



AgriProfit\$ Cost & Returns Profiles

Dryland Corn Grazing Alberta Total

30-July-12

Economics & Competitiveness

AgriProfit\$
Benchmarks

AgriProfit\$ Cost & Returns Profiles give an insight into the productive and economic performance of Alberta cereal, oilseed, forage and grazing crops, reported by soil or grass-type zone.

These benchmark include *AgriProfit\$* field observations from the period of 2008 – 2010. Averaging over a 3 year span smoothes out extremes in prices, yields and expenses. This gives a better reflection of the crops' intermediate term

costs and profit potential.

Regional average performance for the crop is compared to a "top third" management grouping. Fields included in the top management group are drawn from the lowest cost third, as rated by total production cost per unit of output for that crop, in that area, for each of the years.

In addition to the 3-year summary table, a range of charts are included to highlight field level variability in key cost and returns tallies. This further emphasizes the need for producers to know and use their own crop unit costs in managing their businesses.

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AgriProfit\$ Cost & Returns Profiles					
Crop: Grazing Corn		Total Top 1/3rd		Total Top 1/3rd	
Zone: Alberta Total		-- \$ / Acre --		-- \$ / AUM --	
(A) 1.	Crop Sales	153.91	176.10	20.43	18.52
6.	Other Revenues	0.45	0.07	0.06	0.01
	Gross Return	154.37	176.17	20.49	18.53
(B) 1.	Seed	70.32	73.94	9.33	7.78
2.	Fertilizer	45.49	34.95	6.04	3.68
3.	Chemicals	11.17	8.88	1.48	0.93
4.	Crop Insurance Premiums	7.28	1.31	0.97	0.14
5.	Trucking & Marketing	0.16	0.00	0.02	0.00
6.	Fuel	4.98	2.89	0.66	0.30
7.	Irrigation Fuel & Electricity	0.00	0.00	0.00	0.00
8.	Repairs - Machinery	2.05	3.09	0.27	0.33
9.	Repairs - Buildings	1.33	0.41	0.18	0.04
10.	Utilities & Misc. Expenses	1.67	0.78	0.22	0.08
11.	Custom Work & Specialized Labour	3.44	3.03	0.46	0.32
12.	Operating Interest Paid	0.33	0.02	0.04	0.00
13.	Paid Labour & Benefits	1.18	0.68	0.16	0.07
14.	Unpaid Labour	1.97	1.90	0.26	0.20
	Variable Costs	151.36	131.88	20.09	13.87
(C) 1.	Cash/Share Rent & Land Lease	6.97	0.00	0.92	0.00
2.	Taxes, Water Rates, Lic. & Insurance	2.63	0.72	0.35	0.08
3.	Equip. & Bldg. a) Depreciation	4.06	1.62	0.54	0.17
	b) Lease Payments	0.64	0.00	0.09	0.00
4.	Paid Capital Interest	4.13	0.88	0.55	0.09
	Total Capital Costs	18.43	3.21	2.45	0.34
(D)	Cash Costs (B+C-B14-C3)	163.77	131.58	21.74	13.84
(E)	Total Production Costs (B+C)	169.80	135.09	22.54	14.21
(F)	Gross Margin (A-D)	(9.40)	44.59	(1.25)	4.69
	Return to Unpaid Labour (A-E+B14)	(13.46)	42.97	(1.79)	4.52
	Return to Investment (A-E+C4)	(11.30)	41.95	(1.50)	4.41
	Return to Equity (A-E)	(15.43)	41.08	(2.05)	4.32
	Return on Investment (%)	(1.4)	9.0		
	Total Investment (\$/acre)	805	465		
Management					
	Average field size (acres)	56.9	61.8		
	Number of Observations	15	6		
	Yield (AUMs/acre)	7.53	9.51		
	Expected Price (\$/AUM)	20.43	18.52		

* Cost and returns profiles include/combine all tenure types ... owned, rented & leased.

** Top 1/3rd selection criteria: Low Total Production Cost / AUM

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Descriptive Statistics: Grazing Corn Production - Total Group

Crop: Dryland Grazing Corn
Zone: Alberta Total

	Quartiles		Group Average	CV (%)
	Low	High		
Price (\$/AUM)	19.37	23.35	20.43	13.0
Yield (AUM/Acre)	5.94	10.08	7.53	38.7
----- \$ / Acre -----				
Gross Revenue	139.22	187.94	154.37	32.7
Seed, Fert, Chem	117.98	137.86	126.98	20.7
Oth. Variable Costs	128.46	172.53	24.38	142.3
Fixed Costs	3.52	25.21	18.43	126.7
Total Production Costs	139.21	208.75	169.80	31.0
Total Cash Costs	135.49	200.76	163.77	29.2
Gross Margin	(31.74)	44.21	(9.40)	(919.0)
Return to Equity	(48.04)	39.80	(15.43)	(577.4)

