Management Practices</i>	<i>Average</i>	<i>Top 1/3 by Net Income per acre</i>
<i>Uses Rented Land</i>	65%	68%
<i>In Crop Insurance</i>	77%	72%
<i>In AgriStability</i>	100%	100%
<i>Hires Agronomists</i>	55%	46%
<i>Uses a GPS system</i>	97%	97%
<i>Uses certified wheat and barley seed</i>	65%	58%
<i>Minimum tillage seeding system</i>	24%	40%
<i>No tillage seeding system</i>	28%	50%
<i>Conventional tillage seeding system</i>	48%	10%

About two thirds of the dryland samples were using rented land in some fashion. About three quarters use crop insurance and all were in AgriStability (but this was a criterion for participation in the survey for data purposes and so is not a surprising result). No tillage is essentially considered direct seeding (one pass) with minimal disturbance of the soil, minimum tillage is when some soil disturbance is necessary but the soil is not turned over, and conventional occurs when the soil is turned over. The amount of conventional tillage amongst this larger farm

group was somewhat surprising given the apparent propensity for this group to invest in machinery.

PHYSICAL INPUT USE

Table 15 summarizes the physical quantities of seed and fertilizer used on the 2009 Canola (all types) and Wheat (all types) crops as reported by the participants. All of the crops are summarized in Appendix III.

Table 15 Input Use Summaries, Major Crops, and North Dryland Farms

	<i>Wheat</i>	<i>Feed Barley</i>	<i>Malt Barley</i>	<i>Canola</i>	<i>Peas</i>
Seed rate	1.80 bu	2.1 bu	2.0 bu	4.62 lbs	2.8 bu
Nitrogen lbs/ac	80 lbs	69 lbs	58 lbs	90 lbs	9 lbs
Phosphorous lbs/ac	26 lbs	26 lbs	22 lbs	28 lbs	17 lbs
Potassium lbs/ac	11 lbs	11 lbs	14 lbs	11 lbs	10 lbs
Sulphur lbs/ac	6 lbs	4 lbs	0 lbs	15 lbs	1 lb

Tables 15 and 16 will not correspond exactly with the more detailed tabular crop analysis found later in this report because, in the interests of presentation these two tables blend certain crops together, which, for example includes all types of dryland wheat, all types of canola (Canola, High-Oil Canola and Seed Canola) and so on.

Table 16 Input Use Summaries, Major Crops, and South Dryland Farms

	<i>Wheat</i>	<i>Feed Barley</i>	<i>Malt Barley</i>	<i>Canola</i>	<i>Peas</i>
Seed rate	1.3 bu	1.7 bu	1.3 bu	5 lbs	3.1 bu
Nitrogen lbs/ac	66 lbs	60 lbs	47 lbs	85 lbs	2 lbs
Phosphorous lbs/ac	22 lbs	21 lbs	19 lbs	24 lbs	14 lbs
Potassium lbs/ac	2 lbs	3 lbs	0 lbs	1 lb	1 lb
Sulphur lbs/ac	4 lbs	3 lbs	5 lbs	13 lbs	1 lb

The Northern farms tend to use slightly higher input levels across the board to their Southern counterparts.

ANALYSIS

In the charts that follow, in order to assist the reader, trend lines have been included that trace a line of “best-fit” between the sometimes numerous data points. Except where a trend-line intersects every point on a scatter chart these lines are a compromise and bring some clarity to an often confusing array of points but are not a perfect fit. The degree of “perfection” is shown by the R^2 value appended to every trend line. The closer the R^2 value is to 1.0 the better the “fit” it has to the data points. High R^2 values tend to come from data points that are close together (low variability) and should give the reader more confidence in the degree of correlation between the variables being measured. Charts with high R^2 values and a high number of data points demonstrate a strong correlation and low R^2 values and fewer data points the opposite.

Chart 1 Total Investment per Acre vs. Total Costs per Acre

The trend-line indicates the gradually increasing costs per acre, primarily associated with capital costs such as depreciation and interest on debt. It also includes repair costs, which as shown later, also tend to rise as machinery investment rises. Also significant is the wide range of investment levels – over \$3,000 per acre difference between the highest and the lowest with a corresponding difference of over \$100 per acre in annual costs.

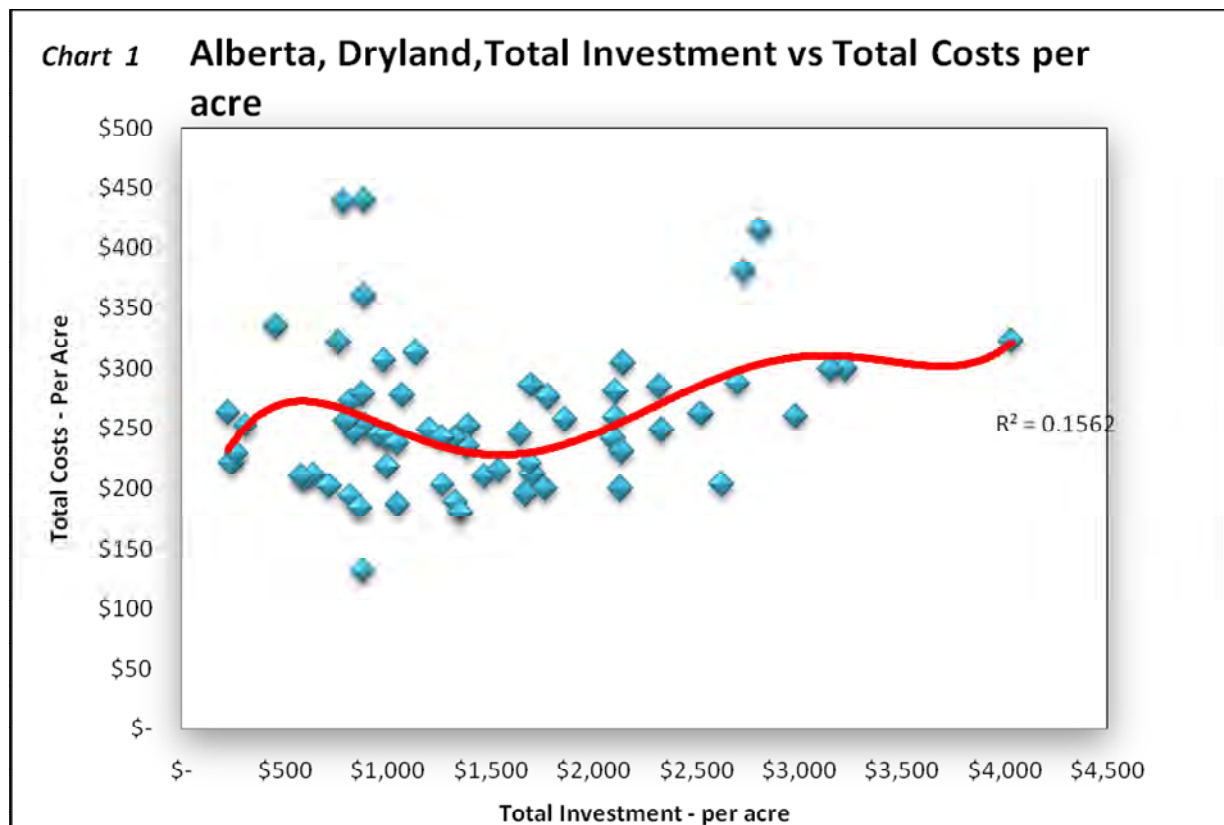


Chart 2 Total Investment vs. Return on Investment

The trend-line suggests the response of ROI to increasing investment is more or less neutral at 2009 production and cost levels. Increasing capital costs are offsetting the gains in yield from better quality land as manifested in gross margin (as illustrated by chart 3). Average ROI for the Dryland Grain group was just under -1%. ROI is defined as net income plus interest costs divided by total investment.

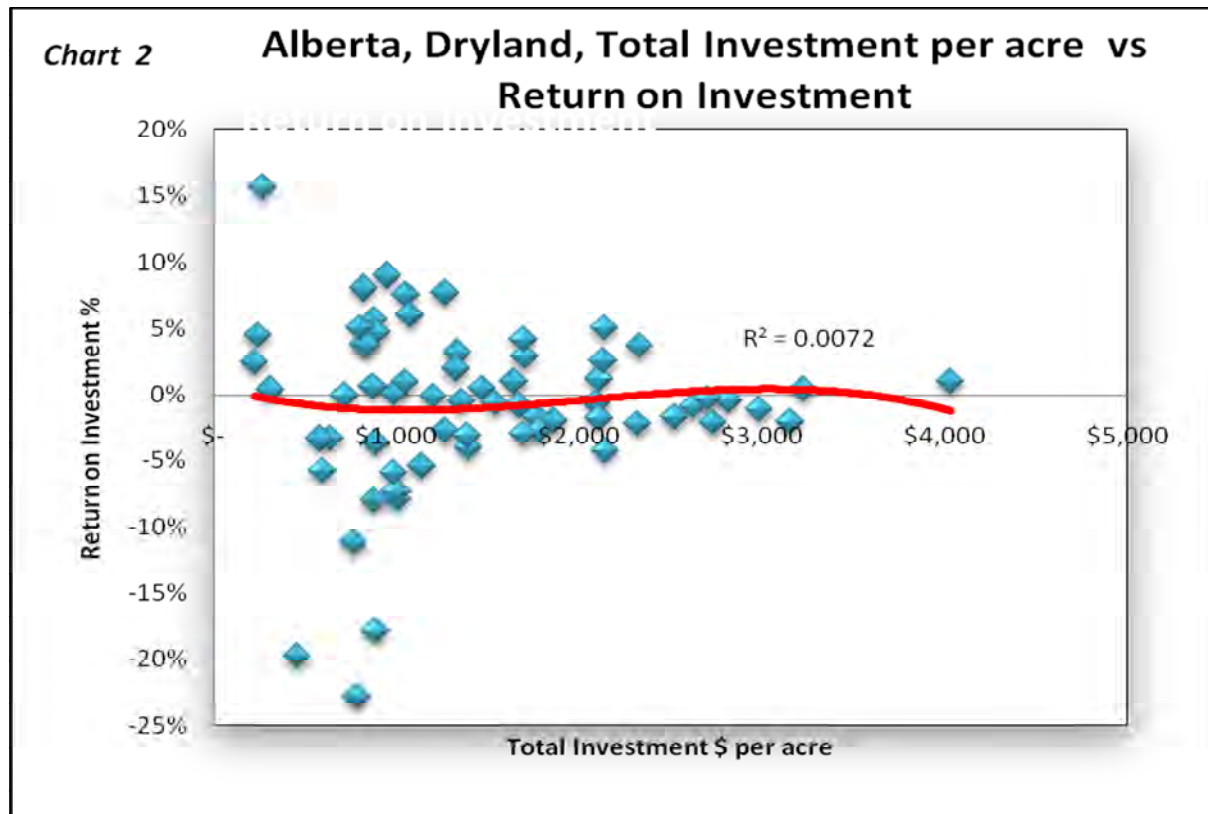


Chart 3 Investment in Land vs. Gross Margin per acre

This chart attempts to describe the relationship between land quality (as defined by land value) and production (as expressed in the gross margin). Evidently there is a response although it is important to note that the land fair market value is influenced by factors other than productivity (such as scarcity and location), gross margin and yield. While this chart is heavily influenced by yield, management also has a strong impact. Gross margin does trend upwards although the trend line shows a fairly weak correlation. Surprisingly the range of gross margin at any one investment level throughout the chart is over \$100 per acre. This is the same in both the North and South samples which indicates that management has a strong influence. Also evident is that increasing land investment in the North (Chart 3 a) has a very positive impact on gross margin and in the South (Chart 3 b) a very negative impact. Given the distribution of the population in Alberta and the significant representation of the Peace Region in the sample this appears to be a measure of location's impact upon returns.

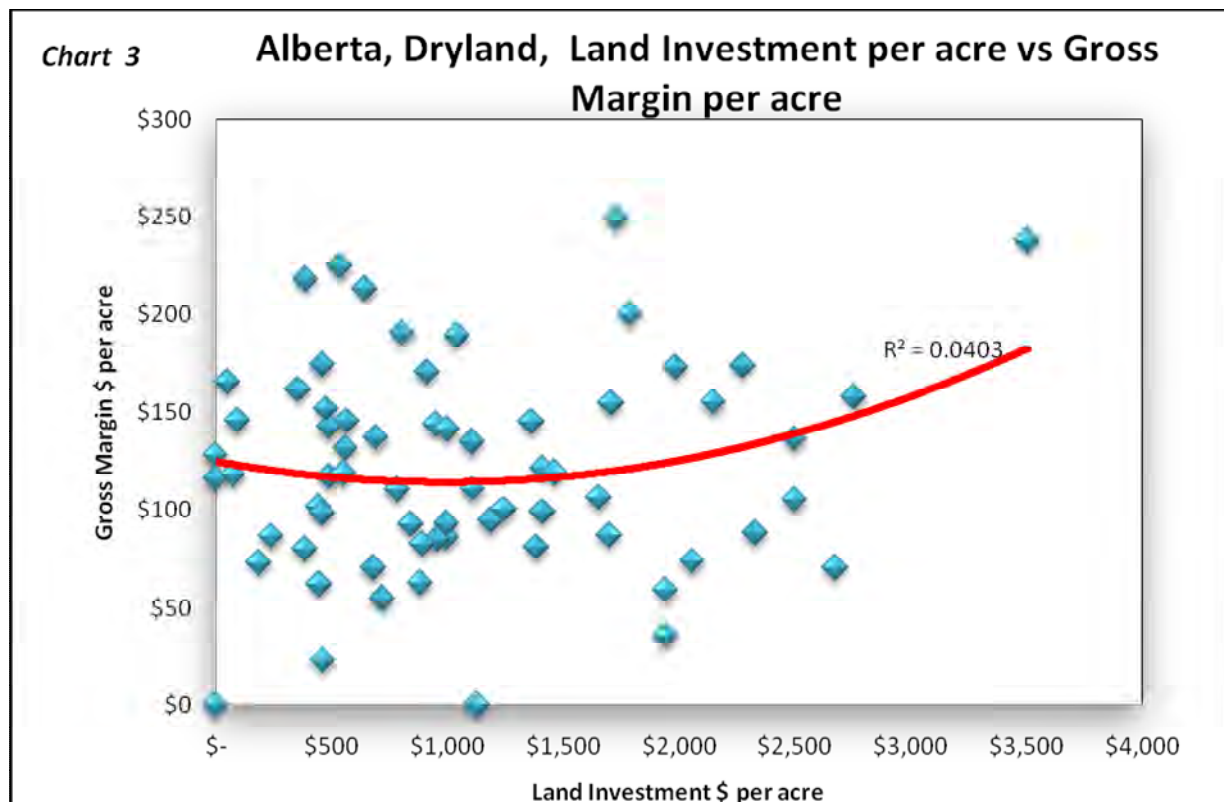


Chart 3a Investment in Land vs. Gross Margin per acre - North

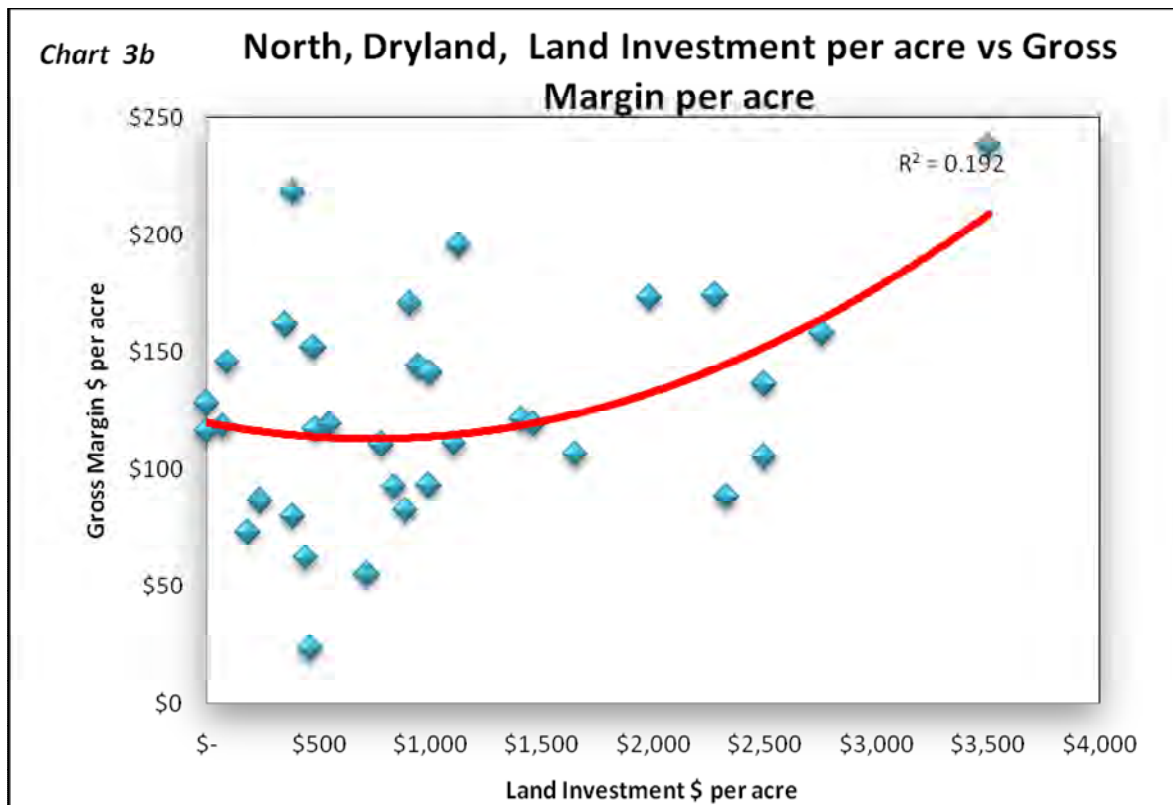


Chart 3 b Investment in Land vs. Gross Margin per acre - South

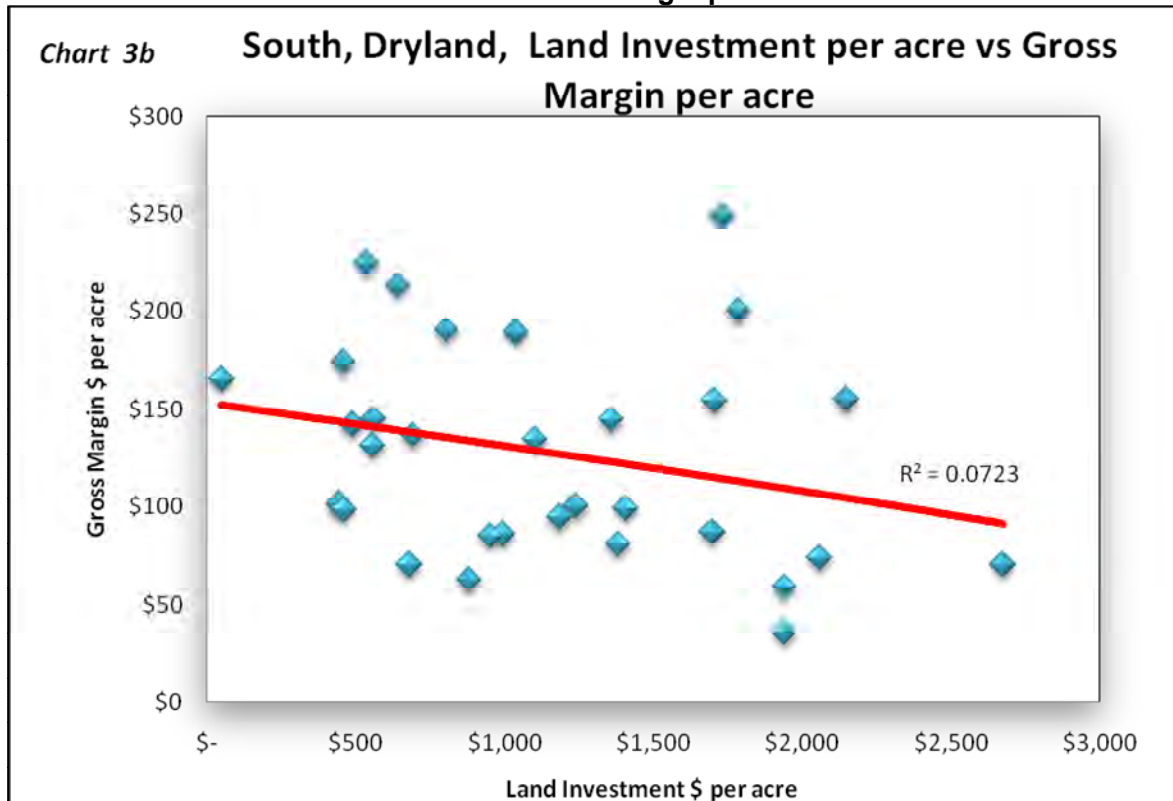


Chart 4 Farm Size vs. Machinery Investment per acre

One of the key influences upon grain farm profitability is the level of investment in machinery. Chart 4 illustrates not only the large range of investment levels for farms that are conducting in most cases the same field operations and growing the same crops but also the increases in efficiency in this item that come from increasing scale. Agriculture mirrors other industries in that economies of scale mainly influence machinery and labour costs but have to be managed as the benefits of economies of scale don't just happen because the operation is large. Once again there are North-South differences with the South showing minimal to zero gains in efficiency as size increases and the North showing strong gains

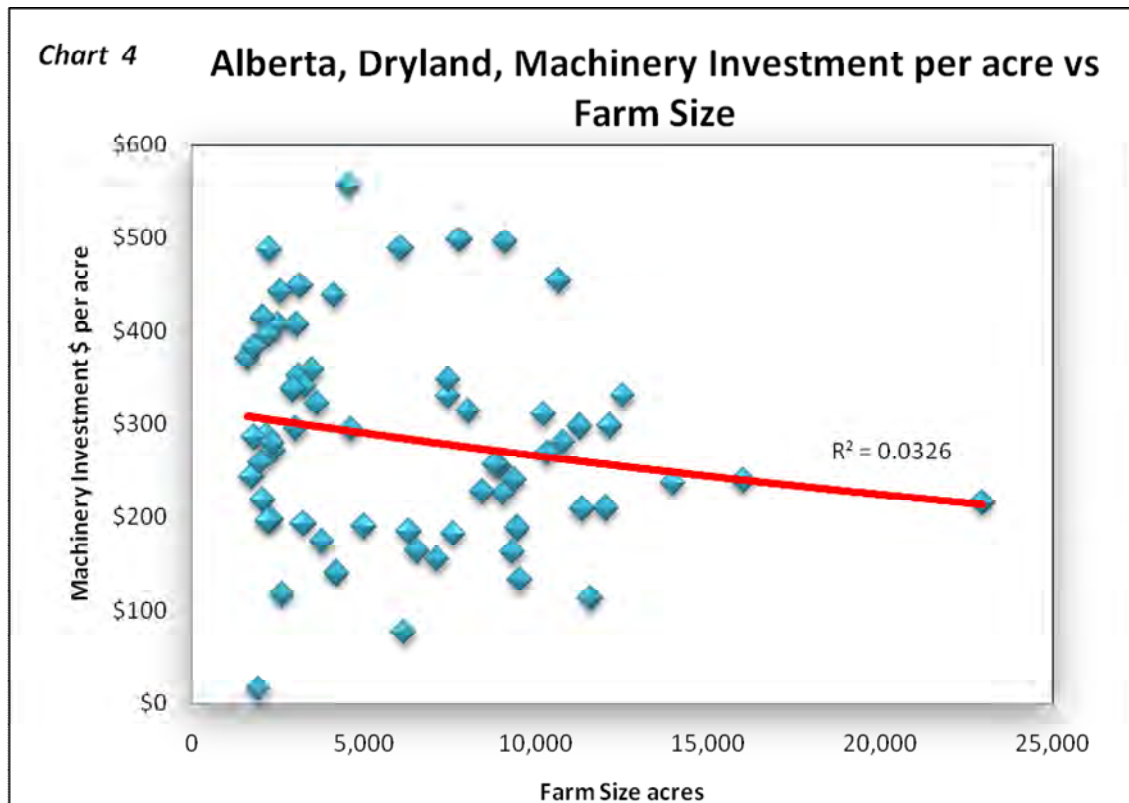


Chart 5 Farm Size vs. Return on Investment

A natural extension of the analysis above in chart 4 would be to ask whether there are any gains in ROI that stem from increasing size. Bear in mind however that the reduction in machinery investment, while it declines as farm size increases is a small part of the total farm investment and the effect, if any, is likely to be mild. The flat trend line in chart 5 indicates that larger farms are not generally achieving higher ROIs despite their economies of scale. A North South analysis indicates that in the South the ROI declines slightly as size increases and in the North ROI improves slightly as size increases.

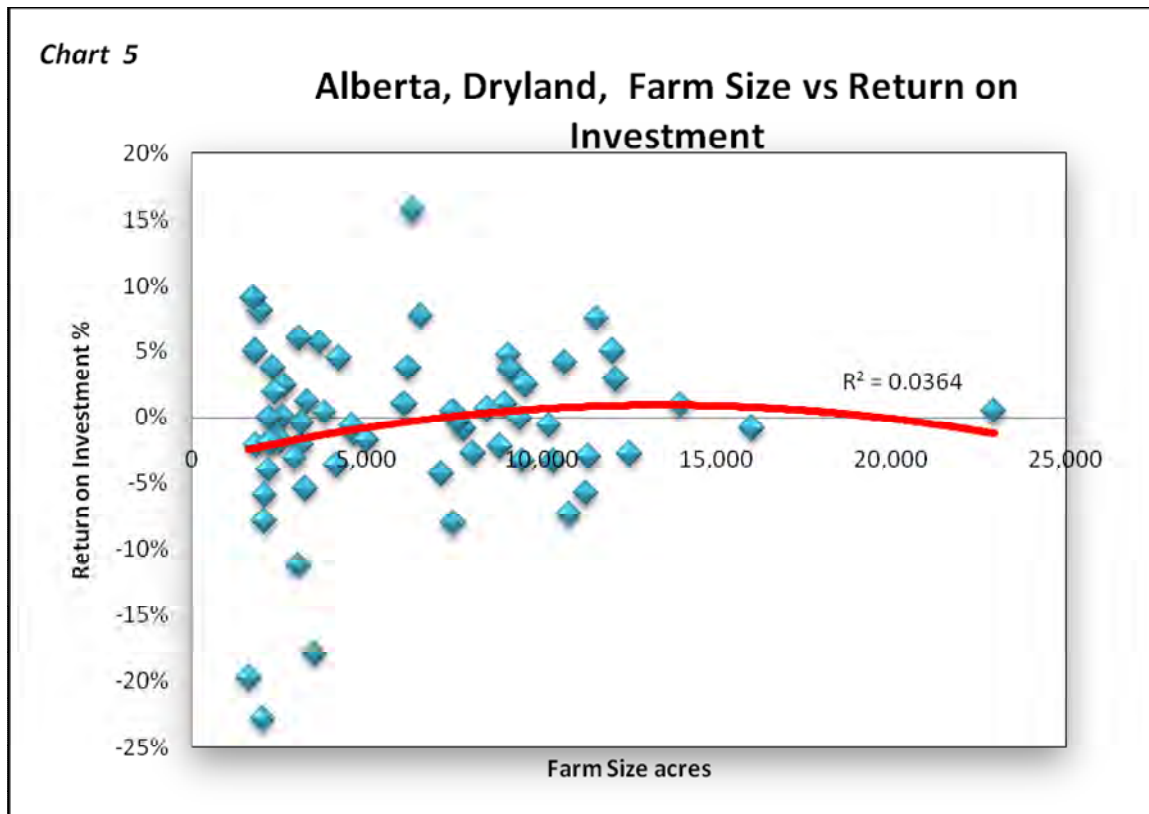
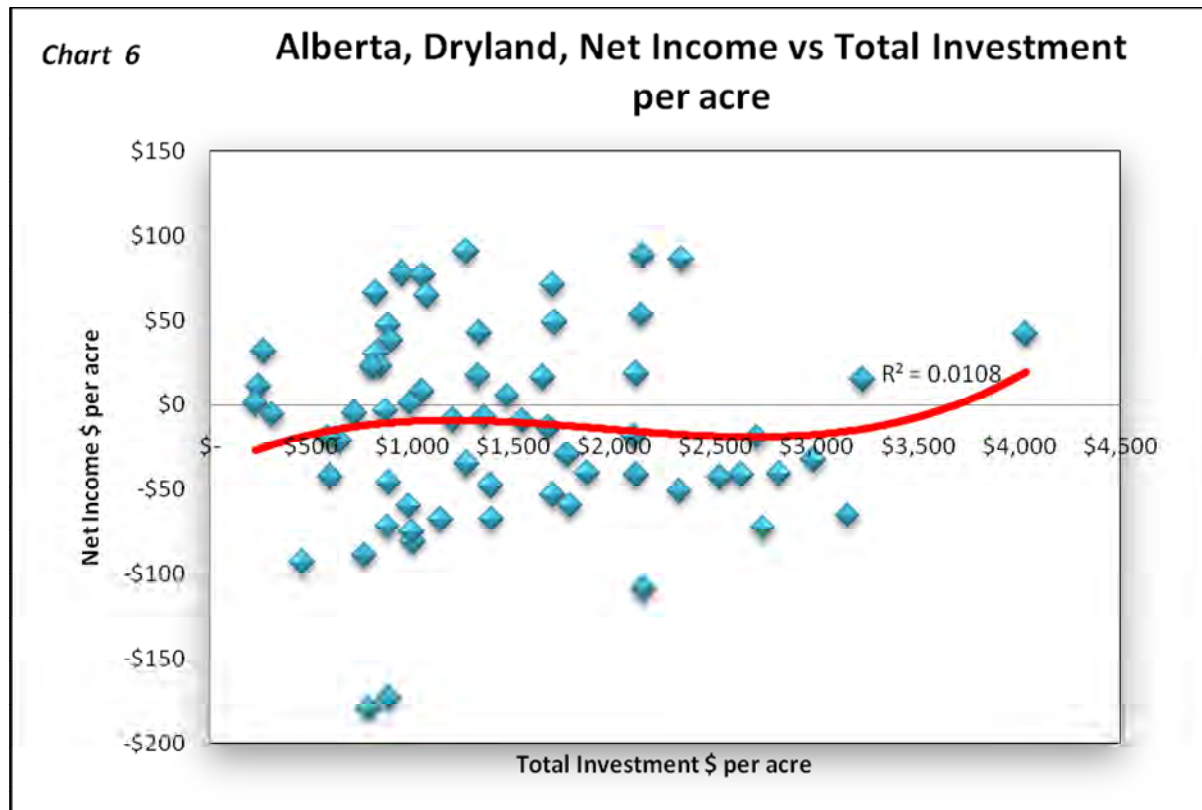


Chart 6 Net Income vs. Total Investment per acre

Ultimately it is Net Income that matters the most and Chart 6 looks at the correlation between increasing investment and Net Income per acre. As before, it is evident that there is a wide range of results although there appears to be some narrowing as investment level increases. Furthermore the trend is fairly flat to mildly negative suggesting that something other than farm profits are what drive investment decisions. It is apparent that 2009 saw more than half the farms sampled experiencing negative returns from the 2009 crop. The North saw Net Income improve as investment climbed and the South saw a decline over the same range.



RETURN ON INVESTMENT – REGIONAL

Chart 7a Farm Size vs. Return on Investment - North

In the North sample there is a slight up-trend in ROI as farm size increases although the range of ROI is large.

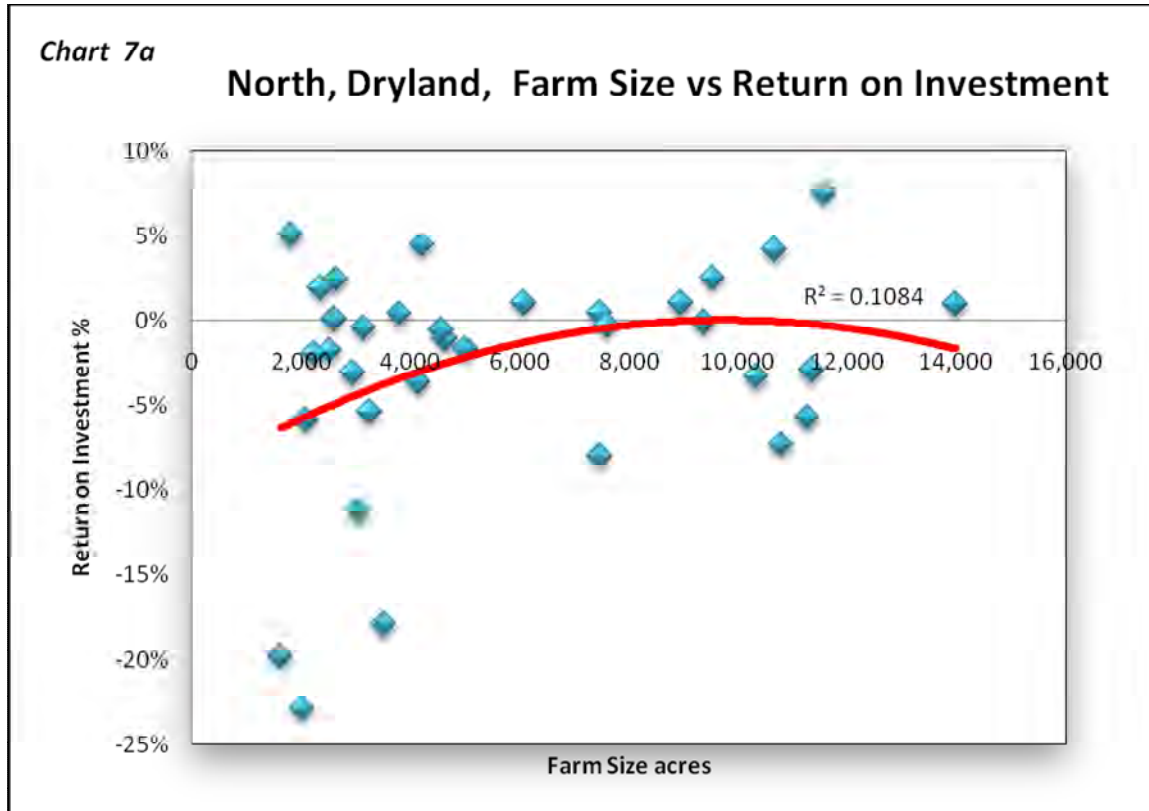


Chart 7b Farm Size vs. Return on Investment - South

In the South sample there is a narrower range of ROI but overall, as the farms increase in size they show poorer returns.

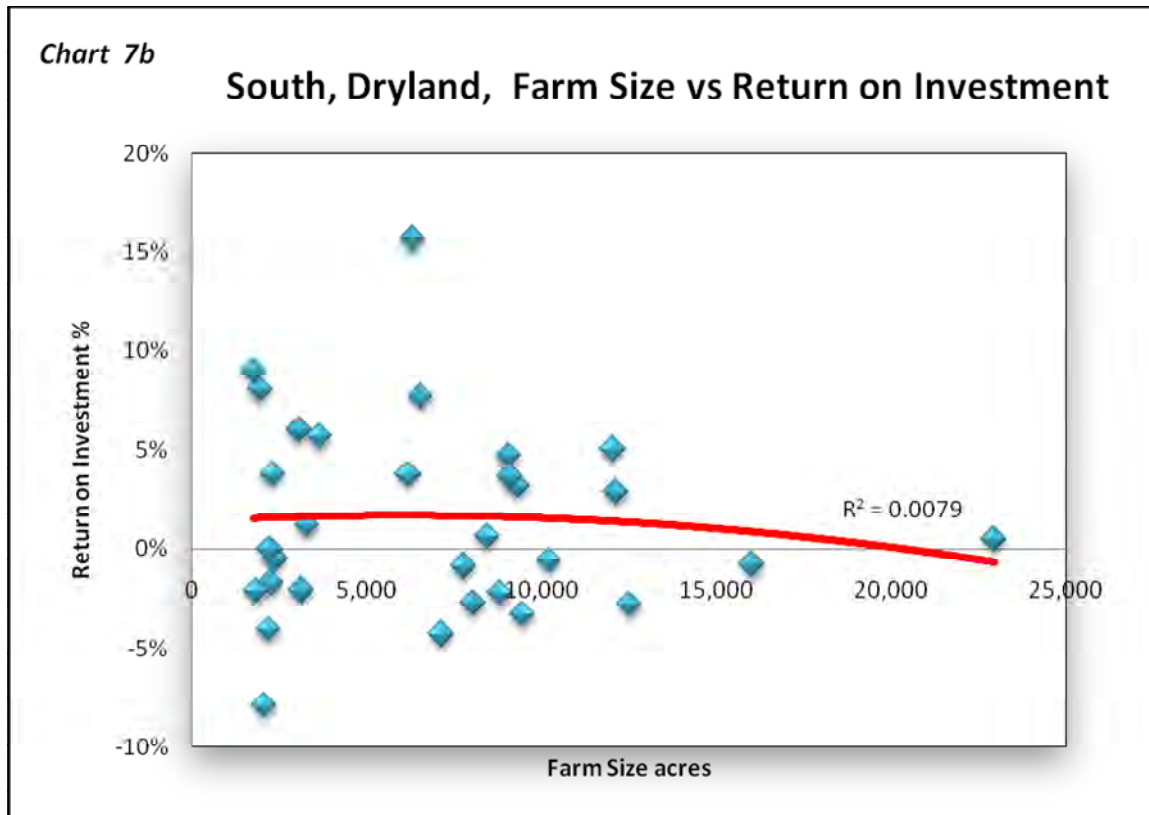


Chart 8a Total Investment vs. Return on Investment - North

In the North there is an improving trend in ROI as Total Investment increases although the line flattens at levels above \$2,500 per acre suggesting that the primary influencer of Total Investment, being land cost, is itself primarily influenced by productivity (aka land quality).

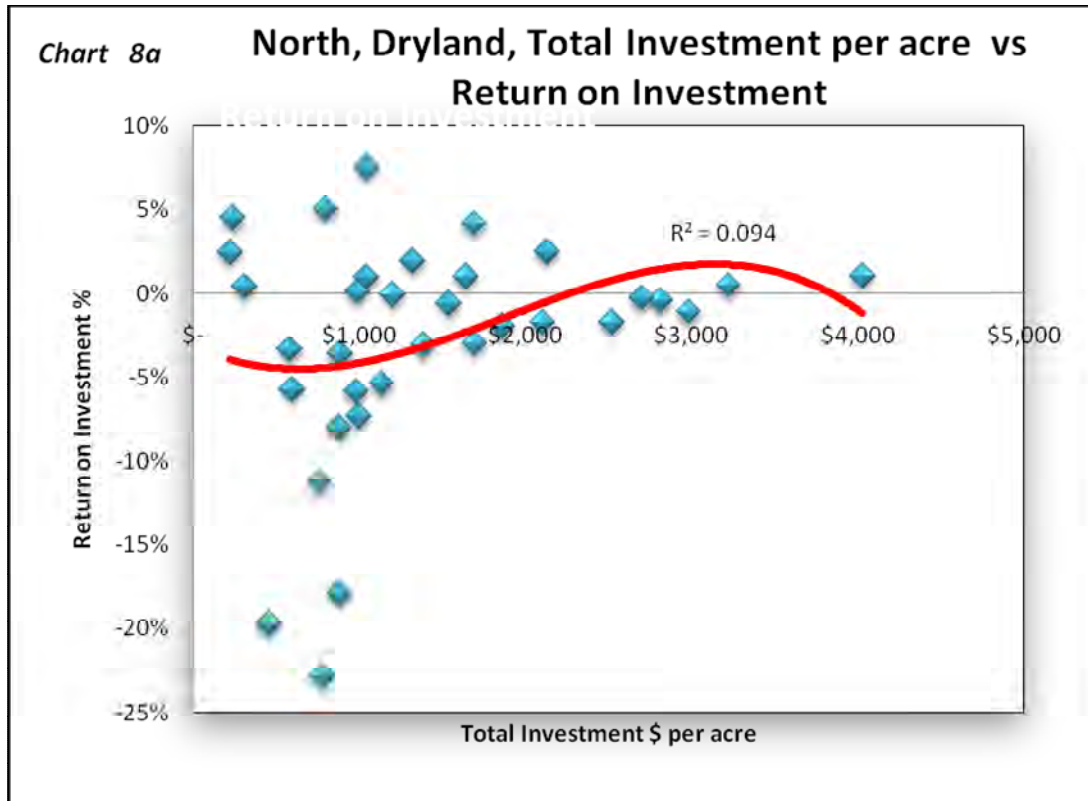


Chart 8b Total Investment vs. Return on Investment - South

In the South as Total investment increases there are sharp reductions in ROI with it becoming negative between \$1,500 and \$2,000 of total investment per acre. This suggests the greater influence of location/population upon the land price than in the North.

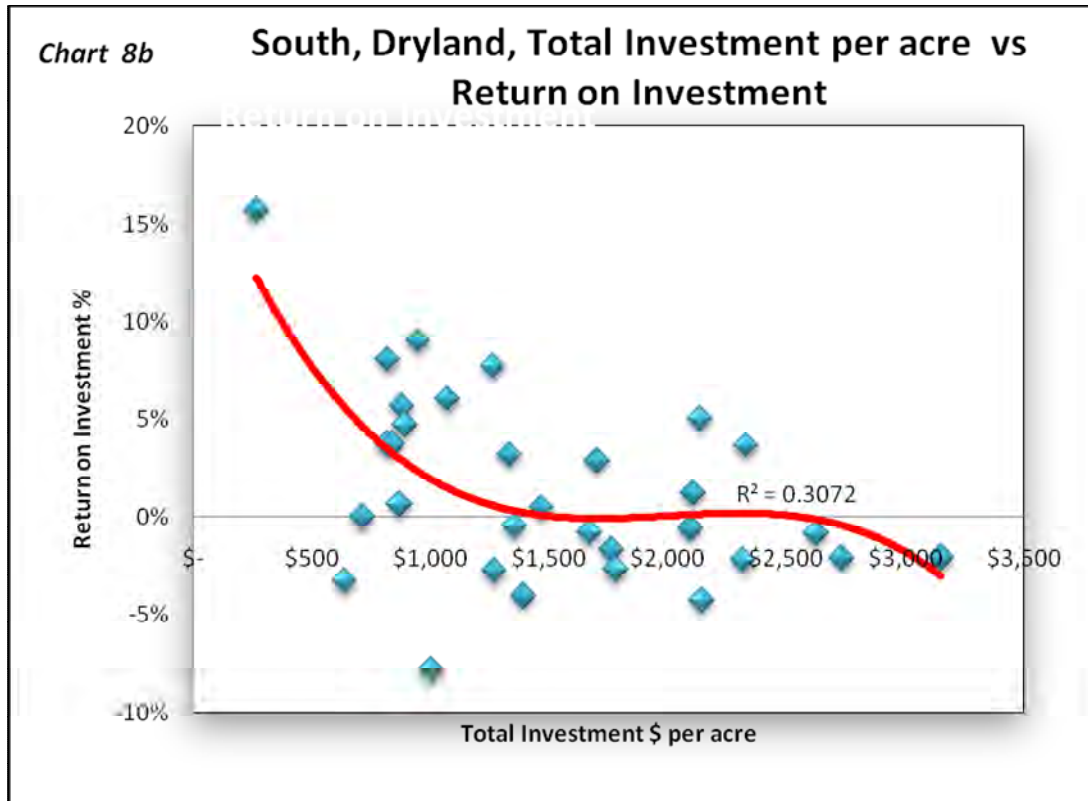


Chart 9a Ratio of Machinery Investment to Land Investment vs. Return on Investment – North

In the North, as the ratio of machinery to land cost increases there is initially a decline in the ROI which later begins to increase.

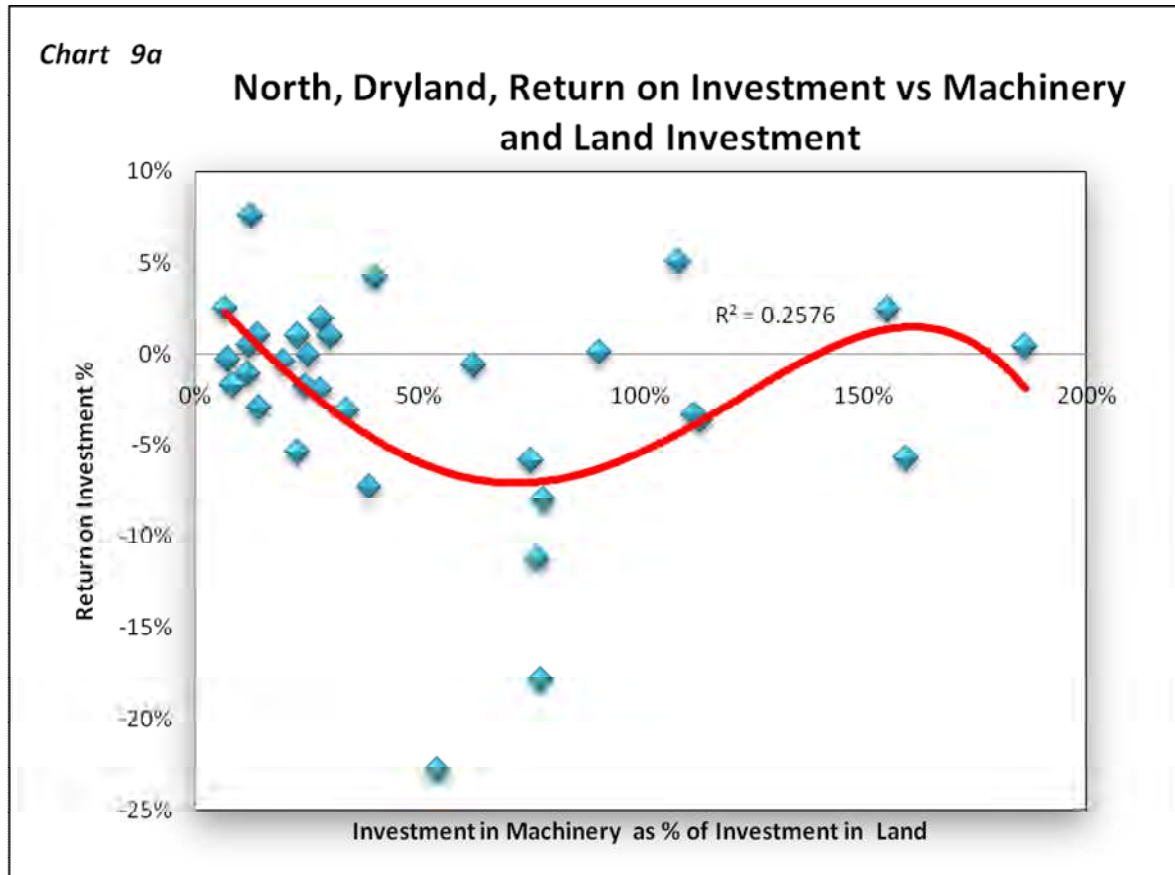
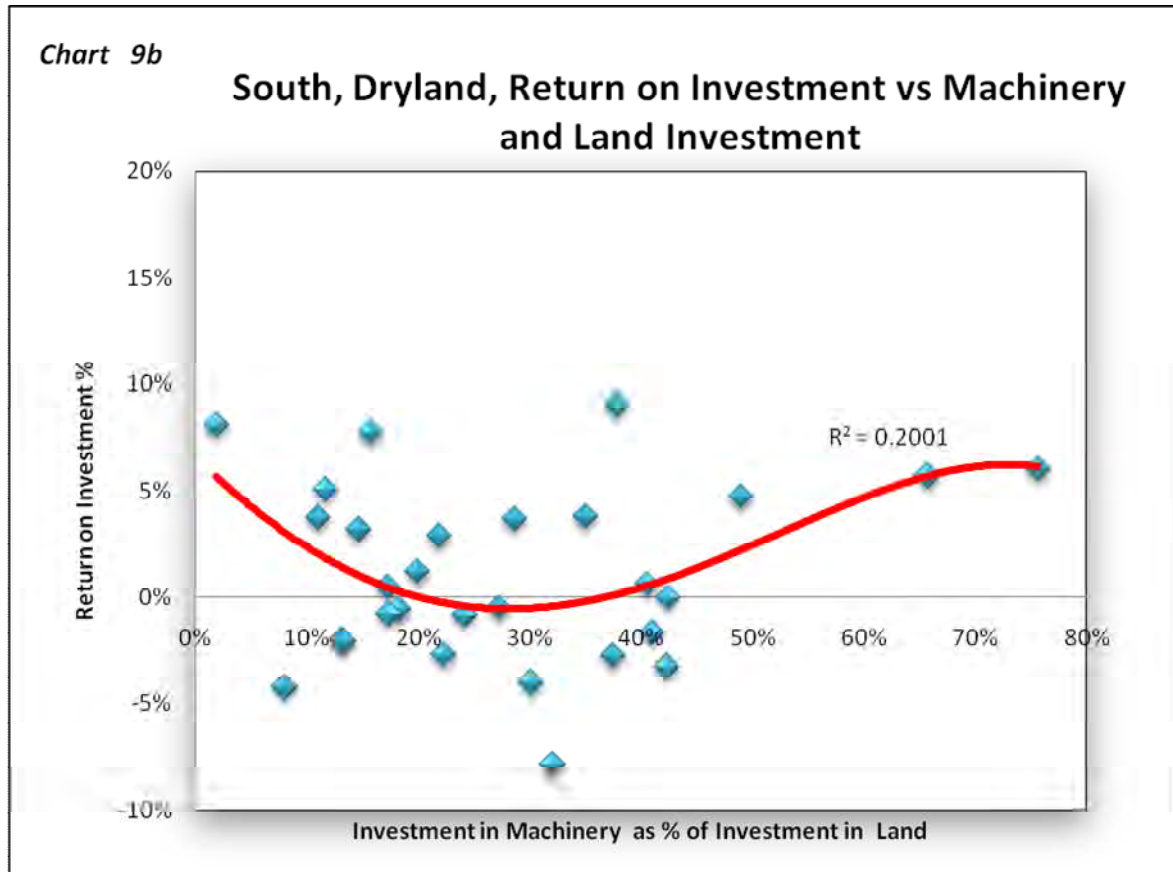


Chart 9 b Ratio of Machinery Investment to Land Investment vs. Return on Investment – South

In the South, this chart suggests a stronger relationship between ROI and Machinery Investment as a proportion of land investment than in the North. It also shows after initial declines that investing in operational equipment appears to be enhancing the productive gains that come from investing in land.



EQUIPMENT INVESTMENT

Chart 10 Machinery Investment vs. Machinery Costs per acre – Dryland

Machinery Costs are defined as the collective costs of Depreciation, Repairs, Cost of Capital (at 5% of investment) and Fuel, these being the primary costs associated with operating an equipment line.

Chart 10 shows the very strong correlation between Machinery Costs per acre and the Machinery Investment per acre. This is important because after ensuring that Gross Margin is maximized or more correctly optimized the next most important task of the farm manager is the efficient operation of the equipment. This begins with the right investment decisions. Chart 11 below demonstrates that these Machinery Costs take a large and ever increasing bite out of the Gross Margin leaving fewer and fewer dollars to bear the remaining costs on the farm such as labour, administration, land and building costs. Most of these costs do not decline as investment in equipment increases (so there is no offset).

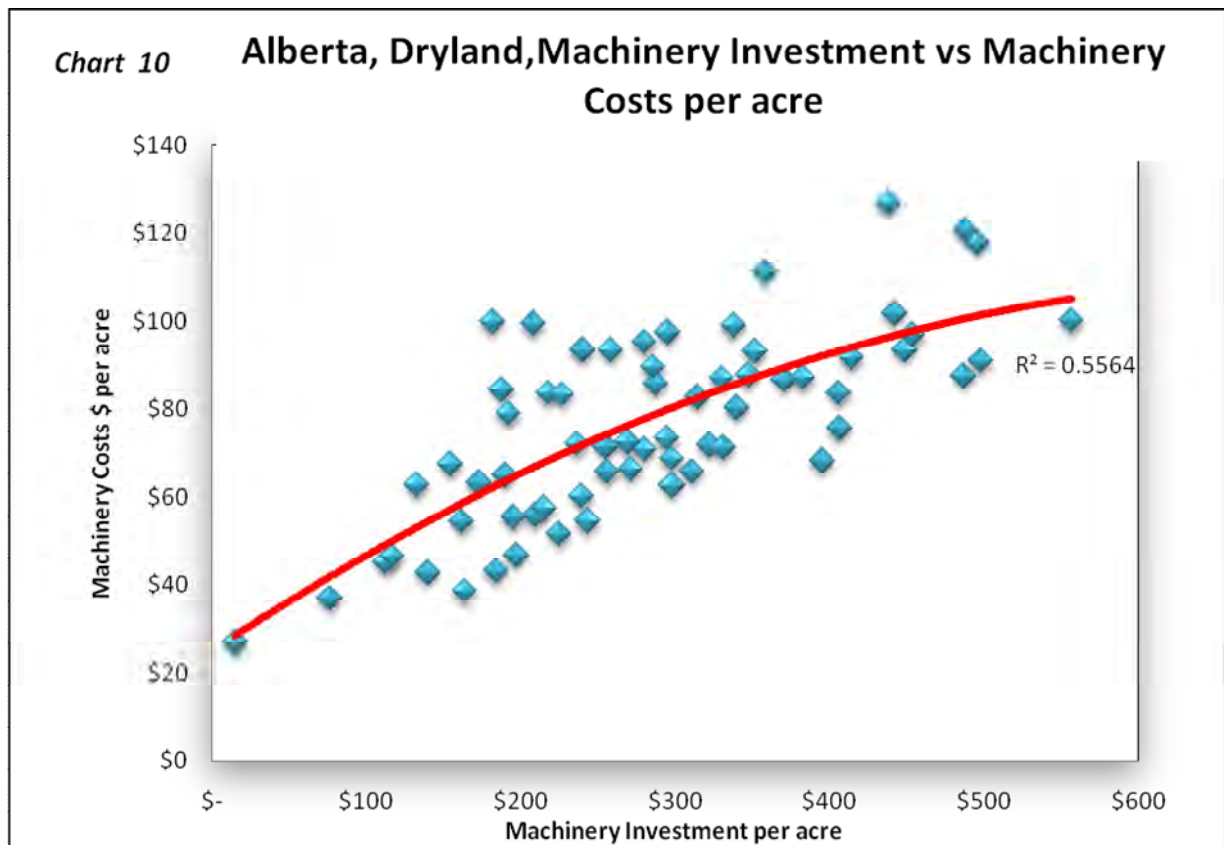


Chart 11 Machinery Costs as Percentage of Gross Margin vs. Machinery Investment

Chart 11 underlines the importance of the Machinery Costs (and its precursor, being Machinery Investment). It shows the machinery costs eroding a greater and greater proportion of the gross margin as it is increased. The lack of gross margin response to higher machinery investment levels is at the root of this problem. As more and more of the gross margin is dedicated to the machinery costs there is less and less available to meet the other expenses on the farm.

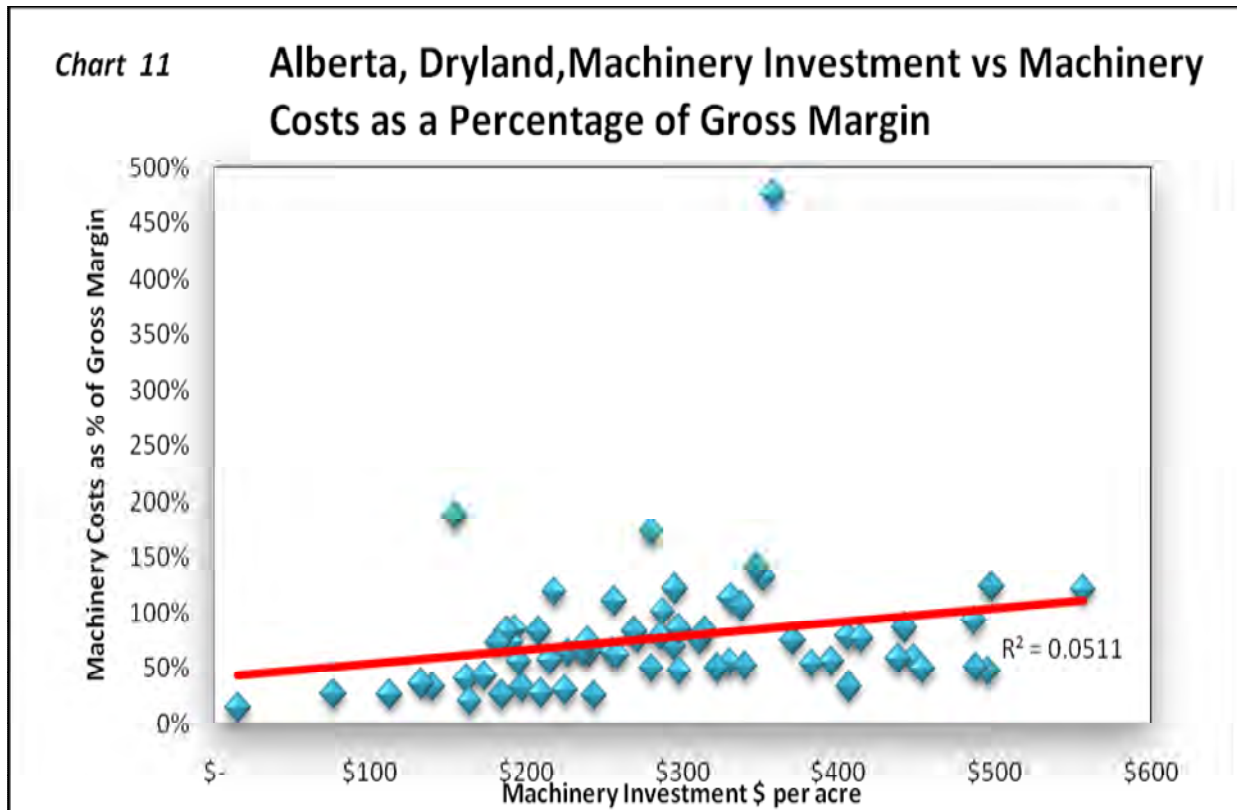


Chart 12 Machinery Investment vs. Net Income

Overall, as Machinery Investment is increased, the Net Income declined in 2009 bearing out the point in the paragraph above. Indeed, at 2009 production and pricing levels, the increasing costs associated with increasing Machinery Investment forced many farms into deficit. It is apparent that from this chart that investment beyond about \$300 per acre was the point at which profit became more or less unattainable in 2009. Obviously the challenge for the farm manager is arriving at investment levels that work in the “average” season without compromising operations. However the data suggests that a significant part of the industry may be invested in equipment beyond levels that are sustainable in the long term or average environment.

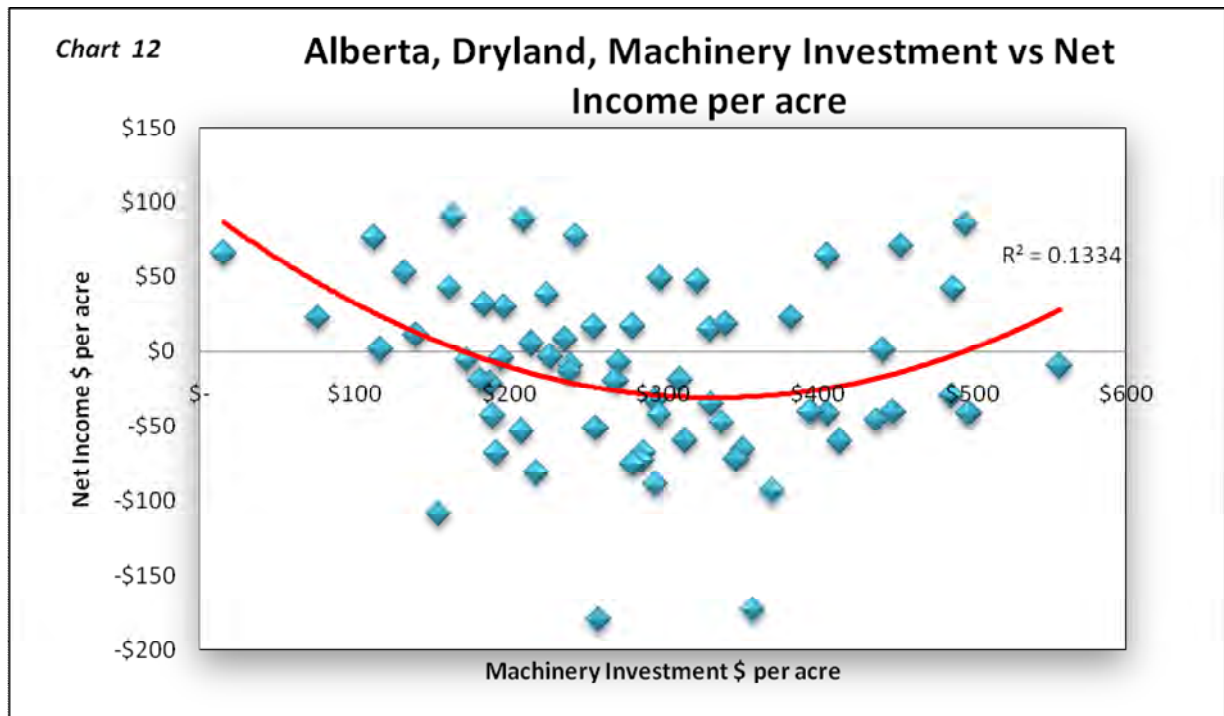


Chart 13 Machinery Investment vs. Machinery Repairs per acre – Dryland

Farmers commonly will justify machinery purchases on the basis that newer equipment and/or greater investment in equipment leads to savings in repair costs. In this study we measure the Fair Market Value of the Investment in Equipment. High Investment Levels could be due to newer lines of equipment on those farms or more items of lower value equipment, we do not differentiate. In the first instance the farmer would be expecting fewer breakdowns in his newer equipment and savings through warranties. In the latter instance, although older equipment is more prone to breakdowns, the farmer's expectation by having more items of equipment (two combines instead of one for example) will be that there is some built in redundancy. Fewer hours are put on each item of equipment and so breakdowns are less likely and therefore repair costs will be lower.

Chart 13 demonstrates that perception is mostly defeated by reality. Repair costs climb as investment increases eventually starting to decline slowly as investment exceeds \$300 per acre although significantly the farms at \$400 per acre and more investment have similar to higher repair bills per acre to those with \$200 to \$300 per acre less invested. Given the average size of the farms in this group the difference in capital invested is over \$1.2 million between those with \$200 per acre and those with \$400 per acre of Machinery Investment.

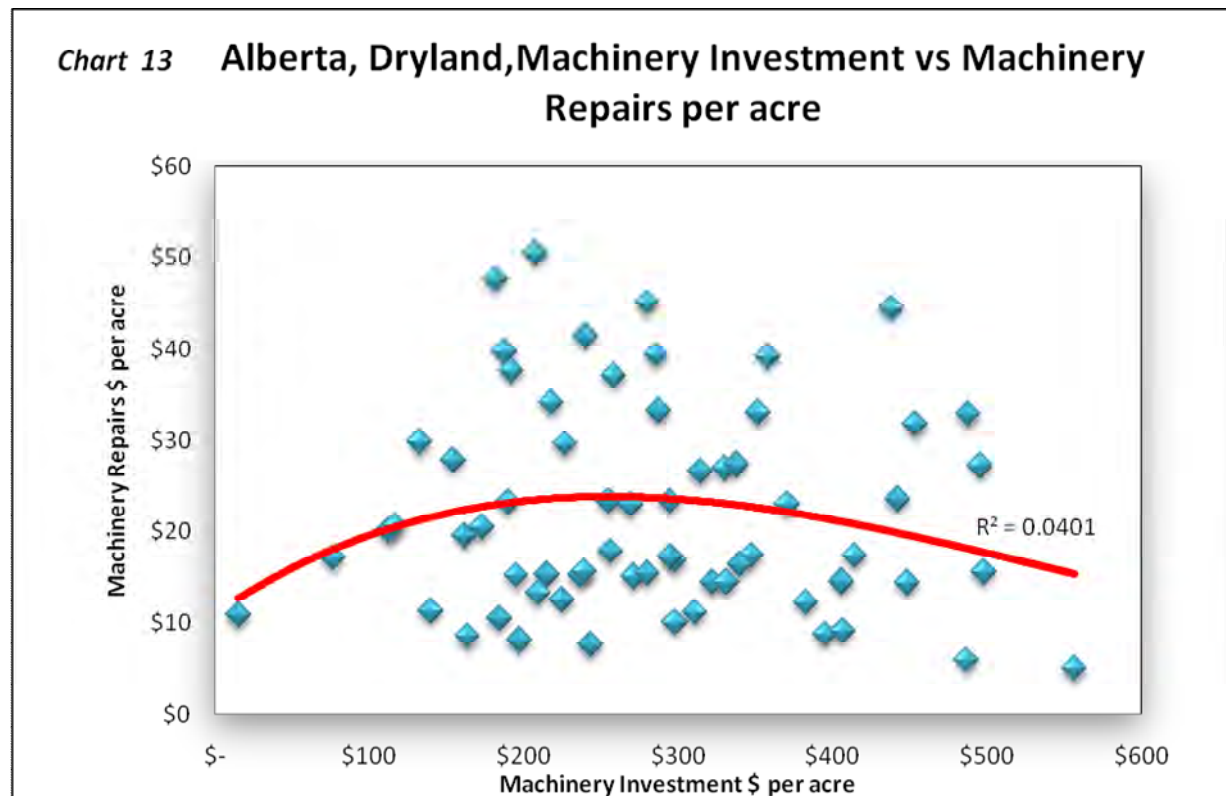


Chart 14 Machinery Investment vs. Cost of Production Wheat – Dryland

What influence do Machinery Investment decisions have upon the cost of production of the main dryland crops? Chart 14 shows that when all of the various factors are taken into account, if there are production gains coming from increasing machinery investment they were not sufficient to reduce the cost of production of the various classes of wheat at the cost levels that prevailed in 2009. It would be fair to say however, that across much of the range (from \$150 per acre up to about \$400 per acre of investment), where most of the participants are clustered that there was no gain or loss in the cost of production.

All types of Wheat are included in this chart, Durum, Soft White Spring Wheat, Hard White Spring Wheat, Hard Red Spring Wheat and Winter Wheat.

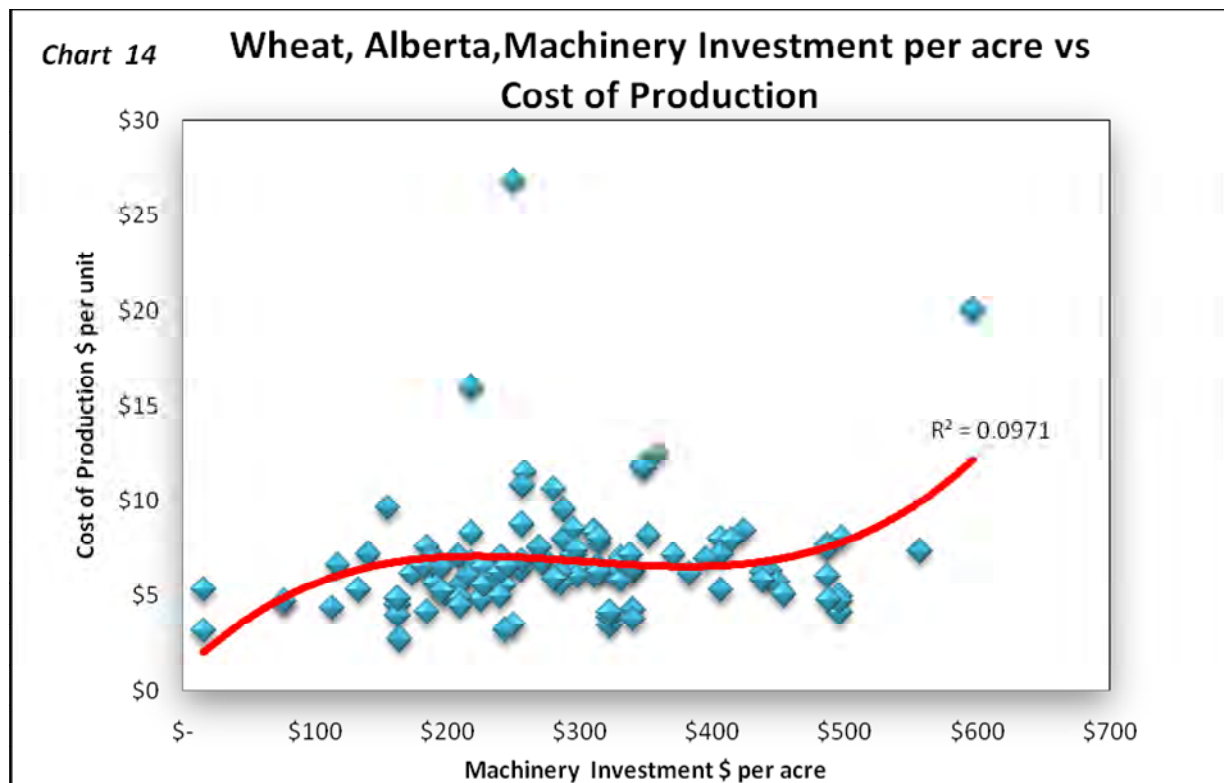


Chart 15 Machinery Investment vs. Cost of Production Barley – Dryland

In the case of Barley (Feed and Malt) the chart shows that, if anything, the cost of production continues to rise as the Machinery Investment increases, suggesting that this crop is less tolerant of over investment in equipment.

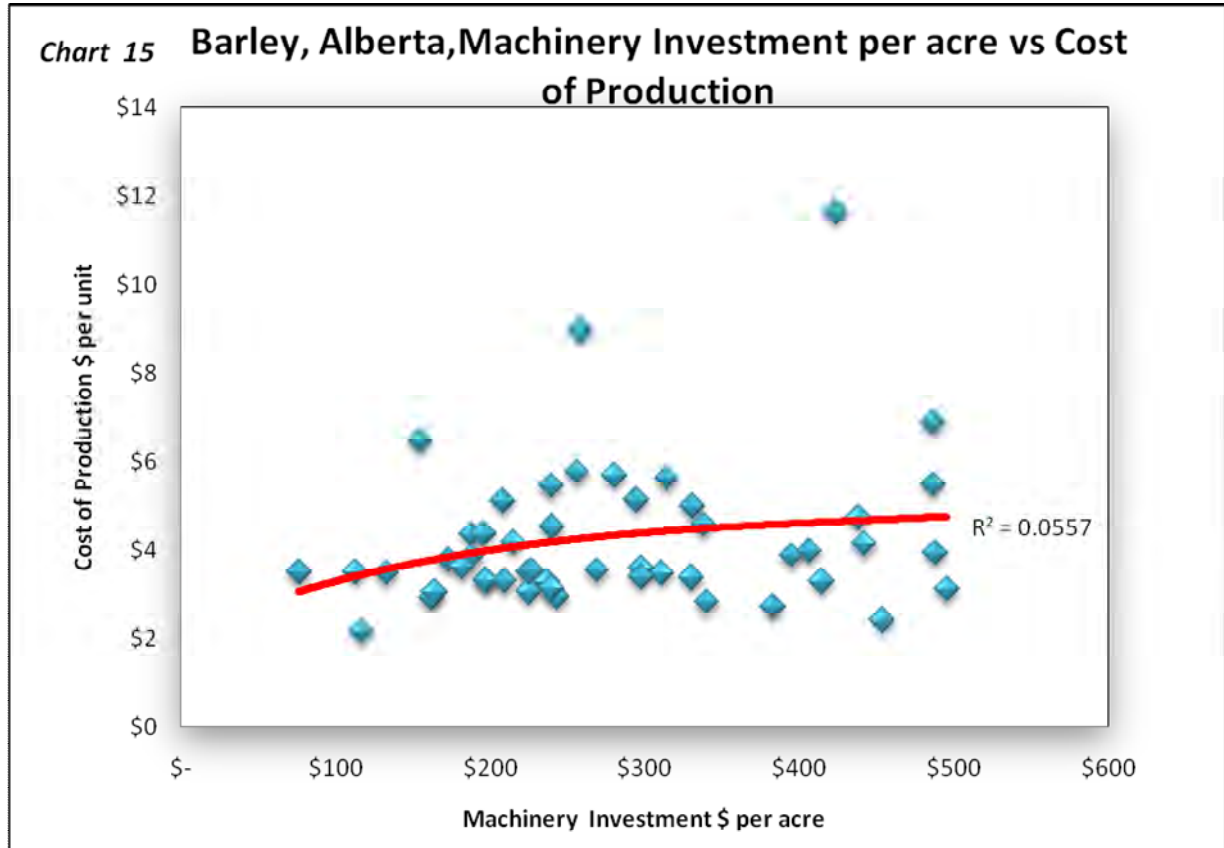


Chart 16 Machinery Investment vs. Cost of Production Canola – Dryland

Canola (Including High-Oil types) meanwhile, of the three major crops appears to be the most tolerant of machinery investment (or overinvestment) with an actual decline in cost of production as investment levels exceed around \$400 per acre. Of course, farms that grow Canola also grow one or both of the other two crops and the earlier data on profitability suggests that any COP reductions on the Canola crops are being more than offset by the increases on the other crops on those farms.

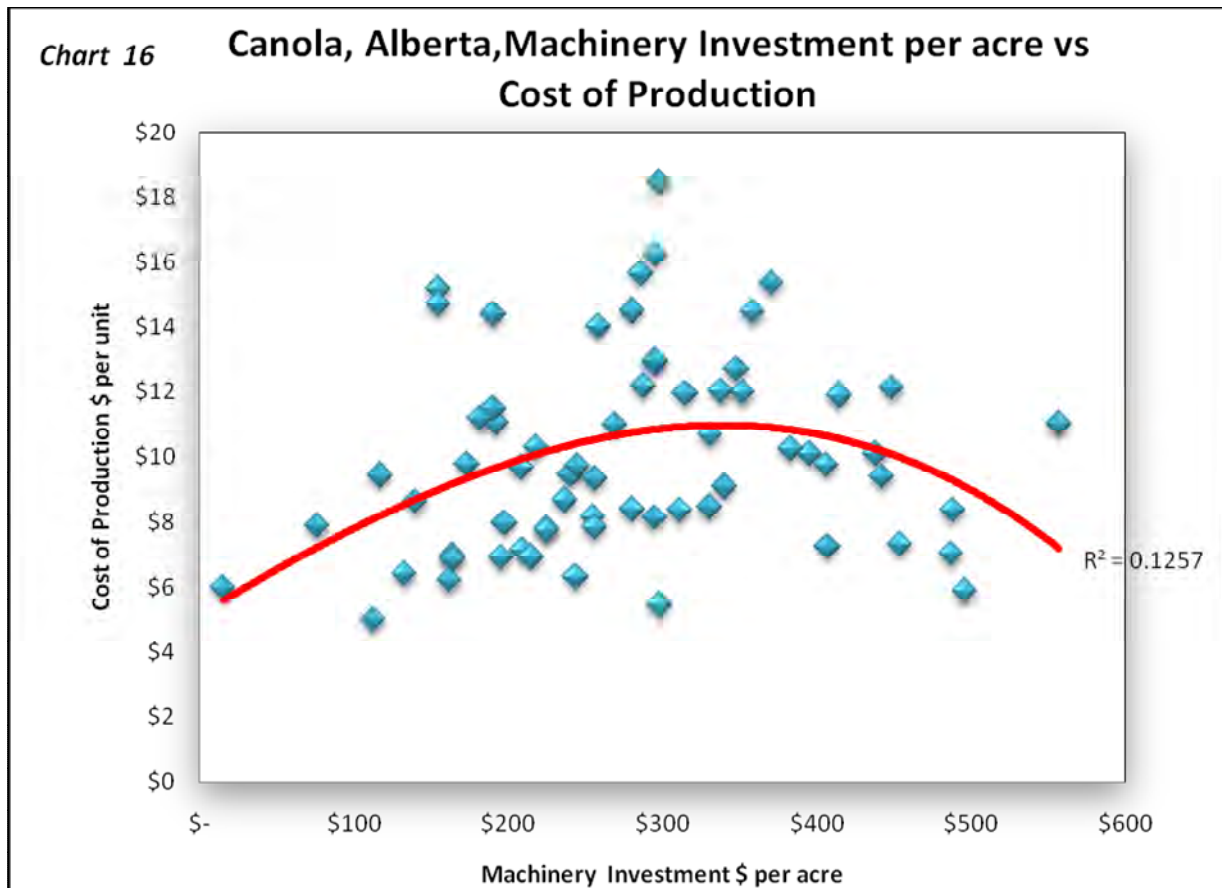


Chart 17 Replacement Index vs. Machinery Investment

Replacement Index is described earlier in the report but in simple terms it is a calculation used to convert the average age of equipment on each farm into a single number that permits an intuitive chart. A high replacement index denotes a low average age of the main equipment items and describes a farm that has an apparent policy of aggressive and frequent equipment replacement. The perception may be on those farms that this policy keeps machinery operating costs down and reliability (and therefore production or gross margins) up.

Chart 17 is somewhat inconclusive other than the majority of the surveyed farms have an index around 7 to 15 which equates to an average age of 15 to 20 years and the operations changing equipment most frequently have driven down their overall investment per acre. Possibly these represent farms that are effective at putting a lot of hours on their equipment (in other words they farm a lot of acres with the equipment) providing some justification in more frequent replacement. However, analysis of this hypothesis is inconclusive in this data set – the trend in Replacement Index is fairly neutral across the whole size range although there is a very mild increase in replacement rate amongst the largest farms.

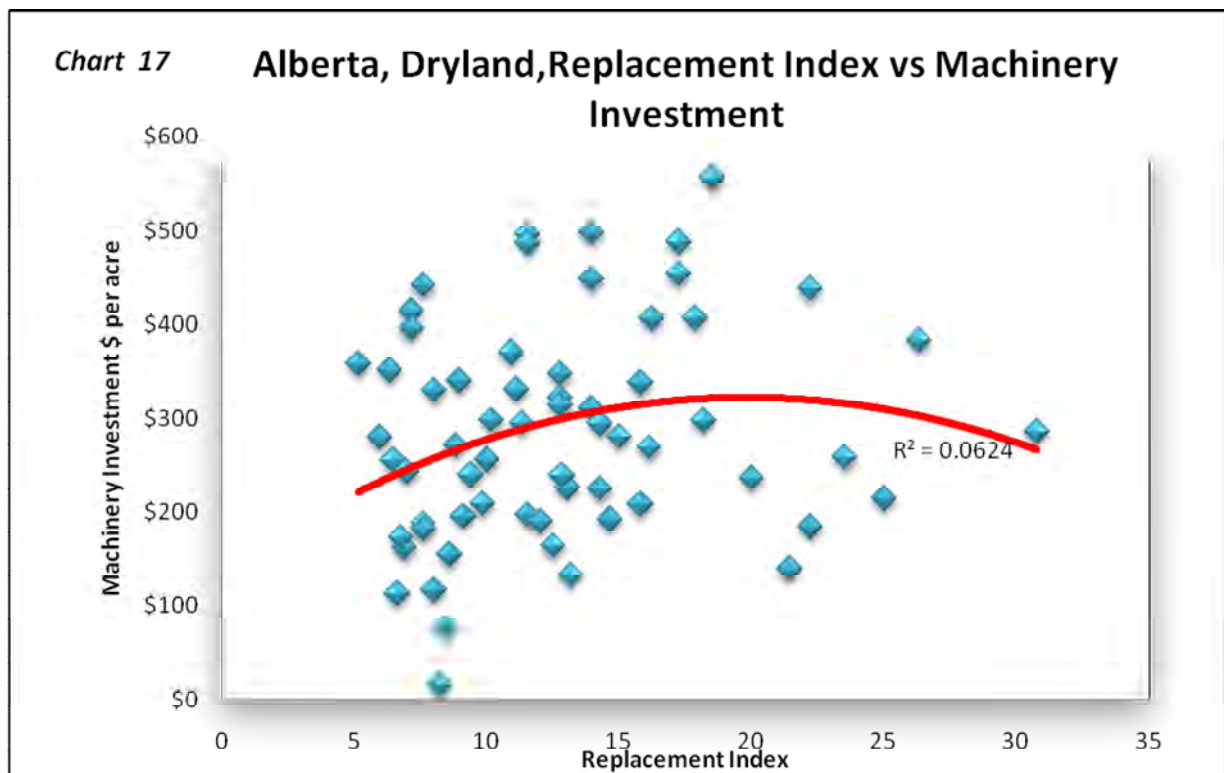
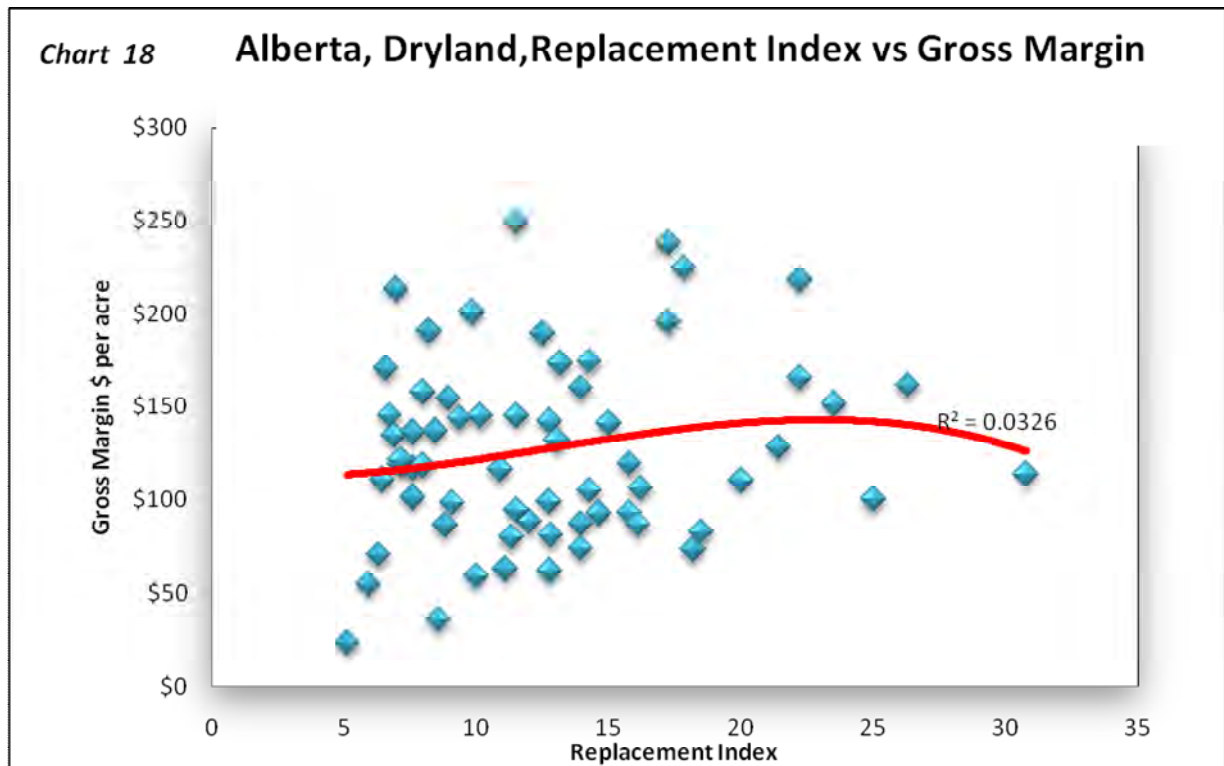


Chart 18 Replacement Index vs. Gross Margin per acre

The popular perception as already discussed is that newer equipment means greater reliability and therefore greater production. Insofar as the methodology allows (focussing only upon yield rather than yield and grade, and therefore price) the indications are that there is a very slight benefit (less than \$40 per acre) from newer versus older equipment, up to a point, beyond which gross margin tends to fall away. The sweet spot, on the dryland crops at least, seems to be somewhere up around five to seven years although the gross margin will be offset by increasing machinery operating costs. These we have seen, correlate closely with increasing machinery investment which itself correlates closely with Replacement Index.



LABOUR USAGE

Chart 19 Machinery Investment vs. Acres per Labour Unit

A common remedy to insufficient labour resources in the Prairies has been to mechanize farms for greater efficiency – bigger equipment (aka more investment) allows more acres to be farmed with fewer labour resources. The survey asked for a subjective opinion from the participants of the hours of labour usage on their farms in 2009. Bar one or two, none kept timesheets and so this was a survey of opinions only but the results do give some broad indications on labour usage and therefore costs. The “labour-unit” as discussed in this section is defined as 2,200 hours per annum.

It is evident from Chart 19 that increasing investment in machinery did permit some moderate gains in labour efficiency up to a point. Acres per labour unit improved by around 20% as investment in machinery rose from \$100 per acre to \$200 per acre. Beyond that, if anything labour efficiency declined. Labour cost savings would amount to less than \$5 per acre while the associated Machinery Costs would rise by nearly \$25 per acre.

Regionally, the North showed a fairly steep loss of efficiency and the South a moderate gain.

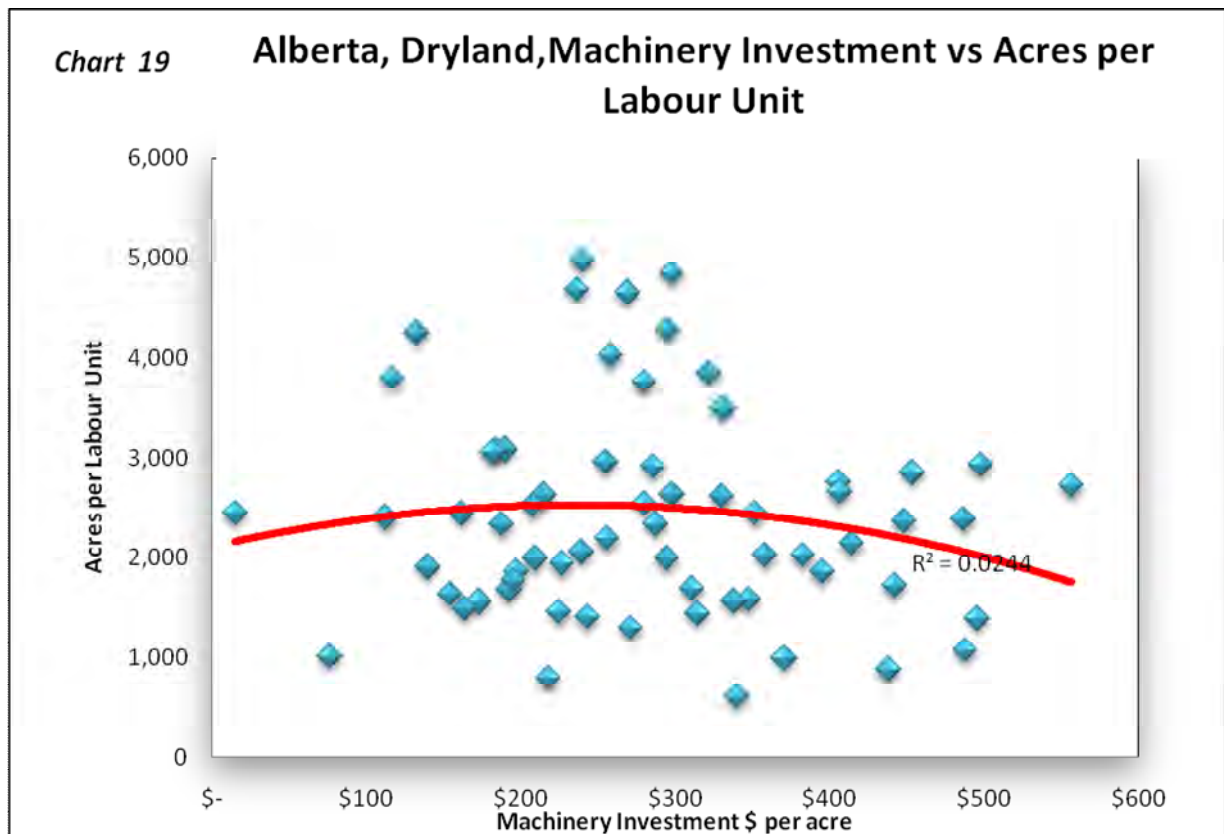


Chart 20 Farm Size vs Acres per Labour Unit

It is evident from Chart 20 that it is Farm Size that seems to have the most significant impact upon labour efficiency with fairly steady gains in acres farmed per labour unit employed right through to the 15,000 acre mark. Like other industries, scale makes a difference when it comes to efficient and productive use of labour in Agriculture.

However the range in acres per labour unit is very large at any of the size levels – typically 3,000 to 4,000 acres from lowest to highest.

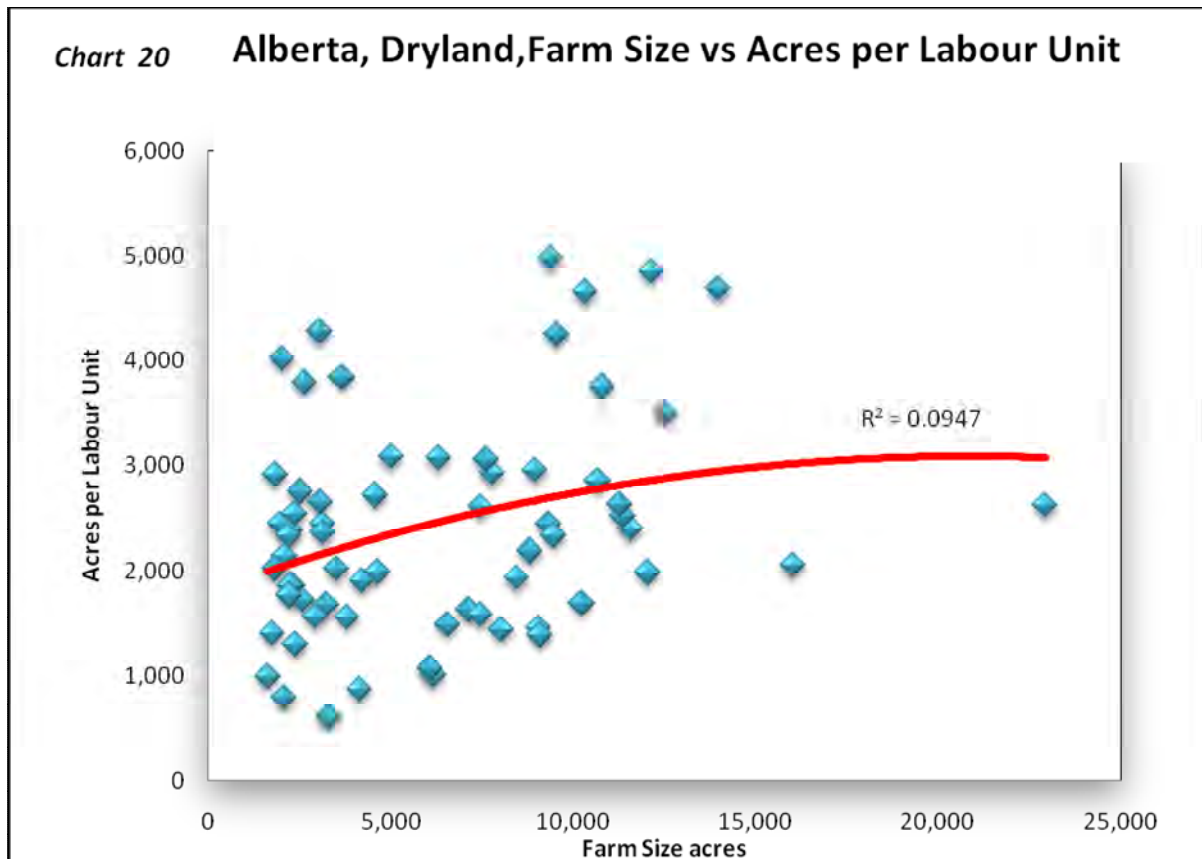
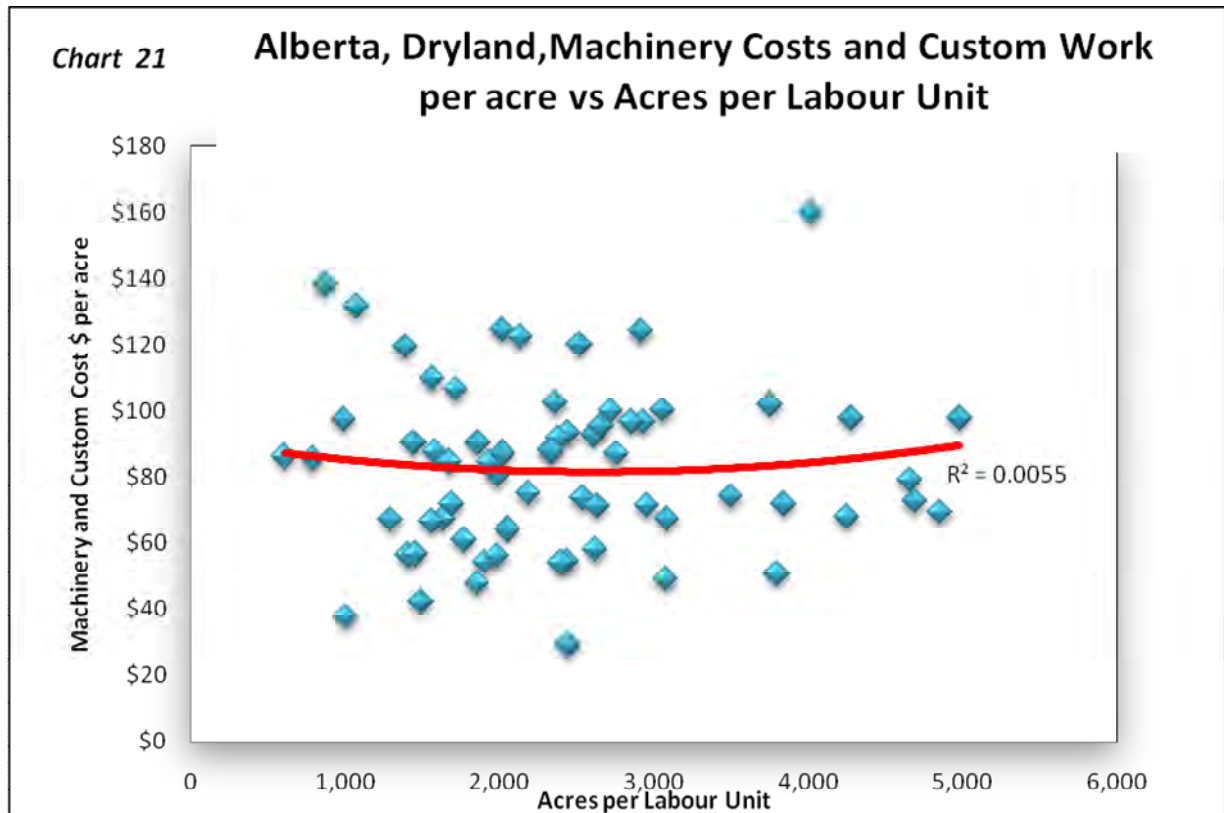


Chart 21 Machinery Costs and Custom Work per acre vs. Acres per Labour Unit

The question arises whether the rising costs of operating machinery as seen in Chart10 are offset by decreasing labour costs as the farm gets more efficient – although as we have already seen in Chart 19 there appear to be minimal gains in efficiency at best. In this instance we need to factor-in the impact of custom work as this contains both machinery and a labour cost elements. Evidently as we see in Chart 21 as the labour efficiency increases there are marginal declines in Machinery Costs and Custom Costs per acre.



PRODUCTIVITY

Chart 22 Fertilizer Costs vs. Gross Margin per acre – Dryland

Chart 22 shows a fairly neutral impact of fertilizer costs upon Gross Margin (excluding grade effects upon price). This is all of the dryland crops although the acres are dominated by Wheat, Barley and Canola. However, 2009 was a season characterized by rapid declines in fertilizer prices and those that purchased early paid significant premiums over those that purchased later. This phenomenon may have distorted Chart 22.

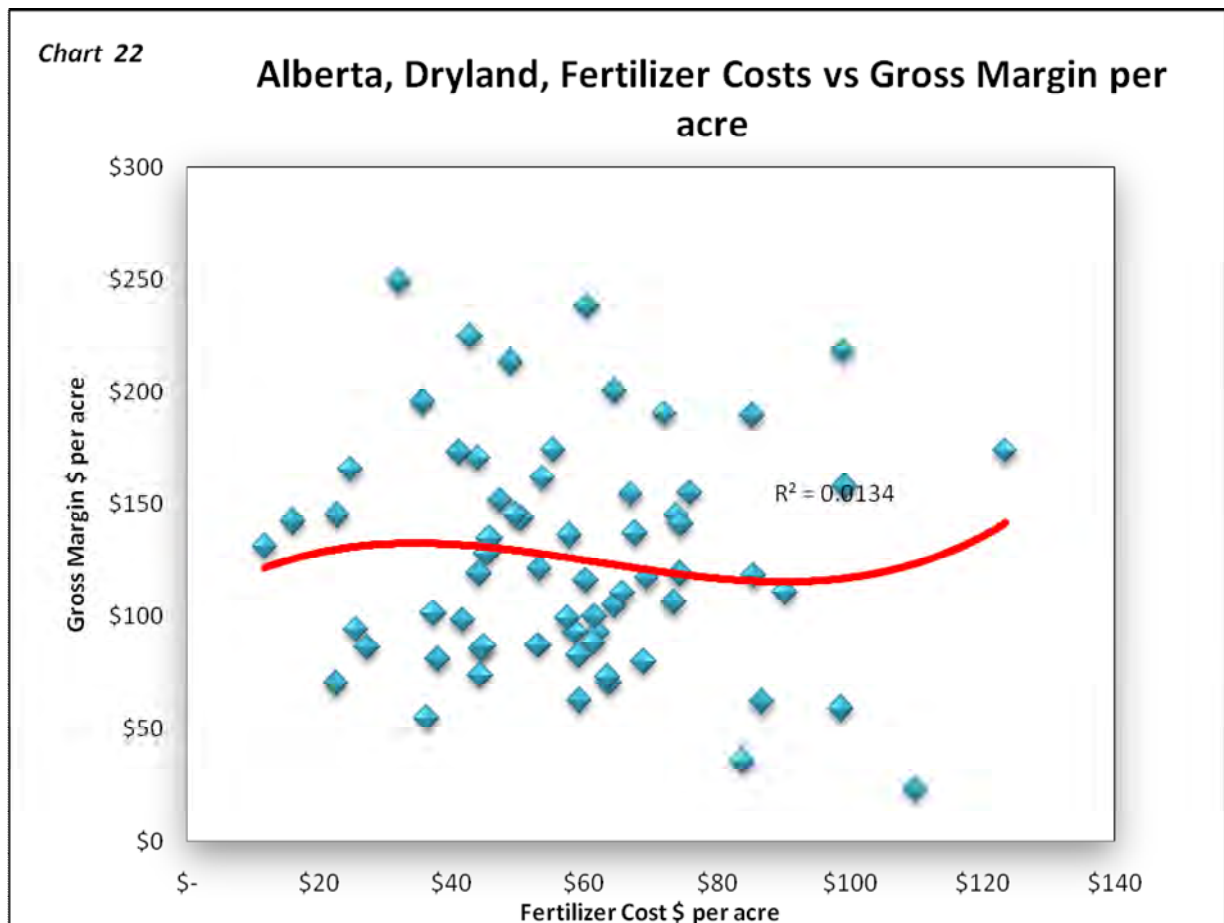


Chart 23 Chemical Costs vs. Gross Margin per acre – Dryland

Perhaps more surprisingly was a general decline in the Gross Margins with increasing chemical costs. Going against the plentiful research data, this chart becomes hard to explain and probably bears further study before coming to too many conclusions. In fairness, many of the impacts of crop protection products will be upon quality (and therefore price, not measured here) and this is one season's data which included a significant representation in the Peace region suffering the effects of drought.

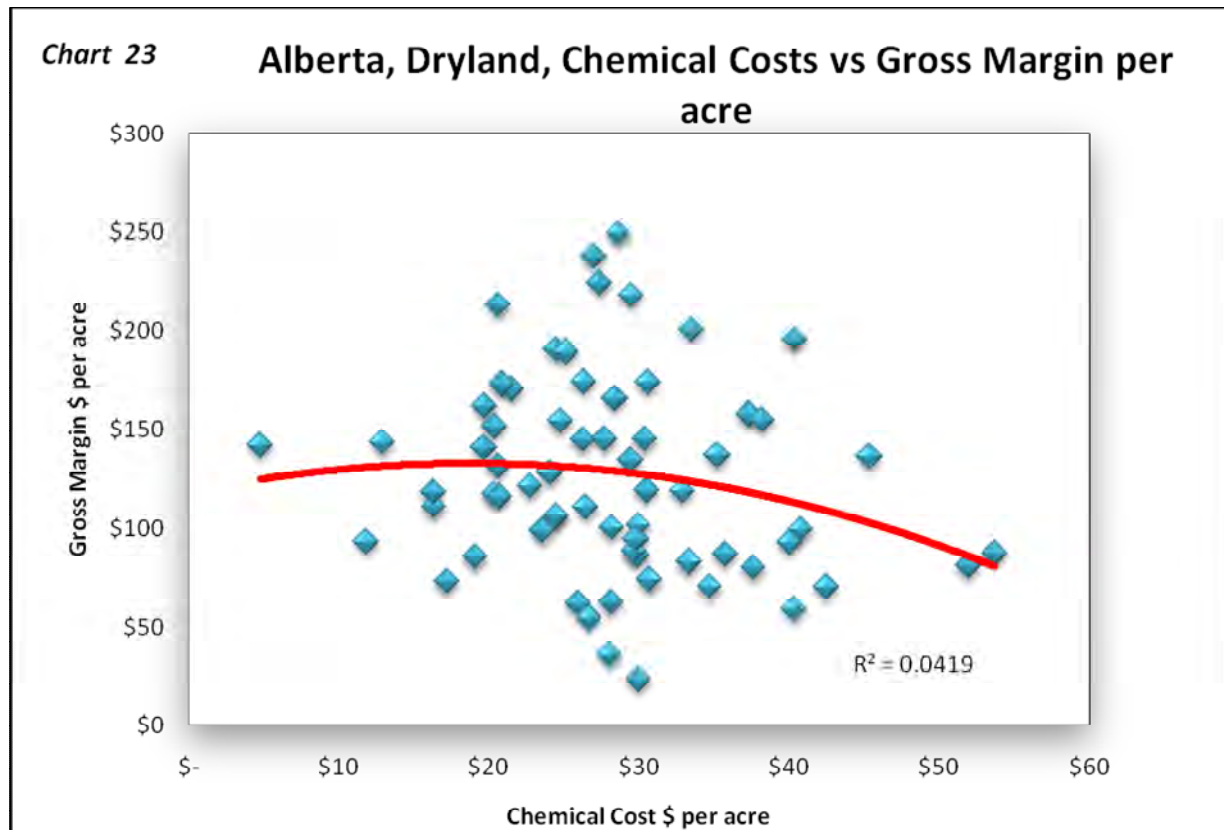
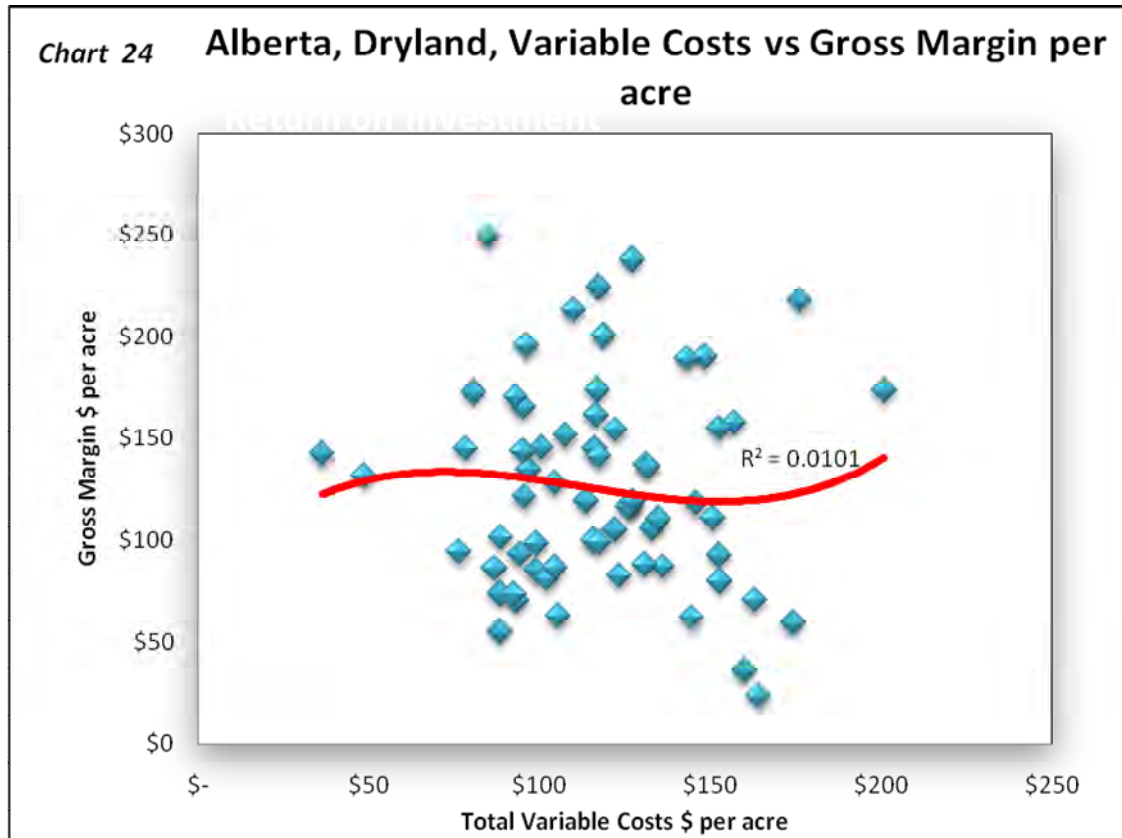


Chart 24 Variable Costs vs. Gross Margin

A chart of Total Variable Costs vs. Gross Margin takes into account seed costs and production insurance costs but shows a very similar, fairly inconclusive result to the previous two charts.



PROFITABILITY FACTORS

Chart 25 Fixed Costs vs. Net Income

Chart 25 underlines the importance of Fixed Cost control in the determination of Net Income. In 2009 on Dryland Farms experiencing cost and price pressure across the Province and yield pressure in the Peace Region farms with high cost structures (above about \$150 per acre of Fixed Costs) stood little chance of being profitable. Indeed nearly two thirds of the farms surveyed (predominantly Northern farms) were in this category.

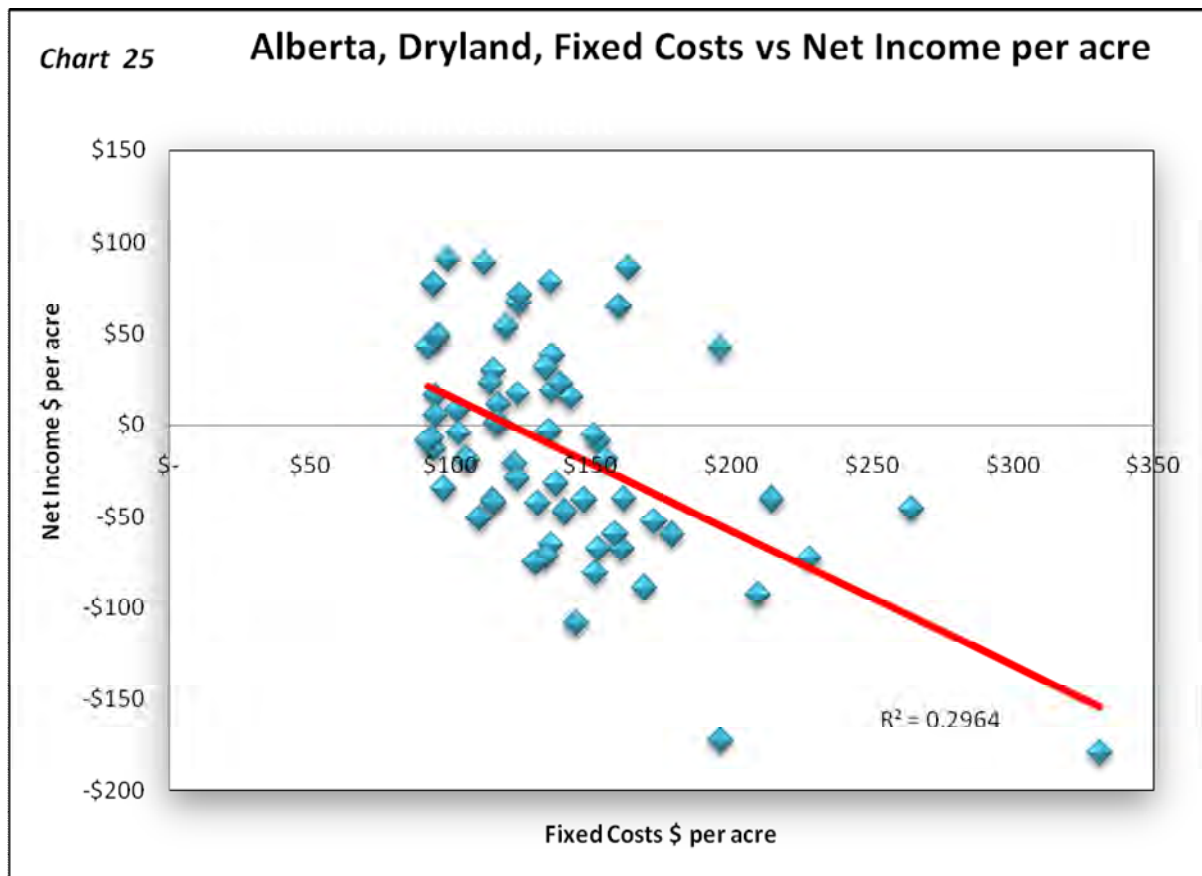


Chart 26 Net Income as a Percentage of Gross Income

Chart 26 reinforces Chart 25 showing that profit for the most part was not attained reliably until Gross Income exceeded \$225 per acre. Typically Net Income was in the range of 0% to 20% of the Gross Income.

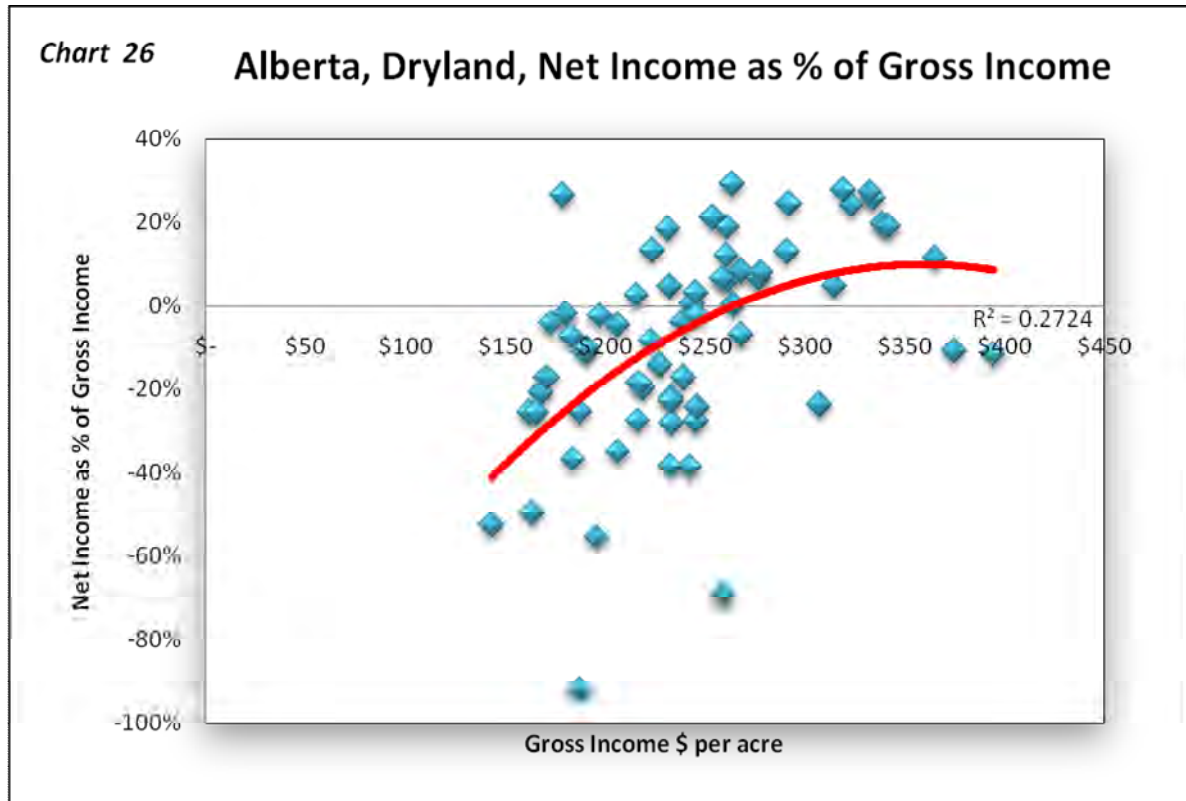


Chart 27 Net Income as a Percentage of Gross Margin

Chart 27 meanwhile demonstrates the strong correlation between Gross Margin and Net Income with positive Net Income not occurring until Gross Margin exceeds \$150 per acre and peaking-out at Net income of around 40% of Gross Margin.

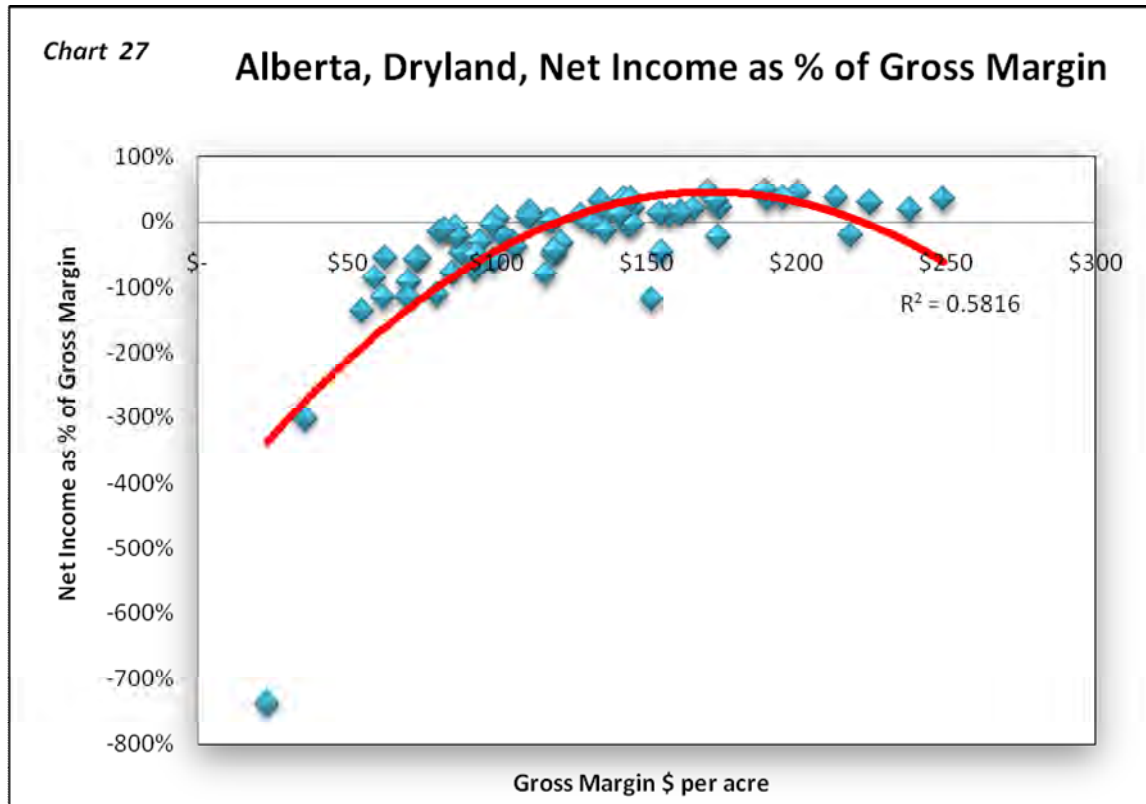


Chart 28 Gross Margin as a Percentage of Gross Income

Alternatively one can look at Gross Margin as a % of Gross Income and that ranged on the Dryland from about 40% up to about 60% in 2009.

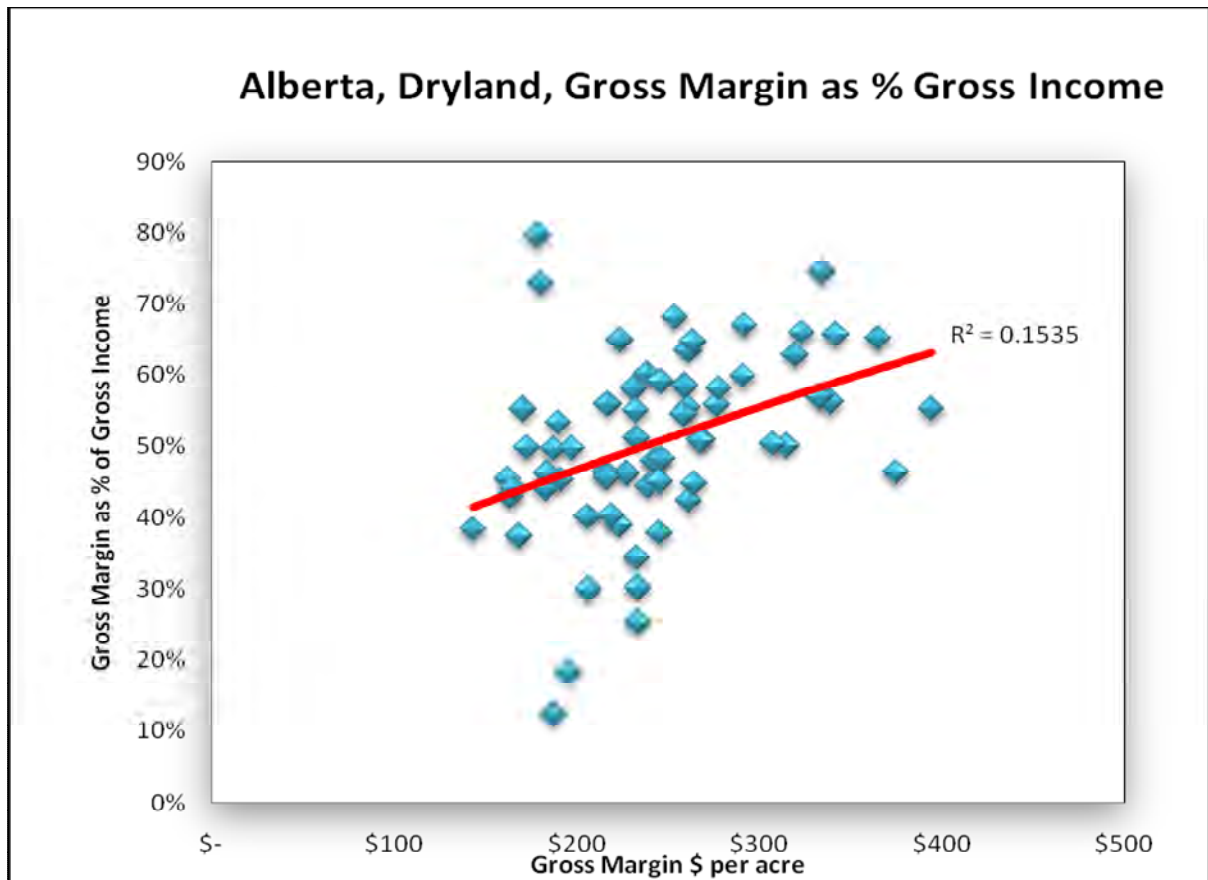
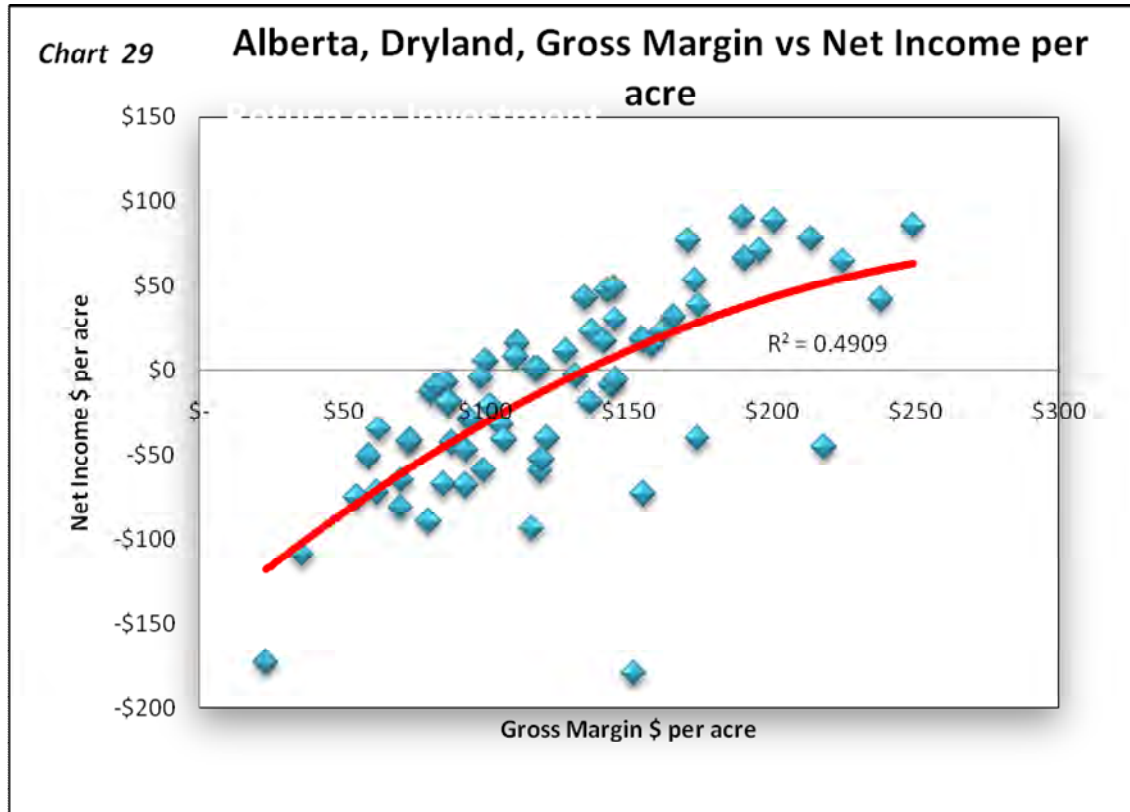


Chart 29 Gross Margin vs. Net Income

Finally the correlation between Net Income and Gross Margin is shown in Chart 29 indicating the importance of achieving good gross margins.



INVESTMENT AND COST OF PRODUCTION

Chart 30 Investment per acre vs. Cost of Production Dryland Wheat

Leading on from Chart 14 that looked at the impact of Machinery Investment upon Wheat (All Types) upon the Cost of Production, Chart 30 looks at Total Investment vs. Cost of Production. After a slight decline in cost of production over the investment range the trend-line climbs back up although the correlation is not strong.

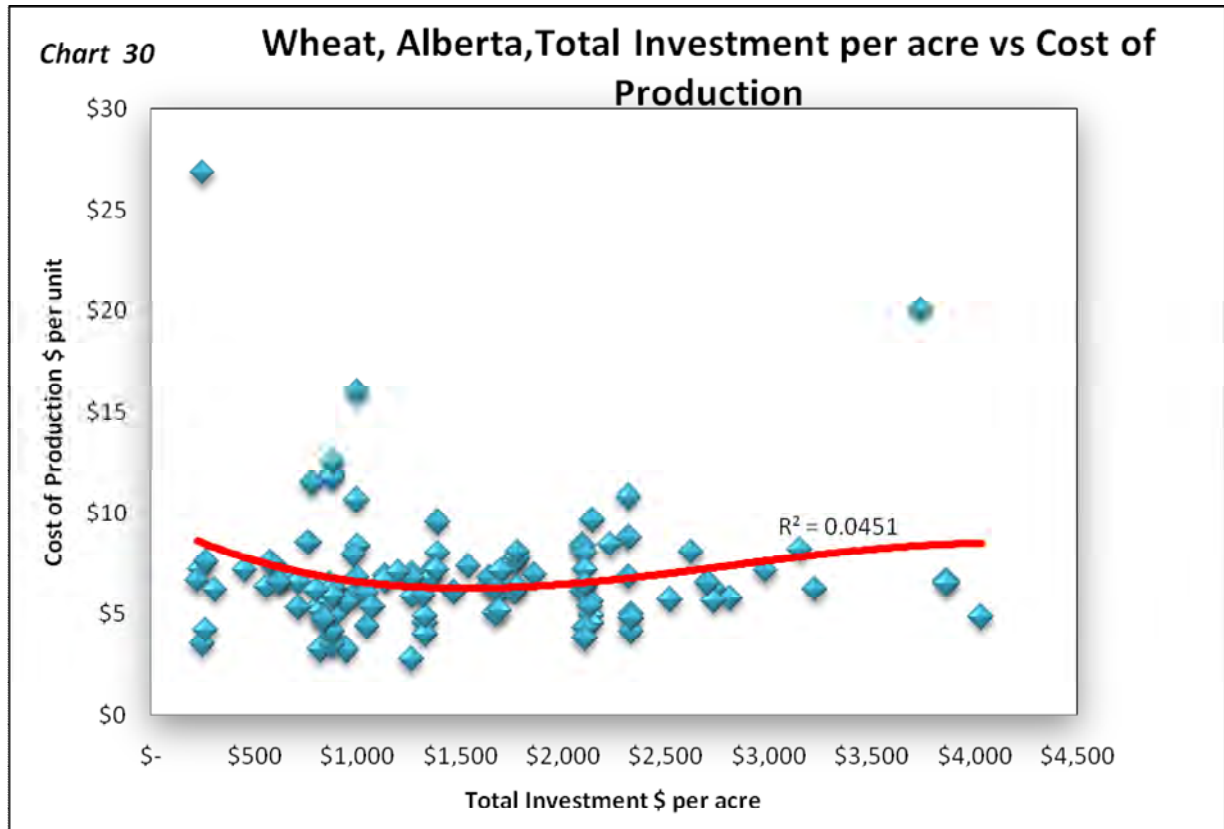


Chart 31 Investment per acre vs. Cost of Production Dryland Barley

For Barley (Feed and Malt) it appears that the benefits of increased land cost in terms of greater productivity is not enough to outweigh the higher costs associated with greater investment although COP does decline slightly at the higher end of the scale where there are fewer data points.

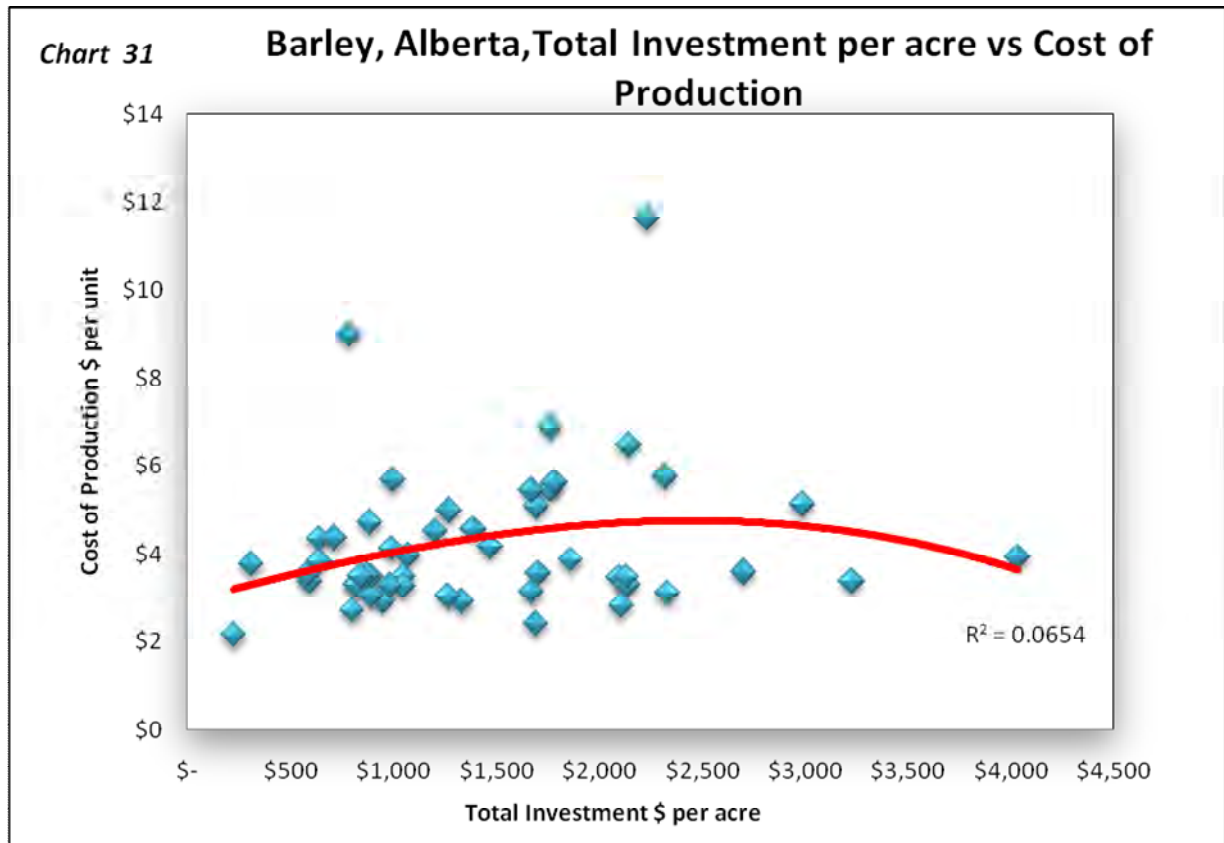


Chart 32 Investment per acre vs. Cost of Production Dryland Canola

Canola produces a similar chart to Wheat with an initial decline before an up-trend after about \$2,000 per acre.

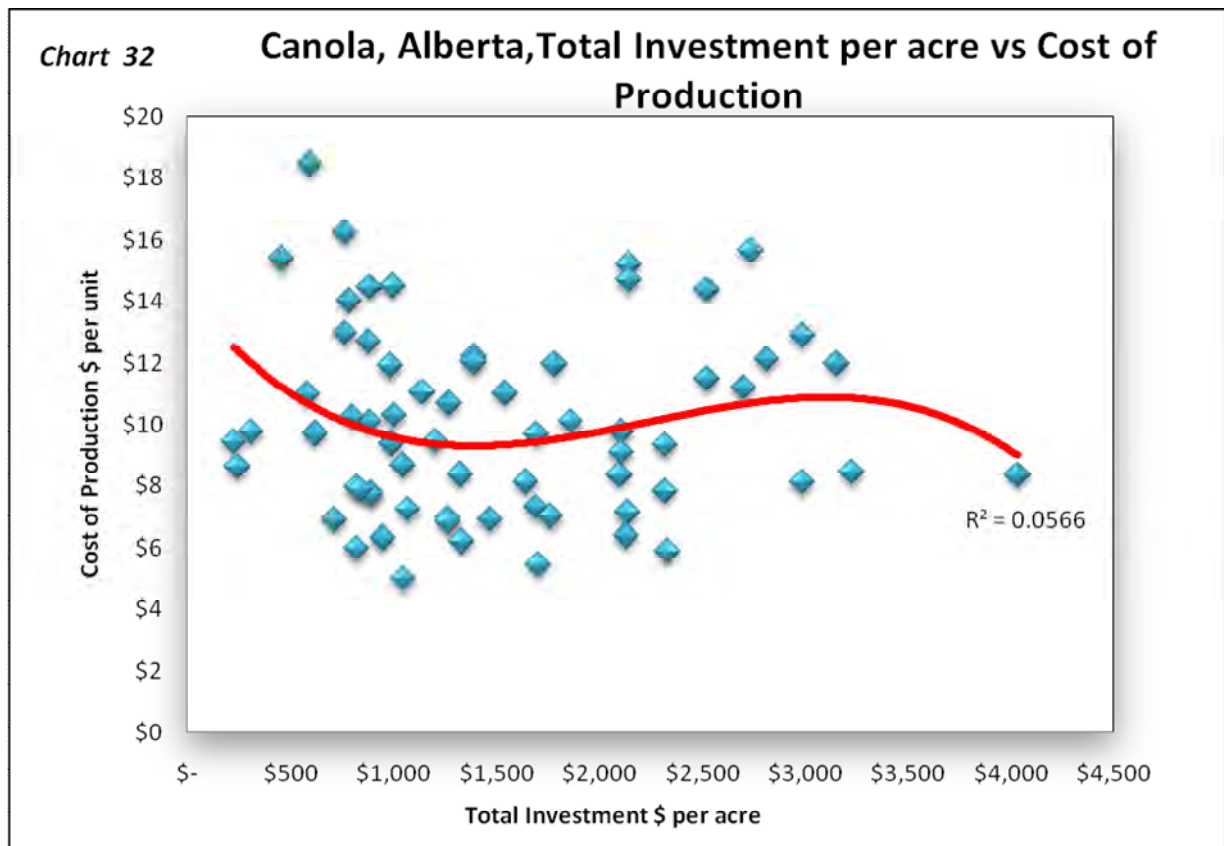
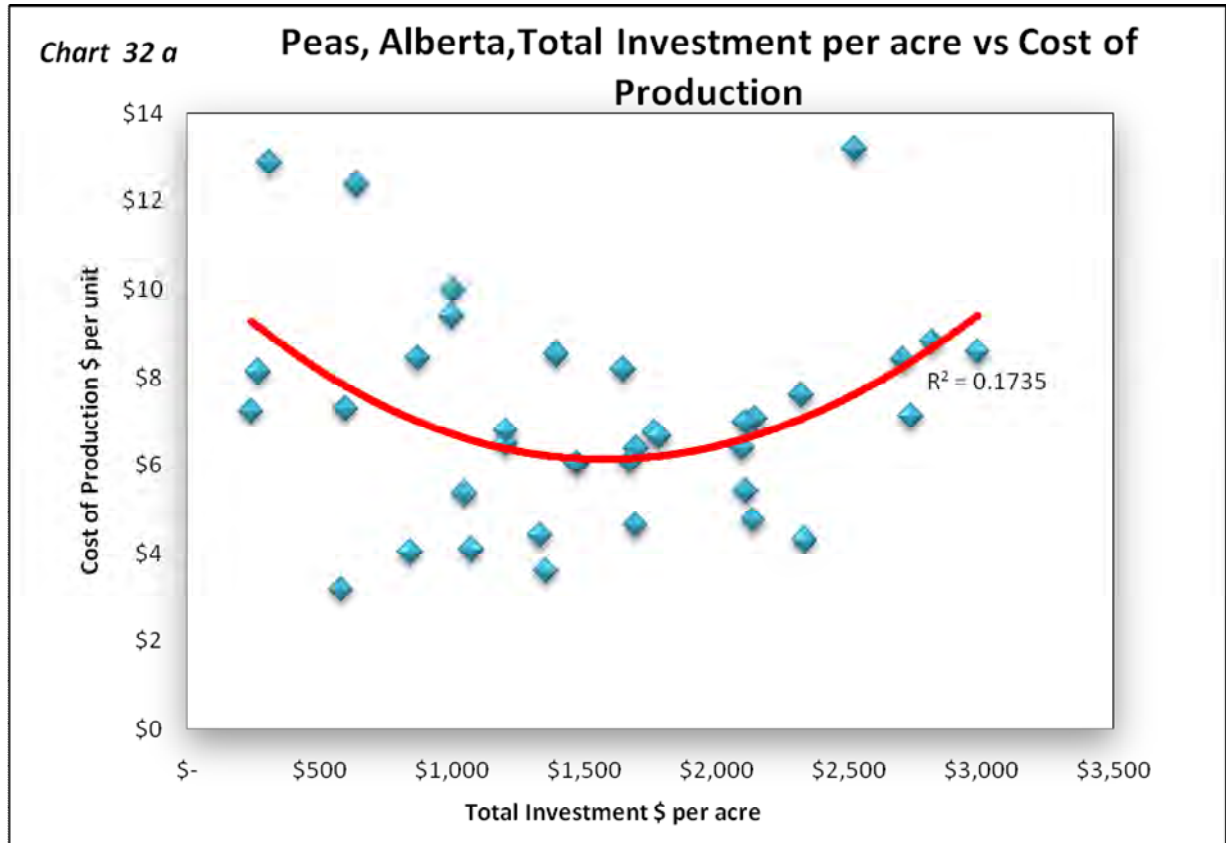


Chart 32 a Investment per acre vs. Cost of Production - Dryland Peas

Peas (Green and Yellow) produce a chart unlike the other major dryland crops suggesting that they are not that responsive to land quality lower down the scale but trending up on the higher quality, more expensive land.



MANAGEMENT PRACTICES AND COST OF PRODUCTION

Chart 33a Cost of Production vs. Variable Costs per acre – Dryland Wheat

Arguably as Variable Costs (and therefore inputs) increase there should be a yield response – this is after all what managers are seeking in their input decisions. Increasing yield has a powerful effect upon Cost of Production (see Chart 33b) as yield dilutes the fixed costs even if variable costs are accumulating.

The following four charts show cost of production (per bushel) of the four main dryland crops plotted against variable costs (seed, fertilizer, chemical and production insurance) per acre (/ac). They seem to fly in the face of decades of research and ample evidence that crop inputs have a positive impact upon yield and profitability. This study was not a crop input research trial and the results cannot be interpreted as such. All that can be said about the following charts is that in 2009 the sampled farms showed, for the most part, that those that used the highest inputs tended to be the least profitable and have the highest cost of production. However, within each of those farms they quite well could have been experiencing, under their prevailing market and weather conditions and their management positive and profitable responses to their crop input decisions.

Dryland Wheat in 2009 saw level to marginal increases in Cost of Production as input costs increase despite the powerful downward effect upon Cost of Production from increasing yield.

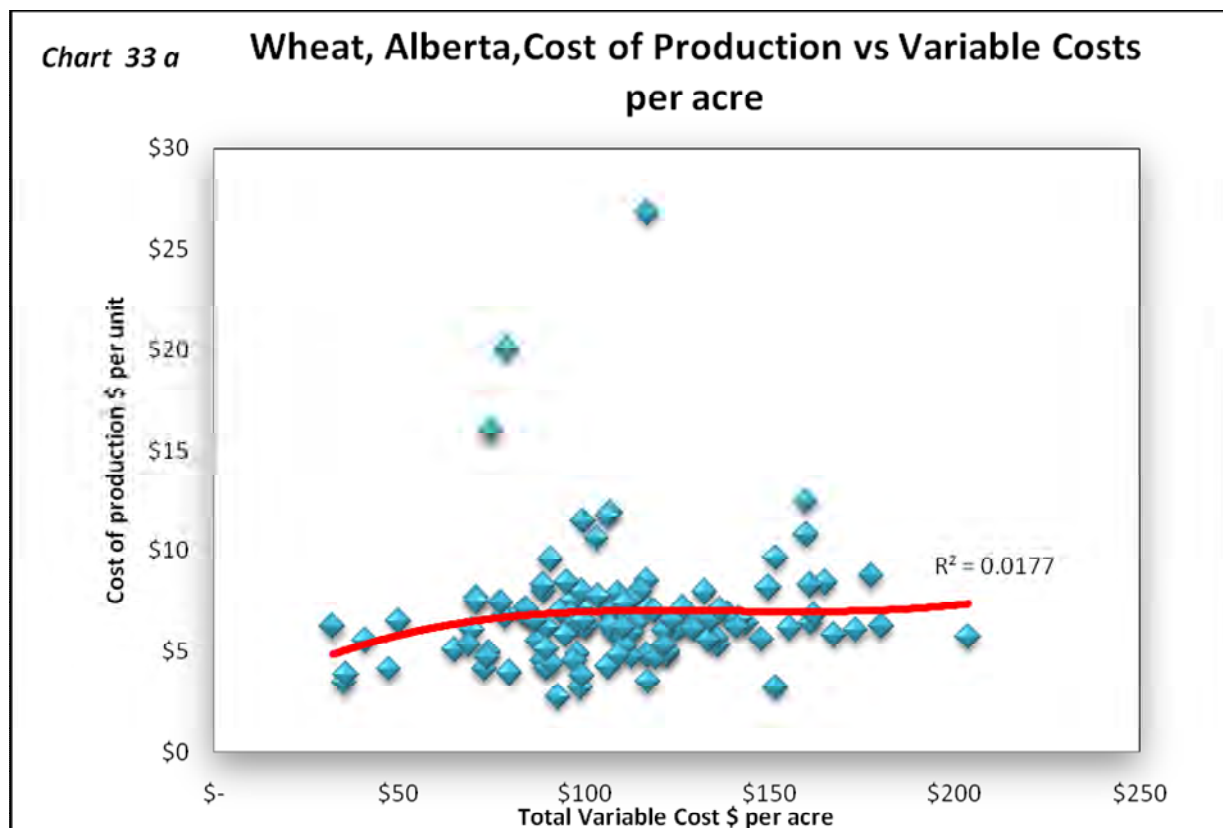


Chart 33b Cost of Production vs. Variable Costs per acre – Dryland Barley

Probably the most striking of the major dryland crops in this regard Barley does indeed behave as expected with Cost of Production generally declining as input costs increase.

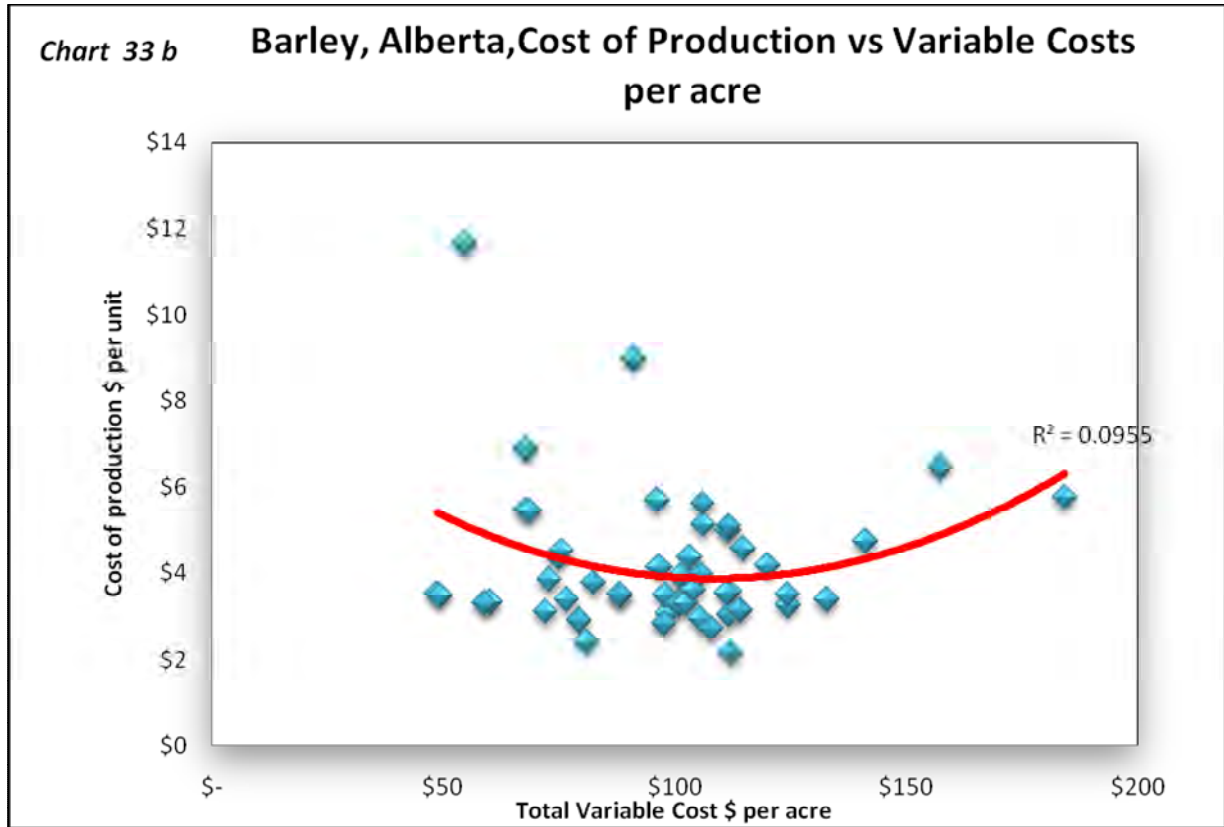


Chart 33c Cost of Production vs. Variable Costs per acre – Dryland Canola

Canola produces a very similar chart to Wheat with a generally flat to slightly trending-up of the chart.

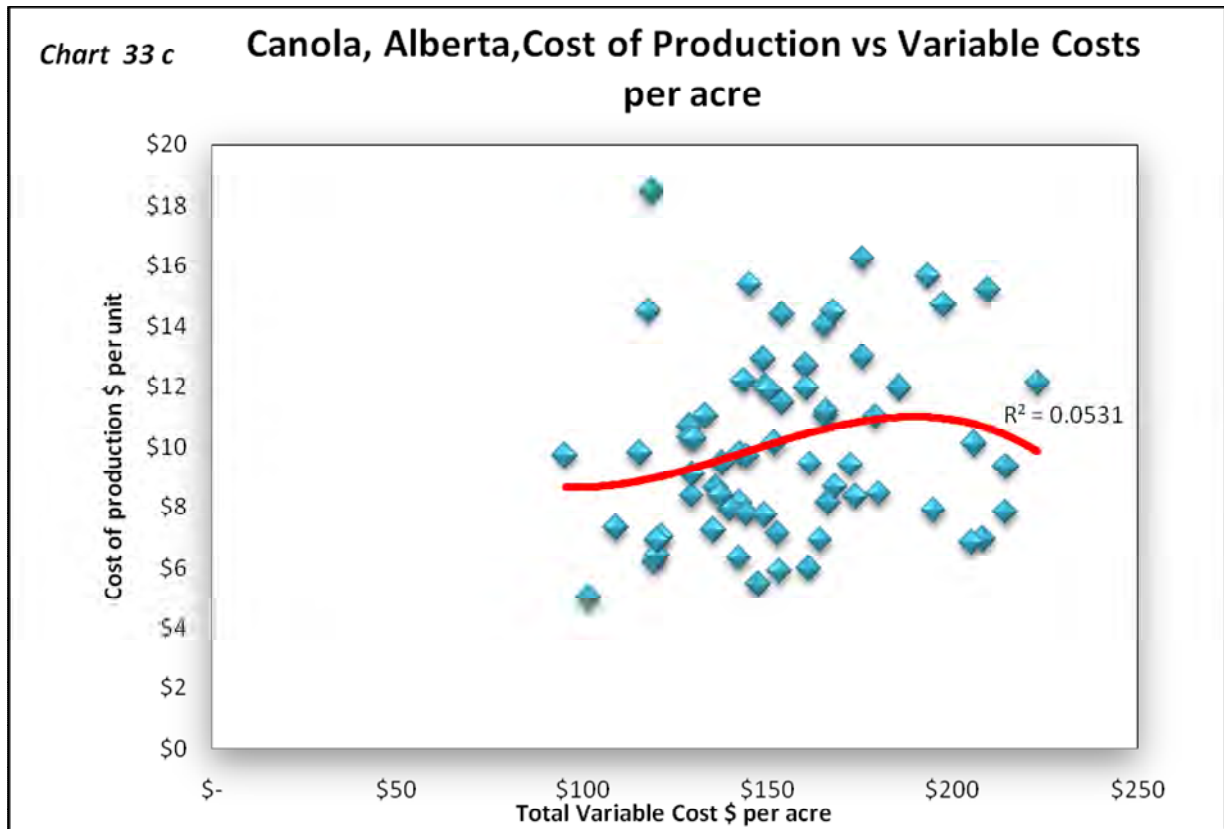


Chart 33 d Cost of Production vs. Variable Costs per acre – Dryland Peas

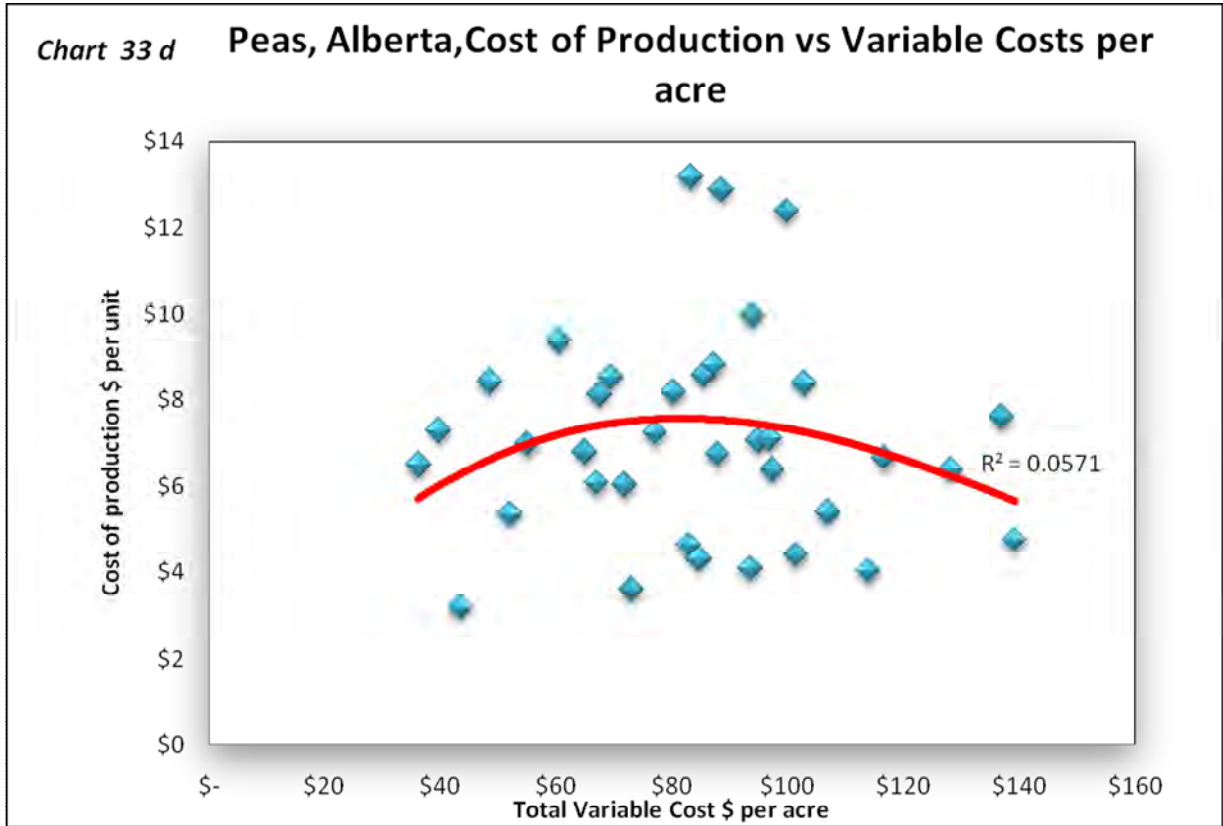


Chart 34 a Yield vs. Cost of Production – Dryland Wheat

The next four charts all demonstrate the strong relationship between Cost of Production and Yield. The overriding determinant of Cost of Production is yield with cost control coming in as a strong second.

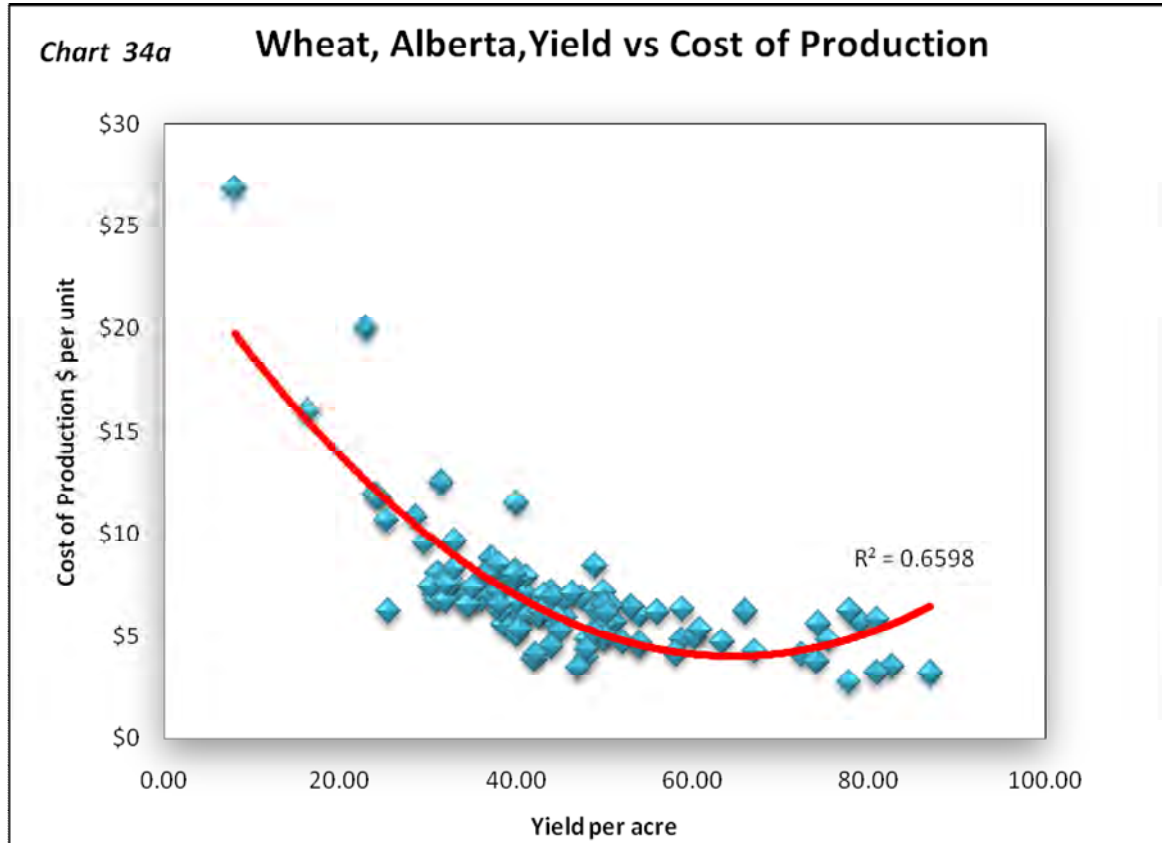


Chart 34 b Yield vs. Cost of Production – Dryland Barley

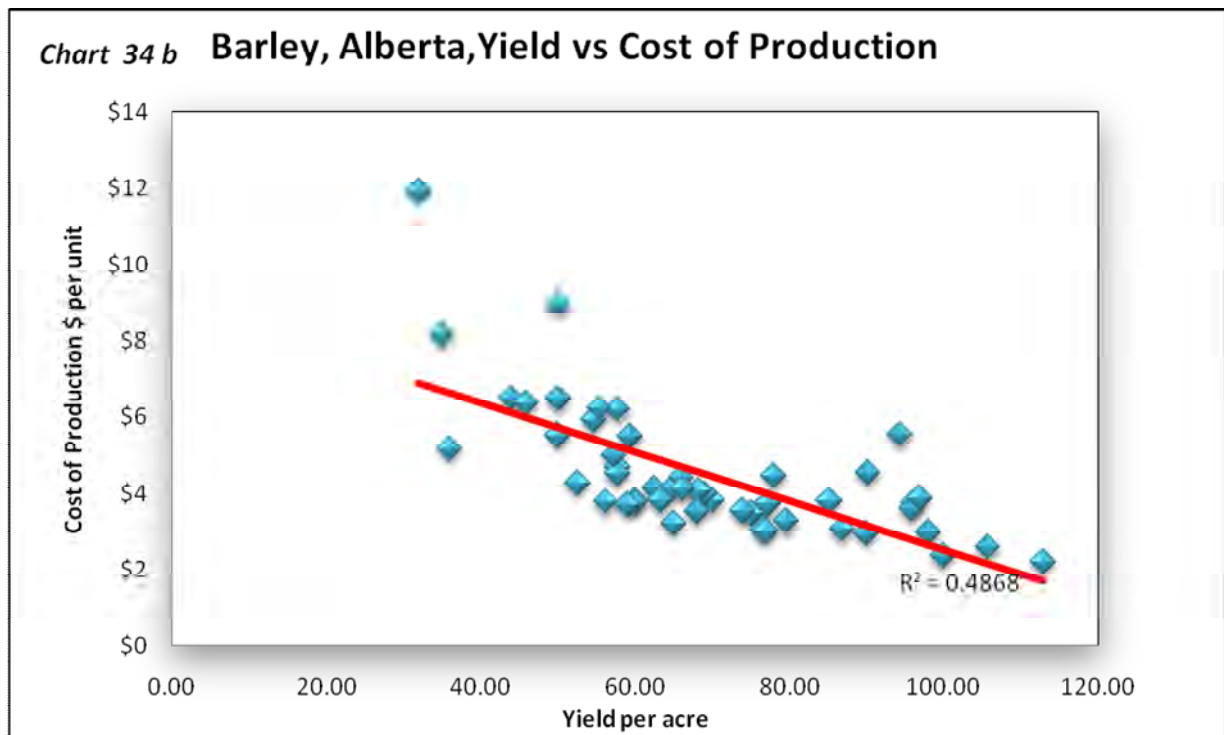


Chart 34 c Yield vs. Cost of Production – Dryland Canola

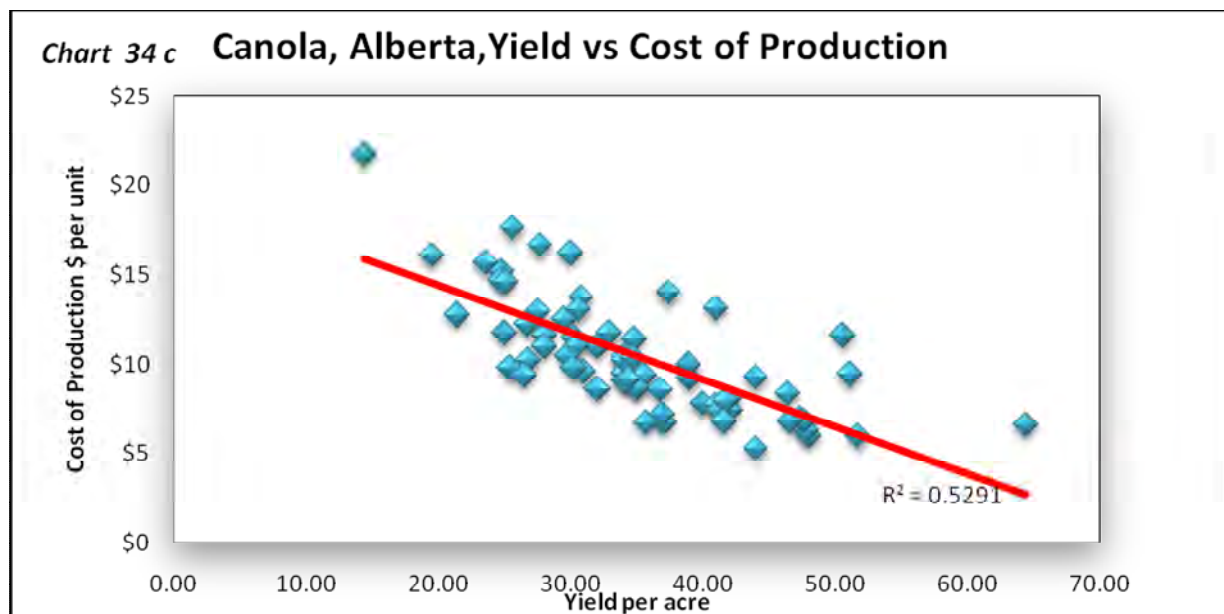
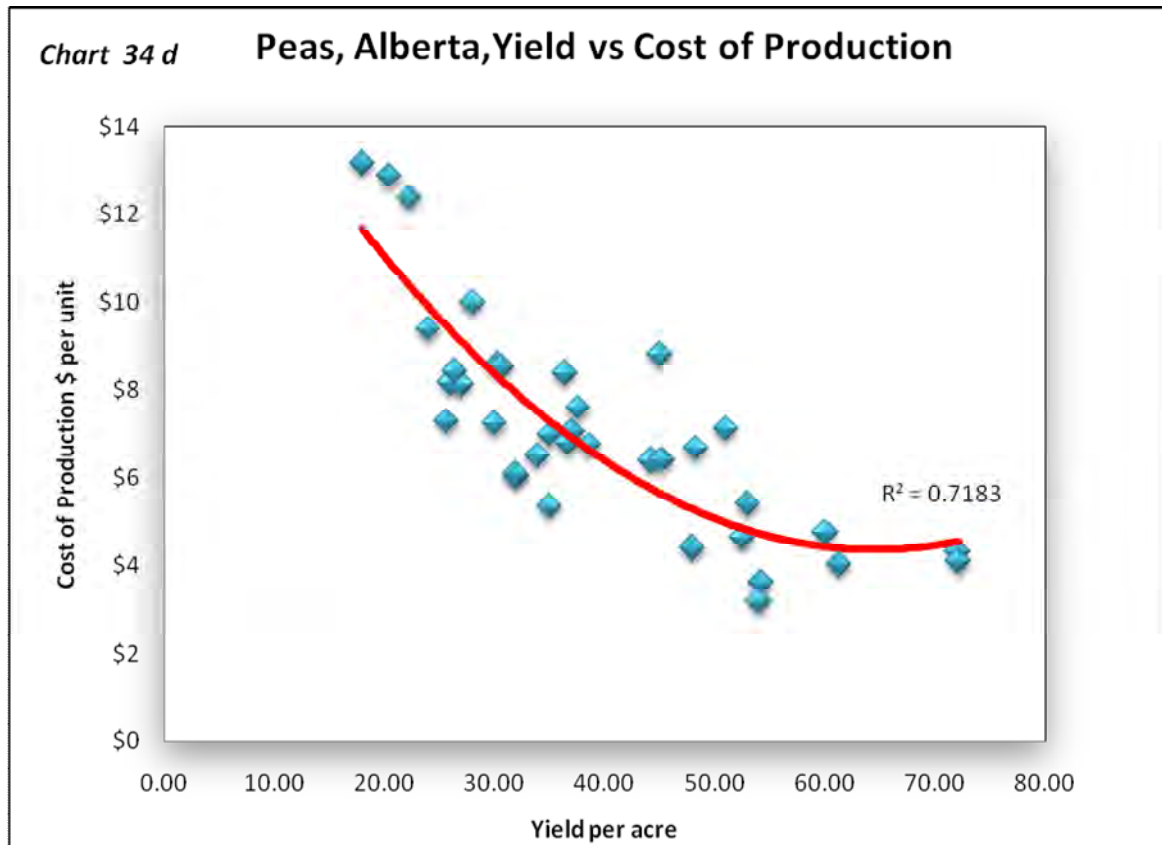


Chart 34 c Yield vs. Cost of Production – Dryland Peas



SUMMARY AND CONCLUSIONS

On Dryland farms in 2009, increased investment levels showed corresponding higher costs that were large enough to offset the value of any productivity gains that may have been gained from that investment. At higher crop pricing or lower input cost levels this response may have been different. Net income was therefore more or less static throughout the range of investment (land, buildings and machinery) seen which ranged from \$500 per acre up to over \$3,500 per acre. This tends to support the hypothesis that to a significant extent it is net returns that stimulate investment on dryland farms and not the other way around. In other words, when the money is available or even anticipated then farmers invest and when they do, when looked at retroactively like this they appear to have overinvested in many cases.

Also of course, in much of Alberta the farmers' primary, and favourite asset, land has its price heavily influenced by non-farming factors which tends to inflate its price beyond what farming returns can justify. This also leads to generally low Return on Investment (ROI) from farming although the increasing value of this asset lends considerably to the wealth increase of these farms over time. Thus we see that increasing land investment in this study only increases ROI up to a point and then it tends to flatten-out and even decline as non-farming influences take over. This is more apparent in the South (where the population concentrates) than the North.

Increasing farm size does permit significant gains in the efficiency of machinery use (as demonstrated by Machinery Investment and other related costs) and labour use (as shown by increasing acres farmed per labour unit or lower hours per acre). However, the wide variance in results also shows that mere size is not enough; the management of each farm is a critical factor in the successful exploitation of size with many of the largest farms being outperformed by smaller counterparts in these two areas.

There is a strong, but not altogether surprising correlation between increasing machinery investment and increasing machinery costs (defined as depreciation, interest on the investment, repairs and fuel) that takes a larger and larger "bite" out of the gross margins on these farms to the extent that eventually profit becomes impossible as so much of the income is dedicated to owning and operating the machinery. Generally, with the major crops at least, increasing machinery investment led to increasing Cost of Production as any yield increases that may have come as a result of that investment were overcome by the escalating costs of owning and operating the machinery used to grow those crops.

In 2009 it was evident that those farms with the highest direct costs and the highest input levels generally made less money and had higher cost of production than those farms at lower levels. This is not to say that there was somehow a negative impact upon production from using higher inputs. This study was not a scientific trial of various types of input and cannot be interpreted as such. The farm locations and their diverse management practices make comparability almost impossible. All that can be said was that in 2009 at least, within this sample the higher input operations made less money than the lower input operations.

Where the investment per acre in machinery was greater relative to the investment in land the ROI tended to be lower. However there were regional differences with the North showing an up-trend once machinery investment exceeded the land investment and in the South the up-trend occurred at about 30%. The North, with its somewhat lower land investment (cheaper land and more rented land) also had more cash flow available to support increased machinery investment and so tended to do so.

Evidently 2009 saw weak to low returns across all farms as many encountered poor growing conditions (Peace Region), inflated direct costs (an overhang from the previous season that abated later in 2009 to the extent that those farms that purchased inputs later enjoyed significant cost advantages over their early counterparts), inflated fixed costs (as a result of boosted investment levels in the prior more bountiful year) and commodity prices closer to long term averages (as the worldwide recession took hold and the Canadian Dollar strengthened). Against this backdrop, higher investment levels do not generally seem worthwhile.

APPENDIX I: DATA COLLECTION TEMPLATE

Study to Assess Cost of Production, Investment Levels, and Productivity of Grain Farms in Alberta for the 2009 Crop Year

Thank you for taking the time to be a part of this exciting project. We see this as a leading edge project that will be invaluable to you, by delivering a cost of production report detailing all variable and fixed costs on your grain operation. this report will create specific detailed industry benchmarks. You will receive investment and productivity levels for your farm, which will then give you the ability to compare yourself to industry benchmarks. You will also have the peace of mind knowing you are comparing apples to apples, since the methodology applied to all farms; and used in the report will be consistent. **Please note that all personal information will remain confidential.**

This report is fully funded by the government; therefore the direct cost to you is \$0. In return for the information provided to you above, we are asking for some of your time to assist in providing and specifying details for certain investments and costs relating to your crop operation as outlined in the following worksheets.

If you have any questions or concerns, don't hesitate to contact:

Mark Wobick, PAg.
FARM MANAGEMENT CONSULTANT

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CELL 403.315.4728
TOLL FREE 1.800.661.8097
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MEYERS NORRIS PENNY LLP
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Instructions for Completing Your Farm Data

Each tab in this spreadsheet requires you to complete some detailed information for your operation relating to the crop produced in 2009. Please ensure that you scroll down the page to ensure that you have filled in all the information requested.

Crop COP Page

We have created these worksheets to be as straight forward as possible. We cannot stress enough, that we need the actual costs and results for you 2009 crop. For the crop worksheet, costs on a crop by cop basis are needed for all of your grain crops (We do not need information for forage or pasture land). Most of this information relates to productivity and costs per acre. We also want to stress that we need your physical seeding rate as well as actual fertilizer use of N P K S per acre for each crop.

Also note we are only asking for direct costs, seed, fertilizer, chemical , crop insurance and other costs directly related to the crop (if any). Costs such as fuel, repairs, and equipment costs are collected from your financial statements.

Crops must also be classified according to the following crop enterprises: Dryland, Irrigated Grain, Oilseeds & Pulses, Irrigated Alfalfa, Irrigated Dry Beans, Potatoes, Alfalfa seed, Summerfallow, and Other.

As you will see some of the sheets will already have some of the preliminary data populated. This is your own farm data collected for the year end related to the 2009 crop year.

Property and Equipment

If available, we have preloaded asset descriptions for your convenience. The key method in getting non-direct costs allocated on a per acres basis is through an allocation of the costs to the grain enterprise. For straight grain farms, if there are no other costs accounted for in the financial statements, related to other farm enterprises, (e.g. Cattle, Hogs or Poultry enterprises) the allocation of all costs and investments are 100% allocated to the grain enterprise.

For a mixed farm, for example grain and cattle, a loader tractor that is mostly used for chores in the winter, and making hay in the summer, may be mostly allocated away from the grain enterprise. Generally how many hours it would be used for grain of its total, (for example, if it is used for rock picking, running an auger, etc.) what would the percent be 10%, 20%, 30%, etc. for the grain operation. Your best estimate is required here.

Farm Questions

This tab contains straight forward questions about your operation. These will provide some insights into the different types of farming practices being employed by medium to large scale grain farms in Alberta.

Crop Cost of Production Data Collection

		Acres Allocated to Other Enterprises						
Total Crop Acres	Crop Crop enterprise Acres							
-								
Total	Average							
Primary Crop	Estimated Yield Value \$/Unit							
\$0 #DIV/0!		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Secondary Crop	Estimated Yield Value \$/Unit							
\$0 #DIV/0!	Total Revenue/acre	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Crop Insurance Proceeds								
	Total Spring Price Endorsement							
	Total Crop Insurance Proceeds							
	Total Hail Insurance Proceeds							
Per financial Stmts	Total Proceeds Received	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
\$0 #DIV/0!	Proceeds per Acre	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Total Output	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Seed Costs								
	Seed Rate							
	Unit of Measure							
	Cost \$/Unit							
	TUA / Acre	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
\$0 #DIV/0!	Total Seed Cost	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Fertilizer Costs								
	\$/lb or \$/unit							
	\$per Acre							
	NH3							
	Nitrogen							
	Phosphate							
	Potash							
	Sulphur							
	Micro-nutrients							
	Other							
Per financial Stmts								
\$0 #DIV/0!	Total Fertilizer Cost	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Chemical Costs								
	Seed treatment							
	Preburn							
	In Crop							
	Desiccant							
	Pesticide							
	Fungicide							
	Other							
Per financial Stmts								
\$0 #DIV/0!	Total Chemical Cost	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Production Insurance								
	Crop Insurance							
	Spring Price Endorsement							
	Hail Insurance							
Per financial Stmts								
\$0 #DIV/0!	Total Insurance Cost	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Direct Costs								
	Annual water rates							
	Other							
	Other							
\$0 #DIV/0!	Total Other Direct Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Direct Costs		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Gross Margin		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Crop share Details								
		Acres Allocated to Other Enterprises						
		Other	-	-	-	-	-	-
		Other						
	Acres Crop Shared							
	Percent of Crop							
	Percent of Inputs paid by landlord							
	Seed							
	Fertilizer							
	Chemical							
	Other							

Property and Equipment

Import Fixed Assets
Sort By Type

2009 Equipment List - Please ensure the list is accurate for the 2009 crop year. Enter N/A where a piece was no longer on the farm
 For each piece of equipment used in the cropping enterprise, please enter the market value and % allocation to the appropriate crop enterprise
 For any pieces of equipment not used at all on the crop operation, just leave as blank
 If there is equipment associated with custom work, custom trucking, etc. Please allocate this percentage of equipment to "Other"

- Have you included the following:
- ___ Buildings
 - ___ Grain bins
 - ___ Quonsets
 - ___ Other Colony Farm buildings
 - ___ Farm machinery
 - ___ Pivots
 - ___ Irrigations equipment

Description	Type	2009 Closing FMV	% allocated to Dryland	% Allocated to Irrigated Grain & Oilseeds	% Allocated to Irrigated Alfalfa	% Allocated to Irrigated Dry Beans	% Allocated to Potatoes	% Allocated to Alfalfa seed	% Allocated to Summerfallow	% Allocated to Other	Total
Totals:		\$0.00									0%
											0%
											0%
											0%
											0%
											0%
											0%
											0%
											0%
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Farm Questions

Please Remember - All information is to be filled out for the 2009 crop

Farm Name

Black Soil Zone	Brown Soil Zone	Dark Brown Soil Zone	Grey-Wooded Soil Zone	Peace Region
What soil zone is the farm predominately located in? Select one by 'X'				

Acres Farmed in 2009	Dryland	Irrigated Grain & Oilseeds	Irrigated Alfalfa	Irrigated Dry Beans	Potatoes	Alfalfa seed	Summerfallow	Other	Total Acres
Total Acres farmed	-	-	-	-	-	-	-	-	-
Total Acres Cash Rented from arm's length parties	-	-	-	-	-	-	-	-	-
Total Acres Share rent from arm's length parties	-	-	-	-	-	-	-	-	-

Investment Details									
Market Value per acre - Owned land	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Market Value of Owned Land									

Market Value per acre - Rented land	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Market Value of Rented Land									

Cash rent expense \$/acre									
Annual Cash Rental Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Leased Buildings and Machinery	Description	Type	Fair market Value	% allocation							Other Farm Enterprises
				Dryland	Irrigated Grain & Oilseeds	Irrigated Alfalfa	Irrigated Dry Beans	Potatoes	Alfalfa seed	Summerfallow	

Equipment Ownership	Description	Equipment type	In 2009 You owned this equipment for X Years		You owned its predecessor for X years		What year do you expect to trade it in?		Do you typically buy New	
				Model Year						
		Tractor								
		Sprayer								
		Combine								

Farm Management Practices

What type of seeding system do you predominately use?

Do you participate in crop insurance?

Do you participate in AgriStability?

Do you use certified seed for wheat and barley?

Do you use GPS Systems?

Did you employ arms-length (not related) labour?

How often do you use fungicides?

Do you use consultants for:

Business Management

Agronomy

Variable rate technology

Marketing

Other

Custom work	Type	How many acres did you pay for custom work?	How many acres did you receive custom work income for?
	Seeding		
	Spraying		
	Swathing		
	Combining		
	Trucking		

Labour

Labour - 2009 Crop Enterprise

Note: Labour use here is to measure physical on farm/field tasks, fixing machinery, field prep, hauling inputs and grain. It is not related to, "management" marketing time, procurement, etc. As this is more difficult to measure and more dependant on individuals rather than farm size.

Please ensure that you allocate the total hours of farm activity at the bottom of the page.

Activity		Unpaid				Total	Employees					Paid Total	Total Hours
		Labour	Family	Family	Family		Emp. 1	Emp. 2	Emp. 3	Emp. 4	Emp. 5		
Field work & Seeding	Hrs/day												
	No. of Days												
	Total	0	0	0	0	0	0	0	0	0	0	0	0
Fertilizing, Spraying,	Hrs/day		0										
	No. of Days												
	Total	0	0	0	0	0	0	0	0	0	0	0	0
Swathing, Combining, Other Harvesting	Hrs/day												
	No. of Days												
	Total	0	0	0	0	0	0	0	0	0	0	0	0
Trucking	Hrs/day												
	No. of Days												
	Total	0	0	0	0	0	0	0	0	0	0	0	0
Repairs and Maintenance	Hrs/day												
	No. of Days												
	Total	0	0	0	0	0	0	0	0	0	0	0	0
Other	Hrs/day												
	No. of Days												
	Total	0	0	0	0	0	0	0	0	0	0	0	0
Record Keeping	Hrs/day												
	No. of Days												
	Total	0	0	0	0	0	0	0	0	0	0	0	0
Total Hours		0	0	0	0	0	0	0	0	0	0	0	0

Allocation of hours

Activity	Total Hours	Irrigated						Summerfallow	Other	
		Dryland	Grain & Oilseeds	Irrigated Alfalfa	Irrigated Dry Beans	Potatoes	Alfalfa seed			
Field work & seeding	0								FALSE	
Spraying Desiccating	0								FALSE	
Swathing, Combining, Harvesting	0								FALSE	
Trucking	0								FALSE	
Repairs and Maintenance	0								FALSE	
Other	0								FALSE	
Record Keeping	0								FALSE	
Total Hours	0	-	-	-	-	-	-	-		
Unpaid Labour Allocation	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		
Paid Labour Allocation	0	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!		

APPENDIX TABLES BACKGROUND:

Sorting of data as presented in this report has been done on a direct cost basis only. Sorting labelled Top 1/3 in these cases indicate the lowest direct costs. Direct costs include seed, fertilizer, chemical, production insurance and other production expenses. Sorting by this method doesn't necessarily imply those categorized in the Top 1/3 have 'best' overall results in terms of total costs, net revenue or even return on investment. Where tables don't include sorting by Top 1/3, it is because there are three or less observations available.

Due to data base limitations, where data in a particular table is labelled: Enterprise: Dryland Grain, it includes grain, oilseeds and pulse crops.

All sorting of tables is done initially by region (north and south) and is then broken further into other categories such as soil zone or mixed or Hutterite Colony. In certain cases this is limiting as in the example of soil zones, some soil zones run through both the north and south portions of our sample.

When referencing the Appendix tables please note there are less than three samples in the Grey Wooded Soil Zone so it is not included in the table summaries, further there are no farm samples in our data base for the Grey Soil Zone in the south region.

Where referenced as Dryland Grain in any of the Appendix tables these samples will include grain, oilseed and pulse crops. Where referenced as North & Peace in any of the Appendix tables, it will include farm samples in the survey region north of the South Saskatchewan River. Irrigation samples are only observed in the South region.

Other Points to Note:

- North samples are not included in the Brown or Dark Brown Soil Zone tables due to observations below threshold levels.
- South samples are not included in the Black Soil Zone tables due to observations below threshold levels.
- Durum and winter wheat are only included in the South region on both irrigation and dryland.
- High Oil Canola is only included in the tables in the South dryland region.
- CPS is only included in North region samples.

In the crop detail summary tables:

- Cereal and pea seed units are entered in bushels per acre whereas oilseeds, potatoes and beans are entered in lbs per acre.
- Nitrogen/Phosphorus/Potassium/Sulphur (NPKS) are expressed in units per acre and in all cases are in lbs per acre.

APPENDIX II: GRAIN, OILSEED AND PULSE ENTERPRISE SUMMARY

TOP THIRD TABLES – GRAIN, OILSEED AND PULSE ENTERPRISE (AVERAGE FARM TOTAL & \$ PER ACRE)

North and South Dryland Grain, Oilseed and Pulse Enterprise Report

Farm Type	All				All			
	South		Top 1/3		North & Peace		Top 1/3	
Enterprise	DRYLAND GRAIN		Top 1/3		DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost		2009		Direct Cost	
Soil Zone	All				All			
Measurement	AVE/Farm	AVE/Acre	Total	\$/Acre	AVE/Farm	AVE/Acre	Total	\$/Acre
Total Acres in sample	214,091		60,626		198,473		66,385	
Average seeded acres per Farm	6,906		6,063		5,837		6,035	
Number of Farms	31		10		34		11	
Primary Revenue	\$ 1,613,077.58	\$ 233.57	\$ 1,402,557.40	\$ 231.35	\$ 1,412,286.79	\$ 241.94	\$ 1,559,623.82	\$ 258.43
Total Revenue	\$ 1,613,077.58	\$ 233.57	\$ 1,402,557.40	\$ 231.35	\$ 1,419,306.00	\$ 243.14	\$ 1,580,470.00	\$ 261.88
Direct Expenses								
Seed	\$ 119,184.77	\$ 17.26	\$ 97,631.30	\$ 16.10	\$ 130,799.29	\$ 22.41	\$ 117,683.82	\$ 19.50
Fertilizer	\$ 368,594.61	\$ 53.37	\$ 203,600.10	\$ 33.58	\$ 355,624.71	\$ 60.92	\$ 320,127.36	\$ 53.05
Chemical	\$ 221,039.61	\$ 32.01	\$ 169,024.40	\$ 27.88	\$ 157,354.71	\$ 26.96	\$ 148,324.18	\$ 24.58
Insurance - Production	\$ 60,373.39	\$ 8.74	\$ 44,868.50	\$ 7.40	\$ 50,383.09	\$ 8.63	\$ 30,258.09	\$ 5.01
Other Production Expenses	\$ 2,432.94	\$ 0.35	\$ -	\$ -	\$ 1,261.38	\$ 0.22	\$ -	\$ -
Total Direct Costs	\$ 771,625.32	\$ 111.73	\$ 515,124.30	\$ 84.97	\$ 695,423.18	\$ 119.13	\$ 616,393.45	\$ 102.14
Gross_Margin	\$ 841,452.26	\$ 121.84	\$ 887,433.10	\$ 146.38	\$ 723,882.82	\$ 124.01	\$ 964,076.55	\$ 159.75
Variable Costs								
Freight_Trucking	\$ 7,699.25	\$ 1.11	\$ 5,752.67	\$ 0.95	\$ 11,506.00	\$ 1.97	\$ 17,005.50	\$ 2.82
Fuel	\$ 85,115.08	\$ 12.32	\$ 95,455.47	\$ 15.74	\$ 89,646.51	\$ 15.36	\$ 84,116.05	\$ 13.94
Custom Work Expense	\$ 23,583.91	\$ 3.41	\$ 17,092.83	\$ 2.82	\$ 40,397.01	\$ 6.92	\$ 42,248.43	\$ 7.00
R & M	\$ 128,753.44	\$ 18.64	\$ 143,480.61	\$ 23.67	\$ 159,644.10	\$ 27.35	\$ 148,050.85	\$ 24.53
Supplies & Small Tools	\$ 56,527.91	\$ 8.19	\$ 73,826.33	\$ 12.18	\$ 30,532.46	\$ 5.23	\$ 37,381.89	\$ 6.19
Operating Interest	\$ 15,173.71	\$ 2.20	\$ 20,231.51	\$ 3.34	\$ 23,806.10	\$ 4.08	\$ 15,996.14	\$ 2.65
Paid & Unpaid Labour	\$ 69,195.53	\$ 10.02	\$ 62,856.75	\$ 10.37	\$ 56,497.70	\$ 9.68	\$ 74,114.78	\$ 12.28
Utilities	\$ 60,682.66	\$ 8.79	\$ 59,830.18	\$ 9.87	\$ 53,630.91	\$ 9.19	\$ 55,677.87	\$ 9.23
Total_Operating_Expenses	\$ 446,731.48	\$ 64.69	\$ 478,526.36	\$ 78.93	\$ 465,660.80	\$ 79.77	\$ 474,591.51	\$ 78.64
Contribution_Margin	\$ 394,720.78	\$ 57.15	\$ 408,906.74	\$ 67.45	\$ 258,222.03	\$ 44.24	\$ 489,485.03	\$ 81.11
Admin & Overheads								
Equip & Building Depr.	\$ 188,139.07	\$ 27.24	\$ 165,552.93	\$ 27.31	\$ 169,619.59	\$ 29.06	\$ 167,318.92	\$ 27.72
Equipment Rent	\$ 3,142.04	\$ 0.45	\$ 4,068.00	\$ 0.67	\$ 6,970.06	\$ 1.19	\$ 7,932.59	\$ 1.31
Insurance & Licenses	\$ 60,536.62	\$ 8.77	\$ 64,557.10	\$ 10.65	\$ 63,091.94	\$ 10.81	\$ 64,826.55	\$ 10.74
Interest Long Term	\$ 35,993.76	\$ 5.21	\$ 26,417.12	\$ 4.36	\$ 22,255.10	\$ 3.81	\$ 25,932.82	\$ 4.30
Professional Fees & Misc.	\$ 42,886.65	\$ 6.21	\$ 39,592.92	\$ 6.53	\$ 32,999.12	\$ 5.65	\$ 29,486.91	\$ 4.89
Property Taxes	\$ 17,614.31	\$ 2.55	\$ 11,971.35	\$ 1.97	\$ 16,391.82	\$ 2.81	\$ 12,516.99	\$ 2.07
Rent	\$ 65,382.78	\$ 9.47	\$ 72,539.40	\$ 11.97	\$ 58,444.71	\$ 10.01	\$ 75,978.18	\$ 12.59
Total_Admin_And_Overhead	\$ 413,695.23	\$ 59.90	\$ 384,698.81	\$ 63.45	\$ 369,772.34	\$ 63.34	\$ 383,992.96	\$ 63.63
Total Cost	\$ 1,632,052.04	\$ 236.32	\$ 1,378,349.48	\$ 227.35	\$ 1,530,856.31	\$ 262.25	\$ 1,474,977.93	\$ 244.40
Net_Earnings	-\$ 18,974.46	-\$ 2.75	\$ 24,207.92	\$ 3.99	-\$ 111,550.31	-\$ 19.11	\$ 105,492.07	\$ 17.48
Return on Investment		0.16%		0.69%		-1.04%		1.45%
Investment Levels								
Invest_Machinery	\$ 1,800,106.98	\$ 260.65	\$ 1,656,695.47	\$ 273.26	\$ 1,647,084.79	\$ 282.16	\$ 1,767,293.46	\$ 292.84
Invest_Buildings	\$ 506,750.20	\$ 73.38	\$ 370,430.58	\$ 61.10	\$ 394,505.49	\$ 67.58	\$ 364,910.78	\$ 60.47
Invest_Land	\$ 8,415,170.27	\$ 1,218.50	\$ 5,351,356.63	\$ 882.68	\$ 6,561,718.24	\$ 1,124.07	\$ 6,902,278.45	\$ 1,143.71
Total Investment	\$ 10,722,027.46	\$ 1,552.53	\$ 7,378,482.68	\$ 1,217.05	\$ 8,603,308.52	\$ 1,473.82	\$ 9,034,482.70	\$ 1,497.01

North– Black Soil Zone - Dryland Grain, Oilseed and Pulse Enterprise Report

Farm Type	All			
Region	North & Peace			
Enterprise	DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost	
Soil Zone	Black Soil Zone			
Measurement	AVE/Farm	AVE/Acre	Total	\$/Acre
Total Acres in sample	72,531		38,542	
Average seeded acres per Farm	5,181		7,708	
Number of Farms	14		5	
Primary Revenue	\$ 1,415,217.86	\$ 273.17	\$ 2,232,764.40	\$ 289.65
Total Revenue	\$ 1,422,774.00	\$ 274.63	\$ 2,252,052.60	\$ 292.16
Direct Expenses				
Seed	\$ 121,651.57	\$ 23.48	\$ 172,831.60	\$ 22.42
Fertilizer	\$ 329,330.57	\$ 63.57	\$ 481,773.00	\$ 62.50
Chemical	\$ 155,656.50	\$ 30.04	\$ 221,853.80	\$ 28.78
Insurance - Production	\$ 55,903.50	\$ 10.79	\$ 69,779.20	\$ 9.05
Other Production Expenses	\$ 3,063.36	\$ 0.59	\$ -	\$ -
Total Direct Costs	\$ 665,605.50	\$ 128.48	\$ 946,237.60	\$ 122.75
Gross_Margin	\$ 757,168.50	\$ 146.15	\$ 1,305,815.00	\$ 169.40
Variable Costs				
Freight_Trucking	\$ 10,584.83	\$ 2.04	\$ 7,588.39	\$ 0.98
Fuel	\$ 87,100.36	\$ 16.81	\$ 140,714.31	\$ 18.25
Custom Work Expense	\$ 53,236.89	\$ 10.28	\$ 88,233.31	\$ 11.45
R & M	\$ 171,265.96	\$ 33.06	\$ 288,566.86	\$ 37.44
Supplies & Small Tools	\$ 41,672.28	\$ 8.04	\$ 62,196.53	\$ 8.07
Operating Interest	\$ 22,842.44	\$ 4.41	\$ 9,866.51	\$ 1.28
Paid & Unpaid Labour	\$ 63,562.56	\$ 12.27	\$ 93,007.46	\$ 12.07
Utilities	\$ 64,422.96	\$ 12.43	\$ 121,497.56	\$ 15.76
Total_Operating_Expenses	\$ 514,688.28	\$ 99.35	\$ 811,670.93	\$ 105.30
Contribution_Margin	\$ 242,480.22	\$ 46.80	\$ 494,144.07	\$ 64.10
Admin & Overheads				
Equip & Building Depr.	\$ 141,601.50	\$ 27.33	\$ 208,234.31	\$ 27.01
Equipment Rent	\$ 10,072.67	\$ 1.94	\$ 12,332.70	\$ 1.60
Insurance & Licenses	\$ 76,621.93	\$ 14.79	\$ 146,783.40	\$ 19.04
Interest Long Term	\$ 21,718.64	\$ 4.19	\$ 18,069.99	\$ 2.34
Professional Fees & Misc.	\$ 37,901.86	\$ 7.32	\$ 46,917.00	\$ 6.09
Property Taxes	\$ 22,826.63	\$ 4.41	\$ 22,110.23	\$ 2.87
Rent	\$ 69,111.29	\$ 13.34	\$ 84,684.80	\$ 10.99
Total_Admin_And_Overhead	\$ 379,854.51	\$ 73.32	\$ 539,132.44	\$ 69.94
Total Cost	\$ 1,560,148.29	\$ 301.14	\$ 2,297,040.97	\$ 297.99
Net_Earnings	-\$ 137,374.29	-\$ 26.52	-\$ 44,988.37	-\$ 5.84
Return on Investment		-1.01%		-0.15%
Investment Levels				
Invest_Machinery	\$ 1,381,544.67	\$ 266.67	\$ 2,174,590.62	\$ 282.11
Invest_Buildings	\$ 314,679.63	\$ 60.74	\$ 386,560.80	\$ 50.15
Invest_Land	\$ 9,727,319.50	\$ 1,877.58	\$ 15,791,651.60	\$ 2,048.63
Total Investment	\$ 11,423,543.80	\$ 2,204.98	\$ 18,352,803.01	\$ 2,380.88

South – Brown Soil Zone - Dryland Grain, Oilseed and Pulse Enterprise Report

Farm Type	All			
Region	South			
Enterprise	DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost	
Soil Zone	Brown Soil Zone			
Measurement	AVE/Farm	AVE/Acre	Total	\$/Acre
Total Acres in sample	71,506		27,866	
Average seeded acres per Farm	5,500		6,967	
Number of Farms	13		4	
Primary Revenue	\$ 1,125,457.38	\$ 204.61	\$ 1,405,482.25	\$ 201.75
Total Revenue	\$ 1,125,457.38	\$ 204.61	\$ 1,405,482.25	\$ 201.75
Direct Expenses				
Seed	\$ 87,999.08	\$ 16.00	\$ 86,199.25	\$ 12.37
Fertilizer	\$ 245,072.00	\$ 44.55	\$ 165,956.00	\$ 23.82
Chemical	\$ 162,512.31	\$ 29.55	\$ 163,575.50	\$ 23.48
Insurance - Production	\$ 51,874.92	\$ 9.43	\$ 80,561.50	\$ 11.56
Other Production Expenses	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 547,458.31	\$ 99.53	\$ 496,292.25	\$ 71.24
Gross_Margin	\$ 577,999.08	\$ 105.08	\$ 909,190.00	\$ 130.51
Variable Costs				
Freight_Trucking	\$ 6,905.37	\$ 1.26	\$ 7,921.42	\$ 1.14
Fuel	\$ 74,521.41	\$ 13.55	\$ 112,088.29	\$ 16.09
Custom Work Expense	\$ 26,494.63	\$ 4.82	\$ 20,357.46	\$ 2.92
R & M	\$ 118,829.86	\$ 21.60	\$ 186,447.33	\$ 26.76
Supplies & Small Tools	\$ 61,779.23	\$ 11.23	\$ 115,285.30	\$ 16.55
Operating Interest	\$ 15,595.35	\$ 2.84	\$ 37,159.07	\$ 5.33
Paid & Unpaid Labour	\$ 56,063.05	\$ 10.19	\$ 61,233.36	\$ 8.79
Utilities	\$ 47,687.06	\$ 8.67	\$ 57,419.38	\$ 8.24
Total_Operating_Expenses	\$ 407,875.97	\$ 74.15	\$ 597,911.62	\$ 85.83
Contribution_Margin	\$ 170,123.11	\$ 30.93	\$ 311,278.38	\$ 44.68
Admin & Overheads				
Equip & Building Depr.	\$ 154,746.04	\$ 28.13	\$ 151,716.89	\$ 21.78
Equipment Rent	\$ 1,475.49	\$ 0.27	\$ -	\$ -
Insurance & Licenses	\$ 47,637.35	\$ 8.66	\$ 58,072.55	\$ 8.34
Interest Long Term	\$ 21,842.90	\$ 3.97	\$ 39,070.84	\$ 5.61
Professional Fees & Misc.	\$ 35,560.38	\$ 6.46	\$ 26,484.20	\$ 3.80
Property Taxes	\$ 14,161.67	\$ 2.57	\$ 7,377.70	\$ 1.06
Rent	\$ 60,804.77	\$ 11.05	\$ 108,517.75	\$ 15.58
Total_Admin_And_Overhead	\$ 336,228.60	\$ 61.13	\$ 391,239.94	\$ 56.16
Total Cost	\$ 1,291,562.87	\$ 234.81	\$ 1,485,443.81	\$ 213.23
Net_Earnings	-\$ 166,105.49	-\$ 30.20	-\$ 79,961.56	-\$ 11.48
Return on Investment		-2.17%		-0.89%
Investment Levels				
Invest_Machinery	\$ 1,500,033.71	\$ 272.71	\$ 1,509,440.60	\$ 216.67
Invest_Buildings	\$ 381,293.97	\$ 69.32	\$ 307,712.64	\$ 44.17
Invest_Land	\$ 4,772,594.14	\$ 867.67	\$ 2,758,339.06	\$ 395.94
Total Investment	\$ 6,653,921.82	\$ 1,209.70	\$ 4,575,492.30	\$ 656.78

South – Dark Brown Soil Zone - Dryland Grain, Oilseed and Pulse Enterprise Report

Farm Type	All			
Region	South			
Enterprise	DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost	
Soil Zone	Dark Brown Soil Zone			
Measurement	AVE/Farm	AVE/Acre	Total	\$/Acre
Total Acres in sample	132,320		35,381	
Average seeded acres per Farm	8,270		7,076	
Number of Farms	16		5	
Primary Revenue	\$ 2,077,839.81	\$ 251.25	\$ 2,010,404.00	\$ 284.11
Total Revenue	\$ 2,077,839.81	\$ 251.25	\$ 2,010,404.00	\$ 284.11
Direct Expenses				
Seed	\$ 138,985.06	\$ 16.81	\$ 140,026.00	\$ 19.79
Fertilizer	\$ 465,171.38	\$ 56.25	\$ 343,856.00	\$ 48.59
Chemical	\$ 276,924.81	\$ 33.49	\$ 205,263.60	\$ 29.01
Insurance - Production	\$ 61,186.56	\$ 7.40	\$ 58,042.20	\$ 8.20
Other Production Expenses	\$ 4,713.81	\$ 0.57	\$ -	\$ -
Total Direct Costs	\$ 946,981.63	\$ 114.51	\$ 747,187.80	\$ 105.59
Gross_Margin	\$ 1,130,858.19	\$ 136.74	\$ 1,263,216.20	\$ 178.52
Variable Costs				
Freight_Trucking	\$ 5,417.75	\$ 0.66	\$ 1,640.65	\$ 0.23
Fuel	\$ 94,049.46	\$ 11.37	\$ 92,756.41	\$ 13.11
Custom Work Expense	\$ 24,166.94	\$ 2.92	\$ 13,867.55	\$ 1.96
R & M	\$ 134,019.14	\$ 16.21	\$ 139,283.07	\$ 19.68
Supplies & Small Tools	\$ 56,098.11	\$ 6.78	\$ 38,393.78	\$ 5.43
Operating Interest	\$ 16,633.95	\$ 2.01	\$ 6,343.71	\$ 0.90
Paid & Unpaid Labour	\$ 80,966.37	\$ 9.79	\$ 106,084.02	\$ 14.99
Utilities	\$ 71,844.14	\$ 8.69	\$ 66,764.19	\$ 9.44
Total_Operating_Expenses	\$ 483,195.86	\$ 58.43	\$ 465,133.38	\$ 65.73
Contribution_Margin	\$ 647,662.32	\$ 78.31	\$ 798,082.82	\$ 112.78
Admin & Overheads				
Equip & Building Depr.	\$ 224,275.39	\$ 27.12	\$ 199,363.75	\$ 28.17
Equipment Rent	\$ 3,642.96	\$ 0.44	\$ 4,668.24	\$ 0.66
Insurance & Licenses	\$ 68,592.98	\$ 8.29	\$ 85,860.73	\$ 12.13
Interest Long Term	\$ 44,077.08	\$ 5.33	\$ 21,272.69	\$ 3.01
Professional Fees & Misc.	\$ 48,250.12	\$ 5.83	\$ 45,256.50	\$ 6.40
Property Taxes	\$ 21,399.48	\$ 2.59	\$ 16,750.85	\$ 2.37
Rent	\$ 74,793.40	\$ 9.04	\$ 103,384.16	\$ 14.61
Total_Admin_And_Overhead	\$ 485,031.39	\$ 58.65	\$ 476,556.92	\$ 67.35
Total Cost	\$ 1,915,208.88	\$ 231.59	\$ 1,688,878.10	\$ 238.67
Net_Earnings	\$ 162,630.93	\$ 19.67	\$ 321,525.90	\$ 45.44
Return on Investment		1.50%		3.53%
Investment Levels				
Invest_Machinery	\$ 2,131,009.96	\$ 257.68	\$ 1,790,574.72	\$ 253.04
Invest_Buildings	\$ 625,884.00	\$ 75.68	\$ 800,217.90	\$ 113.09
Invest_Land	\$ 11,037,517.97	\$ 1,334.65	\$ 7,121,857.00	\$ 1,006.45
Total Investment	\$ 13,794,411.92	\$ 1,668.01	\$ 9,712,649.61	\$ 1,372.58

North – Peace Region - Dryland Grain, Oilseed and Pulse Enterprise Report

Farm Type	All			
Region	North & Peace			
Enterprise	DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost	
Soil Zone	Peace Region			
Measurement	AVE/Farm	AVE/Acre	Total	\$/Acre
Total Acres in sample	94,215		31,273	
Average seeded acres per Farm	5,542		5,212	
Number of Farms	17		6	
Primary Revenue	\$ 1,257,007.35	\$ 226.81	\$ 1,175,030.50	\$ 225.44
Total Revenue	\$ 1,264,823.06	\$ 228.22	\$ 1,188,313.83	\$ 227.99
Direct Expenses				
Seed	\$ 121,690.59	\$ 21.96	\$ 88,089.33	\$ 16.90
Fertilizer	\$ 359,445.59	\$ 64.86	\$ 276,260.17	\$ 53.00
Chemical	\$ 147,819.29	\$ 26.67	\$ 132,082.67	\$ 25.34
Insurance - Production	\$ 41,879.06	\$ 7.56	\$ 11,690.00	\$ 2.24
Other Production Expenses	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 670,834.53	\$ 121.04	\$ 508,122.17	\$ 97.49
Gross_Margin	\$ 593,988.53	\$ 107.18	\$ 680,191.67	\$ 130.50
Variable Costs				
Freight_Trucking	\$ 13,012.03	\$ 2.35	\$ 9,563.66	\$ 1.83
Fuel	\$ 83,276.96	\$ 15.03	\$ 65,137.48	\$ 12.50
Custom Work Expense	\$ 24,274.84	\$ 4.38	\$ 30,766.95	\$ 5.90
R & M	\$ 113,146.87	\$ 20.42	\$ 106,505.97	\$ 20.43
Supplies & Small Tools	\$ 6,192.41	\$ 1.12	\$ 4,012.72	\$ 0.77
Operating Interest	\$ 26,166.45	\$ 4.72	\$ 18,093.95	\$ 3.47
Paid & Unpaid Labour	\$ 48,248.01	\$ 8.71	\$ 58,971.22	\$ 11.31
Utilities	\$ 34,554.44	\$ 6.23	\$ 43,626.30	\$ 8.37
Total_Operating_Expenses	\$ 348,872.03	\$ 62.95	\$ 336,678.26	\$ 64.59
Contribution_Margin	\$ 245,116.50	\$ 44.23	\$ 343,513.41	\$ 65.91
Admin & Overheads				
Equip & Building Depr.	\$ 187,324.57	\$ 33.80	\$ 180,064.43	\$ 34.55
Equipment Rent	\$ 5,644.99	\$ 1.02	\$ 5,702.67	\$ 1.09
Insurance & Licenses	\$ 41,898.29	\$ 7.56	\$ 31,217.50	\$ 5.99
Interest Long Term	\$ 18,738.35	\$ 3.38	\$ 27,900.80	\$ 5.35
Professional Fees & Misc.	\$ 28,180.88	\$ 5.08	\$ 32,495.83	\$ 6.23
Property Taxes	\$ 5,552.59	\$ 1.00	\$ 8,680.67	\$ 1.67
Rent	\$ 46,603.24	\$ 8.41	\$ 39,277.00	\$ 7.54
Total_Admin_And_Overhead	\$ 333,942.92	\$ 60.26	\$ 325,338.90	\$ 62.42
Total Cost	\$ 1,353,649.47	\$ 244.25	\$ 1,170,139.32	\$ 224.50
Net_Earnings	-\$ 88,826.41	-\$ 16.03	\$ 18,174.51	\$ 3.49
Return on Investment		-1.21%		0.74%
Investment Levels				
Invest_Machinery	\$ 1,769,277.36	\$ 319.25	\$ 1,905,236.67	\$ 365.54
Invest_Buildings	\$ 505,081.51	\$ 91.14	\$ 490,851.87	\$ 94.17
Invest_Land	\$ 3,513,409.12	\$ 633.95	\$ 3,869,393.33	\$ 742.38
Total Investment	\$ 5,787,767.99	\$ 1,044.34	\$ 6,265,481.87	\$ 1,202.09

Hutterite Colony Enterprise Reports

HUTTERITE COLONY TOP THIRD TABLES – GRAIN, OILSEED AND PULSE ENTERPRISE (AVERAGE FARM TOTAL & \$ PER ACRE)

Hutterite Colony - North and South Dryland Grain, Oilseed and Pulse Enterprise Report

Farm Type	Hutterite Colony				Hutterite Colony			
	South		Top 1/3		North & Peace		Top 1/3	
Enterprise	DRYLAND GRAIN		Direct Cost		DRYLAND GRAIN		Direct Cost	
Harvest Year	2009		Direct Cost		2009		Direct Cost	
Soil Zone	All		All		All		All	
Measurement	AVE/Farm	AVE/Acre	Total	\$/Acre	AVE/Farm	AVE/Acre	Total	\$/Acre
Total Acres in sample	155,616		44,348		108,687		37,828	
Average seeded acres per Farm	10,374		8,870		9,881		9,457	
Number of Farms	15		5		11		4	
Primary Revenue	\$ 2,371,435.07	\$ 228.59	\$ 2,051,679.60	\$ 231.32	\$ 2,455,967.82	\$ 248.56	\$ 2,699,397.00	\$ 285.44
Total Revenue	\$ 2,371,435.07	\$ 228.59	\$ 2,051,679.60	\$ 231.32	\$ 2,455,967.82	\$ 248.56	\$ 2,699,397.00	\$ 285.44
Direct Expenses								
Seed	\$ 176,648.53	\$ 17.03	\$ 148,308.40	\$ 16.72	\$ 214,303.45	\$ 21.69	\$ 196,729.75	\$ 20.80
Fertilizer	\$ 580,328.07	\$ 55.94	\$ 325,292.60	\$ 36.68	\$ 506,277.64	\$ 51.24	\$ 410,912.25	\$ 43.45
Chemical	\$ 351,786.47	\$ 33.91	\$ 264,001.40	\$ 29.76	\$ 287,197.09	\$ 29.07	\$ 260,576.25	\$ 27.55
Insurance - Production	\$ 65,036.93	\$ 6.27	\$ 36,480.40	\$ 4.11	\$ 75,270.82	\$ 7.62	\$ 42,983.75	\$ 4.55
Other Production Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 1,173,800.00	\$ 113.14	\$ 774,082.80	\$ 87.27	\$ 1,083,049.00	\$ 109.61	\$ 911,202.00	\$ 96.35
Gross_Margin	\$ 1,197,635.07	\$ 115.44	\$ 1,277,596.80	\$ 144.04	\$ 1,372,918.82	\$ 138.95	\$ 1,788,195.00	\$ 189.09
Variable Costs								
Freight_Trucking	\$ 4,605.90	\$ 0.44	\$ 1,471.36	\$ 0.17	\$ 5,757.62	\$ 0.58	\$ 2,580.16	\$ 0.27
Fuel	\$ 136,808.21	\$ 13.19	\$ 155,860.27	\$ 17.57	\$ 159,653.09	\$ 16.16	\$ 125,812.86	\$ 13.30
Custom Work Expense	\$ 27,513.03	\$ 2.65	\$ 23,522.20	\$ 2.65	\$ 62,830.02	\$ 6.36	\$ 54,926.68	\$ 5.81
R & M	\$ 203,086.47	\$ 19.58	\$ 254,014.24	\$ 28.64	\$ 322,866.09	\$ 32.68	\$ 266,632.99	\$ 28.19
Supplies & Small Tools	\$ 111,122.12	\$ 10.71	\$ 145,291.17	\$ 16.38	\$ 84,718.95	\$ 8.57	\$ 91,880.01	\$ 9.72
Operating Interest	\$ 15,569.42	\$ 1.50	\$ 15,940.22	\$ 1.80	\$ 16,968.45	\$ 1.72	\$ 9,186.83	\$ 0.97
Paid & Unpaid Labour	\$ 99,757.29	\$ 9.62	\$ 89,867.84	\$ 10.13	\$ 63,661.45	\$ 6.44	\$ 76,940.00	\$ 8.14
Utilities	\$ 110,408.40	\$ 10.64	\$ 112,206.57	\$ 12.65	\$ 137,344.56	\$ 13.90	\$ 129,807.62	\$ 13.73
Total_Operating_Expenses	\$ 708,870.84	\$ 68.33	\$ 798,173.86	\$ 89.99	\$ 853,800.22	\$ 86.41	\$ 757,767.15	\$ 80.13
Contribution_Margin	\$ 488,764.23	\$ 47.11	\$ 479,422.94	\$ 54.05	\$ 519,118.60	\$ 52.54	\$ 1,030,427.85	\$ 108.96
Admin & Overheads								
Equip & Building Depr.	\$ 271,595.68	\$ 26.18	\$ 245,514.70	\$ 27.68	\$ 239,877.67	\$ 24.28	\$ 225,136.69	\$ 23.81
Equipment Rent	\$ 5,441.72	\$ 0.52	\$ 7,817.21	\$ 0.88	\$ 3,773.77	\$ 0.38	\$ -	\$ -
Insurance & Licenses	\$ 104,918.58	\$ 10.11	\$ 113,597.84	\$ 12.81	\$ 138,124.91	\$ 13.98	\$ 133,272.50	\$ 14.09
Interest Long Term	\$ 47,821.04	\$ 4.61	\$ 34,302.67	\$ 3.87	\$ 25,816.60	\$ 2.61	\$ 8,503.61	\$ 0.90
Professional Fees & Misc.	\$ 61,884.62	\$ 5.97	\$ 62,904.06	\$ 7.09	\$ 40,823.09	\$ 4.13	\$ 25,994.50	\$ 2.75
Property Taxes	\$ 30,412.54	\$ 2.93	\$ 20,776.73	\$ 2.34	\$ 25,468.58	\$ 2.58	\$ 27,962.79	\$ 2.96
Rent	\$ 51,713.43	\$ 4.98	\$ 45,852.00	\$ 5.17	\$ 57,909.64	\$ 5.86	\$ 99,586.25	\$ 10.53
Total_Admin_And_Overhead	\$ 573,787.62	\$ 55.31	\$ 530,765.20	\$ 59.84	\$ 531,794.26	\$ 53.82	\$ 520,456.35	\$ 55.03
Total Cost	\$ 2,456,458.46	\$ 236.78	\$ 2,103,021.86	\$ 237.10	\$ 2,468,643.48	\$ 249.85	\$ 2,189,425.50	\$ 231.51
Net_Earnings	-\$ 85,023.39	-\$ 8.20	-\$ 51,342.26	-\$ 5.79	-\$ 12,675.66	-\$ 1.28	\$ 509,971.50	\$ 53.93
Return on Investment		-0.22%		-0.14%		0.08%		2.77%
Investment Levels								
Invest_Machinery	\$ 2,629,114.18	\$ 253.42	\$ 2,448,494.44	\$ 276.05	\$ 2,540,923.58	\$ 257.16	\$ 2,593,541.36	\$ 274.25
Invest_Buildings	\$ 650,528.51	\$ 62.71	\$ 558,026.31	\$ 62.91	\$ 414,262.99	\$ 41.93	\$ 457,355.26	\$ 48.36
Invest_Land	\$ 13,616,888.30	\$ 1,312.55	\$ 9,259,577.90	\$ 1,043.97	\$ 13,546,228.18	\$ 1,370.99	\$ 15,695,892.00	\$ 1,659.71
Total Investment	\$ 16,896,530.99	\$ 1,628.68	\$ 12,266,098.65	\$ 1,382.94	\$ 16,501,414.76	\$ 1,670.08	\$ 18,746,788.62	\$ 1,982.32

Please note no separate Hutterite Colony sample is included for the Peace Region due to the limited number of observations for that zone.

Hutterite Colony - North – Black Soil Zone Dryland Grain, Oilseed and Pulse Enterprise Report

Farm Type	Hutterite Colony	
Region	North & Peace	
Enterprise	DRYLAND GRAIN	
Harvest Year	2009	
Soil Zone	Black Soil Zone	
Measurement	AVE/Farm	AVE/Acre
Total Acres in sample	41,997	
Average seeded acres per Farm	8,399	
Number of Farms	5	
Primary Revenue	\$ 2,332,593.40	\$ 277.71
Total Revenue	\$ 2,332,593.40	\$ 277.71
Direct Expenses		
Seed	\$ 188,725.60	\$ 22.47
Fertilizer	\$ 487,449.80	\$ 58.03
Chemical	\$ 266,313.80	\$ 31.71
Insurance - Production	\$ 57,905.60	\$ 6.89
Other Production Expenses	\$ -	\$ -
Total Direct Costs	\$ 1,000,394.80	\$ 119.10
Gross_Margin	\$ 1,332,198.60	\$ 158.61
Variable Costs		
Freight_Trucking	\$ 4,201.40	\$ 0.50
Fuel	\$ 163,631.63	\$ 19.48
Custom Work Expense	\$ 79,340.10	\$ 9.45
R & M	\$ 324,172.39	\$ 38.59
Supplies & Small Tools	\$ 108,074.86	\$ 12.87
Operating Interest	\$ 9,184.54	\$ 1.09
Paid & Unpaid Labour	\$ 68,339.20	\$ 8.14
Utilities	\$ 149,457.34	\$ 17.79
Total_Operating_Expenses	\$ 906,401.46	\$ 107.91
Contribution_Margin	\$ 425,797.14	\$ 50.69
Admin & Overheads		
Equip & Building Depr.	\$ 199,763.52	\$ 23.78
Equipment Rent	\$ 8,302.30	\$ 0.99
Insurance & Licenses	\$ 163,852.60	\$ 19.51
Interest Long Term	\$ 24,018.29	\$ 2.86
Professional Fees & Misc.	\$ 42,965.40	\$ 5.12
Property Taxes	\$ 20,842.43	\$ 2.48
Rent	\$ 47,814.80	\$ 5.69
Total_Admin_And_Overhead	\$ 507,559.35	\$ 60.43
Total Cost	\$ 2,414,355.61	\$ 287.44
Net_Earnings	-\$ 81,762.21	-\$ 9.73
Return on Investment		-0.27%
Investment Levels		
Invest_Machinery	\$ 2,087,663.70	\$ 248.55
Invest_Buildings	\$ 367,508.16	\$ 43.75
Invest_Land	\$ 19,271,051.60	\$ 2,294.34
Total Investment	\$ 21,726,223.46	\$ 2,586.64

Hutterite Colony – South – Brown Soil Zone Dryland Grain, Oilseed and Pulse Enterprise Report

Farm Type	Hutterite Colony	
Region	South	
Enterprise	DRYLAND GRAIN	
Harvest Year	2009	
Soil Zone	Brown Soil Zone	
Measurement	AVE/Farm	AVE/Acre
Total Acres in sample	47,275	
Average seeded acres per Farm	9,455	
Number of Farms	5	
Primary Revenue	\$ 1,845,994.40	\$ 195.24
Total Revenue	\$ 1,845,994.40	\$ 195.24
Direct Expenses		
Seed	\$ 158,646.00	\$ 16.78
Fertilizer	\$ 504,607.20	\$ 53.37
Chemical	\$ 298,738.80	\$ 31.60
Insurance - Production	\$ 48,558.60	\$ 5.14
Other Production Expenses	\$ -	\$ -
Total Direct Costs	\$ 1,010,550.60	\$ 106.88
Gross_Margin	\$ 835,443.80	\$ 88.36
Variable Costs		
Freight_Trucking	\$ 7,874.53	\$ 0.83
Fuel	\$ 137,582.47	\$ 14.55
Custom Work Expense	\$ 44,709.74	\$ 4.73
R & M	\$ 235,609.71	\$ 24.92
Supplies & Small Tools	\$ 153,843.45	\$ 16.27
Operating Interest	\$ 12,401.20	\$ 1.31
Paid & Unpaid Labour	\$ 80,016.34	\$ 8.46
Utilities	\$ 111,003.48	\$ 11.74
Total_Operating_Expenses	\$ 783,040.90	\$ 82.82
Contribution_Margin	\$ 52,402.90	\$ 5.54
Admin & Overheads		
Equip & Building Depr.	\$ 258,725.17	\$ 27.36
Equipment Rent	\$ 3,517.46	\$ 0.37
Insurance & Licenses	\$ 104,586.30	\$ 11.06
Interest Long Term	\$ 34,703.80	\$ 3.67
Professional Fees & Misc.	\$ 61,332.80	\$ 6.49
Property Taxes	\$ 30,189.84	\$ 3.19
Rent	\$ 32,169.20	\$ 3.40
Total_Admin_And_Overhead	\$ 525,224.57	\$ 55.55
Total Cost	\$ 2,318,816.07	\$ 245.25
Net_Earnings	-\$ 472,821.67	-\$ 50.01
Return on Investment		-3.42%
Investment Levels		
Invest_Machinery	\$ 2,526,047.97	\$ 267.17
Invest_Buildings	\$ 600,078.95	\$ 63.47
Invest_Land	\$ 9,687,146.20	\$ 1,024.55
Total Investment	\$ 12,813,273.11	\$ 1,355.18

Hutterite Colony – South – Dark Brown Soil Zone Dryland Grain, Oilseed and Pulse Enterprise Report

Farm Type	Hutterite Colony			
Region	South			
Enterprise	DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost	
Soil Zone	Dark Brown Soil Zone			
Measurement	AVE/Farm	AVE/Acre	Total	\$/Acre
Total Acres in sample	101,209		24,583	
Average seeded acres per Farm	11,245		8,194	
Number of Farms	9		3	
Primary Revenue	\$ 2,771,587.56	\$ 246.46	\$ 2,283,845.67	\$ 278.71
Total Revenue	\$ 2,771,587.56	\$ 246.46	\$ 2,283,845.67	\$ 278.71
Direct Expenses				
Seed	\$ 182,490.56	\$ 16.23	\$ 159,724.67	\$ 19.49
Fertilizer	\$ 620,404.33	\$ 55.17	\$ 377,889.33	\$ 46.12
Chemical	\$ 398,125.89	\$ 35.40	\$ 250,681.33	\$ 30.59
Insurance - Production	\$ 67,118.11	\$ 5.97	\$ 40,342.00	\$ 4.92
Other Production Expenses	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 1,268,138.89	\$ 112.77	\$ 828,637.33	\$ 101.12
Gross_Margin	\$ 1,503,448.67	\$ 133.69	\$ 1,455,208.33	\$ 177.59
Variable Costs				
Freight_Trucking	\$ 3,230.08	\$ 0.29	\$ 421.82	\$ 0.05
Fuel	\$ 137,189.25	\$ 12.20	\$ 124,452.82	\$ 15.19
Custom Work Expense	\$ 21,016.31	\$ 1.87	\$ 6,422.24	\$ 0.78
R & M	\$ 185,495.30	\$ 16.50	\$ 178,512.19	\$ 21.78
Supplies & Small Tools	\$ 95,235.77	\$ 8.47	\$ 61,994.05	\$ 7.57
Operating Interest	\$ 18,892.57	\$ 1.68	\$ 9,415.34	\$ 1.15
Paid & Unpaid Labour	\$ 111,520.87	\$ 9.92	\$ 113,126.40	\$ 13.81
Utilities	\$ 111,599.62	\$ 9.92	\$ 96,404.58	\$ 11.76
Total_Operating_Expenses	\$ 684,179.78	\$ 60.84	\$ 590,749.44	\$ 72.09
Contribution_Margin	\$ 819,268.89	\$ 72.85	\$ 864,458.89	\$ 105.49
Admin & Overheads				
Equip & Building Depr.	\$ 296,191.67	\$ 26.34	\$ 224,853.55	\$ 27.44
Equipment Rent	\$ 5,373.42	\$ 0.48	\$ 7,633.45	\$ 0.93
Insurance & Licenses	\$ 100,058.47	\$ 8.90	\$ 113,583.15	\$ 13.86
Interest Long Term	\$ 46,575.32	\$ 4.14	\$ 18,310.64	\$ 2.23
Professional Fees & Misc.	\$ 63,848.12	\$ 5.68	\$ 56,993.02	\$ 6.96
Property Taxes	\$ 31,743.19	\$ 2.82	\$ 24,818.69	\$ 3.03
Rent	\$ 63,905.06	\$ 5.68	\$ 40,911.00	\$ 4.99
Total_Admin_And_Overhead	\$ 607,695.23	\$ 54.04	\$ 487,103.48	\$ 59.44
Total Cost	\$ 2,560,013.90	\$ 227.65	\$ 1,906,490.26	\$ 232.66
Net_Earnings	\$ 211,573.66	\$ 18.81	\$ 377,355.41	\$ 46.05
Return on Investment		1.33%		3.06%
Investment Levels				
Invest_Machinery	\$ 2,855,857.79	\$ 253.96	\$ 2,163,250.27	\$ 263.99
Invest_Buildings	\$ 712,606.43	\$ 63.37	\$ 667,324.56	\$ 81.44
Invest_Land	\$ 15,774,677.94	\$ 1,402.76	\$ 10,109,013.67	\$ 1,233.66
Total Investment	\$ 19,343,142.17	\$ 1,720.09	\$ 12,939,588.50	\$ 1,579.09

Mixed Farm Enterprise Reports

MIXED FARM TOP THIRD TABLES – GRAIN, OILSEED AND PULSE ENTERPRISE (AVERAGE FARM TOTAL & \$ PER ACRE)

Mixed Farm - North and South Dryland Grain, Oilseed and Pulse Enterprise Report

Farm Type	All		Top 1/3		All		Top 1/3	
	South		Top 1/3		North & Peace		Top 1/3	
Enterprise	DRYLAND GRAIN		Top 1/3		DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost		2009		Direct Cost	
Soil Zone	All				All			
Measurement	AVE/Farm	AVE/Acre	Total	\$/Acre	AVE/Farm	AVE/Acre	Total	\$/Acre
Total Acres in sample	184,328		52,567		139,293		52,370	
Average seeded acres per Farm	7,373		6,571		6,965		7,481	
Number of Farms	25		8		20		7	
Primary Revenue	\$ 1,691,605.04	\$ 229.43	\$ 1,476,678.88	\$ 224.73	\$ 1,720,124.60	\$ 246.98	\$ 2,174,945.57	\$ 290.71
Total Revenue	\$ 1,691,605.04	\$ 229.43	\$ 1,476,678.88	\$ 224.73	\$ 1,725,486.65	\$ 247.75	\$ 2,190,265.71	\$ 292.76
Direct Expenses								
Seed	\$ 129,790.24	\$ 17.60	\$ 107,305.13	\$ 16.33	\$ 155,225.80	\$ 22.29	\$ 159,305.14	\$ 21.29
Fertilizer	\$ 402,885.72	\$ 54.64	\$ 224,345.25	\$ 34.14	\$ 385,622.50	\$ 55.37	\$ 423,927.00	\$ 56.66
Chemical	\$ 240,264.08	\$ 32.59	\$ 184,379.50	\$ 28.06	\$ 196,056.05	\$ 28.15	\$ 211,109.14	\$ 28.22
Insurance - Production	\$ 53,787.32	\$ 7.30	\$ 28,636.50	\$ 4.36	\$ 58,880.20	\$ 8.45	\$ 37,528.43	\$ 5.02
Other Production Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 826,727.36	\$ 112.13	\$ 544,666.38	\$ 82.89	\$ 795,784.55	\$ 114.26	\$ 831,869.71	\$ 111.19
Gross_Margin	\$ 864,877.68	\$ 117.30	\$ 932,012.50	\$ 141.84	\$ 929,702.10	\$ 133.49	\$ 1,358,396.00	\$ 181.57
Variable Costs								
Freight_Trucking	\$ 8,115.80	\$ 1.10	\$ 2,914.23	\$ 0.44	\$ 7,917.85	\$ 1.14	\$ 4,526.96	\$ 0.61
Fuel	\$ 95,557.80	\$ 12.96	\$ 110,669.08	\$ 16.84	\$ 109,804.24	\$ 15.77	\$ 107,295.61	\$ 14.34
Custom Work Expense	\$ 19,005.29	\$ 2.58	\$ 16,212.05	\$ 2.47	\$ 53,622.42	\$ 7.70	\$ 48,838.87	\$ 6.53
R & M	\$ 141,580.24	\$ 19.20	\$ 169,378.54	\$ 25.78	\$ 218,827.09	\$ 31.42	\$ 218,976.17	\$ 29.27
Supplies & Small Tools	\$ 69,674.14	\$ 9.45	\$ 92,282.91	\$ 14.04	\$ 49,301.20	\$ 7.08	\$ 68,364.76	\$ 9.14
Operating Interest	\$ 12,586.61	\$ 1.71	\$ 10,725.65	\$ 1.63	\$ 22,880.18	\$ 3.29	\$ 6,782.01	\$ 0.91
Paid & Unpaid Labour	\$ 73,581.56	\$ 9.98	\$ 66,194.20	\$ 10.07	\$ 63,765.86	\$ 9.16	\$ 88,203.47	\$ 11.79
Utilities	\$ 71,161.61	\$ 9.65	\$ 74,465.11	\$ 11.33	\$ 83,789.84	\$ 12.03	\$ 97,022.03	\$ 12.97
Total_Operating_Expenses	\$ 491,263.06	\$ 66.63	\$ 542,841.78	\$ 82.61	\$ 609,908.67	\$ 87.57	\$ 640,009.90	\$ 85.55
Contribution_Margin	\$ 373,614.62	\$ 50.67	\$ 389,170.72	\$ 59.23	\$ 319,793.43	\$ 45.92	\$ 718,386.10	\$ 96.02
Admin & Overheads								
Equip & Building Depr.	\$ 193,419.56	\$ 26.23	\$ 187,265.97	\$ 28.50	\$ 181,575.62	\$ 26.07	\$ 208,805.44	\$ 27.91
Equipment Rent	\$ 3,862.17	\$ 0.52	\$ 5,085.01	\$ 0.77	\$ 4,803.39	\$ 0.69	\$ 7,577.50	\$ 1.01
Insurance & Licenses	\$ 68,900.12	\$ 9.34	\$ 74,706.77	\$ 11.37	\$ 88,264.90	\$ 12.67	\$ 93,709.57	\$ 12.53
Interest Long Term	\$ 32,902.77	\$ 4.46	\$ 23,105.73	\$ 3.52	\$ 21,066.97	\$ 3.02	\$ 15,006.49	\$ 2.01
Professional Fees & Misc.	\$ 45,747.09	\$ 6.20	\$ 44,994.79	\$ 6.85	\$ 39,026.55	\$ 5.60	\$ 43,546.14	\$ 5.82
Property Taxes	\$ 19,558.61	\$ 2.65	\$ 14,821.96	\$ 2.26	\$ 24,544.64	\$ 3.52	\$ 20,729.42	\$ 2.77
Rent	\$ 49,303.02	\$ 6.69	\$ 50,931.62	\$ 7.75	\$ 63,672.50	\$ 9.14	\$ 84,417.00	\$ 11.28
Total_Admin_And_Overhead	\$ 413,693.34	\$ 56.11	\$ 400,911.85	\$ 61.01	\$ 422,954.58	\$ 60.73	\$ 473,791.56	\$ 63.33
Total Cost	\$ 1,731,683.76	\$ 234.86	\$ 1,488,420.00	\$ 226.52	\$ 1,828,647.80	\$ 262.56	\$ 1,945,671.17	\$ 260.07
Net_Earnings	\$ 40,078.72	\$ 5.44	\$ 11,741.12	\$ 1.79	\$ 103,161.15	\$ 14.81	\$ 244,594.54	\$ 32.69
Return on Investment		-0.06%		0.13%		-0.72%		1.70%
Investment Levels								
Invest_Machinery	\$ 1,861,604.97	\$ 252.49	\$ 1,872,134.09	\$ 284.91	\$ 1,853,780.12	\$ 266.17	\$ 2,235,824.26	\$ 298.85
Invest_Buildings	\$ 481,268.71	\$ 65.27	\$ 422,885.59	\$ 64.36	\$ 344,074.92	\$ 49.40	\$ 466,931.40	\$ 62.41
Invest_Land	\$ 9,347,858.09	\$ 1,267.83	\$ 6,509,181.53	\$ 990.61	\$ 9,176,270.00	\$ 1,317.55	\$ 12,553,566.86	\$ 1,677.96
Total Investment	\$ 11,690,731.77	\$ 1,585.59	\$ 8,804,201.22	\$ 1,339.88	\$ 11,374,125.04	\$ 1,633.12	\$ 15,256,322.52	\$ 2,039.23

Mixed Farm - North – Black Soil Zone - Dryland Grain, Oilseed and Pulse Enterprise Report

Farm Type	All			
Region	North & Peace			
Enterprise	DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost	
Soil Zone	Black Soil Zone			
Measurement	AVE/Farm	AVE/Acre	Total	\$/Acre
Total Acres in sample	66,151		27,198	
Average seeded acres per Farm	5,513		6,800	
Number of Farms	12		4	
Primary Revenue	\$ 1,487,558.50	\$ 269.85	\$ 2,130,282.25	\$ 313.30
Total Revenue	\$ 1,495,595.25	\$ 271.31	\$ 2,154,392.50	\$ 316.85
Direct Expenses				
Seed	\$ 127,967.58	\$ 23.21	\$ 145,847.25	\$ 21.45
Fertilizer	\$ 335,187.08	\$ 60.80	\$ 477,316.50	\$ 70.20
Chemical	\$ 162,776.83	\$ 29.53	\$ 190,773.75	\$ 28.06
Insurance - Production	\$ 53,262.75	\$ 9.66	\$ 46,699.00	\$ 6.87
Other Production Expenses	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 679,194.25	\$ 123.21	\$ 860,636.50	\$ 126.57
Gross_Margin	\$ 816,401.00	\$ 148.10	\$ 1,293,756.00	\$ 190.27
Variable Costs				
Freight_Trucking	\$ 9,303.55	\$ 1.69	\$ 5,610.95	\$ 0.83
Fuel	\$ 94,405.42	\$ 17.13	\$ 117,164.01	\$ 17.23
Custom Work Expense	\$ 58,236.49	\$ 10.56	\$ 51,688.81	\$ 7.60
R & M	\$ 185,633.58	\$ 33.67	\$ 217,371.47	\$ 31.97
Supplies & Small Tools	\$ 47,770.78	\$ 8.67	\$ 77,745.67	\$ 11.43
Operating Interest	\$ 23,311.21	\$ 4.23	\$ 10,031.05	\$ 1.48
Paid & Unpaid Labour	\$ 66,970.61	\$ 12.15	\$ 92,713.58	\$ 13.64
Utilities	\$ 72,400.67	\$ 13.13	\$ 90,920.76	\$ 13.37
Total_Operating_Expenses	\$ 558,032.30	\$ 101.23	\$ 663,246.29	\$ 97.54
Contribution_Margin	\$ 258,368.70	\$ 46.87	\$ 630,509.71	\$ 92.73
Admin & Overheads				
Equip & Building Depr.	\$ 145,580.19	\$ 26.41	\$ 206,138.66	\$ 30.32
Equipment Rent	\$ 8,005.65	\$ 1.45	\$ 13,260.63	\$ 1.95
Insurance & Licenses	\$ 84,602.42	\$ 15.35	\$ 122,933.00	\$ 18.08
Interest Long Term	\$ 16,089.12	\$ 2.92	\$ 14,630.65	\$ 2.15
Professional Fees & Misc.	\$ 40,220.92	\$ 7.30	\$ 56,017.25	\$ 8.24
Property Taxes	\$ 25,572.48	\$ 4.64	\$ 20,019.00	\$ 2.94
Rent	\$ 68,773.17	\$ 12.48	\$ 103,668.50	\$ 15.25
Total_Admin_And_Overhead	\$ 388,843.94	\$ 70.54	\$ 536,667.69	\$ 78.93
Total Cost	\$ 1,626,070.49	\$ 294.97	\$ 2,060,550.49	\$ 303.04
Net_Earnings	-\$ 130,475.24	-\$ 23.67	\$ 93,842.01	\$ 13.80
Return on Investment		-0.93%		0.60%
Investment Levels				
Invest_Machinery	\$ 1,442,534.89	\$ 261.68	\$ 2,127,419.13	\$ 312.88
Invest_Buildings	\$ 315,266.58	\$ 57.19	\$ 409,248.37	\$ 60.19
Invest_Land	\$ 10,526,351.92	\$ 1,909.51	\$ 15,589,300.00	\$ 2,292.71
Total Investment	\$ 12,284,153.39	\$ 2,228.38	\$ 18,125,967.50	\$ 2,665.78

Mixed Farm – South – Brown Soil Zone - Dryland Grain, Oilseed and Pulse Enterprise Report

Farm Type	All			
Region	South			
Enterprise	DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost	
Soil Zone	Brown Soil Zone			
Measurement	AVE/Farm	AVE/Acre	Total	\$/Acre
Total Acres in sample	62,143		23,860	
Average seeded acres per Farm	5,649		5,965	
Number of Farms	11		4	
Primary Revenue	\$ 1,085,487.55	\$ 192.14	\$ 1,122,680.25	\$ 188.21
Total Revenue	\$ 1,085,487.55	\$ 192.14	\$ 1,122,680.25	\$ 188.21
Direct Expenses				
Seed	\$ 92,246.64	\$ 16.33	\$ 81,643.50	\$ 13.69
Fertilizer	\$ 263,602.00	\$ 46.66	\$ 140,065.00	\$ 23.48
Chemical	\$ 168,180.91	\$ 29.77	\$ 136,315.00	\$ 22.85
Insurance - Production	\$ 35,684.73	\$ 6.32	\$ 33,083.25	\$ 5.55
Other Production Expenses	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 559,714.27	\$ 99.08	\$ 391,106.75	\$ 65.57
Gross_Margin	\$ 525,773.27	\$ 93.07	\$ 731,573.50	\$ 122.64
Variable Costs				
Freight_Trucking	\$ 5,538.71	\$ 0.98	\$ 3,500.69	\$ 0.59
Fuel	\$ 80,952.30	\$ 14.33	\$ 106,762.62	\$ 17.90
Custom Work Expense	\$ 22,338.02	\$ 3.95	\$ 11,468.81	\$ 1.92
R & M	\$ 131,528.02	\$ 23.28	\$ 174,518.57	\$ 29.26
Supplies & Small Tools	\$ 72,997.00	\$ 12.92	\$ 116,789.11	\$ 19.58
Operating Interest	\$ 7,810.24	\$ 1.38	\$ 8,544.70	\$ 1.43
Paid & Unpaid Labour	\$ 56,941.97	\$ 10.08	\$ 52,226.61	\$ 8.76
Utilities	\$ 55,815.07	\$ 9.88	\$ 57,749.24	\$ 9.68
Total Operating Expenses	\$ 433,921.33	\$ 76.81	\$ 531,560.35	\$ 89.11
Contribution_Margin	\$ 91,851.94	\$ 16.26	\$ 200,013.15	\$ 33.53
Admin & Overheads				
Equip & Building Depr.	\$ 160,845.13	\$ 28.47	\$ 135,237.76	\$ 22.67
Equipment Rent	\$ 1,743.76	\$ 0.31	\$ -	\$ -
Insurance & Licenses	\$ 53,506.86	\$ 9.47	\$ 55,867.80	\$ 9.37
Interest Long Term	\$ 19,852.19	\$ 3.51	\$ 23,388.77	\$ 3.92
Professional Fees & Misc.	\$ 37,250.63	\$ 6.59	\$ 22,442.70	\$ 3.76
Property Taxes	\$ 15,572.07	\$ 2.76	\$ 8,322.87	\$ 1.40
Rent	\$ 35,487.18	\$ 6.28	\$ 68,989.25	\$ 11.57
Total Admin_And_Overhead	\$ 324,257.83	\$ 57.40	\$ 314,249.15	\$ 52.68
Total Cost	\$ 1,317,893.44	\$ 233.28	\$ 1,236,916.26	\$ 207.36
Net_Earnings	-\$ 232,405.89	-\$ 41.14	-\$ 114,236.01	-\$ 19.15
Return on Investment		-2.87%		-1.96%
Investment Levels				
Invest_Machinery	\$ 1,554,052.59	\$ 275.08	\$ 1,332,164.95	\$ 223.33
Invest_Buildings	\$ 395,500.53	\$ 70.01	\$ 289,291.58	\$ 48.50
Invest_Land	\$ 5,462,617.44	\$ 966.94	\$ 3,004,432.81	\$ 503.68
Total Investment	\$ 7,412,170.56	\$ 1,312.04	\$ 4,625,889.34	\$ 775.51

Mixed Farm - South – Dark Brown Soil Zone - Dryland Grain, Oilseed and Pulse Enterprise Report

Farm Type	All			
Region	South			
Enterprise	DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost	
Soil Zone	Dark Brown Soil Zone			
Measurement	AVE/Farm	AVE/Acre	Total	\$/Acre
Total Acres in sample	111,920		40,597	
Average seeded acres per Farm	9,327		10,149	
Number of Farms	12		4	
Primary Revenue	\$ 2,351,728.42	\$ 252.15	\$ 2,446,110.50	\$ 241.01
Total Revenue	\$ 2,351,728.42	\$ 252.15	\$ 2,446,110.50	\$ 241.01
Direct Expenses				
Seed	\$ 158,588.67	\$ 17.00	\$ 169,322.25	\$ 16.68
Fertilizer	\$ 531,230.50	\$ 56.96	\$ 435,122.25	\$ 42.87
Chemical	\$ 320,653.42	\$ 34.38	\$ 396,021.50	\$ 39.02
Insurance - Production	\$ 61,161.25	\$ 6.56	\$ 30,256.50	\$ 2.98
Other Production Expenses	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 1,071,633.83	\$ 114.90	\$ 1,030,722.50	\$ 101.56
Gross_Margin	\$ 1,280,094.58	\$ 137.25	\$ 1,415,388.00	\$ 139.46
Variable Costs				
Freight_Trucking	\$ 6,645.52	\$ 0.71	\$ 1,825.81	\$ 0.18
Fuel	\$ 111,122.66	\$ 11.91	\$ 136,358.63	\$ 13.44
Custom Work Expense	\$ 19,117.84	\$ 2.05	\$ 20,914.41	\$ 2.06
R & M	\$ 149,202.99	\$ 16.00	\$ 196,431.77	\$ 19.35
Supplies & Small Tools	\$ 73,935.08	\$ 7.93	\$ 81,958.50	\$ 8.08
Operating Interest	\$ 18,937.54	\$ 2.03	\$ 28,388.00	\$ 2.80
Paid & Unpaid Labour	\$ 91,033.13	\$ 9.76	\$ 148,733.30	\$ 14.65
Utilities	\$ 87,779.18	\$ 9.41	\$ 98,832.42	\$ 9.74
Total Operating Expenses	\$ 557,773.95	\$ 59.80	\$ 713,442.83	\$ 70.30
Contribution_Margin	\$ 722,320.63	\$ 77.45	\$ 701,945.17	\$ 69.16
Admin & Overheads				
Equip & Building Depr.	\$ 236,165.52	\$ 25.32	\$ 266,140.15	\$ 26.22
Equipment Rent	\$ 4,786.52	\$ 0.51	\$ 5,725.08	\$ 0.56
Insurance & Licenses	\$ 81,172.12	\$ 8.70	\$ 90,392.95	\$ 8.91
Interest Long Term	\$ 39,798.28	\$ 4.27	\$ 13,732.98	\$ 1.35
Professional Fees & Misc.	\$ 53,226.74	\$ 5.71	\$ 67,514.27	\$ 6.65
Property Taxes	\$ 24,843.54	\$ 2.66	\$ 33,298.77	\$ 3.28
Rent	\$ 66,875.54	\$ 7.17	\$ 30,683.25	\$ 3.02
Total Admin_And_Overhead	\$ 506,868.26	\$ 54.35	\$ 507,487.44	\$ 50.00
Total Cost	\$ 2,136,276.05	\$ 229.05	\$ 2,251,652.78	\$ 221.85
Net_Earnings	\$ 215,452.37	\$ 23.10	\$ 194,457.72	\$ 19.16
Return on Investment		1.65%		1.27%
Investment Levels				
Invest_Machinery	\$ 2,269,902.24	\$ 243.38	\$ 2,581,979.67	\$ 254.40
Invest_Buildings	\$ 578,576.75	\$ 62.03	\$ 699,440.79	\$ 68.92
Invest_Land	\$ 12,615,116.13	\$ 1,352.59	\$ 13,117,960.25	\$ 1,292.51
Total Investment	\$ 15,463,595.12	\$ 1,658.00	\$ 16,399,380.71	\$ 1,615.82

Mixed Farm - North – Peace Region - Dryland Grain, Oilseed and Pulse Enterprise Report

Farm Type	All	
Region	North & Peace	
Enterprise	DRYLAND GRAIN	
Harvest Year	2009	
Soil Zone	Peace Region	
Measurement	AVE/Farm	AVE/Acre
Total Acres in sample	41,415	
Average seeded acres per Farm	8,283	
Number of Farms	5	
Primary Revenue	\$ 1,943,242.80	\$ 234.61
Total Revenue	\$ 1,945,402.80	\$ 234.87
Direct Expenses		
Seed	\$ 178,718.20	\$ 21.58
Fertilizer	\$ 464,033.60	\$ 56.02
Chemical	\$ 261,971.60	\$ 31.63
Insurance - Production	\$ 64,003.80	\$ 7.73
Other Production Expenses	\$ -	\$ -
Total Direct Costs	\$ 968,727.20	\$ 116.95
Gross_Margin	\$ 976,675.60	\$ 117.91
Variable Costs		
Freight_Trucking	\$ 4,980.48	\$ 0.60
Fuel	\$ 130,070.34	\$ 15.70
Custom Work Expense	\$ 31,620.19	\$ 3.82
R & M	\$ 208,451.93	\$ 25.17
Supplies & Small Tools	\$ 12,670.80	\$ 1.53
Operating Interest	\$ 26,617.11	\$ 3.21
Paid & Unpaid Labour	\$ 52,168.00	\$ 6.30
Utilities	\$ 94,576.98	\$ 11.42
Total_Operating_Expenses	\$ 561,155.84	\$ 67.75
Contribution_Margin	\$ 415,519.76	\$ 50.17
Admin & Overheads		
Equip & Building Depr.	\$ 256,884.55	\$ 31.01
Equipment Rent	\$ -	\$ -
Insurance & Licenses	\$ 77,984.20	\$ 9.41
Interest Long Term	\$ 18,841.95	\$ 2.27
Professional Fees & Misc.	\$ 37,122.20	\$ 4.48
Property Taxes	\$ 8,133.61	\$ 0.98
Rent	\$ 44,173.00	\$ 5.33
Total_Admin_And_Overhead	\$ 443,139.51	\$ 53.50
Total Cost	\$ 1,973,022.54	\$ 238.20
Net_Earnings	-\$ 27,619.74	-\$ 3.33
Return on Investment		-0.10%
Investment Levels		
Invest_Machinery	\$ 2,636,728.27	\$ 318.33
Invest_Buildings	\$ 535,402.63	\$ 64.64
Invest_Land	\$ 6,004,237.00	\$ 724.89
Total Investment	\$ 9,176,367.90	\$ 1,107.86

APPENDIX III: TARGETED CROP DETAIL SUMMARY

CROP DETAIL TABLES – GRAIN, OILSEED AND PULSE CROPS (PER ACRE & PER UNIT)

Canola - North and South - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All				All			
	South				North & Peace			
Region	DRYLAND GRAIN		Top 1/3		DRYLAND GRAIN		Top 1/3	
Enterprise	2009		Direct Cost		2009		Direct Cost	
Harvest Year	All				All			
Soil Zone	Canola				Canola			
Crop								
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	27795		7388		68781		25553	
Number of Farms	23		8		35		12	
Primary Yield (bu/acre)	39.33		47.73		33.40		39.48	
Primary Price (\$/bu)	\$ 9.02		\$ 9.02		\$ 9.02		\$ 9.02	
Primary Revenue	\$ 354.72	\$ 9.02	\$ 430.52	\$ 9.02	\$ 301.23	\$ 9.02	\$ 356.12	\$ 9.02
Total Revenue	\$ 354.72	\$ 9.02	\$ 430.52	\$ 9.02	\$ 301.23	\$ 9.02	\$ 356.12	\$ 9.02
Direct Expenses								
Seed	\$ 42.57	\$ 1.08	\$ 44.78	\$ 0.94	\$ 37.89	\$ 1.13	\$ 36.65	\$ 0.93
Fertilizer	\$ 74.90	\$ 1.90	\$ 56.86	\$ 1.19	\$ 74.91	\$ 2.24	\$ 65.32	\$ 1.65
Chemical	\$ 29.38	\$ 0.75	\$ 29.78	\$ 0.62	\$ 26.18	\$ 0.78	\$ 24.30	\$ 0.62
Insurance - Production	\$ 11.75	\$ 0.30	\$ 7.10	\$ 0.15	\$ 10.54	\$ 0.32	\$ 8.86	\$ 0.22
Other Production Expenses	\$ 1.06	\$ 0.03	\$ -	\$ -	\$ 0.40	\$ 0.01	\$ -	\$ -
Total Direct Costs	\$ 159.65	\$ 4.06	\$ 138.51	\$ 2.90	\$ 149.91	\$ 4.49	\$ 135.13	\$ 3.42
Gross_Margin	\$ 195.07	\$ 4.96	\$ 292.00	\$ 6.12	\$ 151.32	\$ 4.53	\$ 220.99	\$ 5.60
Variable Costs								
Freight Trucking	\$ 2.02	\$ 0.05	\$ 1.23	\$ 0.03	\$ 2.37	\$ 0.07	\$ 3.47	\$ 0.09
Fuel	\$ 12.11	\$ 0.31	\$ 13.51	\$ 0.28	\$ 15.50	\$ 0.46	\$ 15.69	\$ 0.40
Custom Work Expense	\$ 3.44	\$ 0.09	\$ 2.86	\$ 0.06	\$ 5.87	\$ 0.18	\$ 7.08	\$ 0.18
R & M	\$ 18.20	\$ 0.46	\$ 17.53	\$ 0.37	\$ 26.37	\$ 0.79	\$ 32.29	\$ 0.82
Supplies & Small Tools	\$ 6.98	\$ 0.18	\$ 4.96	\$ 0.10	\$ 4.61	\$ 0.14	\$ 6.64	\$ 0.17
Operating Interest	\$ 1.46	\$ 0.04	\$ 2.35	\$ 0.05	\$ 4.09	\$ 0.12	\$ 1.82	\$ 0.05
Paid & Unpaid Labour	\$ 9.74	\$ 0.25	\$ 9.64	\$ 0.20	\$ 10.07	\$ 0.30	\$ 10.84	\$ 0.27
Utilities	\$ 9.32	\$ 0.24	\$ 9.03	\$ 0.19	\$ 8.41	\$ 0.25	\$ 12.79	\$ 0.32
Total_Operating_Expenses	\$ 63.27	\$ 1.61	\$ 61.13	\$ 1.28	\$ 77.27	\$ 2.31	\$ 90.61	\$ 2.30
Contribution_Margin	\$ 131.80	\$ 3.35	\$ 230.88	\$ 4.84	\$ 74.04	\$ 2.22	\$ 130.38	\$ 3.30
Admin & Overheads								
Equip & Building Depr.	\$ 27.14	\$ 0.69	\$ 27.98	\$ 0.59	\$ 30.85	\$ 0.92	\$ 26.12	\$ 0.66
Equipment Rent	\$ 0.74	\$ 0.02	\$ 0.80	\$ 0.02	\$ 1.39	\$ 0.04	\$ 0.86	\$ 0.02
Insurance & Licenses	\$ 9.87	\$ 0.25	\$ 10.79	\$ 0.23	\$ 10.14	\$ 0.30	\$ 13.35	\$ 0.34
Interest Long Term	\$ 6.47	\$ 0.16	\$ 0.76	\$ 0.02	\$ 3.91	\$ 0.12	\$ 3.27	\$ 0.08
Professional Fees & Misc.	\$ 6.61	\$ 0.17	\$ 7.02	\$ 0.15	\$ 5.52	\$ 0.17	\$ 5.14	\$ 0.13
Property Taxes	\$ 3.14	\$ 0.08	\$ 2.75	\$ 0.06	\$ 2.46	\$ 0.07	\$ 3.41	\$ 0.09
Rent	\$ 8.39	\$ 0.21	\$ 11.65	\$ 0.24	\$ 11.29	\$ 0.34	\$ 10.26	\$ 0.26
Total_Admin_And_Overhead	\$ 62.35	\$ 1.59	\$ 61.75	\$ 1.29	\$ 65.56	\$ 1.96	\$ 62.42	\$ 1.58
Total Cost	\$ 285.27	\$ 7.25	\$ 261.39	\$ 5.48	\$ 292.75	\$ 8.77	\$ 288.16	\$ 7.30
Net_Earnings	\$ 69.45	\$ 1.77	\$ 169.12	\$ 3.54	\$ 8.48	\$ 0.25	\$ 67.96	\$ 1.72
Return on Investment		4.34%		11.48%		0.86%		4.02%
Investment Levels								
Invest_Machinery	\$ 250.56	\$ 6.37	\$ 276.41	\$ 5.79	\$ 294.78	\$ 8.83	\$ 283.42	\$ 7.18
Invest_Buildings	\$ 88.36	\$ 2.25	\$ 67.18	\$ 1.41	\$ 71.08	\$ 2.13	\$ 56.53	\$ 1.43
Invest_Land	\$ 1,410.69	\$ 35.87	\$ 1,136.67	\$ 23.82	\$ 1,070.02	\$ 32.04	\$ 1,433.94	\$ 36.32
Total Investment	\$ 1,749.61	\$ 44.49	\$ 1,480.26	\$ 31.01	\$ 1,435.88	\$ 43.00	\$ 1,773.89	\$ 44.93
Input use								
Input_Seed_Rate	4.9 lbs/acre		5.1 lbs/acre		5.0 lbs/acre		4.9 lbs/acre	
Input_Nitrogen	83.3 lbs/acre		70.1 lbs/acre		90.8 lbs/acre		90.9 lbs/acre	
Input_Phosphorus	24.4 lbs/acre		25.5 lbs/acre		28.9 lbs/acre		23.4 lbs/acre	
Input_Potassium	1.3 lbs/acre		0.0 lbs/acre		9.8 lbs/acre		12.8 lbs/acre	
Input_Sulfur	13.7 lbs/acre		11.3 lbs/acre		15.7 lbs/acre		17.8 lbs/acre	

Canola High Oil – South - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All	
Region	South	
Enterprise	DRYLAND GRAIN	
Harvest Year	2009	
Soil Zone	All	
Crop	Canola High Oil	
Measurement	Per Acre	Per Unit
Total Acres in sample	5770	
Number of Farms	5	
Primary Yield (bu/acre)	37.66	
Primary Price (\$/bu)	\$ 10.02	
Primary Revenue	\$ 377.34	\$ 10.02
Total Revenue	\$ 377.34	\$ 10.02
Direct Expenses		
Seed	\$ 38.77	\$ 1.03
Fertilizer	\$ 87.75	\$ 2.33
Chemical	\$ 28.70	\$ 0.76
Insurance - Production	\$ 18.92	\$ 0.50
Other Production Expenses	\$ -	\$ -
Total Direct Costs	\$ 174.13	\$ 4.62
Gross_Margin	\$ 203.21	\$ 5.40
Variable Costs		
Freight Trucking	\$ 1.10	\$ 0.03
Fuel	\$ 11.13	\$ 0.30
Custom Work Expense	\$ 4.05	\$ 0.11
R & M	\$ 17.30	\$ 0.46
Supplies & Small Tools	\$ 4.17	\$ 0.11
Operating Interest	\$ 0.65	\$ 0.02
Paid & Unpaid Labour	\$ 11.83	\$ 0.31
Utilities	\$ 8.46	\$ 0.22
Total Operating Expenses	\$ 58.69	\$ 1.56
Contribution_Margin	\$ 144.52	\$ 3.84
Admin & Overheads		
Equip & Building Depr.	\$ 25.99	\$ 0.69
Equipment Rent	\$ 0.68	\$ 0.02
Insurance & Licenses	\$ 9.67	\$ 0.26
Interest Long Term	\$ 8.20	\$ 0.22
Professional Fees & Misc.	\$ 6.83	\$ 0.18
Property Taxes	\$ 1.99	\$ 0.05
Rent	\$ 20.77	\$ 0.55
Total Admin_And_Overhead	\$ 74.13	\$ 1.97
Total Cost	\$ 306.95	\$ 8.15
Net_Earnings	\$ 70.39	\$ 1.87
Return on Investment		4.98%
Investment Levels		
Invest_Machinery	\$ 221.98	\$ 5.89
Invest_Buildings	\$ 106.11	\$ 2.82
Invest_Land	\$ 1,251.23	\$ 33.23
Total Investment	\$ 1,579.31	\$ 41.94
Input use		
Input_Seed_Rate	5.1 lbs/acre	
Input_Nitrogen	93.2 lbs/acre	
Input_Phosphorus	21.0 lbs/acre	
Input_Potassium	1.0 lbs/acre	
Input_Sulfur	11.4 lbs/acre	

- High Oil Canola samples are only included in the South as other regions observations are below threshold levels.

Barley – North & South - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All		All		All		All	
Region	South		Top 1/3		North & Peace		Top 1/3	
Enterprise	DRYLAND GRAIN		Top 1/3		DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost		2009		Direct Cost	
Soil Zone	All				All			
Crop	Barley				Barley			
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	34674		10188		27311		7195	
Number of Farms	23		8		19		6	
Primary Yield (bu/acre)	66.08		73.23		73.67		87.09	
Primary Price (\$/bu)	\$ 3.26		\$ 3.26		\$ 3.00		\$ 3.00	
Primary Revenue	\$ 215.43	\$ 3.26	\$ 238.72	\$ 3.26	\$ 220.72	\$ 3.00	\$ 261.60	\$ 3.00
Total Revenue	\$ 215.43	\$ 3.26	\$ 238.72	\$ 3.26	\$ 222.42	\$ 3.02	\$ 261.60	\$ 3.00
Direct Expenses								
Seed	\$ 10.76	\$ 0.16	\$ 7.69	\$ 0.11	\$ 11.25	\$ 0.15	\$ 10.31	\$ 0.12
Fertilizer	\$ 56.51	\$ 0.86	\$ 35.41	\$ 0.48	\$ 53.56	\$ 0.73	\$ 47.36	\$ 0.54
Chemical	\$ 31.28	\$ 0.47	\$ 26.16	\$ 0.36	\$ 27.05	\$ 0.37	\$ 22.75	\$ 0.26
Insurance - Production	\$ 6.74	\$ 0.10	\$ 4.42	\$ 0.06	\$ 8.46	\$ 0.11	\$ 6.57	\$ 0.08
Other Production Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 105.28	\$ 1.59	\$ 73.67	\$ 1.01	\$ 100.32	\$ 1.36	\$ 86.99	\$ 1.00
Gross Margin	\$ 110.14	\$ 1.67	\$ 165.05	\$ 2.25	\$ 122.10	\$ 1.66	\$ 174.61	\$ 2.01
Variable Costs								
Freight Trucking	\$ 0.71	\$ 0.01	\$ 0.42	\$ 0.01	\$ 2.12	\$ 0.03	\$ 1.02	\$ 0.01
Fuel	\$ 12.86	\$ 0.19	\$ 15.80	\$ 0.22	\$ 15.24	\$ 0.21	\$ 16.93	\$ 0.19
Custom Work Expense	\$ 3.09	\$ 0.05	\$ 2.51	\$ 0.03	\$ 8.77	\$ 0.12	\$ 7.90	\$ 0.09
R & M	\$ 18.87	\$ 0.29	\$ 20.39	\$ 0.28	\$ 26.39	\$ 0.36	\$ 28.63	\$ 0.33
Supplies & Small Tools	\$ 9.89	\$ 0.15	\$ 10.47	\$ 0.14	\$ 6.36	\$ 0.09	\$ 8.44	\$ 0.10
Operating Interest	\$ 1.41	\$ 0.02	\$ 1.54	\$ 0.02	\$ 4.84	\$ 0.07	\$ 4.16	\$ 0.05
Paid & Unpaid Labour	\$ 10.30	\$ 0.16	\$ 11.10	\$ 0.15	\$ 8.85	\$ 0.12	\$ 8.89	\$ 0.10
Utilities	\$ 9.76	\$ 0.15	\$ 11.27	\$ 0.15	\$ 10.08	\$ 0.14	\$ 13.90	\$ 0.16
Total Operating Expenses	\$ 66.89	\$ 1.01	\$ 73.49	\$ 1.00	\$ 82.66	\$ 1.12	\$ 89.87	\$ 1.03
Contribution Margin	\$ 43.25	\$ 0.65	\$ 91.55	\$ 1.25	\$ 39.44	\$ 0.54	\$ 84.75	\$ 0.97
Admin & Overheads								
Equip & Building Depr.	\$ 25.16	\$ 0.38	\$ 30.28	\$ 0.41	\$ 27.91	\$ 0.38	\$ 32.40	\$ 0.37
Equipment Rent	\$ 0.53	\$ 0.01	\$ 0.68	\$ 0.01	\$ 1.02	\$ 0.01	\$ -	\$ -
Insurance & Licenses	\$ 10.21	\$ 0.15	\$ 11.06	\$ 0.15	\$ 12.52	\$ 0.17	\$ 18.73	\$ 0.22
Interest Long Term	\$ 5.21	\$ 0.08	\$ 4.78	\$ 0.07	\$ 2.87	\$ 0.04	\$ 2.11	\$ 0.02
Professional Fees & Misc.	\$ 6.01	\$ 0.09	\$ 4.39	\$ 0.06	\$ 6.39	\$ 0.09	\$ 3.79	\$ 0.04
Property Taxes	\$ 2.66	\$ 0.04	\$ 2.43	\$ 0.03	\$ 2.25	\$ 0.03	\$ 3.13	\$ 0.04
Rent	\$ 9.14	\$ 0.14	\$ 8.95	\$ 0.12	\$ 11.42	\$ 0.16	\$ 13.04	\$ 0.15
Total Admin And Overhead	\$ 58.93	\$ 0.89	\$ 62.56	\$ 0.85	\$ 64.37	\$ 0.87	\$ 73.21	\$ 0.84
Total Cost	\$ 231.11	\$ 3.50	\$ 209.73	\$ 2.86	\$ 247.35	\$ 3.36	\$ 250.06	\$ 2.87
Net Earnings	-\$ 15.68	-\$ 0.24	\$ 28.99	\$ 0.40	-\$ 24.93	-\$ 0.34	\$ 11.54	\$ 0.13
Return on Investment		-0.71%		2.23%		-1.47%		0.56%
Investment Levels								
Invest_Machinery	\$ 240.16	\$ 3.63	\$ 284.88	\$ 3.89	\$ 286.06	\$ 3.88	\$ 361.11	\$ 4.15
Invest_Buildings	\$ 67.69	\$ 1.02	\$ 89.67	\$ 1.22	\$ 50.67	\$ 0.69	\$ 44.97	\$ 0.52
Invest_Land	\$ 1,168.54	\$ 17.68	\$ 1,136.88	\$ 15.53	\$ 1,163.88	\$ 15.80	\$ 2,020.96	\$ 23.21
Total Investment	\$ 1,476.39	\$ 22.34	\$ 1,511.43	\$ 20.64	\$ 1,500.62	\$ 20.37	\$ 2,427.03	\$ 27.87
Input use								
Input_Seed_Rate	1.9 bu/acre		1.7 bu/acre		2.3 bu/acre		2.1 bu/acre	
Input_Nitrogen	60.1 lbs/acre		61.8 lbs/acre		68.7 lbs/acre		67.7 lbs/acre	
Input_Phosphorus	20.6 lbs/acre		19.5 lbs/acre		26.3 lbs/acre		24.2 lbs/acre	
Input_Potassium	2.7 lbs/acre		0.0 lbs/acre		6.7 lbs/acre		9.3 lbs/acre	
Input_Sulfur	2.7 lbs/acre		2.0 lbs/acre		8.5 lbs/acre		7.5 lbs/acre	

Malt Barley – South - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All	
Region	South	
Enterprise	DRYLAND GRAIN	
Harvest Year	2009	
Soil Zone	All	
Crop	Barley Malt	
Measurement	Per Acre	Per Unit
Total Acres in sample	5391	
Number of Farms	5	
Primary Yield (bu/acre)	60.05	
Primary Price (\$/bu)	\$ 3.29	
Primary Revenue	\$ 197.55	\$ 3.29
Total Revenue	\$ 197.55	\$ 3.29
Direct Expenses		
Seed	\$ 9.19	\$ 0.15
Fertilizer	\$ 34.98	\$ 0.58
Chemical	\$ 28.89	\$ 0.48
Insurance - Production	\$ 5.51	\$ 0.09
Other Production Expenses	\$ -	\$ -
Total Direct Costs	\$ 78.56	\$ 1.31
Gross_Margin	\$ 118.99	\$ 1.98
Variable Costs		
Freight_Trucking	\$ 0.84	\$ 0.01
Fuel	\$ 10.87	\$ 0.18
Custom Work Expense	\$ 4.11	\$ 0.07
R & M	\$ 17.96	\$ 0.30
Supplies & Small Tools	\$ 8.86	\$ 0.15
Operating Interest	\$ 2.16	\$ 0.04
Paid & Unpaid Labour	\$ 14.55	\$ 0.24
Utilities	\$ 6.11	\$ 0.10
Total_Operating_Expenses	\$ 65.46	\$ 1.09
Contribution_Margin	\$ 53.53	\$ 0.89
Admin & Overheads		
Equip & Building Depr.	\$ 26.93	\$ 0.45
Equipment Rent	\$ 0.07	\$ 0.00
Insurance & Licenses	\$ 4.91	\$ 0.08
Interest Long Term	\$ 1.58	\$ 0.03
Professional Fees & Misc.	\$ 5.75	\$ 0.10
Property Taxes	\$ 1.90	\$ 0.03
Rent	\$ 18.74	\$ 0.31
Total_Admin_And_Overhead	\$ 59.87	\$ 1.00
Total Cost	\$ 203.89	\$ 3.40
Net_Earnings	-\$ 6.34	-\$ 0.11
Return on Investment		-0.40%
Investment Levels		
Invest_Machinery	\$ 240.57	\$ 4.01
Invest_Buildings	\$ 100.84	\$ 1.68
Invest_Land	\$ 846.50	\$ 14.10
Total Investment	\$ 1,187.92	\$ 19.78
Input use		
Input_Seed_Rate	1.7	bu/acre
Input_Nitrogen	47.2	lbs/acre
Input_Phosphorus	18.6	lbs/acre
Input_Potassium	0.0	lbs/acre
Input_Sulfur	4.6	lbs/acre

- Malt barley samples are only included in the South as other regions observations are below threshold levels.

Wheat Hard Red Spring – North & South - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All				All			
	South		Top 1/3		North & Peace		Top 1/3	
Region	DRYLAND GRAIN				DRYLAND GRAIN			
Enterprise	2009				2009			
Harvest Year	2009		Direct Cost		2009		Direct Cost	
Soil Zone	All				All			
Crop	Wheat HRS		Wheat HRS		Wheat HRS		Wheat HRS	
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	47907		5966		52835		17626	
Number of Farms	25		8		28		9	
Primary Yield (bu/acre)	40.68		49.29		45.67		49.27	
Primary Price (\$/bu)	\$ 5.06		\$ 5.06		\$ 5.13		\$ 5.06	
Primary Revenue	\$ 205.86	\$ 5.06	\$ 249.40	\$ 5.06	\$ 234.17	\$ 5.13	\$ 249.30	\$ 5.06
Total Revenue	\$ 205.86	\$ 5.06	\$ 249.40	\$ 5.06	\$ 235.73	\$ 5.16	\$ 253.80	\$ 5.15
Direct Expenses								
Seed	\$ 11.21	\$ 0.28	\$ 11.50	\$ 0.23	\$ 14.60	\$ 0.32	\$ 14.36	\$ 0.29
Fertilizer	\$ 58.33	\$ 1.43	\$ 37.15	\$ 0.75	\$ 62.82	\$ 1.38	\$ 43.93	\$ 0.89
Chemical	\$ 33.23	\$ 0.82	\$ 29.98	\$ 0.61	\$ 31.40	\$ 0.69	\$ 28.40	\$ 0.58
Insurance - Production	\$ 10.88	\$ 0.27	\$ 5.65	\$ 0.11	\$ 8.41	\$ 0.18	\$ 5.67	\$ 0.12
Other Production Expenses	\$ 0.42	\$ 0.01	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 114.07	\$ 2.80	\$ 84.29	\$ 1.71	\$ 117.23	\$ 2.57	\$ 92.35	\$ 1.87
Gross_Margin	\$ 91.79	\$ 2.26	\$ 165.11	\$ 3.35	\$ 118.49	\$ 2.59	\$ 161.45	\$ 3.28
Variable Costs								
Freight_Trucking	\$ 1.22	\$ 0.03	\$ 1.27	\$ 0.03	\$ 1.99	\$ 0.04	\$ 3.12	\$ 0.06
Fuel	\$ 11.60	\$ 0.29	\$ 12.90	\$ 0.26	\$ 14.71	\$ 0.32	\$ 13.32	\$ 0.27
Custom Work Expense	\$ 3.74	\$ 0.09	\$ 2.82	\$ 0.06	\$ 6.01	\$ 0.13	\$ 6.43	\$ 0.13
R & M	\$ 18.45	\$ 0.45	\$ 15.24	\$ 0.31	\$ 27.35	\$ 0.60	\$ 27.09	\$ 0.55
Supplies & Small Tools	\$ 6.78	\$ 0.17	\$ 3.12	\$ 0.06	\$ 6.48	\$ 0.14	\$ 8.46	\$ 0.17
Operating Interest	\$ 1.88	\$ 0.05	\$ 0.92	\$ 0.02	\$ 3.60	\$ 0.08	\$ 2.20	\$ 0.04
Paid & Unpaid Labour	\$ 8.28	\$ 0.20	\$ 12.48	\$ 0.25	\$ 9.97	\$ 0.22	\$ 10.28	\$ 0.21
Utilities	\$ 7.92	\$ 0.19	\$ 6.95	\$ 0.14	\$ 9.40	\$ 0.21	\$ 10.65	\$ 0.22
Total_Operating_Expenses	\$ 59.87	\$ 1.47	\$ 55.71	\$ 1.13	\$ 79.50	\$ 1.74	\$ 81.56	\$ 1.66
Contribution_Margin	\$ 31.91	\$ 0.78	\$ 109.40	\$ 2.22	\$ 38.99	\$ 0.85	\$ 79.89	\$ 1.62
Admin & Overheads								
Equip & Building Depr.	\$ 28.27	\$ 0.69	\$ 26.18	\$ 0.53	\$ 28.31	\$ 0.62	\$ 23.79	\$ 0.48
Equipment Rent	\$ 0.43	\$ 0.01	\$ 0.75	\$ 0.02	\$ 1.24	\$ 0.03	\$ 0.48	\$ 0.01
Insurance & Licenses	\$ 8.89	\$ 0.22	\$ 8.79	\$ 0.18	\$ 10.45	\$ 0.23	\$ 11.23	\$ 0.23
Interest Long Term	\$ 6.56	\$ 0.16	\$ 5.92	\$ 0.12	\$ 3.27	\$ 0.07	\$ 1.91	\$ 0.04
Professional Fees & Misc.	\$ 6.03	\$ 0.15	\$ 4.65	\$ 0.09	\$ 5.70	\$ 0.12	\$ 3.69	\$ 0.07
Property Taxes	\$ 2.06	\$ 0.05	\$ 2.92	\$ 0.06	\$ 3.82	\$ 0.08	\$ 2.27	\$ 0.05
Rent	\$ 9.23	\$ 0.23	\$ 15.92	\$ 0.32	\$ 9.16	\$ 0.20	\$ 14.19	\$ 0.29
Total_Admin_And_Overhead	\$ 61.47	\$ 1.51	\$ 65.13	\$ 1.32	\$ 61.96	\$ 1.36	\$ 57.55	\$ 1.17
Total Cost	\$ 235.42	\$ 5.79	\$ 205.13	\$ 4.16	\$ 258.70	\$ 5.66	\$ 231.45	\$ 4.70
Net_Earnings	-\$ 29.56	-\$ 0.73	\$ 44.27	\$ 0.90	-\$ 22.97	-\$ 0.50	\$ 22.35	\$ 0.45
Return on Investment		-1.34%		3.73%		-1.15%		1.55%
Investment Levels								
Invest_Machinery	\$ 279.26	\$ 6.86	\$ 236.43	\$ 4.80	\$ 271.51	\$ 5.94	\$ 261.74	\$ 5.31
Invest_Buildings	\$ 67.70	\$ 1.66	\$ 90.92	\$ 1.84	\$ 79.20	\$ 1.73	\$ 49.06	\$ 1.00
Invest_Land	\$ 1,370.71	\$ 33.69	\$ 1,018.39	\$ 20.66	\$ 1,359.22	\$ 29.76	\$ 1,256.71	\$ 25.51
Total Investment	\$ 1,717.67	\$ 42.22	\$ 1,345.74	\$ 27.30	\$ 1,709.93	\$ 37.44	\$ 1,567.51	\$ 31.82
Input use								
Input_Seed_Rate	1.6	bu/acre	1.5	bu/acre	2.0	bu/acre	2.0	bu/acre
Input_Nitrogen	68.7	lbs/acre	60.4	lbs/acre	79.2	lbs/acre	75.7	lbs/acre
Input_Phosphorus	20.7	lbs/acre	19.1	lbs/acre	23.5	lbs/acre	21.3	lbs/acre
Input_Potassium	2.6	lbs/acre	1.1	lbs/acre	9.0	lbs/acre	9.3	lbs/acre
Input_Sulfur	4.2	lbs/acre	1.6	lbs/acre	7.2	lbs/acre	7.7	lbs/acre

CPS – North - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All	
Region	North & Peace	
Enterprise	DRYLAND GRAIN	
Harvest Year	2009	
Soil Zone	All	
Crop	Wheat CPS	
Measurement	Per Acre	Per Unit
Total Acres in sample	6162	
Number of Farms	7	
Primary Yield (bu/acre)	43.41	
Primary Price (\$/bu)	\$ 3.74	
Primary Revenue	\$ 162.35	\$ 3.74
Total Revenue	\$ 163.41	\$ 3.76
Direct Expenses		
Seed	\$ 18.43	\$ 0.42
Fertilizer	\$ 84.36	\$ 1.94
Chemical	\$ 28.86	\$ 0.66
Insurance - Production	\$ 8.60	\$ 0.20
Other Production Expenses	\$ -	\$ -
Total Direct Costs	\$ 140.26	\$ 3.23
Gross_Margin	\$ 23.15	\$ 0.53
Variable Costs		
Freight_Trucking	\$ 3.29	\$ 0.08
Fuel	\$ 16.19	\$ 0.37
Custom Work Expense	\$ 9.28	\$ 0.21
R & M	\$ 31.20	\$ 0.72
Supplies & Small Tools	\$ 0.96	\$ 0.02
Operating Interest	\$ 5.46	\$ 0.13
Paid & Unpaid Labour	\$ 17.44	\$ 0.40
Utilities	\$ 4.75	\$ 0.11
Total_Operating_Expenses	\$ 88.57	\$ 2.04
Contribution_Margin	-\$ 65.42	-\$ 1.51
Admin & Overheads		
Equip & Building Depr.	\$ 36.16	\$ 0.83
Equipment Rent	\$ 2.04	\$ 0.05
Insurance & Licenses	\$ 7.16	\$ 0.16
Interest Long Term	\$ 7.95	\$ 0.18
Professional Fees & Misc.	\$ 8.82	\$ 0.20
Property Taxes	\$ 1.29	\$ 0.03
Rent	\$ 23.74	\$ 0.55
Total_Admin_And_Overhead	\$ 87.17	\$ 2.01
Total Cost	\$ 315.99	\$ 7.28
Net_Earnings	-\$ 152.58	-\$ 3.52
Return on Investment		-12.23%
Investment Levels		
Invest_Machinery	\$ 336.46	\$ 7.75
Invest_Buildings	\$ 89.57	\$ 2.06
Invest_Land	\$ 756.56	\$ 17.43
Total Investment	\$ 1,182.59	\$ 27.24
Input use		
Input_Seed_Rate	2.2	bu/acre
Input_Nitrogen	83.4	lbs/acre
Input_Phosphorus	29.4	lbs/acre
Input_Potassium	10.3	lbs/acre
Input_Sulfur	7.7	lbs/acre

- CPS samples are only included in the North as other regions observations are below threshold levels.

Winter Wheat – South - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All			
Region	South			
Enterprise	DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost	
Soil Zone	All			
Crop	Winter Wheat			
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	16075		2898	
Number of Farms	16		5	
Primary Yield (bu/acre)	45.17		65.82	
Primary Price (\$/bu)	\$ 3.63		\$ 3.63	
Primary Revenue	\$ 163.97	\$ 3.63	\$ 238.92	\$ 3.63
Total Revenue	\$ 163.97	\$ 3.63	\$ 238.92	\$ 3.63
Direct Expenses				
Seed	\$ 8.96	\$ 0.20	\$ 7.53	\$ 0.11
Fertilizer	\$ 67.68	\$ 1.50	\$ 43.83	\$ 0.67
Chemical	\$ 25.43	\$ 0.56	\$ 19.75	\$ 0.30
Insurance - Production	\$ 3.30	\$ 0.07	\$ 7.53	\$ 0.11
Other Production Expenses	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 105.36	\$ 2.33	\$ 78.63	\$ 1.19
Gross_Margin	\$ 58.61	\$ 1.30	\$ 160.30	\$ 2.44
Variable Costs				
Freight_Trucking	\$ 1.34	\$ 0.03	\$ 2.80	\$ 0.04
Fuel	\$ 11.59	\$ 0.26	\$ 11.74	\$ 0.18
Custom Work Expense	\$ 2.92	\$ 0.06	\$ 2.65	\$ 0.04
R & M	\$ 17.57	\$ 0.39	\$ 13.86	\$ 0.21
Supplies & Small Tools	\$ 8.68	\$ 0.19	\$ 5.04	\$ 0.08
Operating Interest	\$ 3.34	\$ 0.07	\$ 1.30	\$ 0.02
Paid & Unpaid Labour	\$ 10.56	\$ 0.23	\$ 9.22	\$ 0.14
Utilities	\$ 8.66	\$ 0.19	\$ 7.24	\$ 0.11
Total_Operating_Expenses	\$ 64.67	\$ 1.43	\$ 53.84	\$ 0.82
Contribution_Margin	-\$ 6.06	-\$ 0.13	\$ 106.45	\$ 1.62
Admin & Overheads				
Equip & Building Depr.	\$ 25.23	\$ 0.56	\$ 27.76	\$ 0.42
Equipment Rent	\$ 0.50	\$ 0.01	\$ 0.69	\$ 0.01
Insurance & Licenses	\$ 7.53	\$ 0.17	\$ 5.26	\$ 0.08
Interest Long Term	\$ 5.40	\$ 0.12	\$ 5.02	\$ 0.08
Professional Fees & Misc.	\$ 6.43	\$ 0.14	\$ 5.17	\$ 0.08
Property Taxes	\$ 2.57	\$ 0.06	\$ 1.63	\$ 0.02
Rent	\$ 8.94	\$ 0.20	\$ 20.31	\$ 0.31
Total_Admin_And_Overhead	\$ 56.61	\$ 1.25	\$ 65.84	\$ 1.00
Total Cost	\$ 226.64	\$ 5.02	\$ 198.31	\$ 3.01
Net_Earnings	-\$ 62.67	-\$ 1.39	\$ 40.61	\$ 0.62
Return on Investment		-4.04%		3.25%
Investment Levels				
Invest_Machinery	\$ 241.18	\$ 5.34	\$ 273.77	\$ 4.16
Invest_Buildings	\$ 63.46	\$ 1.40	\$ 69.87	\$ 1.06
Invest_Land	\$ 1,113.59	\$ 24.65	\$ 1,060.25	\$ 16.11
Total Investment	\$ 1,418.23	\$ 31.40	\$ 1,403.90	\$ 21.33
Input use				
Input_Seed_Rate	1.5	bu/acre	1.4	bu/acre
Input_Nitrogen	64.6	lbs/acre	41.0	lbs/acre
Input_Phosphorus	24.9	lbs/acre	27.8	lbs/acre
Input_Potassium	3.8	lbs/acre	2.8	lbs/acre
Input_Sulfur	2.5	lbs/acre	1.6	lbs/acre

- Winter Wheat samples are only included in the South as other regions observations are below threshold levels.

Durum – South - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All			
Region	South			
Enterprise	DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost	
Soil Zone	All			
Crop	Durum			
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	39727		10338	
Number of Farms	25		8	
Primary Yield (bu/acre)	46.01		55.18	
Primary Price (\$/bu)	\$ 4.22		\$ 4.22	
Primary Revenue	\$ 194.14	\$ 4.22	\$ 232.87	\$ 4.22
Total Revenue	\$ 194.14	\$ 4.22	\$ 232.87	\$ 4.22
Direct Expenses				
Seed	\$ 13.60	\$ 0.30	\$ 9.52	\$ 0.17
Fertilizer	\$ 46.31	\$ 1.01	\$ 28.69	\$ 0.52
Chemical	\$ 34.71	\$ 0.75	\$ 17.77	\$ 0.32
Insurance - Production	\$ 7.13	\$ 0.16	\$ 17.59	\$ 0.32
Other Production Expenses	\$ 0.00	\$ 0.00	\$ -	\$ -
Total Direct Costs	\$ 101.75	\$ 2.21	\$ 73.56	\$ 1.33
Gross_Margin	\$ 92.39	\$ 2.01	\$ 159.31	\$ 2.89
Variable Costs				
Freight_Trucking	\$ 1.13	\$ 0.02	\$ 2.24	\$ 0.04
Fuel	\$ 12.06	\$ 0.26	\$ 14.52	\$ 0.26
Custom Work Expense	\$ 2.97	\$ 0.06	\$ 2.79	\$ 0.05
R & M	\$ 17.56	\$ 0.38	\$ 18.04	\$ 0.33
Supplies & Small Tools	\$ 7.65	\$ 0.17	\$ 5.35	\$ 0.10
Operating Interest	\$ 3.42	\$ 0.07	\$ 7.96	\$ 0.14
Paid & Unpaid Labour	\$ 10.32	\$ 0.22	\$ 11.47	\$ 0.21
Utilities	\$ 8.64	\$ 0.19	\$ 6.60	\$ 0.12
Total_Operating_Expenses	\$ 63.75	\$ 1.39	\$ 68.97	\$ 1.25
Contribution_Margin	\$ 28.64	\$ 0.62	\$ 90.34	\$ 1.64
Admin & Overheads				
Equip & Building Depr.	\$ 28.04	\$ 0.61	\$ 28.58	\$ 0.52
Equipment Rent	\$ 0.34	\$ 0.01	\$ 0.01	\$ 0.00
Insurance & Licenses	\$ 7.66	\$ 0.17	\$ 8.35	\$ 0.15
Interest Long Term	\$ 2.69	\$ 0.06	\$ 5.66	\$ 0.10
Professional Fees & Misc.	\$ 6.14	\$ 0.13	\$ 5.28	\$ 0.10
Property Taxes	\$ 2.61	\$ 0.06	\$ 1.40	\$ 0.03
Rent	\$ 8.09	\$ 0.18	\$ 20.53	\$ 0.37
Total_Admin_And_Overhead	\$ 55.56	\$ 1.21	\$ 69.82	\$ 1.27
Total Cost	\$ 221.07	\$ 4.81	\$ 212.35	\$ 3.85
Net_Earnings	-\$ 26.93	-\$ 0.59	\$ 20.52	\$ 0.37
Return on Investment		-1.74%		2.56%
Investment Levels				
Invest_Machinery	\$ 273.32	\$ 5.94	\$ 285.76	\$ 5.18
Invest_Buildings	\$ 65.20	\$ 1.42	\$ 63.56	\$ 1.15
Invest_Land	\$ 1,054.74	\$ 22.93	\$ 671.69	\$ 12.17
Total Investment	\$ 1,393.26	\$ 30.28	\$ 1,021.02	\$ 18.50
Input use				
Input_Seed_Rate	1.6	bu/acre	1.5	bu/acre
Input_Nitrogen	63.2	lbs/acre	46.8	lbs/acre
Input_Phosphorus	20.2	lbs/acre	20.2	lbs/acre
Input_Potassium	2.0	lbs/acre	1.3	lbs/acre
Input_Sulfur	3.8	lbs/acre	3.8	lbs/acre

- Durum samples are only included in the South as other regions observations are below threshold levels

Yellow Peas – North & South - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All				All			
	South		Top 1/3		North & Peace		Top 1/3	
Enterprise	DRYLAND GRAIN				DRYLAND GRAIN			
Harvest Year	2009				2009			
Soil Zone	All				All			
Crop	Peas Yellow				Peas Yellow			
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	15219		6415		10917		2650	
Number of Farms	20		7		13		4	
Primary Yield (bu/acre)	39.54		41.45		33.99		33.51	
Primary Price (\$/bu)	\$ 5.24		\$ 5.24		\$ 5.24		\$ 5.24	
Primary Revenue	\$ 207.17	\$ 5.24	\$ 217.21	\$ 5.24	\$ 178.12	\$ 5.24	\$ 175.58	\$ 5.24
Total Revenue	\$ 207.17	\$ 5.24	\$ 217.21	\$ 5.24	\$ 180.31	\$ 5.30	\$ 175.58	\$ 5.24
Direct Expenses								
Seed	\$ 24.99	\$ 0.63	\$ 23.05	\$ 0.56	\$ 24.19	\$ 0.71	\$ 18.18	\$ 0.54
Fertilizer	\$ 11.21	\$ 0.28	\$ 6.71	\$ 0.16	\$ 10.96	\$ 0.32	\$ 6.89	\$ 0.21
Chemical	\$ 46.95	\$ 1.19	\$ 38.22	\$ 0.92	\$ 26.89	\$ 0.79	\$ 11.83	\$ 0.35
Insurance - Production	\$ 8.82	\$ 0.22	\$ 5.85	\$ 0.14	\$ 8.00	\$ 0.24	\$ 6.20	\$ 0.19
Other Production Expenses	\$ 0.80	\$ 0.02	\$ -	\$ -	\$ 1.43	\$ 0.04	\$ -	\$ -
Total Direct Costs	\$ 92.78	\$ 2.35	\$ 73.82	\$ 1.78	\$ 71.47	\$ 2.10	\$ 43.10	\$ 1.29
Gross_Margin	\$ 114.39	\$ 2.89	\$ 143.39	\$ 3.46	\$ 108.84	\$ 3.20	\$ 132.48	\$ 3.95
Variable Costs								
Freight_Trucking	\$ 0.52	\$ 0.01	\$ 0.21	\$ 0.01	\$ 1.03	\$ 0.03	\$ 0.83	\$ 0.02
Fuel	\$ 13.15	\$ 0.33	\$ 13.08	\$ 0.32	\$ 14.17	\$ 0.42	\$ 15.06	\$ 0.45
Custom Work Expense	\$ 4.63	\$ 0.12	\$ 4.02	\$ 0.10	\$ 7.46	\$ 0.22	\$ 4.94	\$ 0.15
R & M	\$ 20.63	\$ 0.52	\$ 18.33	\$ 0.44	\$ 34.23	\$ 1.01	\$ 21.31	\$ 0.64
Supplies & Small Tools	\$ 9.91	\$ 0.25	\$ 8.42	\$ 0.20	\$ 3.69	\$ 0.11	\$ 3.05	\$ 0.09
Operating Interest	\$ 2.78	\$ 0.07	\$ 3.65	\$ 0.09	\$ 3.23	\$ 0.10	\$ 3.40	\$ 0.10
Paid & Unpaid Labour	\$ 12.50	\$ 0.32	\$ 14.70	\$ 0.35	\$ 7.88	\$ 0.23	\$ 6.88	\$ 0.21
Utilities	\$ 8.65	\$ 0.22	\$ 7.48	\$ 0.18	\$ 12.04	\$ 0.35	\$ 7.12	\$ 0.21
Total_Operating_Expenses	\$ 72.76	\$ 1.84	\$ 69.89	\$ 1.69	\$ 83.74	\$ 2.46	\$ 62.58	\$ 1.87
Contribution_Margin	\$ 41.63	\$ 1.05	\$ 73.50	\$ 1.77	\$ 25.10	\$ 0.74	\$ 69.90	\$ 2.09
Admin & Overheads								
Equip & Building Depr.	\$ 26.91	\$ 0.68	\$ 26.84	\$ 0.65	\$ 26.91	\$ 0.79	\$ 28.08	\$ 0.84
Equipment Rent	\$ 0.36	\$ 0.01	\$ -	\$ -	\$ 0.51	\$ 0.01	\$ -	\$ -
Insurance & Licenses	\$ 7.59	\$ 0.19	\$ 5.56	\$ 0.13	\$ 10.88	\$ 0.32	\$ 11.08	\$ 0.33
Interest Long Term	\$ 5.15	\$ 0.13	\$ 2.68	\$ 0.06	\$ 3.27	\$ 0.10	\$ 5.45	\$ 0.16
Professional Fees & Misc.	\$ 6.57	\$ 0.17	\$ 6.93	\$ 0.17	\$ 4.04	\$ 0.12	\$ 5.19	\$ 0.16
Property Taxes	\$ 3.16	\$ 0.08	\$ 2.91	\$ 0.07	\$ 5.11	\$ 0.15	\$ 2.55	\$ 0.08
Rent	\$ 7.20	\$ 0.18	\$ 6.16	\$ 0.15	\$ 5.79	\$ 0.17	\$ 7.65	\$ 0.23
Total_Admin_And_Overhead	\$ 56.95	\$ 1.44	\$ 51.08	\$ 1.23	\$ 56.51	\$ 1.66	\$ 60.00	\$ 1.79
Total Cost	\$ 222.49	\$ 5.63	\$ 194.79	\$ 4.70	\$ 211.72	\$ 6.23	\$ 165.68	\$ 4.94
Net_Earnings	-\$ 15.32	-\$ 0.39	\$ 22.42	\$ 0.54	-\$ 31.41	-\$ 0.92	\$ 9.91	\$ 0.30
Return on Investment		-0.65%		1.71%		-1.93%		1.75%
Investment Levels								
Invest_Machinery	\$ 250.13	\$ 6.33	\$ 255.64	\$ 6.17	\$ 280.84	\$ 8.26	\$ 262.19	\$ 7.82
Invest_Buildings	\$ 79.28	\$ 2.01	\$ 68.65	\$ 1.66	\$ 48.22	\$ 1.42	\$ 57.84	\$ 1.73
Invest_Land	\$ 1,236.46	\$ 31.27	\$ 1,141.65	\$ 27.54	\$ 1,127.91	\$ 33.18	\$ 559.88	\$ 16.71
Total Investment	\$ 1,565.87	\$ 39.61	\$ 1,465.94	\$ 35.36	\$ 1,456.97	\$ 42.86	\$ 879.90	\$ 26.26
Input use								
Input_Seed_Rate	3.2	bu/acre	3.2	bu/acre	3.1	bu/acre	2.9	bu/acre
Input_Nitrogen	2.0	lbs/acre	0.3	lbs/acre	2.3	lbs/acre	1.0	lbs/acre
Input_Phosphorus	13.7	lbs/acre	8.6	lbs/acre	23.8	lbs/acre	13.8	lbs/acre
Input_Potassium	0.5	lbs/acre	0.0	lbs/acre	5.5	lbs/acre	11.8	lbs/acre
Input_Sulfur	1.5	lbs/acre	0.0	lbs/acre	0.2	lbs/acre	0.0	lbs/acre

Black, Brown, Dark Brown, and Peace Soil Zones Crop Detail Reports

SOIL ZONE CROP DETAIL TABLES – GRAIN, OILSEED AND PULSE CROPS (PER ACRE & PER UNIT)

Canola – North - Black Soil Zone - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All			
Region	North & Peace			
Enterprise	DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost	
Soil Zone	Black Soil Zone			
Crop	Canola			
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	22251		9303	
Number of Farms	14		5	
Primary Yield (bu/acre)	38.17		45.40	
Primary Price (\$/bu)	\$ 9.02		\$ 9.02	
Primary Revenue	\$ 344.24	\$ 9.02	\$ 409.50	\$ 9.02
Total Revenue	\$ 344.24	\$ 9.02	\$ 409.50	\$ 9.02
Direct Expenses				
Seed	\$ 38.38	\$ 1.01	\$ 40.55	\$ 0.89
Fertilizer	\$ 77.29	\$ 2.03	\$ 81.76	\$ 1.80
Chemical	\$ 28.79	\$ 0.75	\$ 26.12	\$ 0.58
Insurance - Production	\$ 15.15	\$ 0.40	\$ 11.04	\$ 0.24
Other Production Expenses	\$ 1.23	\$ 0.03	\$ -	\$ -
Total Direct Costs	\$ 160.84	\$ 4.21	\$ 159.46	\$ 3.51
Gross_Margin	\$ 183.40	\$ 4.81	\$ 250.05	\$ 5.51
Variable Costs				
Freight_Trucking	\$ 2.51	\$ 0.07	\$ 0.90	\$ 0.02
Fuel	\$ 16.94	\$ 0.44	\$ 16.80	\$ 0.37
Custom Work Expense	\$ 9.23	\$ 0.24	\$ 7.76	\$ 0.17
R & M	\$ 33.05	\$ 0.87	\$ 31.86	\$ 0.70
Supplies & Small Tools	\$ 8.51	\$ 0.22	\$ 10.33	\$ 0.23
Operating Interest	\$ 4.24	\$ 0.11	\$ 1.48	\$ 0.03
Paid & Unpaid Labour	\$ 12.49	\$ 0.33	\$ 14.85	\$ 0.33
Utilities	\$ 11.97	\$ 0.31	\$ 12.45	\$ 0.27
Total Operating Expenses	\$ 98.95	\$ 2.59	\$ 96.42	\$ 2.12
Contribution Margin	\$ 84.46	\$ 2.21	\$ 153.62	\$ 3.38
Admin & Overheads				
Equip & Building Depr.	\$ 27.85	\$ 0.73	\$ 30.44	\$ 0.67
Equipment Rent	\$ 2.25	\$ 0.06	\$ 2.13	\$ 0.05
Insurance & Licenses	\$ 14.39	\$ 0.38	\$ 18.20	\$ 0.40
Interest Long Term	\$ 4.98	\$ 0.13	\$ 2.32	\$ 0.05
Professional Fees & Misc.	\$ 7.08	\$ 0.19	\$ 7.79	\$ 0.17
Property Taxes	\$ 4.04	\$ 0.11	\$ 3.24	\$ 0.07
Rent	\$ 15.46	\$ 0.41	\$ 15.57	\$ 0.34
Total Admin And Overhead	\$ 76.06	\$ 1.99	\$ 79.68	\$ 1.76
Total Cost	\$ 335.85	\$ 8.80	\$ 335.56	\$ 7.39
Net_Earnings	\$ 8.40	\$ 0.22	\$ 73.94	\$ 1.63
Return on Investment		0.61%		2.91%
Investment Levels				
Invest_Machinery	\$ 273.44	\$ 7.16	\$ 310.92	\$ 6.85
Invest_Buildings	\$ 55.47	\$ 1.45	\$ 64.43	\$ 1.42
Invest_Land	\$ 1,854.88	\$ 48.60	\$ 2,241.08	\$ 49.36
Total Investment	\$ 2,183.79	\$ 57.22	\$ 2,616.42	\$ 57.63
Input use				
Input_Seed_Rate	5.0 lbs/acre		4.9 lbs/acre	
Input_Nitrogen	86.9 lbs/acre		98.2 lbs/acre	
Input_Phosphorus	25.3 lbs/acre		21.8 lbs/acre	
Input_Potassium	16.6 lbs/acre		21.6 lbs/acre	
Input_Sulfur	16.4 lbs/acre		23.2 lbs/acre	

Canola – South - Brown Soil Zone - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All	
Region	South	
Enterprise	DRYLAND GRAIN	
Harvest Year	2009	
Soil Zone	Brown Soil Zone	
Crop	Canola	
Measurement	Per Acre	Per Unit
Total Acres in sample	6385	
Number of Farms	8	
Primary Yield (bu/acre)	33.25	
Primary Price (\$/bu)	\$ 9.02	
Primary Revenue	\$ 299.95	\$ 9.02
Total Revenue	\$ 299.95	\$ 9.02
Direct Expenses		
Seed	\$ 43.27	\$ 1.30
Fertilizer	\$ 70.86	\$ 2.13
Chemical	\$ 31.25	\$ 0.94
Insurance - Production	\$ 12.04	\$ 0.36
Other Production Expenses	\$ -	\$ -
Total Direct Costs	\$ 157.41	\$ 4.73
Gross Margin	\$ 142.54	\$ 4.29
Variable Costs		
Freight Trucking	\$ 1.31	\$ 0.04
Fuel	\$ 11.98	\$ 0.36
Custom Work Expense	\$ 6.85	\$ 0.21
R & M	\$ 19.20	\$ 0.58
Supplies & Small Tools	\$ 8.29	\$ 0.25
Operating Interest	\$ 1.23	\$ 0.04
Paid & Unpaid Labour	\$ 11.32	\$ 0.34
Utilities	\$ 9.02	\$ 0.27
Total Operating Expenses	\$ 69.18	\$ 2.08
Contribution Margin	\$ 73.35	\$ 2.21
Admin & Overheads		
Equip & Building Depr.	\$ 31.89	\$ 0.96
Equipment Rent	\$ 0.47	\$ 0.01
Insurance & Licenses	\$ 8.87	\$ 0.27
Interest Long Term	\$ 3.64	\$ 0.11
Professional Fees & Misc.	\$ 8.73	\$ 0.26
Property Taxes	\$ 3.77	\$ 0.11
Rent	\$ 10.89	\$ 0.33
Total Admin And Overhead	\$ 68.25	\$ 2.05
Total Cost	\$ 294.84	\$ 8.87
Net Earnings	\$ 5.10	\$ 0.15
Return on Investment		0.56%
Investment Levels		
Invest Machinery	\$ 303.80	\$ 9.14
Invest Buildings	\$ 90.27	\$ 2.71
Invest Land	\$ 1,178.79	\$ 35.45
Total Investment	\$ 1,572.86	\$ 47.30
Input use		
Input Seed Rate	4.6	lbs/acre
Input Nitrogen	79.5	lbs/acre
Input Phosphorus	27.1	lbs/acre
Input Potassium	1.3	lbs/acre
Input Sulfur	15.8	lbs/acre

Canola – South – Dark Brown Soil Zone - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All			
Region	South			
Enterprise	DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost	
Soil Zone	Dark Brown Soil Zone			
Crop	Canola			
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	18719		5555	
Number of Farms	13		4	
Primary Yield (bu/acre)	43.07		48.86	
Primary Price (\$/bu)	\$ 9.02		\$ 9.02	
Primary Revenue	\$ 388.49	\$ 9.02	\$ 440.70	\$ 9.02
Total Revenue	\$ 388.49	\$ 9.02	\$ 440.70	\$ 9.02
Direct Expenses				
Seed	\$ 41.58	\$ 0.97	\$ 44.08	\$ 0.90
Fertilizer	\$ 75.58	\$ 1.75	\$ 57.75	\$ 1.18
Chemical	\$ 28.17	\$ 0.65	\$ 33.44	\$ 0.68
Insurance - Production	\$ 8.96	\$ 0.21	\$ 2.93	\$ 0.06
Other Production Expenses	\$ 1.57	\$ 0.04	\$ -	\$ -
Total Direct Costs	\$ 155.86	\$ 3.62	\$ 138.20	\$ 2.83
Gross Margin	\$ 232.63	\$ 5.40	\$ 302.50	\$ 6.19
Variable Costs				
Freight_Trucking	\$ 1.05	\$ 0.02	\$ 0.37	\$ 0.01
Fuel	\$ 11.81	\$ 0.27	\$ 13.99	\$ 0.29
Custom Work Expense	\$ 2.77	\$ 0.06	\$ 0.72	\$ 0.01
R & M	\$ 16.08	\$ 0.37	\$ 19.35	\$ 0.40
Supplies & Small Tools	\$ 6.88	\$ 0.16	\$ 6.45	\$ 0.13
Operating Interest	\$ 1.73	\$ 0.04	\$ 0.73	\$ 0.01
Paid & Unpaid Labour	\$ 9.04	\$ 0.21	\$ 9.39	\$ 0.19
Utilities	\$ 9.48	\$ 0.22	\$ 11.10	\$ 0.23
Total Operating Expenses	\$ 58.84	\$ 1.37	\$ 62.10	\$ 1.27
Contribution Margin	\$ 173.78	\$ 4.03	\$ 240.40	\$ 4.92
Admin & Overheads				
Equip & Building Depr.	\$ 25.46	\$ 0.59	\$ 28.96	\$ 0.59
Equipment Rent	\$ 0.69	\$ 0.02	\$ 0.92	\$ 0.02
Insurance & Licenses	\$ 9.98	\$ 0.23	\$ 11.03	\$ 0.23
Interest Long Term	\$ 7.14	\$ 0.17	\$ 0.69	\$ 0.01
Professional Fees & Misc.	\$ 5.22	\$ 0.12	\$ 6.54	\$ 0.13
Property Taxes	\$ 3.19	\$ 0.07	\$ 3.00	\$ 0.06
Rent	\$ 8.37	\$ 0.19	\$ 6.36	\$ 0.13
Total Admin_And_Overhead	\$ 60.04	\$ 1.39	\$ 57.50	\$ 1.18
Total Cost	\$ 274.74	\$ 6.38	\$ 257.80	\$ 5.28
Net_Earnings	\$ 113.75	\$ 2.64	\$ 182.90	\$ 3.74
Return on Investment		7.21%		11.17%
Investment Levels				
Invest_Machinery	\$ 231.08	\$ 5.37	\$ 288.23	\$ 5.90
Invest_Buildings	\$ 87.54	\$ 2.03	\$ 67.03	\$ 1.37
Invest_Land	\$ 1,357.42	\$ 31.52	\$ 1,287.92	\$ 26.36
Total Investment	\$ 1,676.05	\$ 38.91	\$ 1,643.18	\$ 33.63
Input use				
Input_Seed_Rate	5.0 lbs/acre		4.9 lbs/acre	
Input_Nitrogen	83.8 lbs/acre		72.6 lbs/acre	
Input_Phosphorus	23.1 lbs/acre		27.8 lbs/acre	
Input_Potassium	1.5 lbs/acre		0.0 lbs/acre	
Input_Sulfur	13.1 lbs/acre		9.0 lbs/acre	

Canola – North – Peace Region - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All			
Region	North & Peace			
Enterprise	DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost	
Soil Zone	Peace Region			
Crop	Canola			
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	38434		9192	
Number of Farms	18		6	
Primary Yield (bu/acre)	30.65		34.15	
Primary Price (\$/bu)	\$ 9.02		\$ 9.02	
Primary Revenue	\$ 276.48	\$ 9.02	\$ 308.08	\$ 9.02
Total Revenue	\$ 276.48	\$ 9.02	\$ 308.08	\$ 9.02
Direct Expenses				
Seed	\$ 36.97	\$ 1.21	\$ 28.97	\$ 0.85
Fertilizer	\$ 77.37	\$ 2.52	\$ 55.53	\$ 1.63
Chemical	\$ 26.80	\$ 0.87	\$ 29.86	\$ 0.87
Insurance - Production	\$ 8.90	\$ 0.29	\$ 3.87	\$ 0.11
Other Production Expenses	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 150.04	\$ 4.90	\$ 118.23	\$ 3.46
Gross_Margin	\$ 126.44	\$ 4.12	\$ 189.85	\$ 5.56
Variable Costs				
Freight_Trucking	\$ 2.63	\$ 0.09	\$ 7.77	\$ 0.23
Fuel	\$ 15.10	\$ 0.49	\$ 13.61	\$ 0.40
Custom Work Expense	\$ 3.76	\$ 0.12	\$ 3.33	\$ 0.10
R & M	\$ 20.69	\$ 0.68	\$ 25.05	\$ 0.73
Supplies & Small Tools	\$ 1.02	\$ 0.03	\$ 1.25	\$ 0.04
Operating Interest	\$ 4.51	\$ 0.15	\$ 3.74	\$ 0.11
Paid & Unpaid Labour	\$ 9.41	\$ 0.31	\$ 10.26	\$ 0.30
Utilities	\$ 5.92	\$ 0.19	\$ 11.06	\$ 0.32
Total_Operating_Expenses	\$ 63.04	\$ 2.06	\$ 76.07	\$ 2.23
Contribution_Margin	\$ 63.40	\$ 2.07	\$ 113.78	\$ 3.33
Admin & Overheads				
Equip & Building Depr.	\$ 35.10	\$ 1.15	\$ 31.51	\$ 0.92
Equipment Rent	\$ 1.18	\$ 0.04	\$ 1.20	\$ 0.04
Insurance & Licenses	\$ 7.28	\$ 0.24	\$ 6.05	\$ 0.18
Interest Long Term	\$ 3.15	\$ 0.10	\$ 4.10	\$ 0.12
Professional Fees & Misc.	\$ 5.02	\$ 0.16	\$ 5.21	\$ 0.15
Property Taxes	\$ 1.03	\$ 0.03	\$ 1.87	\$ 0.05
Rent	\$ 9.79	\$ 0.32	\$ 9.40	\$ 0.28
Total_Admin_And_Overhead	\$ 62.55	\$ 2.04	\$ 59.34	\$ 1.74
Total Cost	\$ 275.63	\$ 8.99	\$ 253.64	\$ 7.43
Net_Earnings	\$ 0.84	\$ 0.03	\$ 54.44	\$ 1.59
Return on Investment		0.37%		4.56%
Investment Levels				
Invest_Machinery	\$ 325.68	\$ 10.63	\$ 360.31	\$ 10.55
Invest_Buildings	\$ 92.19	\$ 3.01	\$ 81.07	\$ 2.37
Invest_Land	\$ 658.08	\$ 21.47	\$ 842.62	\$ 24.67
Total Investment	\$ 1,075.95	\$ 35.10	\$ 1,284.00	\$ 37.59
Input use				
Input_Seed_Rate	5.0	lbs/acre	4.8	lbs/acre
Input_Nitrogen	99.1	lbs/acre	90.0	lbs/acre
Input_Phosphorus	34.0	lbs/acre	30.0	lbs/acre
Input_Potassium	6.2	lbs/acre	7.5	lbs/acre
Input_Sulfur	15.6	lbs/acre	15.2	lbs/acre

Barley - North – Black Soil Zone - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All	
Region	North & Peace	
Enterprise	DRYLAND GRAIN	
Harvest Year	2009	
Soil Zone	Black Soil Zone	
Crop	Barley	
Measurement	Per Acre	Per Unit
Total Acres in sample	8452	
Number of Farms	6	
Primary Yield (bu/acre)	78.52	
Primary Price (\$/bu)	\$ 3.14	
Primary Revenue	\$ 246.55	\$ 3.14
Total Revenue	\$ 250.01	\$ 3.18
Direct Expenses		
Seed	\$ 12.02	\$ 0.15
Fertilizer	\$ 58.64	\$ 0.75
Chemical	\$ 23.46	\$ 0.30
Insurance - Production	\$ 7.30	\$ 0.09
Other Production Expenses	\$ -	\$ -
Total Direct Costs	\$ 101.43	\$ 1.29
Gross_Margin	\$ 148.58	\$ 1.89
Variable Costs		
Freight_Trucking	\$ 1.96	\$ 0.02
Fuel	\$ 17.75	\$ 0.23
Custom Work Expense	\$ 14.32	\$ 0.18
R & M	\$ 32.63	\$ 0.42
Supplies & Small Tools	\$ 9.49	\$ 0.12
Operating Interest	\$ 4.91	\$ 0.06
Paid & Unpaid Labour	\$ 14.37	\$ 0.18
Utilities	\$ 14.11	\$ 0.18
Total_Operating_Expenses	\$ 109.54	\$ 1.40
Contribution_Margin	\$ 39.04	\$ 0.50
Admin & Overheads		
Equip & Building Depr.	\$ 33.61	\$ 0.43
Equipment Rent	\$ 1.79	\$ 0.02
Insurance & Licenses	\$ 18.31	\$ 0.23
Interest Long Term	\$ 1.94	\$ 0.02
Professional Fees & Misc.	\$ 10.82	\$ 0.14
Property Taxes	\$ 3.49	\$ 0.04
Rent	\$ 20.20	\$ 0.26
Total_Admin_And_Overhead	\$ 90.17	\$ 1.15
Total Cost	\$ 301.13	\$ 3.84
Net_Earnings	-\$ 51.12	-\$ 0.65
Return on Investment		-1.84%
Investment Levels		
Invest_Machinery	\$ 345.07	\$ 4.39
Invest_Buildings	\$ 65.58	\$ 0.84
Invest_Land	\$ 2,257.82	\$ 28.76
Total Investment	\$ 2,668.46	\$ 33.99
Input use		
Input_Seed_Rate	2.3	bu/acre
Input_Nitrogen	70.1	lbs/acre
Input_Phosphorus	21.8	lbs/acre
Input_Potassium	10.5	lbs/acre
Input_Sulfur	8.2	lbs/acre

Barley - South – Brown Soil Zone - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All	
Region	South	
Enterprise	DRYLAND GRAIN	
Harvest Year	2009	
Soil Zone	Brown Soil Zone	
Crop	Barley	
Measurement	Per Acre	Per Unit
Total Acres in sample	11751	
Number of Farms	9	
Primary Yield (bu/acre)	58.22	
Primary Price (\$/bu)	\$ 3.26	
Primary Revenue	\$ 189.80	\$ 3.26
Total Revenue	\$ 189.80	\$ 3.26
Direct Expenses		
Seed	\$ 9.81	\$ 0.17
Fertilizer	\$ 53.06	\$ 0.91
Chemical	\$ 29.79	\$ 0.51
Insurance - Production	\$ 6.41	\$ 0.11
Other Production Expenses	\$ -	\$ -
Total Direct Costs	\$ 99.07	\$ 1.70
Gross_Margin	\$ 90.73	\$ 1.56
Variable Costs		
Freight_Trucking	\$ 0.81	\$ 0.01
Fuel	\$ 14.83	\$ 0.25
Custom Work Expense	\$ 5.27	\$ 0.09
R & M	\$ 23.85	\$ 0.41
Supplies & Small Tools	\$ 14.42	\$ 0.25
Operating Interest	\$ 1.47	\$ 0.03
Paid & Unpaid Labour	\$ 9.37	\$ 0.16
Utilities	\$ 10.88	\$ 0.19
Total_Operating_Expenses	\$ 80.91	\$ 1.39
Contribution_Margin	\$ 9.82	\$ 0.17
Admin & Overheads		
Equip & Building Depr.	\$ 28.07	\$ 0.48
Equipment Rent	\$ 0.36	\$ 0.01
Insurance & Licenses	\$ 10.25	\$ 0.18
Interest Long Term	\$ 4.23	\$ 0.07
Professional Fees & Misc.	\$ 6.59	\$ 0.11
Property Taxes	\$ 3.14	\$ 0.05
Rent	\$ 7.76	\$ 0.13
Total_Admin_And_Overhead	\$ 60.40	\$ 1.04
Total Cost	\$ 240.38	\$ 4.13
Net_Earnings	-\$ 50.58	-\$ 0.87
Return on Investment		-3.55%
Investment Levels		
Invest_Machinery	\$ 271.58	\$ 4.66
Invest_Buildings	\$ 70.95	\$ 1.22
Invest_Land	\$ 961.85	\$ 16.52
Total Investment	\$ 1,304.37	\$ 22.40
Input use		
Input_Seed_Rate	1.9	bu/acre
Input_Nitrogen	48.0	lbs/acre
Input_Phosphorus	18.9	lbs/acre
Input_Potassium	3.1	lbs/acre
Input_Sulfur	2.6	lbs/acre

Barley - South – Dark Brown Soil Zone - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All			
Region	South			
Enterprise	DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost	
Soil Zone	Dark Brown Soil Zone			
Crop	Barley			
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	21681		3973	
Number of Farms	13		4	
Primary Yield (bu/acre)	71.26		83.20	
Primary Price (\$/bu)	\$ 3.26		\$ 3.26	
Primary Revenue	\$ 232.32	\$ 3.26	\$ 271.23	\$ 3.26
Total Revenue	\$ 232.32	\$ 3.26	\$ 271.23	\$ 3.26
Direct Expenses				
Seed	\$ 10.70	\$ 0.15	\$ 8.44	\$ 0.10
Fertilizer	\$ 56.45	\$ 0.79	\$ 37.67	\$ 0.45
Chemical	\$ 32.08	\$ 0.45	\$ 28.96	\$ 0.35
Insurance - Production	\$ 6.43	\$ 0.09	\$ 5.32	\$ 0.06
Other Production Expenses	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 105.66	\$ 1.48	\$ 80.39	\$ 0.97
Gross Margin	\$ 126.66	\$ 1.78	\$ 190.84	\$ 2.29
Variable Costs				
Freight Trucking	\$ 0.68	\$ 0.01	\$ 0.44	\$ 0.01
Fuel	\$ 11.49	\$ 0.16	\$ 16.89	\$ 0.20
Custom Work Expense	\$ 2.09	\$ 0.03	\$ 1.19	\$ 0.01
R & M	\$ 15.66	\$ 0.22	\$ 21.31	\$ 0.26
Supplies & Small Tools	\$ 7.67	\$ 0.11	\$ 6.63	\$ 0.08
Operating Interest	\$ 1.45	\$ 0.02	\$ 0.93	\$ 0.01
Paid & Unpaid Labour	\$ 10.64	\$ 0.15	\$ 12.21	\$ 0.15
Utilities	\$ 8.94	\$ 0.13	\$ 11.33	\$ 0.14
Total Operating Expenses	\$ 58.63	\$ 0.82	\$ 70.94	\$ 0.85
Contribution Margin	\$ 68.02	\$ 0.95	\$ 119.90	\$ 1.44
Admin & Overheads				
Equip & Building Depr.	\$ 24.10	\$ 0.34	\$ 33.14	\$ 0.40
Equipment Rent	\$ 0.53	\$ 0.01	\$ 0.96	\$ 0.01
Insurance & Licenses	\$ 9.57	\$ 0.13	\$ 13.16	\$ 0.16
Interest Long Term	\$ 5.04	\$ 0.07	\$ 1.32	\$ 0.02
Professional Fees & Misc.	\$ 5.67	\$ 0.08	\$ 5.78	\$ 0.07
Property Taxes	\$ 2.39	\$ 0.03	\$ 2.77	\$ 0.03
Rent	\$ 10.10	\$ 0.14	\$ 9.27	\$ 0.11
Total Admin And Overhead	\$ 57.40	\$ 0.81	\$ 66.40	\$ 0.80
Total Cost	\$ 221.69	\$ 3.11	\$ 217.74	\$ 2.62
Net Earnings	\$ 10.62	\$ 0.15	\$ 53.50	\$ 0.64
Return on Investment		1.02%		3.11%
Investment Levels				
Invest Machinery	\$ 228.03	\$ 3.20	\$ 327.13	\$ 3.93
Invest Buildings	\$ 67.04	\$ 0.94	\$ 81.94	\$ 0.98
Invest Land	\$ 1,236.30	\$ 17.35	\$ 1,355.95	\$ 16.30
Total Investment	\$ 1,531.37	\$ 21.49	\$ 1,765.02	\$ 21.21
Input use				
Input Seed Rate	1.9 bu/acre		1.8 bu/acre	
Input Nitrogen	66.6 lbs/acre		66.8 lbs/acre	
Input Phosphorus	22.2 lbs/acre		28.5 lbs/acre	
Input Potassium	1.9 lbs/acre		0.0 lbs/acre	
Input Sulfur	3.0 lbs/acre		0.0 lbs/acre	

Barley - North – Peace Region - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All	
Region	North & Peace	
Enterprise	DRYLAND GRAIN	
Harvest Year	2009	
Soil Zone	Peace Region	
Crop	Barley	
Measurement	Per Acre	Per Unit
Total Acres in sample	12601	
Number of Farms	10	
Primary Yield (bu/acre)	79.26	
Primary Price (\$/bu)	\$ 2.85	
Primary Revenue	\$ 225.89	\$ 2.85
Total Revenue	\$ 227.26	\$ 2.87
Direct Expenses		
Seed	\$ 10.74	\$ 0.14
Fertilizer	\$ 54.59	\$ 0.69
Chemical	\$ 30.79	\$ 0.39
Insurance - Production	\$ 10.08	\$ 0.13
Other Production Expenses	\$ -	\$ -
Total Direct Costs	\$ 106.20	\$ 1.34
Gross_Margin	\$ 121.06	\$ 1.53
Variable Costs		
Freight_Trucking	\$ 2.95	\$ 0.04
Fuel	\$ 15.12	\$ 0.19
Custom Work Expense	\$ 5.74	\$ 0.07
R & M	\$ 20.31	\$ 0.26
Supplies & Small Tools	\$ 1.63	\$ 0.02
Operating Interest	\$ 1.41	\$ 0.02
Paid & Unpaid Labour	\$ 5.87	\$ 0.07
Utilities	\$ 7.51	\$ 0.09
Total_Operating_Expenses	\$ 60.53	\$ 0.76
Contribution_Margin	\$ 60.53	\$ 0.76
Admin & Overheads		
Equip & Building Depr.	\$ 29.75	\$ 0.38
Equipment Rent	\$ 1.01	\$ 0.01
Insurance & Licenses	\$ 9.58	\$ 0.12
Interest Long Term	\$ 2.96	\$ 0.04
Professional Fees & Misc.	\$ 4.88	\$ 0.06
Property Taxes	\$ 0.49	\$ 0.01
Rent	\$ 7.32	\$ 0.09
Total_Admin_And_Overhead	\$ 55.98	\$ 0.71
Total Cost	\$ 222.71	\$ 2.81
Net_Earnings	\$ 4.55	\$ 0.06
Return on Investment		0.81%
Investment Levels		
Invest_Machinery	\$ 300.50	\$ 3.79
Invest_Buildings	\$ 57.26	\$ 0.72
Invest_Land	\$ 571.16	\$ 7.21
Total Investment	\$ 928.92	\$ 11.72
Input use		
Input_Seed_Rate	2.3	bu/acre
Input_Nitrogen	70.9	lbs/acre
Input_Phosphorus	31.0	lbs/acre
Input_Potassium	6.5	lbs/acre
Input_Sulfur	11.0	lbs/acre

Wheat HRS - North – Black Soil Zone - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All			
Region	North & Peace			
Enterprise	DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost	
Soil Zone	Black Soil Zone			
Crop	Wheat HRS			
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	26031		9016	
Number of Farms	14		5	
Primary Yield (bu/acre)	50.40		51.83	
Primary Price (\$/bu)	\$ 5.18		\$ 5.06	
Primary Revenue	\$ 261.23	\$ 5.18	\$ 262.26	\$ 5.06
Total Revenue	\$ 263.92	\$ 5.24	\$ 269.71	\$ 5.20
Direct Expenses				
Seed	\$ 16.17	\$ 0.32	\$ 15.04	\$ 0.29
Fertilizer	\$ 67.79	\$ 1.35	\$ 49.13	\$ 0.95
Chemical	\$ 33.14	\$ 0.66	\$ 29.94	\$ 0.58
Insurance - Production	\$ 8.58	\$ 0.17	\$ 6.79	\$ 0.13
Other Production Expenses	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 125.68	\$ 2.49	\$ 100.90	\$ 1.95
Gross Margin	\$ 138.24	\$ 2.74	\$ 168.81	\$ 3.26
Variable Costs				
Freight Trucking	\$ 1.62	\$ 0.03	\$ 2.83	\$ 0.05
Fuel	\$ 15.70	\$ 0.31	\$ 19.11	\$ 0.37
Custom Work Expense	\$ 8.50	\$ 0.17	\$ 5.86	\$ 0.11
R & M	\$ 29.48	\$ 0.59	\$ 35.24	\$ 0.68
Supplies & Small Tools	\$ 8.32	\$ 0.17	\$ 15.92	\$ 0.31
Operating Interest	\$ 4.77	\$ 0.09	\$ 1.81	\$ 0.03
Paid & Unpaid Labour	\$ 11.78	\$ 0.23	\$ 11.34	\$ 0.22
Utilities	\$ 11.40	\$ 0.23	\$ 13.28	\$ 0.26
Total Operating Expenses	\$ 91.57	\$ 1.82	\$ 105.38	\$ 2.03
Contribution Margin	\$ 46.67	\$ 0.93	\$ 63.43	\$ 1.22
Admin & Overheads				
Equip & Building Depr.	\$ 27.00	\$ 0.54	\$ 23.06	\$ 0.44
Equipment Rent	\$ 1.74	\$ 0.03	\$ 1.99	\$ 0.04
Insurance & Licenses	\$ 14.02	\$ 0.28	\$ 18.65	\$ 0.36
Interest Long Term	\$ 3.84	\$ 0.08	\$ 4.20	\$ 0.08
Professional Fees & Misc.	\$ 7.42	\$ 0.15	\$ 4.00	\$ 0.08
Property Taxes	\$ 5.14	\$ 0.10	\$ 1.69	\$ 0.03
Rent	\$ 10.52	\$ 0.21	\$ 16.36	\$ 0.32
Total Admin And Overhead	\$ 69.69	\$ 1.38	\$ 69.95	\$ 1.35
Total Cost	\$ 286.95	\$ 5.69	\$ 276.24	\$ 5.33
Net Earnings	-\$ 23.02	-\$ 0.46	-\$ 6.53	-\$ 0.13
Return on Investment		-0.86%		-0.10%
Investment Levels				
Invest Machinery	\$ 256.37	\$ 5.09	\$ 245.66	\$ 4.74
Invest Buildings	\$ 70.57	\$ 1.40	\$ 29.35	\$ 0.57
Invest Land	\$ 1,909.24	\$ 37.88	\$ 2,058.87	\$ 39.72
Total Investment	\$ 2,236.18	\$ 44.37	\$ 2,333.89	\$ 45.03
Input use				
Input Seed Rate	2.1	bu/acre	1.9	bu/acre
Input Nitrogen	78.9	lbs/acre	81.0	lbs/acre
Input Phosphorus	25.1	lbs/acre	17.6	lbs/acre
Input Potassium	13.2	lbs/acre	14.8	lbs/acre
Input Sulfur	8.8	lbs/acre	8.8	lbs/acre

Wheat HRS - South – Brown Soil Zone -Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All			
Region	South			
Enterprise	DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost	
Soil Zone	Brown Soil Zone			
Crop	Wheat HRS			
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	14093		2550	
Number of Farms	11		4	
Primary Yield (bu/acre)	42.45		46.43	
Primary Price (\$/bu)	\$ 5.06		\$ 5.06	
Primary Revenue	\$ 214.81	\$ 5.06	\$ 234.93	\$ 5.06
Total Revenue	\$ 214.81	\$ 5.06	\$ 234.93	\$ 5.06
Direct Expenses				
Seed	\$ 11.58	\$ 0.27	\$ 9.23	\$ 0.20
Fertilizer	\$ 55.48	\$ 1.31	\$ 27.73	\$ 0.60
Chemical	\$ 30.53	\$ 0.72	\$ 28.87	\$ 0.62
Insurance - Production	\$ 7.67	\$ 0.18	\$ 10.87	\$ 0.23
Other Production Expenses	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 105.26	\$ 2.48	\$ 76.71	\$ 1.65
Gross_Margin	\$ 109.55	\$ 2.58	\$ 158.22	\$ 3.41
Variable Costs				
Freight_Trucking	\$ 1.08	\$ 0.03	\$ 1.85	\$ 0.04
Fuel	\$ 12.97	\$ 0.31	\$ 13.00	\$ 0.28
Custom Work Expense	\$ 5.41	\$ 0.13	\$ 5.50	\$ 0.12
R & M	\$ 21.87	\$ 0.52	\$ 15.21	\$ 0.33
Supplies & Small Tools	\$ 12.02	\$ 0.28	\$ 2.04	\$ 0.04
Operating Interest	\$ 1.11	\$ 0.03	\$ 0.69	\$ 0.01
Paid & Unpaid Labour	\$ 10.39	\$ 0.24	\$ 16.86	\$ 0.36
Utilities	\$ 9.20	\$ 0.22	\$ 2.83	\$ 0.06
Total_Operating_Expenses	\$ 74.05	\$ 1.74	\$ 57.98	\$ 1.25
Contribution_Margin	\$ 35.49	\$ 0.84	\$ 100.24	\$ 2.16
Admin & Overheads				
Equip & Building Depr.	\$ 28.98	\$ 0.68	\$ 29.81	\$ 0.64
Equipment Rent	\$ 0.31	\$ 0.01	\$ -	\$ -
Insurance & Licenses	\$ 8.84	\$ 0.21	\$ 4.51	\$ 0.10
Interest Long Term	\$ 2.59	\$ 0.06	\$ 1.48	\$ 0.03
Professional Fees & Misc.	\$ 7.14	\$ 0.17	\$ 6.36	\$ 0.14
Property Taxes	\$ 3.18	\$ 0.07	\$ 2.44	\$ 0.05
Rent	\$ 8.48	\$ 0.20	\$ 28.58	\$ 0.62
Total_Admin_And_Overhead	\$ 59.53	\$ 1.40	\$ 73.18	\$ 1.58
Total Cost	\$ 238.84	\$ 5.63	\$ 207.88	\$ 4.48
Net_Earnings	-\$ 24.04	-\$ 0.57	\$ 27.05	\$ 0.58
Return on Investment		-1.50%		3.07%
Investment Levels				
Invest Machinery	\$ 278.33	\$ 6.56	\$ 277.39	\$ 5.97
Invest Buildings	\$ 75.36	\$ 1.78	\$ 87.31	\$ 1.88
Invest Land	\$ 1,072.42	\$ 25.26	\$ 565.85	\$ 12.19
Total Investment	\$ 1,426.11	\$ 33.59	\$ 930.55	\$ 20.04
Input use				
Input Seed Rate	1.5 bu/acre		1.4 bu/acre	
Input Nitrogen	61.1 lbs/acre		49.3 lbs/acre	
Input Phosphorus	21.0 lbs/acre		17.1 lbs/acre	
Input Potassium	3.1 lbs/acre		2.3 lbs/acre	
Input Sulfur	4.9 lbs/acre		3.3 lbs/acre	

Wheat HRS - South – Dark Brown Soil Zone - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All			
Region	South			
Enterprise	DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost	
Soil Zone	Dark Brown Soil Zone			
Crop	Wheat HRS			
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	30424		3416	
Number of Farms	12		4	
Primary Yield (bu/acre)	40.39		51.42	
Primary Price (\$/bu)	\$ 5.06		\$ 5.06	
Primary Revenue	\$ 204.36	\$ 5.06	\$ 260.20	\$ 5.06
Total Revenue	\$ 204.36	\$ 5.06	\$ 260.20	\$ 5.06
Direct Expenses				
Seed	\$ 9.34	\$ 0.23	\$ 13.20	\$ 0.26
Fertilizer	\$ 57.58	\$ 1.43	\$ 44.18	\$ 0.86
Chemical	\$ 35.03	\$ 0.87	\$ 30.81	\$ 0.60
Insurance - Production	\$ 11.44	\$ 0.28	\$ 1.76	\$ 0.03
Other Production Expenses	\$ 0.66	\$ 0.02	-	-
Total Direct Costs	\$ 114.05	\$ 2.82	\$ 89.94	\$ 1.75
Gross_Margin	\$ 90.31	\$ 2.24	\$ 170.26	\$ 3.31
Variable Costs				
Freight_Trucking	\$ 0.47	\$ 0.01	\$ 0.84	\$ 0.02
Fuel	\$ 10.57	\$ 0.26	\$ 12.82	\$ 0.25
Custom Work Expense	\$ 3.38	\$ 0.08	\$ 0.82	\$ 0.02
R & M	\$ 15.57	\$ 0.39	\$ 15.27	\$ 0.30
Supplies & Small Tools	\$ 4.58	\$ 0.11	\$ 3.93	\$ 0.08
Operating Interest	\$ 2.44	\$ 0.06	\$ 1.10	\$ 0.02
Paid & Unpaid Labour	\$ 6.97	\$ 0.17	\$ 9.21	\$ 0.18
Utilities	\$ 7.12	\$ 0.18	\$ 10.03	\$ 0.20
Total_Operating_Expenses	\$ 51.09	\$ 1.26	\$ 54.01	\$ 1.05
Contribution_Margin	\$ 39.22	\$ 0.97	\$ 116.25	\$ 2.26
Admin & Overheads				
Equip & Building Depr.	\$ 28.27	\$ 0.70	\$ 23.46	\$ 0.46
Equipment Rent	\$ 0.32	\$ 0.01	\$ 1.30	\$ 0.03
Insurance & Licenses	\$ 8.42	\$ 0.21	\$ 11.99	\$ 0.23
Interest Long Term	\$ 8.00	\$ 0.20	\$ 9.24	\$ 0.18
Professional Fees & Misc.	\$ 5.03	\$ 0.12	\$ 3.38	\$ 0.07
Property Taxes	\$ 1.60	\$ 0.04	\$ 3.28	\$ 0.06
Rent	\$ 10.26	\$ 0.25	\$ 6.46	\$ 0.13
Total_Admin_And_Overhead	\$ 61.90	\$ 1.53	\$ 59.12	\$ 1.15
Total Cost	\$ 227.03	\$ 5.62	\$ 203.07	\$ 3.95
Net_Earnings	-\$ 22.68	-\$ 0.56	\$ 57.13	\$ 1.11
Return on Investment		-0.84%		4.01%
Investment Levels				
Invest_Machinery	\$ 284.04	\$ 7.03	\$ 205.86	\$ 4.00
Invest_Buildings	\$ 62.58	\$ 1.55	\$ 93.62	\$ 1.82
Invest_Land	\$ 1,409.91	\$ 34.91	\$ 1,356.20	\$ 26.37
Total Investment	\$ 1,756.52	\$ 43.49	\$ 1,655.68	\$ 32.20
Input use				
Input_Seed_Rate	1.6	bu/acre	1.7	bu/acre
Input_Nitrogen	73.3	lbs/acre	71.5	lbs/acre
Input_Phosphorus	19.5	lbs/acre	21.0	lbs/acre
Input_Potassium	2.6	lbs/acre	0.0	lbs/acre
Input_Sulfur	3.3	lbs/acre	0.0	lbs/acre

Wheat HRS – North – Peace Region - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All			
Region	North & Peace			
Enterprise	DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost	
Soil Zone	Peace Region			
Crop	Wheat HRS			
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	16672		5718	
Number of Farms	11		4	
Primary Yield (bu/acre)	41.48		46.63	
Primary Price (\$/bu)	\$ 5.06		\$ 5.06	
Primary Revenue	\$ 209.89	\$ 5.06	\$ 235.97	\$ 5.06
Total Revenue	\$ 210.62	\$ 5.08	\$ 238.10	\$ 5.11
Direct Expenses				
Seed	\$ 12.95	\$ 0.31	\$ 12.69	\$ 0.27
Fertilizer	\$ 63.53	\$ 1.53	\$ 42.66	\$ 0.91
Chemical	\$ 30.38	\$ 0.73	\$ 34.31	\$ 0.74
Insurance - Production	\$ 7.40	\$ 0.18	\$ 2.54	\$ 0.05
Other Production Expenses	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 114.26	\$ 2.75	\$ 92.20	\$ 1.98
Gross_Margin	\$ 96.36	\$ 2.32	\$ 145.91	\$ 3.13
Variable Costs				
Freight_Trucking	\$ 3.38	\$ 0.08	\$ 4.59	\$ 0.10
Fuel	\$ 14.81	\$ 0.36	\$ 13.17	\$ 0.28
Custom Work Expense	\$ 1.31	\$ 0.03	\$ 2.65	\$ 0.06
R & M	\$ 21.47	\$ 0.52	\$ 28.97	\$ 0.62
Supplies & Small Tools	\$ 0.52	\$ 0.01	\$ 1.13	\$ 0.02
Operating Interest	\$ 0.44	\$ 0.01	\$ 0.91	\$ 0.02
Paid & Unpaid Labour	\$ 8.77	\$ 0.21	\$ 8.38	\$ 0.18
Utilities	\$ 5.86	\$ 0.14	\$ 13.07	\$ 0.28
Total_Operating_Expenses	\$ 56.57	\$ 1.36	\$ 72.88	\$ 1.56
Contribution_Margin	\$ 39.80	\$ 0.96	\$ 73.03	\$ 1.57
Admin & Overheads				
Equip & Building Depr.	\$ 37.13	\$ 0.90	\$ 33.66	\$ 0.72
Equipment Rent	\$ 1.19	\$ 0.03	\$ 0.07	\$ 0.00
Insurance & Licenses	\$ 5.01	\$ 0.12	\$ 4.10	\$ 0.09
Interest Long Term	\$ 2.11	\$ 0.05	\$ 1.29	\$ 0.03
Professional Fees & Misc.	\$ 4.42	\$ 0.11	\$ 3.39	\$ 0.07
Property Taxes	\$ 1.73	\$ 0.04	\$ 1.94	\$ 0.04
Rent	\$ 7.86	\$ 0.19	\$ 9.22	\$ 0.20
Total_Admin_And_Overhead	\$ 59.44	\$ 1.43	\$ 53.68	\$ 1.15
Total Cost	\$ 230.27	\$ 5.55	\$ 218.76	\$ 4.69
Net_Earnings	-\$ 19.64	-\$ 0.47	\$ 19.34	\$ 0.41
Return on Investment		-1.37%		1.61%
Investment Levels				
Invest_Machinery	\$ 346.74	\$ 8.36	\$ 390.19	\$ 8.37
Invest_Buildings	\$ 131.31	\$ 3.17	\$ 90.46	\$ 1.94
Invest_Land	\$ 802.00	\$ 19.33	\$ 804.74	\$ 17.26
Total Investment	\$ 1,280.05	\$ 30.86	\$ 1,285.40	\$ 27.56
Input use				
Input_Seed_Rate	2.0 bu/acre		2.1 bu/acre	
Input_Nitrogen	85.4 lbs/acre		74.0 lbs/acre	
Input_Phosphorus	24.1 lbs/acre		28.5 lbs/acre	
Input_Potassium	5.2 lbs/acre		6.3 lbs/acre	
Input_Sulfur	5.9 lbs/acre		6.3 lbs/acre	

Wheat CPS – North – Peace Region - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Name:	Comparable Farms	
Farm Type	All	
Region	North & Peace	
Enterprise	DRYLAND GRAIN	
Harvest Year	2009	
Soil Zone	Peace Region	
Crop	Wheat CPS	
Measurement	Per Acre	Per Unit
Total Acres in sample	3313	
Number of Farms	4	
Primary Yield (bu/acre)	32.65	
Primary Price (\$/bu)	\$ 3.74	
Primary Revenue	\$ 122.10	\$ 3.74
Total Revenue	\$ 122.10	\$ 3.74
Direct Expenses		
Seed	\$ 16.28	\$ 0.50
Fertilizer	\$ 90.97	\$ 2.79
Chemical	\$ 24.16	\$ 0.74
Insurance - Production	\$ 3.32	\$ 0.10
Other Production Expenses	\$ -	\$ -
Total Direct Costs	\$ 134.73	\$ 4.13
Gross_Margin	-\$ 12.63	-\$ 0.39
Variable Costs		
Freight_Trucking	\$ 0.97	\$ 0.03
Fuel	\$ 18.49	\$ 0.57
Custom Work Expense	\$ 11.55	\$ 0.35
R & M	\$ 29.38	\$ 0.90
Supplies & Small Tools	\$ 1.31	\$ 0.04
Operating Interest	\$ 8.28	\$ 0.25
Paid & Unpaid Labour	\$ 13.43	\$ 0.41
Utilities	\$ 5.10	\$ 0.16
Total_Operating_Expenses	\$ 88.52	\$ 2.71
Contribution_Margin	-\$ 101.15	-\$ 3.10
Admin & Overheads		
Equip & Building Depr.	\$ 36.91	\$ 1.13
Equipment Rent	\$ 0.62	\$ 0.02
Insurance & Licenses	\$ 8.85	\$ 0.27
Interest Long Term	\$ 7.89	\$ 0.24
Professional Fees & Misc.	\$ 8.63	\$ 0.26
Property Taxes	\$ 1.61	\$ 0.05
Rent	\$ 12.89	\$ 0.39
Total_Admin_And_Overhead	\$ 77.41	\$ 2.37
Total Cost	\$ 300.66	\$ 9.21
Net_Earnings	-\$ 178.56	-\$ 5.47
Return on Investment		-16.38%
Investment Levels		
Invest_Machinery	\$ 346.28	\$ 10.61
Invest_Buildings	\$ 100.95	\$ 3.09
Invest_Land	\$ 594.78	\$ 18.22
Total Investment	\$ 1,042.01	\$ 31.92
Input use		
Input Seed Rate	2.2	bu/acre
Input Nitrogen	79.3	lbs/acre
Input Phosphorus	32.8	lbs/acre
Input Potassium	6.0	lbs/acre
Input Sulfur	7.5	lbs/acre

Durum - South – Brown Soil Zone - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All			
Region	South			
Enterprise	DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost	
Soil Zone	Brown Soil Zone			
Crop	Durum			
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	17740		7001	
Number of Farms	14		5	
Primary Yield (bu/acre)	40.60		48.66	
Primary Price (\$/bu)	\$ 4.22		\$ 4.22	
Primary Revenue	\$ 171.31	\$ 4.22	\$ 205.34	\$ 4.22
Total Revenue	\$ 171.31	\$ 4.22	\$ 205.34	\$ 4.22
Direct Expenses				
Seed	\$ 12.75	\$ 0.31	\$ 7.74	\$ 0.16
Fertilizer	\$ 41.72	\$ 1.03	\$ 23.84	\$ 0.49
Chemical	\$ 25.25	\$ 0.62	\$ 14.16	\$ 0.29
Insurance - Production	\$ 11.16	\$ 0.27	\$ 20.43	\$ 0.42
Other Production Expenses	\$ 0.01	\$ 0.00	\$ -	\$ -
Total Direct Costs	\$ 90.89	\$ 2.24	\$ 66.17	\$ 1.36
Gross_Margin	\$ 80.42	\$ 1.98	\$ 139.17	\$ 2.86
Variable Costs				
Freight Trucking	\$ 1.84	\$ 0.05	\$ 2.28	\$ 0.05
Fuel	\$ 12.08	\$ 0.30	\$ 12.13	\$ 0.25
Custom Work Expense	\$ 3.86	\$ 0.09	\$ 3.32	\$ 0.07
R & M	\$ 17.78	\$ 0.44	\$ 15.82	\$ 0.33
Supplies & Small Tools	\$ 7.69	\$ 0.19	\$ 3.23	\$ 0.07
Operating Interest	\$ 4.57	\$ 0.11	\$ 10.02	\$ 0.21
Paid & Unpaid Labour	\$ 9.37	\$ 0.23	\$ 10.09	\$ 0.21
Utilities	\$ 7.46	\$ 0.18	\$ 4.42	\$ 0.09
Total Operating Expenses	\$ 64.63	\$ 1.59	\$ 61.32	\$ 1.26
Contribution_Margin	\$ 15.78	\$ 0.39	\$ 77.84	\$ 1.60
Admin & Overheads				
Equip & Building Depr.	\$ 28.25	\$ 0.70	\$ 23.48	\$ 0.48
Equipment Rent	\$ 0.20	\$ 0.00	\$ 0.02	\$ 0.00
Insurance & Licenses	\$ 7.96	\$ 0.20	\$ 4.91	\$ 0.10
Interest Long Term	\$ 4.00	\$ 0.10	\$ 7.99	\$ 0.16
Professional Fees & Misc.	\$ 5.26	\$ 0.13	\$ 3.86	\$ 0.08
Property Taxes	\$ 2.02	\$ 0.05	\$ 1.10	\$ 0.02
Rent	\$ 11.65	\$ 0.29	\$ 24.06	\$ 0.49
Total Admin_And_Overhead	\$ 59.33	\$ 1.46	\$ 65.43	\$ 1.34
Total Cost	\$ 214.86	\$ 5.29	\$ 192.92	\$ 3.96
Net_Earnings	-\$ 43.55	-\$ 1.07	\$ 12.42	\$ 0.26
Return on Investment		-3.74%		3.54%
Investment Levels				
Invest Machinery	\$ 279.49	\$ 6.88	\$ 234.52	\$ 4.82
Invest Buildings	\$ 58.24	\$ 1.43	\$ 54.12	\$ 1.11
Invest Land	\$ 719.21	\$ 17.72	\$ 288.48	\$ 5.93
Total Investment	\$ 1,056.95	\$ 26.04	\$ 577.12	\$ 11.86
Input use				
Input Seed Rate	1.6 bu/acre		1.6 bu/acre	
Input Nitrogen	58.2 lbs/acre		33.4 lbs/acre	
Input Phosphorus	18.9 lbs/acre		9.8 lbs/acre	
Input Potassium	3.1 lbs/acre		0.8 lbs/acre	
Input Sulfur	4.6 lbs/acre		3.6 lbs/acre	

Durum - South – Dark Brown Soil Zone - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All			
Region	South			
Enterprise	DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost	
Soil Zone	Dark Brown Soil Zone			
Crop	Durum			
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	21987		4372	
Number of Farms	11		4	
Primary Yield (bu/acre)	50.37		64.40	
Primary Price (\$/bu)	\$ 4.22		\$ 4.22	
Primary Revenue	\$ 212.56	\$ 4.22	\$ 271.78	\$ 4.22
Total Revenue	\$ 212.56	\$ 4.22	\$ 271.78	\$ 4.22
Direct Expenses				
Seed	\$ 14.28	\$ 0.28	\$ 13.61	\$ 0.21
Fertilizer	\$ 50.00	\$ 0.99	\$ 40.55	\$ 0.63
Chemical	\$ 42.34	\$ 0.84	\$ 28.25	\$ 0.44
Insurance - Production	\$ 3.89	\$ 0.08	\$ 8.87	\$ 0.14
Other Production Expenses	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 110.52	\$ 2.19	\$ 91.27	\$ 1.42
Gross_Margin	\$ 102.05	\$ 2.03	\$ 180.51	\$ 2.80
Variable Costs				
Freight_Trucking	\$ 0.57	\$ 0.01	\$ 1.90	\$ 0.03
Fuel	\$ 12.04	\$ 0.24	\$ 17.82	\$ 0.28
Custom Work Expense	\$ 2.26	\$ 0.04	\$ 1.34	\$ 0.02
R & M	\$ 17.38	\$ 0.35	\$ 20.46	\$ 0.32
Supplies & Small Tools	\$ 7.61	\$ 0.15	\$ 9.22	\$ 0.14
Operating Interest	\$ 2.49	\$ 0.05	\$ 3.04	\$ 0.05
Paid & Unpaid Labour	\$ 11.09	\$ 0.22	\$ 12.79	\$ 0.20
Utilities	\$ 9.59	\$ 0.19	\$ 11.35	\$ 0.18
Total_Operating_Expenses	\$ 63.04	\$ 1.25	\$ 77.92	\$ 1.21
Contribution_Margin	\$ 39.01	\$ 0.77	\$ 102.59	\$ 1.59
Admin & Overheads				
Equip & Building Depr.	\$ 27.87	\$ 0.55	\$ 36.35	\$ 0.56
Equipment Rent	\$ 0.45	\$ 0.01	\$ 0.20	\$ 0.00
Insurance & Licenses	\$ 7.42	\$ 0.15	\$ 14.33	\$ 0.22
Interest Long Term	\$ 1.63	\$ 0.03	\$ 5.25	\$ 0.08
Professional Fees & Misc.	\$ 6.86	\$ 0.14	\$ 6.92	\$ 0.11
Property Taxes	\$ 3.08	\$ 0.06	\$ 2.52	\$ 0.04
Rent	\$ 5.21	\$ 0.10	\$ 10.02	\$ 0.16
Total_Admin_And_Overhead	\$ 52.53	\$ 1.04	\$ 75.59	\$ 1.17
Total Cost	\$ 226.08	\$ 4.49	\$ 244.78	\$ 3.80
Net_Earnings	-\$ 13.52	-\$ 0.27	\$ 27.00	\$ 0.42
Return on Investment		-0.71%		1.62%
Investment Levels				
Invest_Machinery	\$ 268.34	\$ 5.33	\$ 349.76	\$ 5.43
Invest_Buildings	\$ 70.82	\$ 1.41	\$ 96.81	\$ 1.50
Invest_Land	\$ 1,325.45	\$ 26.31	\$ 1,549.70	\$ 24.06
Total Investment	\$ 1,664.61	\$ 33.05	\$ 1,996.27	\$ 31.00
Input use				
Input_Seed_Rate	1.6	bu/acre	1.4	bu/acre
Input_Nitrogen	69.4	lbs/acre	70.7	lbs/acre
Input_Phosphorus	21.8	lbs/acre	33.1	lbs/acre
Input_Potassium	0.5	lbs/acre	1.5	lbs/acre
Input_Sulfur	2.8	lbs/acre	3.0	lbs/acre

Yellow Peas - North – Black Soil Zone - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All	
Region	North & Peace	
Enterprise	DRYLAND GRAIN	
Harvest Year	2009	
Soil Zone	Black Soil Zone	
Crop	Peas Yellow	
Measurement	Per Acre	Per Unit
Total Acres in sample	3786	
Number of Farms	5	
Primary Yield (bu/acre)	36.06	
Primary Price (\$/bu)	\$ 5.24	
Primary Revenue	\$ 188.96	\$ 5.24
Total Revenue	\$ 188.96	\$ 5.24
Direct Expenses		
Seed	\$ 28.30	\$ 0.78
Fertilizer	\$ 20.50	\$ 0.57
Chemical	\$ 28.26	\$ 0.78
Insurance - Production	\$ 13.13	\$ 0.36
Other Production Expenses	\$ 4.12	\$ 0.11
Total Direct Costs	\$ 94.31	\$ 2.62
Gross_Margin	\$ 94.65	\$ 2.62
Variable Costs		
Freight_Trucking	\$ 1.02	\$ 0.03
Fuel	\$ 16.05	\$ 0.45
Custom Work Expense	\$ 12.99	\$ 0.36
R & M	\$ 36.51	\$ 1.01
Supplies & Small Tools	\$ 0.56	\$ 0.02
Operating Interest	\$ 6.39	\$ 0.18
Paid & Unpaid Labour	\$ 9.83	\$ 0.27
Utilities	\$ 13.25	\$ 0.37
Total_Operating_Expenses	\$ 96.60	\$ 2.68
Contribution_Margin	-\$ 1.95	-\$ 0.05
Admin & Overheads		
Equip & Building Depr.	\$ 24.59	\$ 0.68
Equipment Rent	\$ 1.44	\$ 0.04
Insurance & Licenses	\$ 15.61	\$ 0.43
Interest Long Term	\$ 3.61	\$ 0.10
Professional Fees & Misc.	\$ 4.54	\$ 0.13
Property Taxes	\$ 9.91	\$ 0.27
Rent	\$ 2.91	\$ 0.08
Total_Admin_And_Overhead	\$ 62.63	\$ 1.74
Total Cost	\$ 253.53	\$ 7.03
Net_Earnings	-\$ 64.57	-\$ 1.79
Return on Investment		-2.83%
Investment Levels		
Invest_Machinery	\$ 237.94	\$ 6.60
Invest_Buildings	\$ 45.57	\$ 1.26
Invest_Land	\$ 1,874.28	\$ 51.98
Total Investment	\$ 2,157.79	\$ 59.84
Input use		
Input_Seed_Rate	3.3	bu/acre
Input_Nitrogen	3.2	lbs/acre
Input_Phosphorus	36.8	lbs/acre
Input_Potassium	4.8	lbs/acre
Input_Sulfur	0.4	lbs/acre

Yellow Peas – South – Brown Soil Zone - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All	
Region	South	
Enterprise	DRYLAND GRAIN	
Harvest Year	2009	
Soil Zone	Brown Soil Zone	
Crop	Peas Yellow	
Measurement	Per Acre	Per Unit
Total Acres in sample	6757	
Number of Farms	10	
Primary Yield (bu/acre)	35.77	
Primary Price (\$/bu)	\$ 5.24	
Primary Revenue	\$ 187.45	\$ 5.24
Total Revenue	\$ 187.45	\$ 5.24
Direct Expenses		
Seed	\$ 23.36	\$ 0.65
Fertilizer	\$ 12.99	\$ 0.36
Chemical	\$ 43.60	\$ 1.22
Insurance - Production	\$ 11.03	\$ 0.31
Other Production Expenses	\$ -	\$ -
Total Direct Costs	\$ 90.98	\$ 2.54
Gross_Margin	\$ 96.47	\$ 2.70
Variable Costs		
Freight_Trucking	\$ 0.77	\$ 0.02
Fuel	\$ 14.81	\$ 0.41
Custom Work Expense	\$ 5.22	\$ 0.15
R & M	\$ 24.94	\$ 0.70
Supplies & Small Tools	\$ 11.46	\$ 0.32
Operating Interest	\$ 2.90	\$ 0.08
Paid & Unpaid Labour	\$ 13.08	\$ 0.37
Utilities	\$ 8.02	\$ 0.22
Total_Operating_Expenses	\$ 81.19	\$ 2.27
Contribution_Margin	\$ 15.28	\$ 0.43
Admin & Overheads		
Equip & Building Depr.	\$ 28.23	\$ 0.79
Equipment Rent	\$ 0.20	\$ 0.01
Insurance & Licenses	\$ 7.56	\$ 0.21
Interest Long Term	\$ 4.57	\$ 0.13
Professional Fees & Misc.	\$ 7.29	\$ 0.20
Property Taxes	\$ 2.43	\$ 0.07
Rent	\$ 11.92	\$ 0.33
Total_Admin_And_Overhead	\$ 62.19	\$ 1.74
Total Cost	\$ 234.36	\$ 6.55
Net_Earnings	-\$ 46.91	-\$ 1.31
Return on Investment		-3.33%
Investment Levels		
Invest_Machinery	\$ 262.05	\$ 7.33
Invest_Buildings	\$ 84.95	\$ 2.37
Invest_Land	\$ 922.70	\$ 25.79
Total Investment	\$ 1,269.70	\$ 35.49
Input use		
Input_Seed_Rate	3.3	bu/acre
Input_Nitrogen	2.9	lbs/acre
Input_Phosphorus	11.3	lbs/acre
Input_Potassium	0.9	lbs/acre
Input_Sulfur	2.4	lbs/acre

Yellow Peas - South – Dark Brown Soil Zone - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All	
Region	South	
Enterprise	DRYLAND GRAIN	
Harvest Year	2009	
Soil Zone	Dark Brown Soil Zone	
Crop	Peas Yellow	
Measurement	Per Acre	Per Unit
Total Acres in sample	7952	
Number of Farms	9	
Primary Yield (bu/acre)	42.90	
Primary Price (\$/bu)	\$ 5.24	
Primary Revenue	\$ 224.78	\$ 5.24
Total Revenue	\$ 224.78	\$ 5.24
Direct Expenses		
Seed	\$ 25.58	\$ 0.60
Fertilizer	\$ 9.52	\$ 0.22
Chemical	\$ 50.82	\$ 1.18
Insurance - Production	\$ 6.71	\$ 0.16
Other Production Expenses	\$ 1.54	\$ 0.04
Total Direct Costs	\$ 94.16	\$ 2.20
Gross_Margin	\$ 130.61	\$ 3.04
Variable Costs		
Freight_Trucking	\$ 0.33	\$ 0.01
Fuel	\$ 11.42	\$ 0.27
Custom Work Expense	\$ 4.42	\$ 0.10
R & M	\$ 16.50	\$ 0.38
Supplies & Small Tools	\$ 8.87	\$ 0.21
Operating Interest	\$ 2.85	\$ 0.07
Paid & Unpaid Labour	\$ 11.98	\$ 0.28
Utilities	\$ 8.87	\$ 0.21
Total_Operating_Expenses	\$ 65.23	\$ 1.52
Contribution_Margin	\$ 65.38	\$ 1.52
Admin & Overheads		
Equip & Building Depr.	\$ 26.49	\$ 0.62
Equipment Rent	\$ 0.38	\$ 0.01
Insurance & Licenses	\$ 6.76	\$ 0.16
Interest Long Term	\$ 4.86	\$ 0.11
Professional Fees & Misc.	\$ 5.95	\$ 0.14
Property Taxes	\$ 3.81	\$ 0.09
Rent	\$ 3.30	\$ 0.08
Total_Admin_And_Overhead	\$ 51.55	\$ 1.20
Total Cost	\$ 210.95	\$ 4.92
Net_Earnings	\$ 13.83	\$ 0.32
Return on Investment		1.05%
Investment Levels		
Invest_Machinery	\$ 246.11	\$ 5.74
Invest_Buildings	\$ 76.46	\$ 1.78
Invest_Land	\$ 1,457.86	\$ 33.99
Total Investment	\$ 1,780.43	\$ 41.51
Input use		
Input_Seed_Rate	3.2	bu/acre
Input_Nitrogen	0.0	lbs/acre
Input_Phosphorus	16.7	lbs/acre
Input_Potassium	0.0	lbs/acre
Input_Sulfur	0.0	lbs/acre

Yellow Peas - North – Peace Region - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All	
Region	North & Peace	
Enterprise	DRYLAND GRAIN	
Harvest Year	2009	
Soil Zone	Peace Region	
Crop	Peas Yellow	
Measurement	Per Acre	Per Unit
Total Acres in sample	3670	
Number of Farms	6	
Primary Yield (bu/acre)	39.56	
Primary Price (\$/bu)	\$ 5.24	
Primary Revenue	\$ 207.30	\$ 5.24
Total Revenue	\$ 213.78	\$ 5.40
Direct Expenses		
Seed	\$ 19.09	\$ 0.48
Fertilizer	\$ 10.21	\$ 0.26
Chemical	\$ 30.08	\$ 0.76
Insurance - Production	\$ 3.08	\$ 0.08
Other Production Expenses	\$ -	\$ -
Total Direct Costs	\$ 62.46	\$ 1.58
Gross Margin	\$ 151.32	\$ 3.83
Variable Costs		
Freight Trucking	\$ 1.56	\$ 0.04
Fuel	\$ 13.20	\$ 0.33
Custom Work Expense	\$ 2.95	\$ 0.07
R & M	\$ 22.25	\$ 0.56
Supplies & Small Tools	\$ 0.84	\$ 0.02
Operating Interest	\$ 2.02	\$ 0.05
Paid & Unpaid Labour	\$ 8.03	\$ 0.20
Utilities	\$ 10.58	\$ 0.27
Total Operating Expenses	\$ 61.44	\$ 1.55
Contribution Margin	\$ 89.88	\$ 2.27
Admin & Overheads		
Equip & Building Depr.	\$ 32.08	\$ 0.81
Equipment Rent	\$ 0.03	\$ 0.00
Insurance & Licenses	\$ 6.80	\$ 0.17
Interest Long Term	\$ 2.82	\$ 0.07
Professional Fees & Misc.	\$ 4.06	\$ 0.10
Property Taxes	\$ 1.48	\$ 0.04
Rent	\$ 7.99	\$ 0.20
Total Admin And Overhead	\$ 55.26	\$ 1.40
Total Cost	\$ 179.17	\$ 4.53
Net Earnings	\$ 34.61	\$ 0.87
Return on Investment		3.31%
Investment Levels		
Invest Machinery	\$ 332.53	\$ 8.41
Invest Buildings	\$ 93.99	\$ 2.38
Invest Land	\$ 704.65	\$ 17.81
Total Investment	\$ 1,131.17	\$ 28.59
Input use		
Input Seed Rate	3.0	bu/acre
Input Nitrogen	2.4	lbs/acre
Input Phosphorus	21.0	lbs/acre
Input Potassium	5.3	lbs/acre
Input Sulfur	0.0	lbs/acre

Mixed Farm Crop Detail tables – Grain, Oilseed and Pulse Crops (Per Acre & Per Unit)

Canola – Mixed Farm - North and South - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All				All			
	South		Top 1/3		North & Peace		Top 1/3	
Region	DRYLAND GRAIN				DRYLAND GRAIN			
Enterprise	2009		Direct Cost		2009		Direct Cost	
Harvest Year	All		All		All		All	
Soil Zone	Canola		Canola		Canola		Canola	
Crop	Canola		Canola		Canola		Canola	
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	25380		6248		42956		16563	
Number of Farms	19		6		21		7	
Primary Yield (bu/acre)	39.19		47.84		35.55		40.16	
Primary Price (\$/bu)	\$ 9.02		\$ 9.02		\$ 9.02		\$ 9.02	
Primary Revenue	\$ 353.51	\$ 9.02	\$ 431.49	\$ 9.02	\$ 320.63	\$ 9.02	\$ 362.22	\$ 9.02
Total Revenue	\$ 353.51	\$ 9.02	\$ 431.49	\$ 9.02	\$ 320.63	\$ 9.02	\$ 362.22	\$ 9.02
Direct Expenses								
Seed	\$ 42.36	\$ 1.08	\$ 44.24	\$ 0.92	\$ 38.75	\$ 1.09	\$ 36.98	\$ 0.92
Fertilizer	\$ 75.90	\$ 1.94	\$ 58.05	\$ 1.21	\$ 70.02	\$ 1.97	\$ 56.94	\$ 1.42
Chemical	\$ 30.03	\$ 0.77	\$ 31.28	\$ 0.65	\$ 27.63	\$ 0.78	\$ 23.76	\$ 0.59
Insurance - Production	\$ 10.69	\$ 0.27	\$ 4.94	\$ 0.10	\$ 10.23	\$ 0.29	\$ 6.38	\$ 0.16
Other Production Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 158.98	\$ 4.06	\$ 138.51	\$ 2.90	\$ 146.64	\$ 4.13	\$ 124.06	\$ 3.09
Gross_Margin	\$ 194.53	\$ 4.96	\$ 292.98	\$ 6.12	\$ 173.99	\$ 4.89	\$ 238.16	\$ 5.93
Variable Costs								
Freight_Trucking	\$ 2.15	\$ 0.05	\$ 1.22	\$ 0.03	\$ 1.23	\$ 0.03	\$ 0.46	\$ 0.01
Fuel	\$ 12.30	\$ 0.31	\$ 13.82	\$ 0.29	\$ 15.99	\$ 0.45	\$ 14.13	\$ 0.35
Custom Work Expense	\$ 2.24	\$ 0.06	\$ 1.19	\$ 0.02	\$ 6.98	\$ 0.20	\$ 5.29	\$ 0.13
R & M	\$ 18.13	\$ 0.46	\$ 19.06	\$ 0.40	\$ 31.11	\$ 0.88	\$ 30.82	\$ 0.77
Supplies & Small Tools	\$ 7.56	\$ 0.19	\$ 5.87	\$ 0.12	\$ 6.87	\$ 0.19	\$ 8.25	\$ 0.21
Operating Interest	\$ 1.53	\$ 0.04	\$ 2.77	\$ 0.06	\$ 3.13	\$ 0.09	\$ 1.55	\$ 0.04
Paid & Unpaid Labour	\$ 9.46	\$ 0.24	\$ 9.00	\$ 0.19	\$ 9.38	\$ 0.26	\$ 8.04	\$ 0.20
Utilities	\$ 9.96	\$ 0.25	\$ 10.57	\$ 0.22	\$ 12.05	\$ 0.34	\$ 13.34	\$ 0.33
Total_Operating_Expenses	\$ 63.33	\$ 1.62	\$ 63.47	\$ 1.33	\$ 86.72	\$ 2.44	\$ 81.88	\$ 2.04
Contribution_Margin	\$ 131.21	\$ 3.35	\$ 229.50	\$ 4.80	\$ 87.26	\$ 2.45	\$ 156.28	\$ 3.89
Admin & Overheads								
Equip & Building Depr.	\$ 26.36	\$ 0.67	\$ 26.81	\$ 0.56	\$ 27.13	\$ 0.76	\$ 25.53	\$ 0.64
Equipment Rent	\$ 0.81	\$ 0.02	\$ 0.94	\$ 0.02	\$ 0.78	\$ 0.02	\$ 0.01	\$ 0.00
Insurance & Licenses	\$ 10.23	\$ 0.26	\$ 11.08	\$ 0.23	\$ 12.42	\$ 0.35	\$ 14.65	\$ 0.36
Interest Long Term	\$ 6.44	\$ 0.16	\$ 0.28	\$ 0.01	\$ 3.43	\$ 0.10	\$ 1.98	\$ 0.05
Professional Fees & Misc.	\$ 6.46	\$ 0.16	\$ 7.15	\$ 0.15	\$ 5.66	\$ 0.16	\$ 3.54	\$ 0.09
Property Taxes	\$ 2.82	\$ 0.07	\$ 2.77	\$ 0.06	\$ 3.33	\$ 0.09	\$ 4.22	\$ 0.11
Rent	\$ 6.25	\$ 0.16	\$ 5.53	\$ 0.12	\$ 10.22	\$ 0.29	\$ 9.04	\$ 0.23
Total_Admin_And_Overhead	\$ 59.36	\$ 1.51	\$ 54.56	\$ 1.14	\$ 62.96	\$ 1.77	\$ 58.97	\$ 1.47
Total Cost	\$ 281.66	\$ 7.19	\$ 256.55	\$ 5.36	\$ 296.32	\$ 8.34	\$ 264.91	\$ 6.60
Net_Earnings	\$ 71.85	\$ 1.83	\$ 174.94	\$ 3.66	\$ 24.30	\$ 0.68	\$ 97.31	\$ 2.42
Return on Investment		4.40%		11.20%		1.70%		5.22%
Investment Levels								
Invest_Machinery	\$ 246.45	\$ 6.29	\$ 265.45	\$ 5.55	\$ 278.26	\$ 7.83	\$ 288.63	\$ 7.19
Invest_Buildings	\$ 79.53	\$ 2.03	\$ 61.08	\$ 1.28	\$ 48.79	\$ 1.37	\$ 54.14	\$ 1.35
Invest_Land	\$ 1,453.36	\$ 37.08	\$ 1,237.67	\$ 25.87	\$ 1,303.75	\$ 36.68	\$ 1,557.70	\$ 38.79
Total Investment	\$ 1,779.33	\$ 45.40	\$ 1,564.20	\$ 32.70	\$ 1,630.80	\$ 45.88	\$ 1,900.47	\$ 47.33
Input use								
Input_Seed_Rate	4.9 lbs/acre		5.1 lbs/acre		5.0 lbs/acre		5.1 lbs/acre	
Input_Nitrogen	83.9 lbs/acre		70.9 lbs/acre		87.6 lbs/acre		87.6 lbs/acre	
Input_Phosphorus	24.6 lbs/acre		25.9 lbs/acre		29.5 lbs/acre		23.1 lbs/acre	
Input_Potassium	1.6 lbs/acre		0.0 lbs/acre		11.6 lbs/acre		13.7 lbs/acre	
Input_Sulfur	13.9 lbs/acre		12.0 lbs/acre		16.0 lbs/acre		17.3 lbs/acre	

Barley – Mixed Farm - North and South - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All				All			
	South		Top 1/3		North & Peace		Top 1/3	
Enterprise	DRYLAND GRAIN				DRYLAND GRAIN			
Harvest Year	2009		Direct Cost		2009		Direct Cost	
Soil Zone	All				All			
Crop	Barley				Barley			
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	32927		10918		22428		6983	
Number of Farms	20		7		12		4	
Primary Yield (bu/acre)	65.33		69.84		72.12		76.82	
Primary Price (\$/bu)	\$ 3.26		\$ 3.26		\$ 3.03		\$ 3.07	
Primary Revenue	\$ 212.97	\$ 3.26	\$ 227.69	\$ 3.26	\$ 218.63	\$ 3.03	\$ 236.17	\$ 3.07
Total Revenue	\$ 212.97	\$ 3.26	\$ 227.69	\$ 3.26	\$ 219.94	\$ 3.05	\$ 236.17	\$ 3.07
Direct Expenses								
Seed	\$ 10.91	\$ 0.17	\$ 8.63	\$ 0.12	\$ 10.98	\$ 0.15	\$ 9.10	\$ 0.12
Fertilizer	\$ 56.94	\$ 0.87	\$ 33.29	\$ 0.48	\$ 53.29	\$ 0.74	\$ 44.94	\$ 0.59
Chemical	\$ 31.46	\$ 0.48	\$ 25.53	\$ 0.37	\$ 28.11	\$ 0.39	\$ 20.31	\$ 0.26
Insurance - Production	\$ 6.09	\$ 0.09	\$ 3.79	\$ 0.05	\$ 8.86	\$ 0.12	\$ 5.51	\$ 0.07
Other Production Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 105.40	\$ 1.61	\$ 71.24	\$ 1.02	\$ 101.24	\$ 1.40	\$ 79.87	\$ 1.04
Gross Margin	\$ 107.58	\$ 1.65	\$ 156.45	\$ 2.24	\$ 118.69	\$ 1.65	\$ 156.30	\$ 2.03
Variable Costs								
Freight Trucking	\$ 0.70	\$ 0.01	\$ 0.30	\$ 0.00	\$ 1.19	\$ 0.02	\$ 0.31	\$ 0.00
Fuel	\$ 13.00	\$ 0.20	\$ 16.69	\$ 0.24	\$ 15.50	\$ 0.21	\$ 17.35	\$ 0.23
Custom Work Expense	\$ 2.72	\$ 0.04	\$ 2.60	\$ 0.04	\$ 8.46	\$ 0.12	\$ 6.32	\$ 0.08
R & M	\$ 19.26	\$ 0.29	\$ 24.29	\$ 0.35	\$ 28.25	\$ 0.39	\$ 33.91	\$ 0.44
Supplies & Small Tools	\$ 10.40	\$ 0.16	\$ 15.51	\$ 0.22	\$ 7.33	\$ 0.10	\$ 10.23	\$ 0.13
Operating Interest	\$ 1.48	\$ 0.02	\$ 1.46	\$ 0.02	\$ 3.38	\$ 0.05	\$ 3.10	\$ 0.04
Paid & Unpaid Labour	\$ 10.07	\$ 0.15	\$ 9.63	\$ 0.14	\$ 8.63	\$ 0.12	\$ 7.86	\$ 0.10
Utilities	\$ 10.17	\$ 0.16	\$ 12.08	\$ 0.17	\$ 11.78	\$ 0.16	\$ 16.13	\$ 0.21
Total Operating Expenses	\$ 67.79	\$ 1.04	\$ 82.54	\$ 1.18	\$ 84.52	\$ 1.17	\$ 95.19	\$ 1.24
Contribution Margin	\$ 39.79	\$ 0.61	\$ 73.91	\$ 1.06	\$ 34.17	\$ 0.47	\$ 61.11	\$ 0.80
Admin & Overheads								
Equip & Building Depr.	\$ 24.71	\$ 0.38	\$ 28.48	\$ 0.41	\$ 26.94	\$ 0.37	\$ 30.54	\$ 0.40
Equipment Rent	\$ 0.56	\$ 0.01	\$ 0.64	\$ 0.01	\$ 0.68	\$ 0.01	\$ -	\$ -
Insurance & Licenses	\$ 10.32	\$ 0.16	\$ 11.15	\$ 0.16	\$ 13.54	\$ 0.19	\$ 21.14	\$ 0.28
Interest Long Term	\$ 5.31	\$ 0.08	\$ 3.97	\$ 0.06	\$ 2.17	\$ 0.03	\$ 1.73	\$ 0.02
Professional Fees & Misc.	\$ 6.01	\$ 0.09	\$ 4.26	\$ 0.06	\$ 6.29	\$ 0.09	\$ 3.03	\$ 0.04
Property Taxes	\$ 2.68	\$ 0.04	\$ 2.26	\$ 0.03	\$ 2.63	\$ 0.04	\$ 4.87	\$ 0.06
Rent	\$ 7.38	\$ 0.11	\$ 6.39	\$ 0.09	\$ 11.31	\$ 0.16	\$ 9.85	\$ 0.13
Total Admin And Overhead	\$ 56.97	\$ 0.87	\$ 57.14	\$ 0.82	\$ 63.55	\$ 0.88	\$ 71.15	\$ 0.93
Total Cost	\$ 230.16	\$ 3.52	\$ 210.93	\$ 3.02	\$ 249.32	\$ 3.46	\$ 246.21	\$ 3.21
Net Earnings	-\$ 17.18	-\$ 0.26	\$ 16.77	\$ 0.24	-\$ 29.38	-\$ 0.41	-\$ 10.04	-\$ 0.13
Return on Investment		-0.79%		1.45%		-1.66%		-0.32%
Investment Levels								
Invest Machinery	\$ 236.79	\$ 3.62	\$ 274.08	\$ 3.92	\$ 277.08	\$ 3.84	\$ 344.62	\$ 4.49
Invest Buildings	\$ 64.02	\$ 0.98	\$ 71.36	\$ 1.02	\$ 49.27	\$ 0.68	\$ 39.53	\$ 0.51
Invest Land	\$ 1,201.83	\$ 18.40	\$ 1,081.15	\$ 15.48	\$ 1,312.32	\$ 18.20	\$ 2,195.47	\$ 28.58
Total Investment	\$ 1,502.64	\$ 23.00	\$ 1,426.59	\$ 20.43	\$ 1,638.68	\$ 22.72	\$ 2,579.62	\$ 33.58
Input use								
Input Seed Rate	2.0	bu/acre	1.7	bu/acre	2.3	bu/acre	2.3	bu/acre
Input Nitrogen	58.2	lbs/acre	53.1	lbs/acre	71.7	lbs/acre	71.3	lbs/acre
Input Phosphorus	20.7	lbs/acre	18.0	lbs/acre	24.5	lbs/acre	18.8	lbs/acre
Input Potassium	3.2	lbs/acre	0.0	lbs/acre	6.1	lbs/acre	5.0	lbs/acre
Input Sulfur	2.7	lbs/acre	2.3	lbs/acre	12.7	lbs/acre	8.8	lbs/acre

Wheat HRS – Mixed Farm - North and South - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All				All			
Region	South				North & Peace			
Enterprise	DRYLAND GRAIN				DRYLAND GRAIN			
Harvest Year	2009				2009			
Soil Zone	All				All			
Crop	Wheat HRS				Wheat HRS			
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	36629		6858		37939		15290	
Number of Farms	20		7		17		6	
Primary Yield (bu/acre)	41.83		48.69		46.20		48.68	
Primary Price (\$/bu)	\$ 5.06		\$ 5.06		\$ 5.15		\$ 5.06	
Primary Revenue	\$ 211.68	\$ 5.06	\$ 246.36	\$ 5.06	\$ 238.04	\$ 5.15	\$ 246.32	\$ 5.06
Total Revenue	\$ 211.68	\$ 5.06	\$ 246.36	\$ 5.06	\$ 239.81	\$ 5.19	\$ 246.32	\$ 5.06
Direct Expenses								
Seed	\$ 11.91	\$ 0.28	\$ 12.11	\$ 0.25	\$ 14.98	\$ 0.32	\$ 14.27	\$ 0.29
Fertilizer	\$ 61.69	\$ 1.47	\$ 42.52	\$ 0.87	\$ 56.67	\$ 1.23	\$ 40.30	\$ 0.83
Chemical	\$ 33.83	\$ 0.81	\$ 30.95	\$ 0.64	\$ 32.21	\$ 0.70	\$ 28.42	\$ 0.58
Insurance - Production	\$ 11.88	\$ 0.28	\$ 1.67	\$ 0.03	\$ 7.55	\$ 0.16	\$ 5.08	\$ 0.10
Other Production Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 119.31	\$ 2.85	\$ 87.25	\$ 1.79	\$ 111.41	\$ 2.41	\$ 88.07	\$ 1.81
Gross Margin	\$ 92.36	\$ 2.21	\$ 159.11	\$ 3.27	\$ 128.40	\$ 2.78	\$ 158.25	\$ 3.25
Variable Costs								
Freight Trucking	\$ 1.55	\$ 0.04	\$ 1.02	\$ 0.02	\$ 1.18	\$ 0.03	\$ 1.81	\$ 0.04
Fuel	\$ 12.58	\$ 0.30	\$ 13.18	\$ 0.27	\$ 14.33	\$ 0.31	\$ 12.63	\$ 0.26
Custom Work Expense	\$ 2.58	\$ 0.06	\$ 2.72	\$ 0.06	\$ 7.53	\$ 0.16	\$ 6.49	\$ 0.13
R & M	\$ 19.16	\$ 0.46	\$ 19.44	\$ 0.40	\$ 30.74	\$ 0.67	\$ 26.68	\$ 0.55
Supplies & Small Tools	\$ 8.80	\$ 0.21	\$ 7.52	\$ 0.15	\$ 8.70	\$ 0.19	\$ 9.36	\$ 0.19
Operating Interest	\$ 1.56	\$ 0.04	\$ 1.88	\$ 0.04	\$ 3.11	\$ 0.07	\$ 1.08	\$ 0.02
Paid & Unpaid Labour	\$ 9.37	\$ 0.22	\$ 11.82	\$ 0.24	\$ 10.27	\$ 0.22	\$ 9.20	\$ 0.19
Utilities	\$ 8.81	\$ 0.21	\$ 10.10	\$ 0.21	\$ 11.95	\$ 0.26	\$ 11.71	\$ 0.24
Total Operating Expenses	\$ 64.41	\$ 1.54	\$ 67.67	\$ 1.39	\$ 87.81	\$ 1.90	\$ 78.96	\$ 1.62
Contribution Margin	\$ 27.95	\$ 0.67	\$ 91.44	\$ 1.88	\$ 40.59	\$ 0.88	\$ 79.30	\$ 1.63
Admin & Overheads								
Equip & Building Depr.	\$ 24.07	\$ 0.58	\$ 25.99	\$ 0.53	\$ 24.29	\$ 0.53	\$ 22.30	\$ 0.46
Equipment Rent	\$ 0.55	\$ 0.01	\$ 1.23	\$ 0.03	\$ 0.55	\$ 0.01	\$ -	\$ -
Insurance & Licenses	\$ 10.05	\$ 0.24	\$ 10.93	\$ 0.22	\$ 12.14	\$ 0.26	\$ 12.40	\$ 0.25
Interest Long Term	\$ 4.05	\$ 0.10	\$ 7.88	\$ 0.16	\$ 2.27	\$ 0.05	\$ 1.22	\$ 0.02
Professional Fees & Misc.	\$ 5.82	\$ 0.14	\$ 8.34	\$ 0.17	\$ 5.77	\$ 0.12	\$ 3.44	\$ 0.07
Property Taxes	\$ 2.30	\$ 0.06	\$ 3.01	\$ 0.06	\$ 4.67	\$ 0.10	\$ 2.55	\$ 0.05
Rent	\$ 8.79	\$ 0.21	\$ 6.92	\$ 0.14	\$ 9.18	\$ 0.20	\$ 13.24	\$ 0.27
Total Admin And Overhead	\$ 55.63	\$ 1.33	\$ 64.29	\$ 1.32	\$ 58.87	\$ 1.27	\$ 55.15	\$ 1.13
Total Cost	\$ 239.35	\$ 5.72	\$ 219.21	\$ 4.50	\$ 258.09	\$ 5.59	\$ 222.18	\$ 4.56
Net Earnings	-\$ 27.68	-\$ 0.66	\$ 27.15	\$ 0.56	-\$ 18.28	-\$ 0.40	\$ 24.15	\$ 0.50
Return on Investment		-1.50%		2.30%		-0.87%		1.49%
Investment Levels								
Invest Machinery	\$ 234.44	\$ 5.60	\$ 243.16	\$ 4.99	\$ 248.16	\$ 5.37	\$ 250.36	\$ 5.14
Invest Buildings	\$ 55.82	\$ 1.33	\$ 79.78	\$ 1.64	\$ 58.40	\$ 1.26	\$ 48.21	\$ 0.99
Invest Land	\$ 1,287.92	\$ 30.79	\$ 1,198.08	\$ 24.61	\$ 1,534.95	\$ 33.22	\$ 1,401.84	\$ 28.80
Total Investment	\$ 1,578.18	\$ 37.73	\$ 1,521.02	\$ 31.24	\$ 1,841.51	\$ 39.86	\$ 1,700.41	\$ 34.93
Input use								
Input Seed Rate	1.6	bu/acre	1.5	bu/acre	2.0	bu/acre	2.0	bu/acre
Input Nitrogen	68.8	lbs/acre	68.9	lbs/acre	75.0	lbs/acre	72.7	lbs/acre
Input Phosphorus	20.8	lbs/acre	20.8	lbs/acre	22.6	lbs/acre	19.7	lbs/acre
Input Potassium	3.3	lbs/acre	3.7	lbs/acre	9.4	lbs/acre	9.0	lbs/acre
Input Sulfur	5.3	lbs/acre	1.9	lbs/acre	8.9	lbs/acre	10.7	lbs/acre

Winter Wheat – Mixed Farm – South - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All			
Region	South			
Enterprise	DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost	
Soil Zone	All			
Crop	Winter Wheat			
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	14590		3424	
Number of Farms	14		5	
Primary Yield (bu/acre)	46.29		63.55	
Primary Price (\$/bu)	\$ 3.63		\$ 3.63	
Primary Revenue	\$ 168.03	\$ 3.63	\$ 230.67	\$ 3.63
Total Revenue	\$ 168.03	\$ 3.63	\$ 230.67	\$ 3.63
Direct Expenses				
Seed	\$ 9.27	\$ 0.20	\$ 9.07	\$ 0.14
Fertilizer	\$ 71.26	\$ 1.54	\$ 48.07	\$ 0.76
Chemical	\$ 23.90	\$ 0.52	\$ 21.28	\$ 0.33
Insurance - Production	\$ 1.75	\$ 0.04	\$ 5.77	\$ 0.09
Other Production Expenses	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 106.18	\$ 2.29	\$ 84.18	\$ 1.32
Gross_Margin	\$ 61.85	\$ 1.34	\$ 146.49	\$ 2.31
Variable Costs				
Freight_Trucking	\$ 1.03	\$ 0.02	\$ 2.33	\$ 0.04
Fuel	\$ 11.94	\$ 0.26	\$ 10.88	\$ 0.17
Custom Work Expense	\$ 2.63	\$ 0.06	\$ 2.35	\$ 0.04
R & M	\$ 18.07	\$ 0.39	\$ 13.56	\$ 0.21
Supplies & Small Tools	\$ 9.56	\$ 0.21	\$ 5.73	\$ 0.09
Operating Interest	\$ 1.90	\$ 0.04	\$ 1.31	\$ 0.02
Paid & Unpaid Labour	\$ 10.37	\$ 0.22	\$ 10.56	\$ 0.17
Utilities	\$ 9.40	\$ 0.20	\$ 7.15	\$ 0.11
Total_Operating_Expenses	\$ 64.89	\$ 1.40	\$ 53.87	\$ 0.85
Contribution_Margin	-\$ 3.04	-\$ 0.07	\$ 92.62	\$ 1.46
Admin & Overheads				
Equip & Building Depr.	\$ 25.83	\$ 0.56	\$ 24.51	\$ 0.39
Equipment Rent	\$ 0.52	\$ 0.01	\$ 0.45	\$ 0.01
Insurance & Licenses	\$ 7.99	\$ 0.17	\$ 7.34	\$ 0.12
Interest Long Term	\$ 4.89	\$ 0.11	\$ 5.56	\$ 0.09
Professional Fees & Misc.	\$ 6.63	\$ 0.14	\$ 6.35	\$ 0.10
Property Taxes	\$ 2.83	\$ 0.06	\$ 1.85	\$ 0.03
Rent	\$ 5.90	\$ 0.13	\$ 17.86	\$ 0.28
Total_Admin_And_Overhead	\$ 54.60	\$ 1.18	\$ 63.92	\$ 1.01
Total Cost	\$ 225.67	\$ 4.88	\$ 201.97	\$ 3.18
Net_Earnings	-\$ 57.64	-\$ 1.25	\$ 28.71	\$ 0.45
Return on Investment		-3.44%		2.59%
Investment Levels				
Invest_Machinery	\$ 245.62	\$ 5.31	\$ 235.42	\$ 3.70
Invest_Buildings	\$ 66.68	\$ 1.44	\$ 71.71	\$ 1.13
Invest_Land	\$ 1,221.51	\$ 26.39	\$ 1,016.55	\$ 16.00
Total Investment	\$ 1,533.82	\$ 33.14	\$ 1,323.68	\$ 20.83
Input use				
Input_Seed_Rate	1.5 bu/acre		1.6 bu/acre	
Input_Nitrogen	67.0 lbs/acre		37.0 lbs/acre	
Input_Phosphorus	25.2 lbs/acre		25.8 lbs/acre	
Input_Potassium	3.6 lbs/acre		3.8 lbs/acre	
Input_Sulfur	2.9 lbs/acre		3.6 lbs/acre	

Durum – Mixed Farm – South - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All			
Region	South			
Enterprise	DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost	
Soil Zone	All			
Crop	Durum			
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	34437		7553	
Number of Farms	19		6	
Primary Yield (bu/acre)	43.97		51.85	
Primary Price (\$/bu)	\$ 4.22		\$ 4.22	
Primary Revenue	\$ 185.54	\$ 4.22	\$ 218.79	\$ 4.22
Total Revenue	\$ 185.54	\$ 4.22	\$ 218.79	\$ 4.22
Direct Expenses				
Seed	\$ 14.14	\$ 0.32	\$ 10.40	\$ 0.20
Fertilizer	\$ 47.46	\$ 1.08	\$ 28.63	\$ 0.55
Chemical	\$ 37.05	\$ 0.84	\$ 21.88	\$ 0.42
Insurance - Production	\$ 3.69	\$ 0.08	\$ 7.22	\$ 0.14
Other Production Expenses	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 102.33	\$ 2.33	\$ 68.13	\$ 1.31
Gross_Margin	\$ 83.20	\$ 1.89	\$ 150.66	\$ 2.91
Variable Costs				
Freight_Trucking	\$ 0.80	\$ 0.02	\$ 0.97	\$ 0.02
Fuel	\$ 12.74	\$ 0.29	\$ 17.61	\$ 0.34
Custom Work Expense	\$ 2.44	\$ 0.06	\$ 0.89	\$ 0.02
R & M	\$ 18.46	\$ 0.42	\$ 21.25	\$ 0.41
Supplies & Small Tools	\$ 8.80	\$ 0.20	\$ 8.32	\$ 0.16
Operating Interest	\$ 2.08	\$ 0.05	\$ 2.64	\$ 0.05
Paid & Unpaid Labour	\$ 9.89	\$ 0.23	\$ 10.90	\$ 0.21
Utilities	\$ 9.68	\$ 0.22	\$ 10.47	\$ 0.20
Total_Operating_Expenses	\$ 64.90	\$ 1.48	\$ 73.05	\$ 1.41
Contribution_Margin	\$ 18.31	\$ 0.42	\$ 77.61	\$ 1.50
Admin & Overheads				
Equip & Building Depr.	\$ 28.94	\$ 0.66	\$ 33.31	\$ 0.64
Equipment Rent	\$ 0.39	\$ 0.01	\$ 0.13	\$ 0.00
Insurance & Licenses	\$ 8.11	\$ 0.18	\$ 10.73	\$ 0.21
Interest Long Term	\$ 1.83	\$ 0.04	\$ 5.37	\$ 0.10
Professional Fees & Misc.	\$ 6.37	\$ 0.14	\$ 5.28	\$ 0.10
Property Taxes	\$ 2.95	\$ 0.07	\$ 2.45	\$ 0.05
Rent	\$ 3.40	\$ 0.08	\$ 8.10	\$ 0.16
Total_Admin_And_Overhead	\$ 51.99	\$ 1.18	\$ 65.37	\$ 1.26
Total Cost	\$ 219.22	\$ 4.99	\$ 206.55	\$ 3.98
Net_Earnings	-\$ 33.69	-\$ 0.77	\$ 12.24	\$ 0.24
Return on Investment		-2.09%		1.15%
Investment Levels				
Invest_Machinery	\$ 284.34	\$ 6.47	\$ 323.52	\$ 6.24
Invest_Buildings	\$ 63.15	\$ 1.44	\$ 88.24	\$ 1.70
Invest_Land	\$ 1,180.10	\$ 26.84	\$ 1,114.04	\$ 21.49
Total Investment	\$ 1,527.60	\$ 34.75	\$ 1,525.80	\$ 29.43
Input use				
Input_Seed_Rate	1.6	bu/acre	1.5	bu/acre
Input_Nitrogen	61.3	lbs/acre	49.7	lbs/acre
Input_Phosphorus	20.0	lbs/acre	19.2	lbs/acre
Input_Potassium	2.1	lbs/acre	1.7	lbs/acre
Input_Sulfur	3.6	lbs/acre	3.3	lbs/acre

Yellow Peas – Mixed Farm – North & South - Dryland Grain, Oilseed and Pulse Crop Detail Report

Farm Type	All				All			
Region	South				North & Peace			
Enterprise	DRYLAND GRAIN		Top 1/3		DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost		2009		Direct Cost	
Soil Zone	All				All			
Crop	Peas Yellow				Peas Yellow			
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	13957		5993		9426		1734	
Number of Farms	17		6		9		3	
Primary Yield (bu/acre)	38.72		39.29		34.85		37.66	
Primary Price (\$/bu)	\$ 5.24		\$ 5.24		\$ 5.24		\$ 5.24	
Primary Revenue	\$ 202.90	\$ 5.24	\$ 205.90	\$ 5.24	\$ 182.60	\$ 5.24	\$ 197.32	\$ 5.24
Total Revenue	\$ 202.90	\$ 5.24	\$ 205.90	\$ 5.24	\$ 182.60	\$ 5.24	\$ 197.32	\$ 5.24
Direct Expenses								
Seed	\$ 25.34	\$ 0.65	\$ 22.81	\$ 0.58	\$ 24.79	\$ 0.71	\$ 20.52	\$ 0.54
Fertilizer	\$ 11.44	\$ 0.30	\$ 6.29	\$ 0.16	\$ 10.58	\$ 0.30	\$ 3.40	\$ 0.09
Chemical	\$ 48.14	\$ 1.24	\$ 39.01	\$ 0.99	\$ 27.93	\$ 0.80	\$ 11.47	\$ 0.30
Insurance - Production	\$ 7.76	\$ 0.20	\$ 4.32	\$ 0.11	\$ 8.73	\$ 0.25	\$ 9.48	\$ 0.25
Other Production Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 92.68	\$ 2.39	\$ 72.43	\$ 1.84	\$ 72.02	\$ 2.07	\$ 44.87	\$ 1.19
Gross_Margin	\$ 110.22	\$ 2.85	\$ 133.47	\$ 3.40	\$ 110.58	\$ 3.17	\$ 152.45	\$ 4.05
Variable Costs								
Freight_Trucking	\$ 0.40	\$ 0.01	\$ 0.23	\$ 0.01	\$ 0.66	\$ 0.02	\$ 0.73	\$ 0.02
Fuel	\$ 13.52	\$ 0.35	\$ 13.25	\$ 0.34	\$ 14.34	\$ 0.41	\$ 16.89	\$ 0.45
Custom Work Expense	\$ 3.39	\$ 0.09	\$ 2.90	\$ 0.07	\$ 7.50	\$ 0.22	\$ 3.02	\$ 0.08
R & M	\$ 20.84	\$ 0.54	\$ 18.89	\$ 0.48	\$ 37.35	\$ 1.07	\$ 26.51	\$ 0.70
Supplies & Small Tools	\$ 10.75	\$ 0.28	\$ 9.01	\$ 0.23	\$ 4.10	\$ 0.12	\$ 4.44	\$ 0.12
Operating Interest	\$ 2.31	\$ 0.06	\$ 3.90	\$ 0.10	\$ 3.01	\$ 0.09	\$ 3.20	\$ 0.09
Paid & Unpaid Labour	\$ 12.75	\$ 0.33	\$ 14.99	\$ 0.38	\$ 7.25	\$ 0.21	\$ 3.83	\$ 0.10
Utilities	\$ 9.29	\$ 0.24	\$ 7.93	\$ 0.20	\$ 13.40	\$ 0.38	\$ 9.66	\$ 0.26
Total Operating Expenses	\$ 73.26	\$ 1.89	\$ 71.10	\$ 1.81	\$ 87.61	\$ 2.51	\$ 68.29	\$ 1.81
Contribution_Margin	\$ 36.96	\$ 0.95	\$ 62.37	\$ 1.59	\$ 22.97	\$ 0.66	\$ 84.16	\$ 2.23
Admin & Overheads								
Equip & Building Depr.	\$ 26.42	\$ 0.68	\$ 25.78	\$ 0.66	\$ 25.82	\$ 0.74	\$ 26.20	\$ 0.70
Equipment Rent	\$ 0.39	\$ 0.01	\$ -	\$ -	\$ 0.17	\$ 0.01	\$ -	\$ -
Insurance & Licenses	\$ 8.06	\$ 0.21	\$ 5.69	\$ 0.14	\$ 11.63	\$ 0.33	\$ 14.73	\$ 0.39
Interest Long Term	\$ 4.86	\$ 0.13	\$ 2.87	\$ 0.07	\$ 2.06	\$ 0.06	\$ 4.03	\$ 0.11
Professional Fees & Misc.	\$ 6.41	\$ 0.17	\$ 6.86	\$ 0.17	\$ 3.61	\$ 0.10	\$ 4.40	\$ 0.12
Property Taxes	\$ 2.85	\$ 0.07	\$ 2.82	\$ 0.07	\$ 5.67	\$ 0.16	\$ 3.42	\$ 0.09
Rent	\$ 4.94	\$ 0.13	\$ 3.11	\$ 0.08	\$ 4.78	\$ 0.14	\$ 5.07	\$ 0.13
Total Admin And Overhead	\$ 53.95	\$ 1.39	\$ 47.12	\$ 1.20	\$ 53.75	\$ 1.54	\$ 57.86	\$ 1.54
Total Cost	\$ 219.89	\$ 5.68	\$ 190.65	\$ 4.85	\$ 213.38	\$ 6.12	\$ 171.02	\$ 4.54
Net_Earnings	-\$ 16.98	-\$ 0.44	\$ 15.25	\$ 0.39	-\$ 30.78	-\$ 0.88	\$ 26.30	\$ 0.70
Return on Investment		-0.76%		1.21%		-1.89%		2.95%
Investment Levels								
Invest_Machinery	\$ 246.87	\$ 6.38	\$ 245.00	\$ 6.23	\$ 276.65	\$ 7.94	\$ 243.31	\$ 6.46
Invest_Buildings	\$ 74.08	\$ 1.91	\$ 64.38	\$ 1.64	\$ 37.11	\$ 1.07	\$ 29.39	\$ 0.78
Invest_Land	\$ 1,277.85	\$ 33.00	\$ 1,184.20	\$ 30.14	\$ 1,204.41	\$ 34.56	\$ 756.99	\$ 20.10
Total Investment	\$ 1,598.80	\$ 41.29	\$ 1,493.58	\$ 38.01	\$ 1,518.18	\$ 43.57	\$ 1,029.69	\$ 27.34
Input use								
Input_Seed_Rate	3.2	bu/acre	3.2	bu/acre	3.2	bu/acre	3.1	bu/acre
Input_Nitrogen	2.2	lbs/acre	0.0	lbs/acre	1.8	lbs/acre	0.0	lbs/acre
Input_Phosphorus	13.7	lbs/acre	8.3	lbs/acre	26.6	lbs/acre	11.7	lbs/acre
Input_Potassium	0.5	lbs/acre	0.0	lbs/acre	7.9	lbs/acre	15.7	lbs/acre
Input_Sulfur	1.7	lbs/acre	0.0	lbs/acre	0.2	lbs/acre	0.0	lbs/acre

APPENDIX IV: Imputed Investment Analysis

METHODOLOGY

Investment was analyzed from two viewpoints: from the investment level by the farmer, and also the investment level of total capital (irrespective of ownership). In other words the fair market value of any of the rented and leased items is taken into account in order to eliminate the respective financing decisions taken by the participants from the analysis. To do this an imputed investment analysis was conducted. In order to arrive at Imputed Values for this analysis the actual values collected in the survey were adjusted thus:

- All land rental expenses were removed.
- All equipment rental expenses were removed.
- All lease expenses were removed.
- Interest on operating finance was left in.
- Custom work expenses were left in.
- All rented and leased items of fixed capital were assessed a fair market value and this value added to the respective fixed assets.
- A charge of 5% on all of the additional fixed capital items (including the re-valued leased and rented items) was added to the interest on long term debt.
- Depreciation costs were also added for the leased equipment at a rate of 10% of the fair market value for these particular assets.

Below are presented a series of charts, corresponding with many in the body of the report calculated using the Imputed Value method. In broad summary, charging for all of the capital in-use results for the most part in poorer results. However they do reflect the reality for any would-be investor for whom all capital whether borrowed or not has a cost.

Imputed Detail Reports

IMPUTED TOP THIRD TABLES – ENTERPRISE

Imputed - North and South - Dryland Grain, Oilseed and Pulse Enterprise Report

Farm Type	All		Top 1/3		All		Top 1/3	
Region	South		Top 1/3		North & Peace		Top 1/3	
Enterprise	DRYLAND GRAIN		Top 1/3		DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost		2009		Direct Cost	
Soil Zone	All		Direct Cost		All		Direct Cost	
Measurement	AVE/Farm	AVE/Acre	Total	\$/Acre	AVE/Farm	AVE/Acre	Total	\$/Acre
Total Acres in sample	214,091		60,626		198,473		66,385	
Average seeded acres per Farm	6,906		6,063		5,837		6,035	
Number of Farms	31		10		34		11	
Primary Revenue	\$ 1,613,077.58	\$ 233.57	\$ 1,402,557.40	\$ 231.35	\$ 1,412,286.79	\$ 241.94	\$ 1,559,623.82	\$ 258.43
Total Revenue	\$ 1,613,077.58	\$ 233.57	\$ 1,402,557.40	\$ 231.35	\$ 1,419,306.00	\$ 243.14	\$ 1,580,470.00	\$ 261.88
Direct Expenses								
Seed	\$ 119,184.77	\$ 17.26	\$ 97,631.30	\$ 16.10	\$ 130,799.29	\$ 22.41	\$ 117,683.82	\$ 19.50
Fertilizer	\$ 368,594.61	\$ 53.37	\$ 203,600.10	\$ 33.58	\$ 355,624.71	\$ 60.92	\$ 320,127.36	\$ 53.05
Chemical	\$ 221,039.61	\$ 32.01	\$ 169,024.40	\$ 27.88	\$ 157,354.71	\$ 26.96	\$ 148,324.18	\$ 24.58
Insurance - Production	\$ 60,373.39	\$ 8.74	\$ 44,868.50	\$ 7.40	\$ 50,383.09	\$ 8.63	\$ 30,258.09	\$ 5.01
Other Production Expenses	\$ 2,432.94	\$ 0.35	\$ -	\$ -	\$ 1,261.38	\$ 0.22	\$ -	\$ -
Total Direct Costs	\$ 771,625.32	\$ 111.73	\$ 515,124.30	\$ 84.97	\$ 695,423.18	\$ 119.13	\$ 616,393.45	\$ 102.14
Gross_Margin	\$ 841,452.26	\$ 121.84	\$ 887,433.10	\$ 146.38	\$ 723,882.82	\$ 124.01	\$ 964,076.55	\$ 159.75
Variable Costs								
Freight_Trucking	\$ 7,699.25	\$ 1.11	\$ 5,752.67	\$ 0.95	\$ 11,506.00	\$ 1.97	\$ 17,005.50	\$ 2.82
Fuel	\$ 85,115.08	\$ 12.32	\$ 95,455.47	\$ 15.74	\$ 89,646.51	\$ 15.36	\$ 84,116.05	\$ 13.94
Custom Work Expense	\$ 23,583.91	\$ 3.41	\$ 17,092.83	\$ 2.82	\$ 40,397.01	\$ 6.92	\$ 42,248.43	\$ 7.00
R & M	\$ 128,753.44	\$ 18.64	\$ 143,480.61	\$ 23.67	\$ 159,644.10	\$ 27.35	\$ 148,050.85	\$ 24.53
Supplies & Small Tools	\$ 56,527.91	\$ 8.19	\$ 73,826.33	\$ 12.18	\$ 30,532.46	\$ 5.23	\$ 37,381.89	\$ 6.19
Operating Interest	\$ 15,173.71	\$ 2.20	\$ 20,231.51	\$ 3.34	\$ 23,806.10	\$ 4.08	\$ 15,996.14	\$ 2.65
Paid & Unpaid Labour	\$ 69,195.53	\$ 10.02	\$ 62,856.75	\$ 10.37	\$ 56,497.70	\$ 9.68	\$ 74,114.78	\$ 12.28
Utilities	\$ 60,682.66	\$ 8.79	\$ 59,830.18	\$ 9.87	\$ 53,630.91	\$ 9.19	\$ 55,677.87	\$ 9.23
Total_Operating_Expenses	\$ 446,731.48	\$ 64.69	\$ 478,526.36	\$ 78.93	\$ 465,660.80	\$ 79.77	\$ 474,591.51	\$ 78.64
Contribution_Margin	\$ 394,720.78	\$ 57.15	\$ 408,906.74	\$ 67.45	\$ 258,222.03	\$ 44.24	\$ 489,485.03	\$ 81.11
Admin & Overheads								
Equip & Building Depr.	\$ 187,576.99	\$ 27.16	\$ 165,552.95	\$ 27.31	\$ 187,838.09	\$ 32.18	\$ 153,132.32	\$ 25.37
Equipment Rent	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Insurance & Licenses	\$ 60,536.62	\$ 8.77	\$ 64,557.10	\$ 10.65	\$ 63,091.94	\$ 10.81	\$ 64,826.55	\$ 10.74
Interest Long Term	\$ 130,011.49	\$ 18.83	\$ 109,524.88	\$ 18.07	\$ 31,409.21	\$ 5.38	\$ 38,871.09	\$ 6.44
Professional Fees & Misc.	\$ 42,886.65	\$ 6.21	\$ 39,592.92	\$ 6.53	\$ 32,999.12	\$ 5.65	\$ 29,486.91	\$ 4.89
Property Taxes	\$ 17,614.31	\$ 2.55	\$ 11,971.35	\$ 1.97	\$ 16,391.82	\$ 2.81	\$ 12,516.99	\$ 2.07
Rent	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total_Admin_And_Overhead	\$ 438,626.06	\$ 63.51	\$ 391,199.19	\$ 64.53	\$ 331,730.18	\$ 56.83	\$ 221,091.67	\$ 36.63
Total Cost	\$ 1,656,982.87	\$ 239.93	\$ 1,384,849.85	\$ 228.43	\$ 1,492,814.15	\$ 255.73	\$ 1,312,076.64	\$ 217.41
Net_Earnings	-\$ 43,905.29	-\$ 6.36	\$ 17,707.55	\$ 2.92	-\$ 73,508.15	-\$ 12.59	\$ 268,393.36	\$ 44.47
Return on Investment		0.68%		1.41%		-0.48%		2.97%
Investment Levels								
Invest_Machinery	\$ 1,800,106.98	\$ 260.65	\$ 1,656,695.47	\$ 273.26	\$ 1,647,084.79	\$ 282.16	\$ 1,767,293.46	\$ 292.84
Invest_Buildings	\$ 506,750.20	\$ 73.38	\$ 370,430.58	\$ 61.10	\$ 394,505.49	\$ 67.58	\$ 364,910.78	\$ 60.47
Invest_Land	\$ 8,415,170.27	\$ 1,218.50	\$ 5,351,356.63	\$ 882.68	\$ 6,561,718.24	\$ 1,124.07	\$ 6,902,278.45	\$ 1,143.71
Total Investment	\$ 10,722,027.46	\$ 1,552.53	\$ 7,378,482.68	\$ 1,217.05	\$ 8,603,308.52	\$ 1,473.82	\$ 9,034,482.70	\$ 1,497.01
Imputed investment levels								
Invest_Rent_Machinery	\$ 1,803,690.80	\$ 261.17	\$ 1,656,695.57	\$ 273.26	\$ 1,847,428.25	\$ 316.48	\$ 1,650,762.35	\$ 273.53
Invest_Rent_Buildings	\$ 497,545.65	\$ 72.04	\$ 370,430.68	\$ 61.10	\$ 376,346.98	\$ 64.47	\$ 339,575.85	\$ 56.27
Invest_Rent_Land	\$ 10,301,145.53	\$ 1,491.59	\$ 7,013,511.63	\$ 1,156.85	\$ 6,562,615.58	\$ 1,124.23	\$ 5,748,066.26	\$ 952.46
Total Imputed Investment	\$ 12,602,381.99	\$ 1,824.80	\$ 9,040,637.88	\$ 1,491.21	\$ 8,786,390.81	\$ 1,505.18	\$ 7,738,404.47	\$ 1,282.25

IMPUTED – CROP DETAILS

Imputed – Canola - North and South - Dryland Grain, Oilseed and Pulse Crop Details Report

Farm Type	All				All			
Region	South				North & Peace			
Enterprise	DRYLAND GRAIN		Top 1/3		DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost		2009		Direct Cost	
Soil Zone	All				All			
Crop	Canola				Canola			
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	27795		7388		68781		25553	
Number of Farms	23		8		35		12	
Primary Yield (bu/acre)	39.33		47.73		33.40		39.48	
Primary Price (\$/bu)	\$ 9.02		\$ 9.02		\$ 9.02		\$ 9.02	
Primary Revenue	\$ 354.72	\$ 9.02	\$ 430.52	\$ 9.02	\$ 301.23	\$ 9.02	\$ 356.12	\$ 9.02
Total Revenue	\$ 354.72	\$ 9.02	\$ 430.52	\$ 9.02	\$ 301.23	\$ 9.02	\$ 356.12	\$ 9.02
Direct Expenses								
Seed	\$ 42.57	\$ 1.08	\$ 44.78	\$ 0.94	\$ 37.89	\$ 1.13	\$ 36.65	\$ 0.93
Fertilizer	\$ 74.90	\$ 1.90	\$ 56.86	\$ 1.19	\$ 74.91	\$ 2.24	\$ 65.32	\$ 1.65
Chemical	\$ 29.38	\$ 0.75	\$ 29.78	\$ 0.62	\$ 26.18	\$ 0.78	\$ 24.30	\$ 0.62
Insurance - Production	\$ 11.75	\$ 0.30	\$ 7.10	\$ 0.15	\$ 10.54	\$ 0.32	\$ 8.86	\$ 0.22
Other Production Expenses	\$ 1.06	\$ 0.03	\$ -	\$ -	\$ 0.40	\$ 0.01	\$ -	\$ -
Total Direct Costs	\$ 159.65	\$ 4.06	\$ 138.51	\$ 2.90	\$ 149.91	\$ 4.49	\$ 135.13	\$ 3.42
Gross Margin	\$ 195.07	\$ 4.96	\$ 292.00	\$ 6.12	\$ 151.32	\$ 4.53	\$ 220.99	\$ 5.60
Variable Costs								
Freight Trucking	\$ 2.02	\$ 0.05	\$ 1.23	\$ 0.03	\$ 2.37	\$ 0.07	\$ 3.47	\$ 0.09
Fuel	\$ 12.11	\$ 0.31	\$ 13.51	\$ 0.28	\$ 15.50	\$ 0.46	\$ 15.69	\$ 0.40
Custom Work Expense	\$ 3.44	\$ 0.09	\$ 2.86	\$ 0.06	\$ 5.87	\$ 0.18	\$ 7.08	\$ 0.18
R & M	\$ 18.20	\$ 0.46	\$ 17.53	\$ 0.37	\$ 26.37	\$ 0.79	\$ 32.29	\$ 0.82
Supplies & Small Tools	\$ 6.98	\$ 0.18	\$ 4.96	\$ 0.10	\$ 4.61	\$ 0.14	\$ 6.64	\$ 0.17
Operating Interest	\$ 1.46	\$ 0.04	\$ 2.35	\$ 0.05	\$ 4.09	\$ 0.12	\$ 1.82	\$ 0.05
Paid & Unpaid Labour	\$ 9.74	\$ 0.25	\$ 9.64	\$ 0.20	\$ 10.07	\$ 0.30	\$ 10.84	\$ 0.27
Utilities	\$ 9.32	\$ 0.24	\$ 9.03	\$ 0.19	\$ 8.41	\$ 0.25	\$ 12.79	\$ 0.32
Total Operating Expenses	\$ 63.27	\$ 1.61	\$ 61.13	\$ 1.28	\$ 77.27	\$ 2.31	\$ 90.61	\$ 2.30
Contribution Margin	\$ 131.80	\$ 3.35	\$ 230.88	\$ 4.84	\$ 74.04	\$ 2.22	\$ 130.38	\$ 3.30
Admin & Overheads								
Equip & Building Depr.	\$ 26.97	\$ 0.69	\$ 27.98	\$ 0.59	\$ 34.24	\$ 1.03	\$ 25.21	\$ 0.64
Equipment Rent	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Insurance & Licenses	\$ 9.87	\$ 0.25	\$ 10.79	\$ 0.23	\$ 10.14	\$ 0.30	\$ 13.35	\$ 0.34
Interest Long Term	\$ 16.83	\$ 0.43	\$ 14.22	\$ 0.30	\$ 9.33	\$ 0.28	\$ 11.47	\$ 0.29
Professional Fees & Misc.	\$ 6.61	\$ 0.17	\$ 7.02	\$ 0.15	\$ 5.52	\$ 0.17	\$ 5.14	\$ 0.13
Property Taxes	\$ 3.14	\$ 0.08	\$ 2.75	\$ 0.06	\$ 2.46	\$ 0.07	\$ 3.41	\$ 0.09
Rent	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Admin And Overhead	\$ 63.42	\$ 1.61	\$ 62.76	\$ 1.32	\$ 61.68	\$ 1.85	\$ 35.64	\$ 0.90
Total Cost	\$ 286.34	\$ 7.28	\$ 262.40	\$ 5.50	\$ 288.87	\$ 8.65	\$ 261.39	\$ 6.62
Net Earnings	\$ 68.38	\$ 1.74	\$ 168.11	\$ 3.52	\$ 12.36	\$ 0.37	\$ 94.73	\$ 2.40
Return on Investment		4.35%		10.42%		1.40%		5.63%
Investment Levels								
Invest_Machinery	\$ 250.56	\$ 6.37	\$ 276.41	\$ 5.79	\$ 294.78	\$ 8.83	\$ 283.42	\$ 7.18
Invest_Buildings	\$ 88.36	\$ 2.25	\$ 67.18	\$ 1.41	\$ 71.08	\$ 2.13	\$ 56.53	\$ 1.43
Invest_Land	\$ 1,410.69	\$ 35.87	\$ 1,136.67	\$ 23.82	\$ 1,070.02	\$ 32.04	\$ 1,433.94	\$ 36.32
Total Investment	\$ 1,749.61	\$ 44.49	\$ 1,480.26	\$ 31.01	\$ 1,435.88	\$ 43.00	\$ 1,773.89	\$ 44.93
Input use								
Input Seed Rate	4.9	lbs/acre	5.1	lbs/acre	5.0	lbs/acre	4.9	lbs/acre
Input_Nitrogen	83.3	lbs/acre	70.1	lbs/acre	90.8	lbs/acre	90.9	lbs/acre
Input_Phosphorus	24.4	lbs/acre	25.5	lbs/acre	28.9	lbs/acre	23.4	lbs/acre
Input_Potassium	1.3	lbs/acre	0.0	lbs/acre	9.8	lbs/acre	12.8	lbs/acre
Input_Sulfur	13.7	lbs/acre	11.3	lbs/acre	15.7	lbs/acre	17.8	lbs/acre
Imputed investment levels								
Invest_Rent_Machinery	\$ 251.55	\$ 6.40	\$ 276.41	\$ 5.79	\$ 330.96	\$ 9.91	\$ 281.35	\$ 7.13
Invest_Rent_Buildings	\$ 85.72	\$ 2.18	\$ 67.18	\$ 1.41	\$ 68.80	\$ 2.06	\$ 49.44	\$ 1.25
Invest_Rent_Land	\$ 1,619.63	\$ 41.18	\$ 1,405.74	\$ 29.45	\$ 1,144.45	\$ 34.27	\$ 1,148.32	\$ 29.09
Total Imputed Investment	\$ 1,956.90	\$ 49.76	\$ 1,749.34	\$ 36.65	\$ 1,544.21	\$ 46.24	\$ 1,479.11	\$ 37.46

Imputed – Barley - North and South - Dryland Grain, Oilseed and Pulse Crop Details Report

Farm Type	All				All			
Region	South				North & Peace			
Enterprise	DRYLAND GRAIN		Top 1/3		DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost		2009		Direct Cost	
Soil Zone	All				All			
Crop	Barley				Barley			
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	34674		10188		27311		7195	
Number of Farms	23		8		19		6	
Primary Yield (bu/acre)	66.08		73.23		73.67		87.09	
Primary Price (\$/bu)	\$ 3.26		\$ 3.26		\$ 3.00		\$ 3.00	
Primary Revenue	\$ 215.43	\$ 3.26	\$ 238.72	\$ 3.26	\$ 220.72	\$ 3.00	\$ 261.60	\$ 3.00
Total Revenue	\$ 215.43	\$ 3.26	\$ 238.72	\$ 3.26	\$ 222.42	\$ 3.02	\$ 261.60	\$ 3.00
Direct Expenses								
Seed	\$ 10.76	\$ 0.16	\$ 7.69	\$ 0.11	\$ 11.25	\$ 0.15	\$ 10.31	\$ 0.12
Fertilizer	\$ 56.51	\$ 0.86	\$ 35.41	\$ 0.48	\$ 53.56	\$ 0.73	\$ 47.36	\$ 0.54
Chemical	\$ 31.28	\$ 0.47	\$ 26.16	\$ 0.36	\$ 27.05	\$ 0.37	\$ 22.75	\$ 0.26
Insurance - Production	\$ 6.74	\$ 0.10	\$ 4.42	\$ 0.06	\$ 8.46	\$ 0.11	\$ 6.57	\$ 0.08
Other Production Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 105.28	\$ 1.59	\$ 73.67	\$ 1.01	\$ 100.32	\$ 1.36	\$ 86.99	\$ 1.00
Gross_Margin	\$ 110.14	\$ 1.67	\$ 165.05	\$ 2.25	\$ 122.10	\$ 1.66	\$ 174.61	\$ 2.01
Variable Costs								
Freight_Trucking	\$ 0.71	\$ 0.01	\$ 0.42	\$ 0.01	\$ 2.12	\$ 0.03	\$ 1.02	\$ 0.01
Fuel	\$ 12.86	\$ 0.19	\$ 15.80	\$ 0.22	\$ 15.24	\$ 0.21	\$ 16.93	\$ 0.19
Custom Work Expense	\$ 3.09	\$ 0.05	\$ 2.51	\$ 0.03	\$ 8.77	\$ 0.12	\$ 7.90	\$ 0.09
R & M	\$ 18.87	\$ 0.29	\$ 20.39	\$ 0.28	\$ 26.39	\$ 0.36	\$ 28.63	\$ 0.33
Supplies & Small Tools	\$ 9.89	\$ 0.15	\$ 10.47	\$ 0.14	\$ 6.36	\$ 0.09	\$ 8.44	\$ 0.10
Operating Interest	\$ 1.41	\$ 0.02	\$ 1.54	\$ 0.02	\$ 4.84	\$ 0.07	\$ 4.16	\$ 0.05
Paid & Unpaid Labour	\$ 10.30	\$ 0.16	\$ 11.10	\$ 0.15	\$ 8.85	\$ 0.12	\$ 8.89	\$ 0.10
Utilities	\$ 9.76	\$ 0.15	\$ 11.27	\$ 0.15	\$ 10.08	\$ 0.14	\$ 13.90	\$ 0.16
Total_Operating_Expenses	\$ 66.89	\$ 1.01	\$ 73.49	\$ 1.00	\$ 82.66	\$ 1.12	\$ 89.87	\$ 1.03
Contribution_Margin	\$ 43.25	\$ 0.65	\$ 91.55	\$ 1.25	\$ 39.44	\$ 0.54	\$ 84.75	\$ 0.97
Admin & Overheads								
Equip & Building Depr.	\$ 25.25	\$ 0.38	\$ 30.28	\$ 0.41	\$ 25.68	\$ 0.35	\$ 23.79	\$ 0.27
Equipment Rent	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Insurance & Licenses	\$ 10.21	\$ 0.15	\$ 11.06	\$ 0.15	\$ 12.52	\$ 0.17	\$ 18.73	\$ 0.22
Interest Long Term	\$ 18.58	\$ 0.28	\$ 14.97	\$ 0.20	\$ 1.19	\$ 0.02	\$ 72.32	\$ 0.83
Professional Fees & Misc.	\$ 6.01	\$ 0.09	\$ 4.39	\$ 0.06	\$ 6.39	\$ 0.09	\$ 3.79	\$ 0.04
Property Taxes	\$ 2.66	\$ 0.04	\$ 2.43	\$ 0.03	\$ 2.25	\$ 0.03	\$ 3.13	\$ 0.04
Rent	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total_Admin_And_Overhead	\$ 62.72	\$ 0.95	\$ 63.13	\$ 0.86	\$ 48.02	\$ 0.65	-\$ 22.88	-\$ 0.26
Total Cost	\$ 234.89	\$ 3.55	\$ 210.30	\$ 2.87	\$ 231.00	\$ 3.14	\$ 153.98	\$ 1.77
Net_Earnings	-\$ 19.47	-\$ 0.29	\$ 28.42	\$ 0.39	-\$ 8.58	-\$ 0.12	\$ 107.62	\$ 1.24
Return on Investment		-0.05%		2.53%		-0.50%		3.76%
Investment Levels								
Invest_Machinery	\$ 240.16	\$ 3.63	\$ 284.88	\$ 3.89	\$ 286.06	\$ 3.88	\$ 361.11	\$ 4.15
Invest_Buildings	\$ 67.69	\$ 1.02	\$ 89.67	\$ 1.22	\$ 50.67	\$ 0.69	\$ 44.97	\$ 0.52
Invest_Land	\$ 1,168.54	\$ 17.68	\$ 1,136.88	\$ 15.53	\$ 1,163.88	\$ 15.80	\$ 2,020.96	\$ 23.21
Total Investment	\$ 1,476.39	\$ 22.34	\$ 1,511.43	\$ 20.64	\$ 1,500.62	\$ 20.37	\$ 2,427.03	\$ 27.87
Input use								
Input_Seed_Rate	1.9	bu/acre	1.7	bu/acre	2.3	bu/acre	2.1	bu/acre
Input_Nitrogen	60.1	lbs/acre	61.8	lbs/acre	68.7	lbs/acre	67.7	lbs/acre
Input_Phosphorus	20.6	lbs/acre	19.5	lbs/acre	26.3	lbs/acre	24.2	lbs/acre
Input_Potassium	2.7	lbs/acre	0.0	lbs/acre	6.7	lbs/acre	9.3	lbs/acre
Input_Sulfur	2.7	lbs/acre	2.0	lbs/acre	8.5	lbs/acre	7.5	lbs/acre
Imputed investment levels								
Invest_Rent_Machinery	\$ 240.93	\$ 3.65	\$ 284.88	\$ 3.89	\$ 267.44	\$ 3.63	\$ 289.25	\$ 3.32
Invest_Rent_Buildings	\$ 67.85	\$ 1.03	\$ 89.67	\$ 1.22	\$ 47.05	\$ 0.64	\$ 30.71	\$ 0.35
Invest_Rent_Land	\$ 1,435.01	\$ 21.72	\$ 1,340.74	\$ 18.31	\$ 1,152.53	\$ 15.64	\$ 618.39	\$ 7.10
Total Imputed Investment	\$ 1,743.79	\$ 26.39	\$ 1,715.29	\$ 23.42	\$ 1,467.02	\$ 19.91	\$ 938.35	\$ 10.77

Imputed – Wheat HRS - North and South - Dryland Grain, Oilseed and Pulse Crop Details Report

Farm Type	All				All			
Region	South				North & Peace			
Enterprise	DRYLAND GRAIN		Top 1/3		DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost		2009		Direct Cost	
Soil Zone	All				All			
Crop	Wheat HRS				Wheat HRS			
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	47907		5966		52835		17626	
Number of Farms	25		8		28		9	
Primary Yield (bu/acre)	40.68		49.29		45.67		49.27	
Primary Price (\$/bu)	\$ 5.06		\$ 5.06		\$ 5.13		\$ 5.06	
Primary Revenue	\$ 205.86	\$ 5.06	\$ 249.40	\$ 5.06	\$ 234.17	\$ 5.13	\$ 249.30	\$ 5.06
Total Revenue	\$ 205.86	\$ 5.06	\$ 249.40	\$ 5.06	\$ 235.73	\$ 5.16	\$ 253.80	\$ 5.15
Direct Expenses								
Seed	\$ 11.21	\$ 0.28	\$ 11.50	\$ 0.23	\$ 14.60	\$ 0.32	\$ 14.36	\$ 0.29
Fertilizer	\$ 58.33	\$ 1.43	\$ 37.15	\$ 0.75	\$ 62.82	\$ 1.38	\$ 43.93	\$ 0.89
Chemical	\$ 33.23	\$ 0.82	\$ 29.98	\$ 0.61	\$ 31.40	\$ 0.69	\$ 28.40	\$ 0.58
Insurance - Production	\$ 10.88	\$ 0.27	\$ 5.65	\$ 0.11	\$ 8.41	\$ 0.18	\$ 5.67	\$ 0.12
Other Production Expenses	\$ 0.42	\$ 0.01	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Direct Costs	\$ 114.07	\$ 2.80	\$ 84.29	\$ 1.71	\$ 117.23	\$ 2.57	\$ 92.35	\$ 1.87
Gross Margin	\$ 91.79	\$ 2.26	\$ 165.11	\$ 3.35	\$ 118.49	\$ 2.59	\$ 161.45	\$ 3.28
Variable Costs								
Freight_Trucking	\$ 1.22	\$ 0.03	\$ 1.27	\$ 0.03	\$ 1.99	\$ 0.04	\$ 3.12	\$ 0.06
Fuel	\$ 11.60	\$ 0.29	\$ 12.90	\$ 0.26	\$ 14.71	\$ 0.32	\$ 13.32	\$ 0.27
Custom Work Expense	\$ 3.74	\$ 0.09	\$ 2.82	\$ 0.06	\$ 6.01	\$ 0.13	\$ 6.43	\$ 0.13
R & M	\$ 18.45	\$ 0.45	\$ 15.24	\$ 0.31	\$ 27.35	\$ 0.60	\$ 27.09	\$ 0.55
Supplies & Small Tools	\$ 6.78	\$ 0.17	\$ 3.12	\$ 0.06	\$ 6.48	\$ 0.14	\$ 8.46	\$ 0.17
Operating Interest	\$ 1.88	\$ 0.05	\$ 0.92	\$ 0.02	\$ 3.60	\$ 0.08	\$ 2.20	\$ 0.04
Paid & Unpaid Labour	\$ 8.28	\$ 0.20	\$ 12.48	\$ 0.25	\$ 9.97	\$ 0.22	\$ 10.28	\$ 0.21
Utilities	\$ 7.92	\$ 0.19	\$ 6.95	\$ 0.14	\$ 9.40	\$ 0.21	\$ 10.65	\$ 0.22
Total_Operating_Expenses	\$ 59.87	\$ 1.47	\$ 55.71	\$ 1.13	\$ 79.50	\$ 1.74	\$ 81.56	\$ 1.66
Contribution Margin	\$ 31.91	\$ 0.78	\$ 109.40	\$ 2.22	\$ 38.99	\$ 0.85	\$ 79.89	\$ 1.62
Admin & Overheads								
Equip & Building Depr.	\$ 28.12	\$ 0.69	\$ 26.18	\$ 0.53	\$ 32.05	\$ 0.70	\$ 21.69	\$ 0.44
Equipment Rent	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Insurance & Licenses	\$ 8.89	\$ 0.22	\$ 8.79	\$ 0.18	\$ 10.45	\$ 0.23	\$ 11.23	\$ 0.23
Interest Long Term	\$ 18.76	\$ 0.46	\$ 22.12	\$ 0.45	\$ 0.14	\$ 0.00	\$ 14.20	\$ 0.29
Professional Fees & Misc.	\$ 6.03	\$ 0.15	\$ 4.65	\$ 0.09	\$ 5.70	\$ 0.12	\$ 3.69	\$ 0.07
Property Taxes	\$ 2.06	\$ 0.05	\$ 2.92	\$ 0.06	\$ 3.82	\$ 0.08	\$ 2.27	\$ 0.05
Rent	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total_Admin_And_Overhead	\$ 63.86	\$ 1.57	\$ 64.67	\$ 1.31	\$ 51.89	\$ 1.14	\$ 24.68	\$ 0.50
Total Cost	\$ 237.81	\$ 5.85	\$ 204.67	\$ 4.15	\$ 248.62	\$ 5.44	\$ 198.59	\$ 4.03
Net_Earnings	-\$ 31.95	-\$ 0.79	\$ 44.74	\$ 0.91	-\$ 12.90	-\$ 0.28	\$ 55.21	\$ 1.12
Return on Investment		-0.67%		4.00%		-0.79%		3.29%
Investment Levels								
Invest_Machinery	\$ 279.26	\$ 6.86	\$ 236.43	\$ 4.80	\$ 271.51	\$ 5.94	\$ 261.74	\$ 5.31
Invest_Buildings	\$ 67.70	\$ 1.66	\$ 90.92	\$ 1.84	\$ 79.20	\$ 1.73	\$ 49.06	\$ 1.00
Invest_Land	\$ 1,370.71	\$ 33.69	\$ 1,018.39	\$ 20.66	\$ 1,359.22	\$ 29.76	\$ 1,256.71	\$ 25.51
Total Investment	\$ 1,717.67	\$ 42.22	\$ 1,345.74	\$ 27.30	\$ 1,709.93	\$ 37.44	\$ 1,567.51	\$ 31.82
Input use								
Input_Seed_Rate	1.6	bu/acre	1.5	bu/acre	2.0	bu/acre	2.0	bu/acre
Input_Nitrogen	68.7	lbs/acre	60.4	lbs/acre	79.2	lbs/acre	75.7	lbs/acre
Input_Phosphorus	20.7	lbs/acre	19.1	lbs/acre	23.5	lbs/acre	21.3	lbs/acre
Input_Potassium	2.6	lbs/acre	1.1	lbs/acre	9.0	lbs/acre	9.3	lbs/acre
Input_Sulfur	4.2	lbs/acre	1.6	lbs/acre	7.2	lbs/acre	7.7	lbs/acre
Imputed investment levels								
Invest_Rent_Machinery	\$ 280.02	\$ 6.88	\$ 236.43	\$ 4.80	\$ 312.48	\$ 6.84	\$ 246.45	\$ 5.00
Invest_Rent_Buildings	\$ 65.43	\$ 1.61	\$ 90.92	\$ 1.84	\$ 75.57	\$ 1.65	\$ 43.36	\$ 0.88
Invest_Rent_Land	\$ 1,616.24	\$ 39.73	\$ 1,342.42	\$ 27.24	\$ 1,253.74	\$ 27.45	\$ 955.58	\$ 19.40
Total Imputed Investment	\$ 1,961.69	\$ 48.22	\$ 1,669.78	\$ 33.88	\$ 1,641.79	\$ 35.95	\$ 1,245.38	\$ 25.28

Imputed – Yellow Peas - North and South - Dryland Grain, Oilseed and Pulse Crop Details Report

Farm Type	All				All			
Region	South				North & Peace			
Enterprise	DRYLAND GRAIN		Top 1/3		DRYLAND GRAIN		Top 1/3	
Harvest Year	2009		Direct Cost		2009		Direct Cost	
Soil Zone	All				All			
Crop	Peas Yellow				Peas Yellow			
Measurement	Per Acre	Per Unit	Per Acre	\$/Unit	Per Acre	Per Unit	Per Acre	\$/Unit
Total Acres in sample	15219		6415		10917		2650	
Number of Farms	20		7		13		4	
Primary Yield (bu/acre)	39.54		41.45		33.99		33.51	
Primary Price (\$/bu)	\$ 5.24		\$ 5.24		\$ 5.24		\$ 5.24	
Primary Revenue	\$ 207.17	\$ 5.24	\$ 217.21	\$ 5.24	\$ 178.12	\$ 5.24	\$ 175.58	\$ 5.24
Total Revenue	\$ 207.17	\$ 5.24	\$ 217.21	\$ 5.24	\$ 180.31	\$ 5.30	\$ 175.58	\$ 5.24
Direct Expenses								
Seed	\$ 24.99	\$ 0.63	\$ 23.05	\$ 0.56	\$ 24.19	\$ 0.71	\$ 18.18	\$ 0.54
Fertilizer	\$ 11.21	\$ 0.28	\$ 6.71	\$ 0.16	\$ 10.96	\$ 0.32	\$ 6.89	\$ 0.21
Chemical	\$ 46.95	\$ 1.19	\$ 38.22	\$ 0.92	\$ 26.89	\$ 0.79	\$ 11.83	\$ 0.35
Insurance - Production	\$ 8.82	\$ 0.22	\$ 5.85	\$ 0.14	\$ 8.00	\$ 0.24	\$ 6.20	\$ 0.19
Other Production Expenses	\$ 0.80	\$ 0.02	\$ -	\$ -	\$ 1.43	\$ 0.04	\$ -	\$ -
Total Direct Costs	\$ 92.78	\$ 2.35	\$ 73.82	\$ 1.78	\$ 71.47	\$ 2.10	\$ 43.10	\$ 1.29
Gross_Margin	\$ 114.39	\$ 2.89	\$ 143.39	\$ 3.46	\$ 108.84	\$ 3.20	\$ 132.48	\$ 3.95
Variable Costs								
Freight_Trucking	\$ 0.52	\$ 0.01	\$ 0.21	\$ 0.01	\$ 1.03	\$ 0.03	\$ 0.83	\$ 0.02
Fuel	\$ 13.15	\$ 0.33	\$ 13.08	\$ 0.32	\$ 14.17	\$ 0.42	\$ 15.06	\$ 0.45
Custom Work Expense	\$ 4.63	\$ 0.12	\$ 4.02	\$ 0.10	\$ 7.46	\$ 0.22	\$ 4.94	\$ 0.15
R & M	\$ 20.63	\$ 0.52	\$ 18.33	\$ 0.44	\$ 34.23	\$ 1.01	\$ 21.31	\$ 0.64
Supplies & Small Tools	\$ 9.91	\$ 0.25	\$ 8.42	\$ 0.20	\$ 3.69	\$ 0.11	\$ 3.05	\$ 0.09
Operating Interest	\$ 2.78	\$ 0.07	\$ 3.65	\$ 0.09	\$ 3.23	\$ 0.10	\$ 3.40	\$ 0.10
Paid & Unpaid Labour	\$ 12.50	\$ 0.32	\$ 14.70	\$ 0.35	\$ 7.88	\$ 0.23	\$ 6.88	\$ 0.21
Utilities	\$ 8.65	\$ 0.22	\$ 7.48	\$ 0.18	\$ 12.04	\$ 0.35	\$ 7.12	\$ 0.21
Total_Operating_Expenses	\$ 72.76	\$ 1.84	\$ 69.89	\$ 1.69	\$ 83.74	\$ 2.46	\$ 62.58	\$ 1.87
Contribution_Margin	\$ 41.63	\$ 1.05	\$ 73.50	\$ 1.77	\$ 25.10	\$ 0.74	\$ 69.90	\$ 2.09
Admin & Overheads								
Equip & Building Depr.	\$ 26.47	\$ 0.67	\$ 26.84	\$ 0.65	\$ 29.11	\$ 0.86	\$ 28.08	\$ 0.84
Equipment Rent	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Insurance & Licenses	\$ 7.59	\$ 0.19	\$ 5.56	\$ 0.13	\$ 10.88	\$ 0.32	\$ 11.08	\$ 0.33
Interest Long Term	\$ 13.66	\$ 0.35	\$ 14.02	\$ 0.34	\$ 1.66	\$ 0.05	\$ 20.36	\$ 0.61
Professional Fees & Misc.	\$ 6.57	\$ 0.17	\$ 6.93	\$ 0.17	\$ 4.04	\$ 0.12	\$ 5.19	\$ 0.16
Property Taxes	\$ 3.16	\$ 0.08	\$ 2.91	\$ 0.07	\$ 5.11	\$ 0.15	\$ 2.55	\$ 0.08
Rent	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total_Admin_And_Overhead	\$ 57.46	\$ 1.45	\$ 56.26	\$ 1.36	\$ 50.81	\$ 1.49	\$ 67.26	\$ 2.01
Total Cost	\$ 223.00	\$ 5.64	\$ 199.97	\$ 4.82	\$ 206.01	\$ 6.06	\$ 172.94	\$ 5.16
Net_Earnings	-\$ 15.83	-\$ 0.40	\$ 17.24	\$ 0.42	-\$ 25.71	-\$ 0.76	\$ 2.65	\$ 0.08
Return on Investment		-0.12%		1.85%		-1.69%		1.95%
Investment Levels								
Invest_Machinery	\$ 250.13	\$ 6.33	\$ 255.64	\$ 6.17	\$ 280.84	\$ 8.26	\$ 262.19	\$ 7.82
Invest_Buildings	\$ 79.28	\$ 2.01	\$ 68.65	\$ 1.66	\$ 48.22	\$ 1.42	\$ 57.84	\$ 1.73
Invest_Land	\$ 1,236.46	\$ 31.27	\$ 1,141.65	\$ 27.54	\$ 1,127.91	\$ 33.18	\$ 559.88	\$ 16.71
Total Investment	\$ 1,565.87	\$ 39.61	\$ 1,465.94	\$ 35.36	\$ 1,456.97	\$ 42.86	\$ 879.90	\$ 26.26
Input use								
Input_Seed_Rate	3.2	bu/acre	3.2	bu/acre	3.1	bu/acre	2.9	bu/acre
Input_Nitrogen	2.0	lbs/acre	0.3	lbs/acre	2.3	lbs/acre	1.0	lbs/acre
Input_Phosphorus	13.7	lbs/acre	8.6	lbs/acre	23.8	lbs/acre	13.8	lbs/acre
Input_Potassium	0.5	lbs/acre	0.0	lbs/acre	5.5	lbs/acre	11.8	lbs/acre
Input_Sulfur	1.5	lbs/acre	0.0	lbs/acre	0.2	lbs/acre	0.0	lbs/acre
Imputed investment levels								
Invest_Rent_Machinery	\$ 252.36	\$ 6.38	\$ 255.64	\$ 6.17	\$ 307.46	\$ 9.04	\$ 262.19	\$ 7.82
Invest_Rent_Buildings	\$ 72.63	\$ 1.84	\$ 68.65	\$ 1.66	\$ 43.58	\$ 1.28	\$ 57.84	\$ 1.73
Invest_Rent_Land	\$ 1,411.10	\$ 35.69	\$ 1,368.46	\$ 33.01	\$ 1,073.86	\$ 31.59	\$ 858.11	\$ 25.61
Total Imputed Investment	\$ 1,736.09	\$ 43.91	\$ 1,692.75	\$ 40.84	\$ 1,424.90	\$ 41.92	\$ 1,178.13	\$ 35.16

Chart 35 Imputed Investment vs. Cost of Production

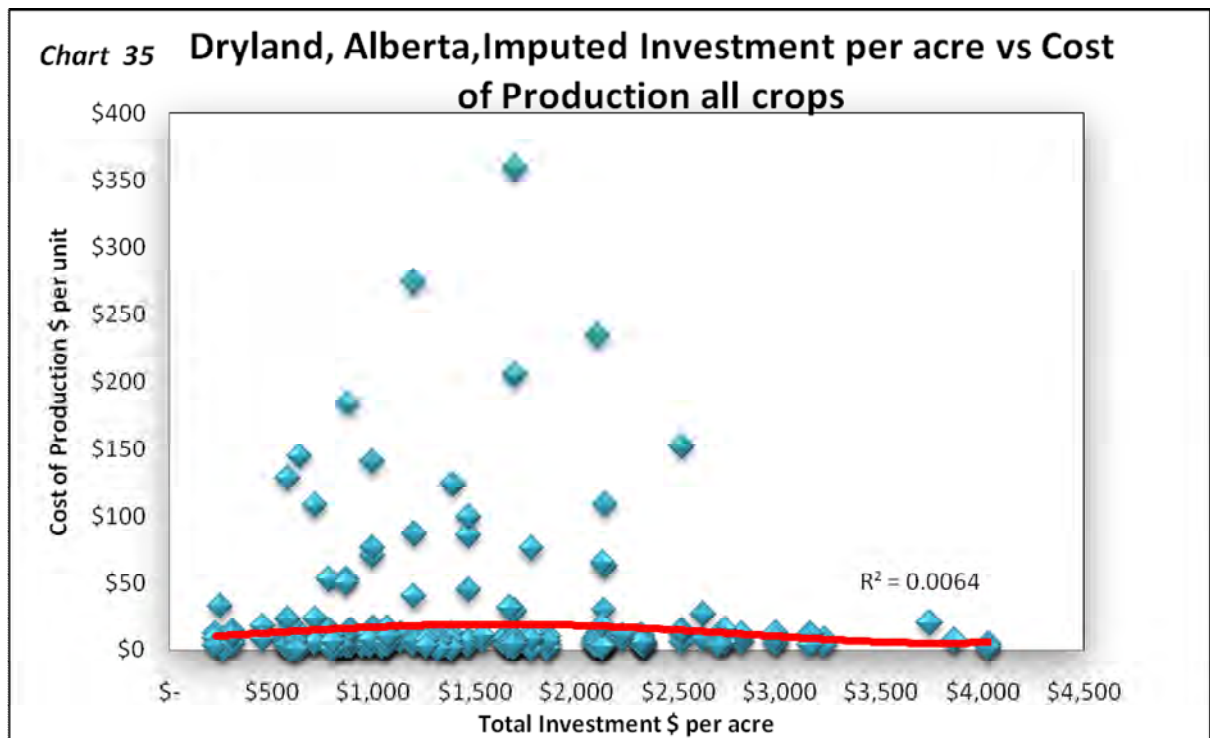


Chart 36 Imputed Investment vs. Return on Investment

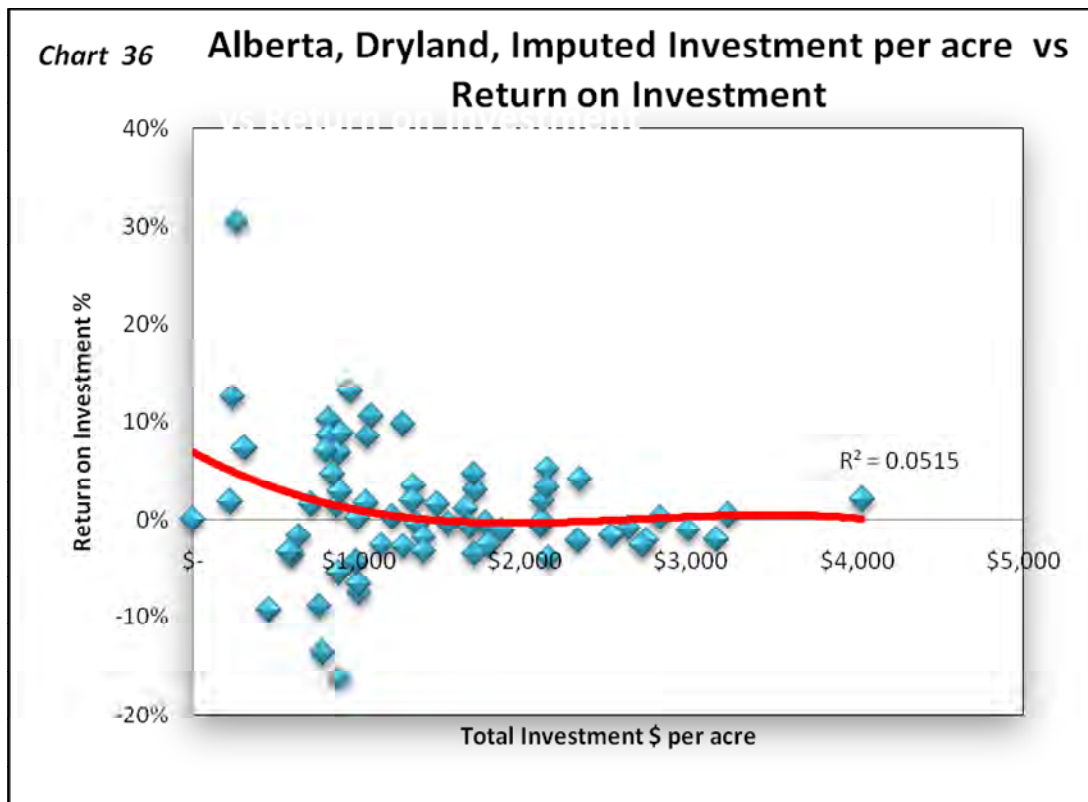


Chart 37 Imputed Machinery Investment vs. Repairs per acre

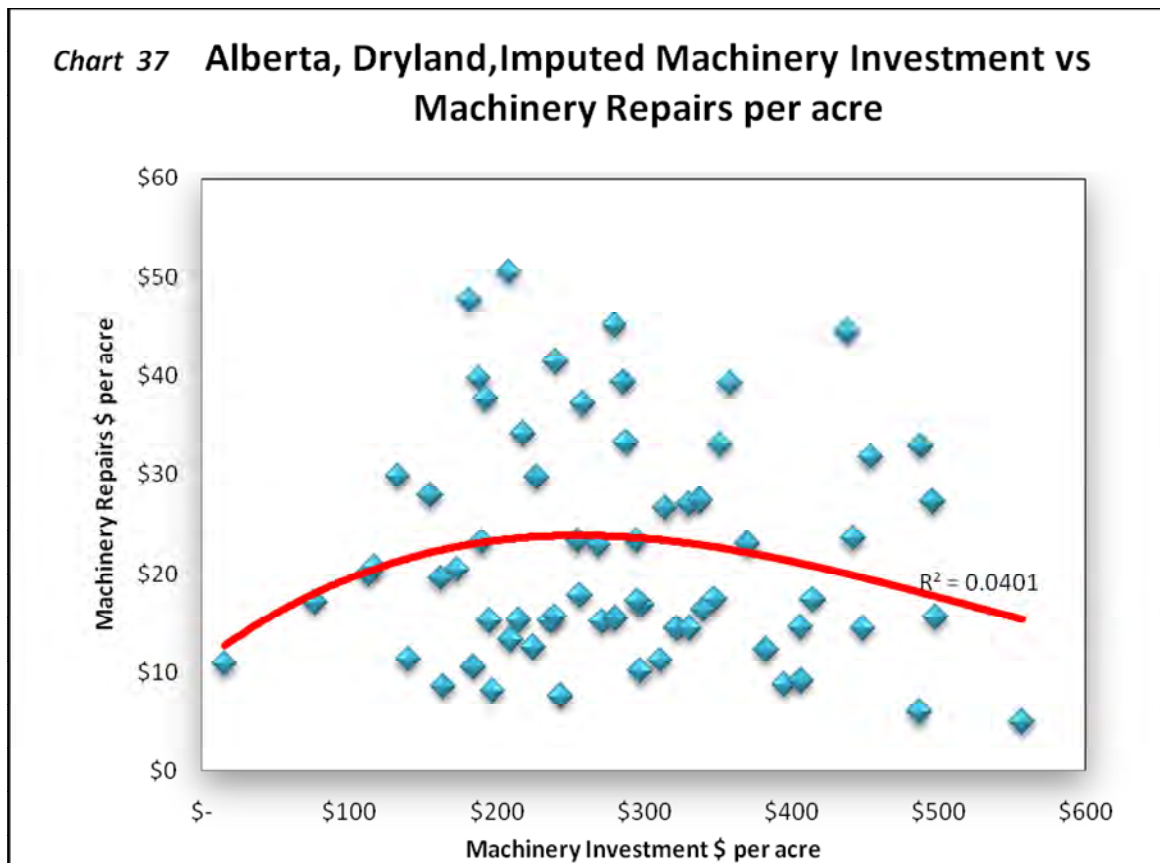
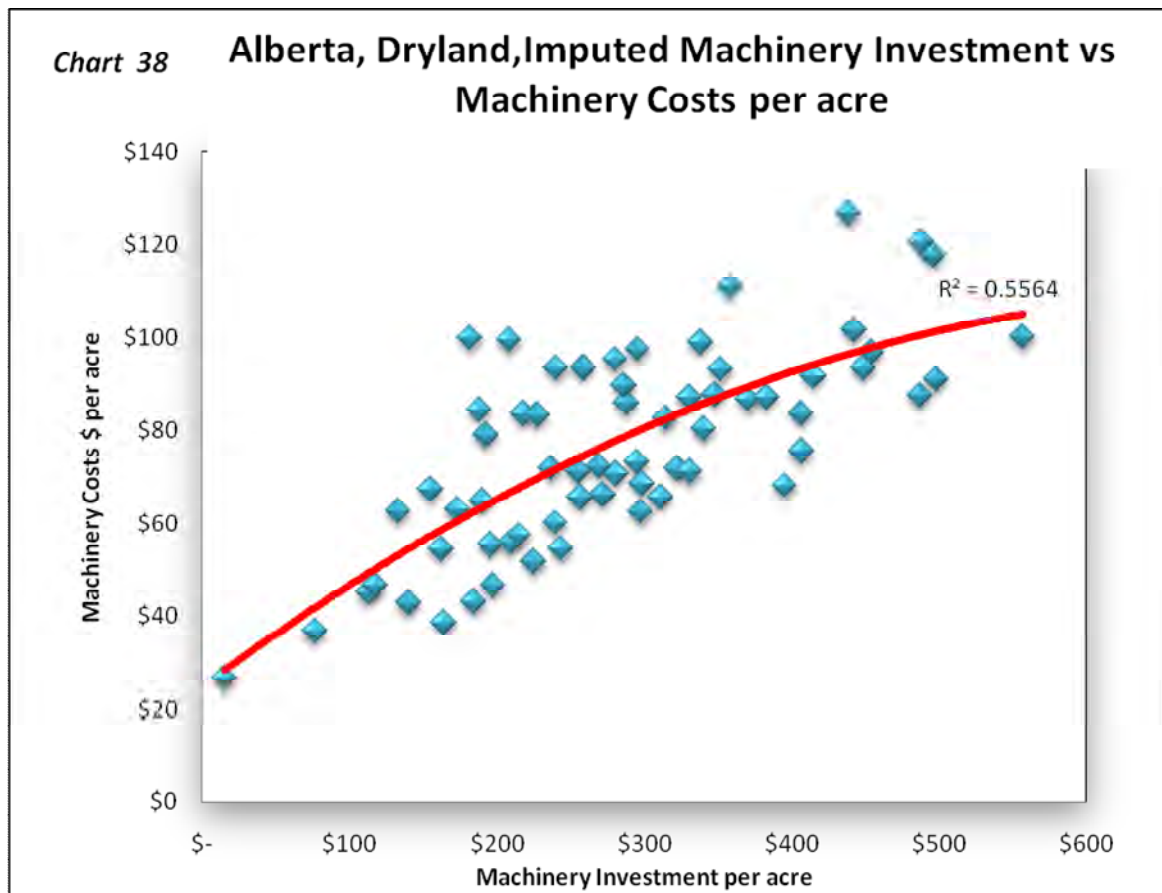


Chart 38 Imputed Machinery Investment vs. Machinery Costs per acre



APPENDIX V: COLONY ANALYSIS

*(number) denotes an equivalent chart in the main body of the report.

In all 26 colonies were included in the sample for 2009. Of these three were in the Peace Region, 8 in the North (excluding Peace) and the balance of 15 were in the South reflecting somewhat the general distribution of these participants within the Province. These participants are complex farming organisations with up to six or seven separate enterprises including the grain farm. Arriving at a fair allocation of overhead costs is challenging but the process adopted, as described earlier in the report gives reasonably robust and comparable results. What is apparent from the data is that for the most part these participants Grain farms perform at similar levels to all the other farms in the sample although generally, as the sample goes they were amongst the largest farms (although typically they will support from ten to twenty families and so, per family are very small grain farms by Alberta standards). The smallest was around 3,000 dryland acres (although they had substantial irrigated acres in addition to their dryland acres) ranging up to around 23,000 acres.

Chart 39 Investment vs. Return on Investment (2)

Like the non-colony farms in the sample ROI is quite widely scattered from negative 8% to positive 8% in 2009 with a trend-line that flattens after around \$1,500 per acre.

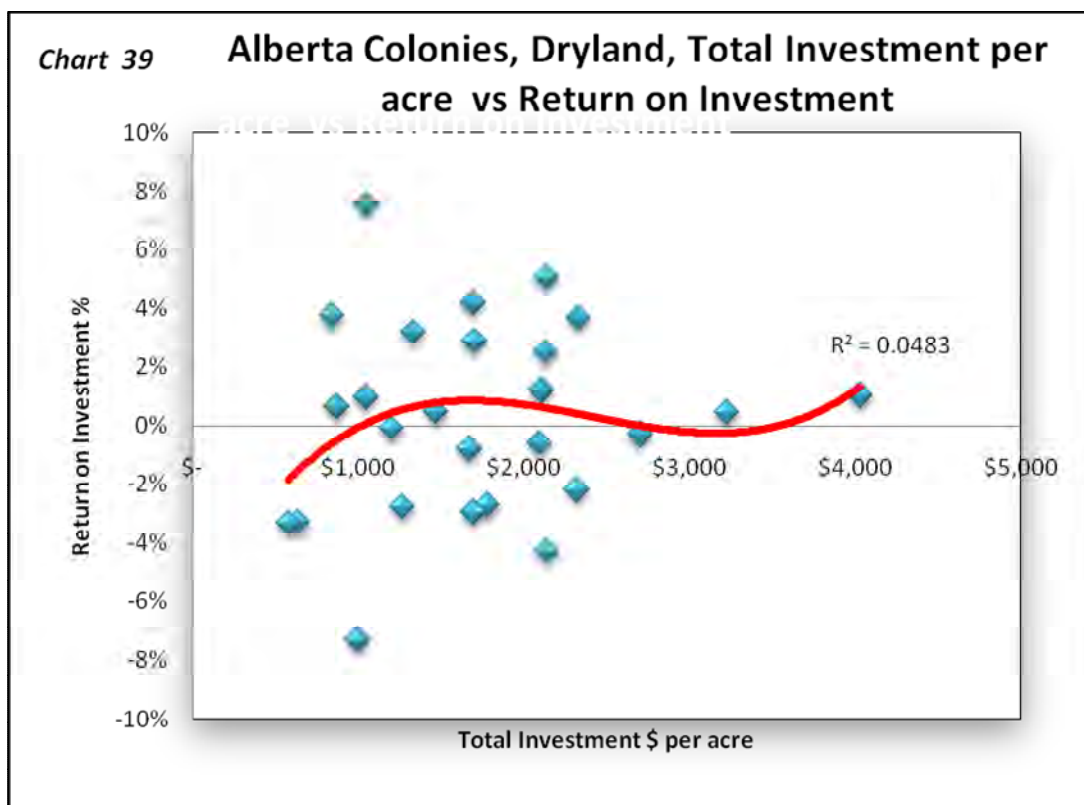


Chart 40 Net Income vs. Total Investment (6)

Net Income per acre is quite widely scattered with around \$180 per acre from best to lowest. It is difficult to spot any trend in this sample and evidently something other than total investment is influencing net income.

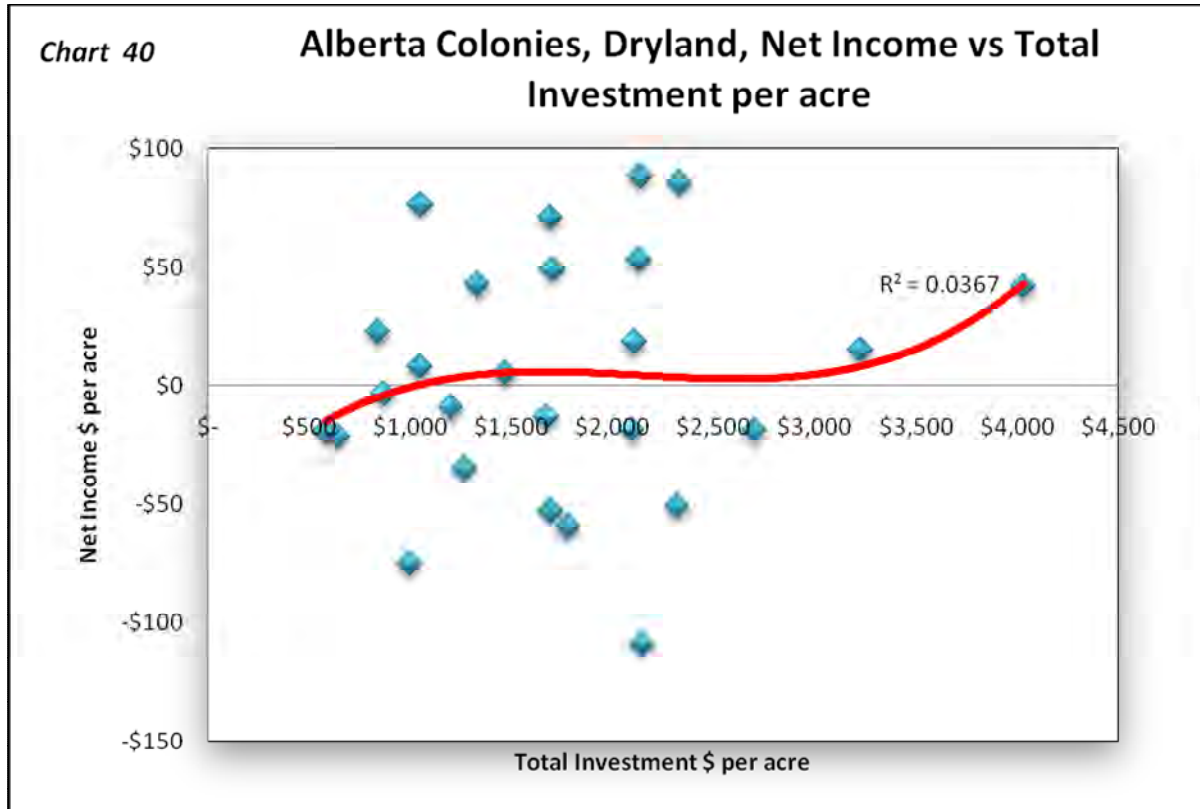


Chart 41 Fixed Costs vs. Net Income (25)

If anything these participants posted losses at fixed cost levels \$20 to \$30 per acre lower than the survey group as a whole.

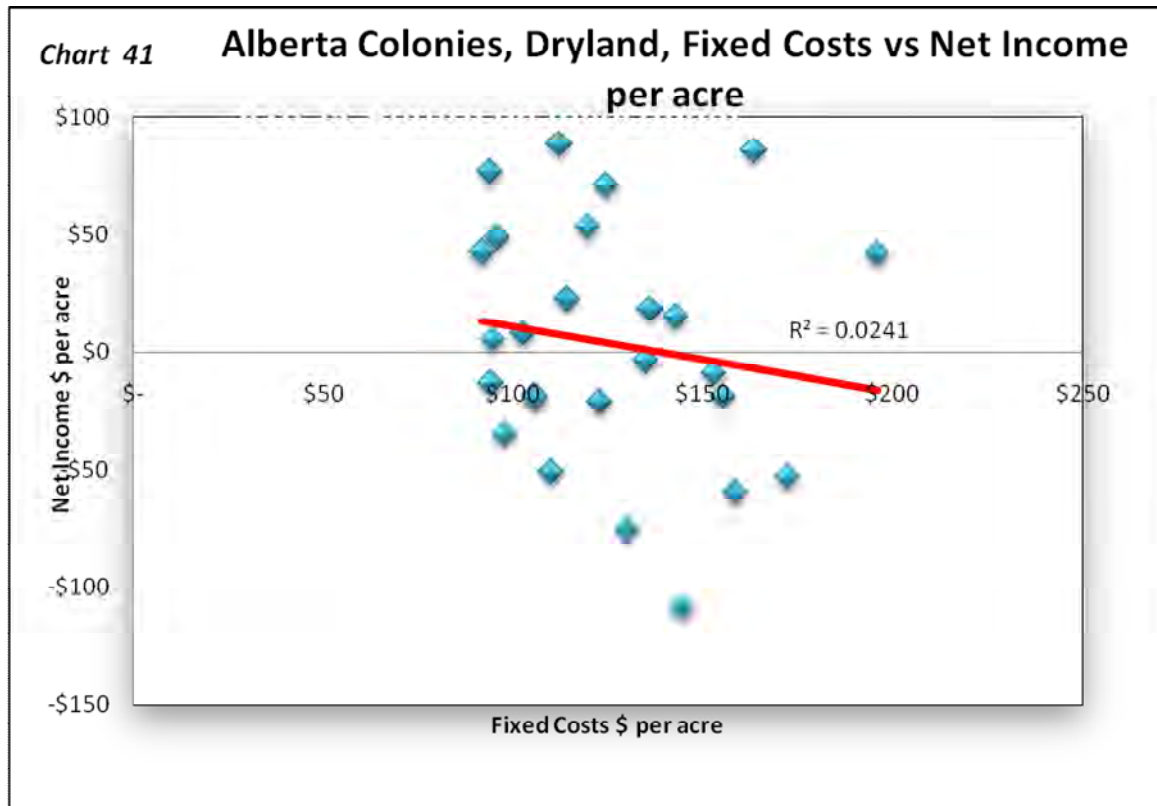


Chart 42 Equipment Investment vs. Net Income (12)

Following on from Chart 41 above it is only to be expected therefore that, if Gross Margins are generally lower with these participants then the net income is less tolerant of over investment in Machinery. Chart 42 bears this out with these participants showing more than around \$250 per acre of Machinery having difficulty in being profitable. Significantly these participants as a group average around \$240 per acre of Machinery compared with around \$295 for the group as a whole.

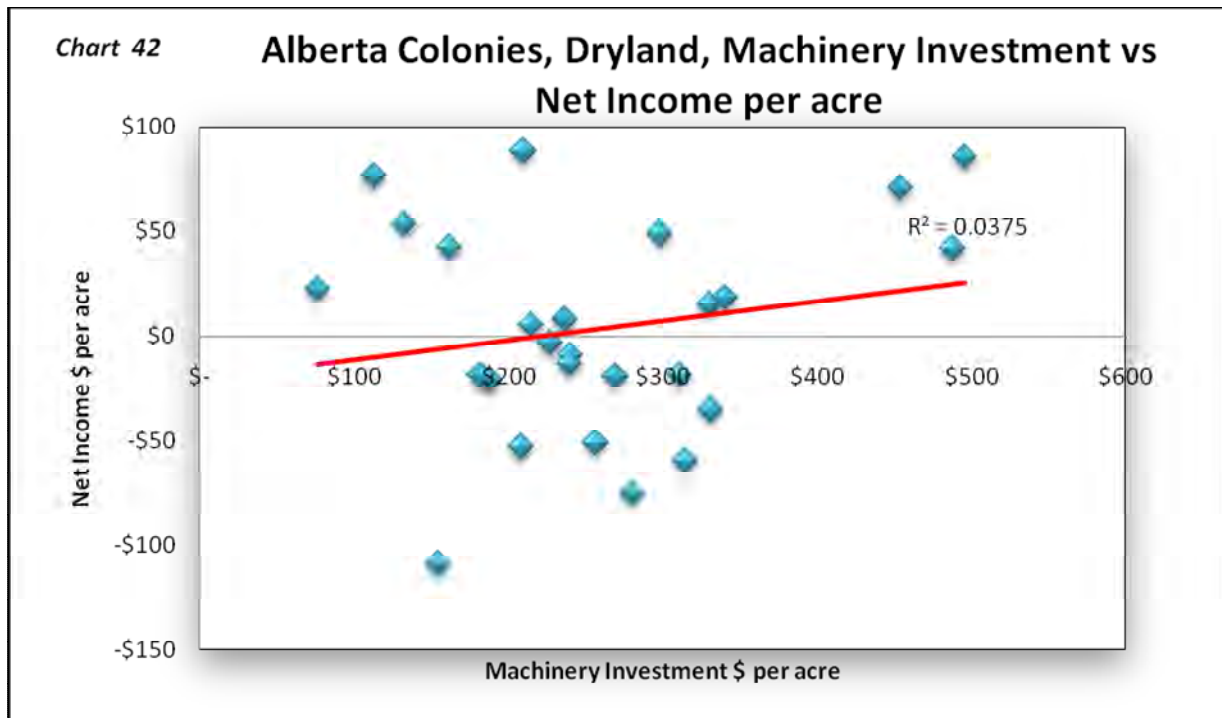


Chart 43 Net Income as a Percentage of Gross Income (26)

At Gross Income of around \$250 per acre these participants for the most part started to generate positive net incomes which ranged up as high as 30% of the Gross.

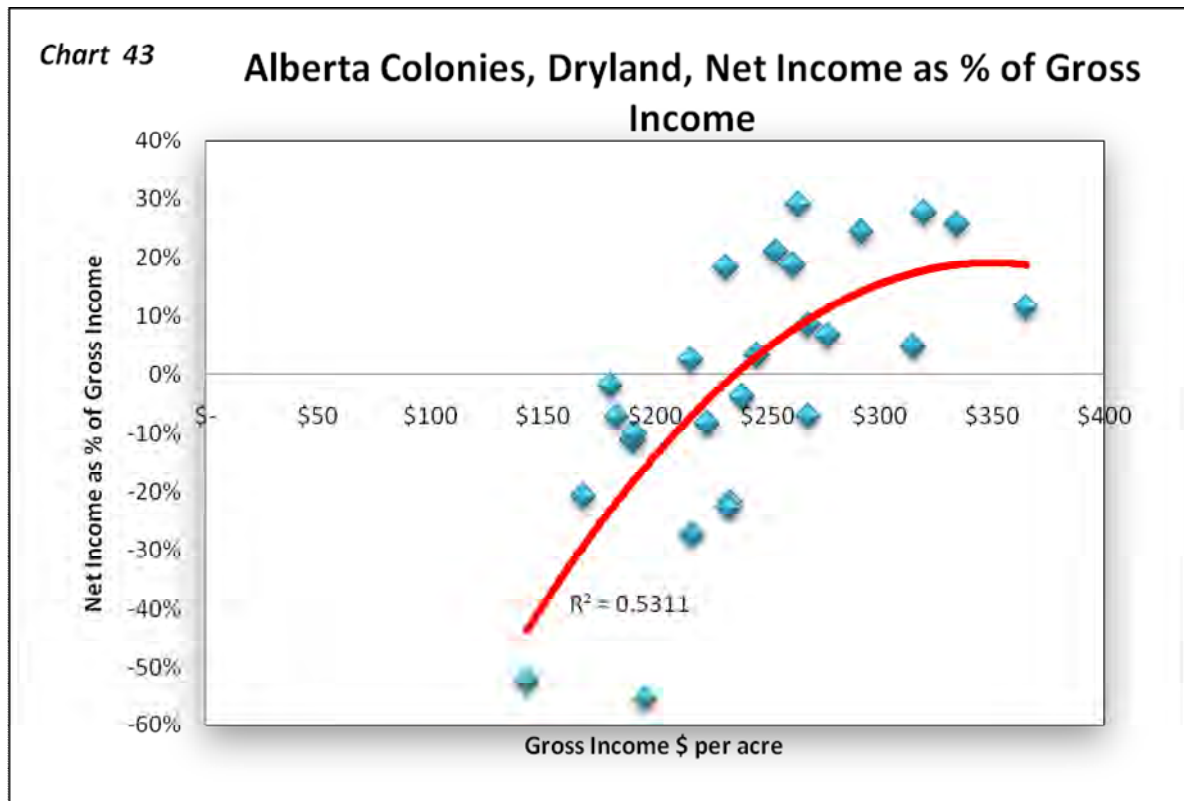


Chart 44 Gross Margin as a Percentage of Gross Income (28)

Gross Margin as a percentage of Gross Income is in broadly the same 40% to 60% range as for the group as a whole.

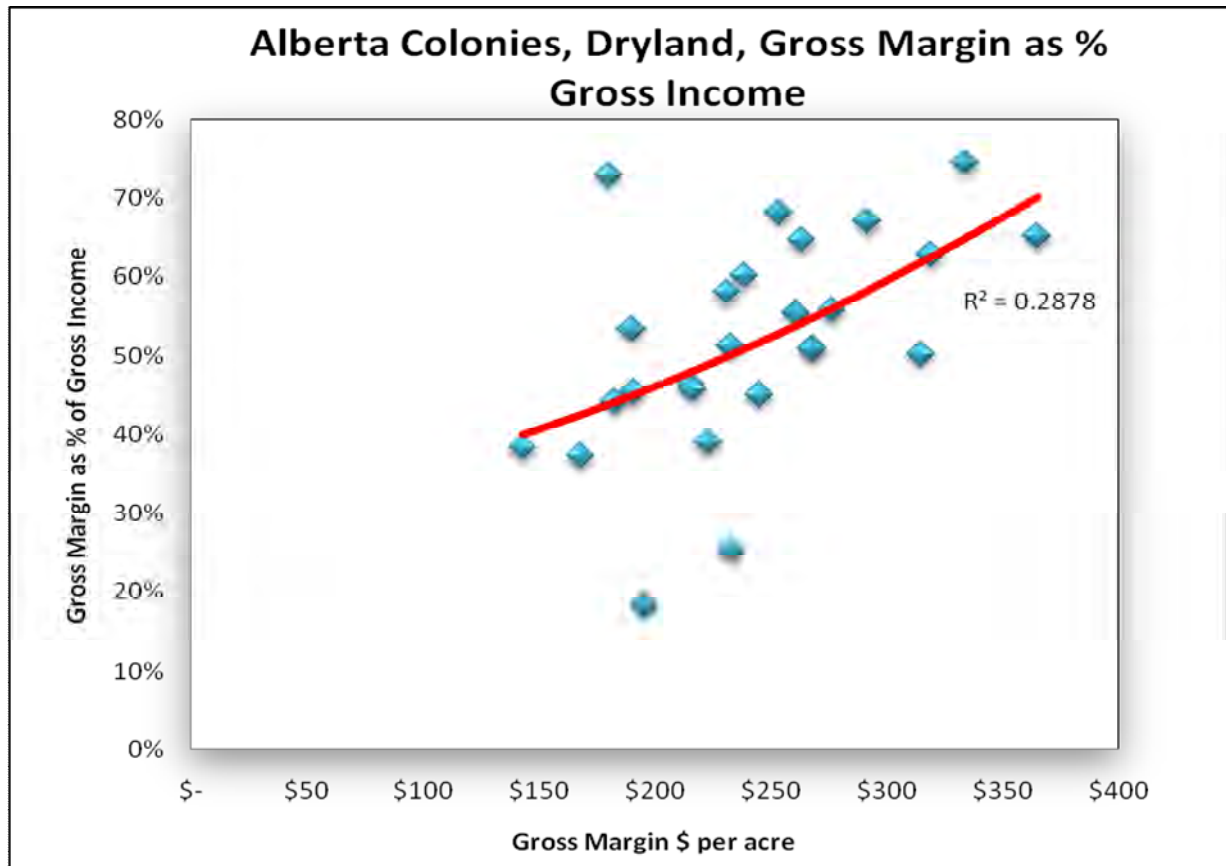


Chart 45 Net Income as a Percentage of Gross Margin (27)

The same strong correlation of Net Income to Gross Margin seen in the sample as a whole is borne out in this chart.

