
2019 Cost and return benchmarks for crops and forages: dryland

AgriProfit\$ business analysis and research program



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2019 Provincial Cost and Return Benchmarks
Crops and Forages: Dryland

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Overview

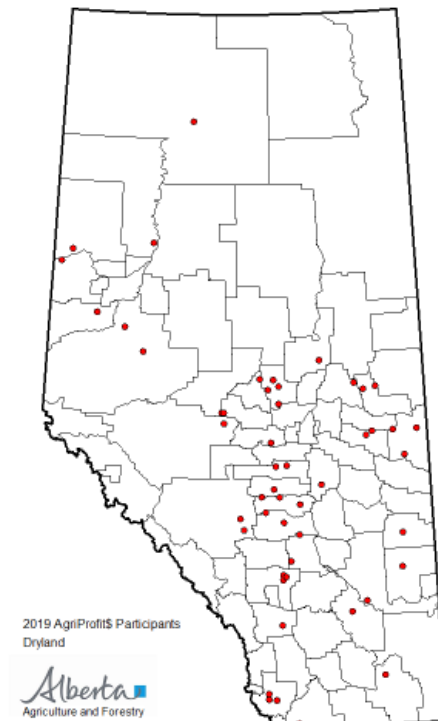
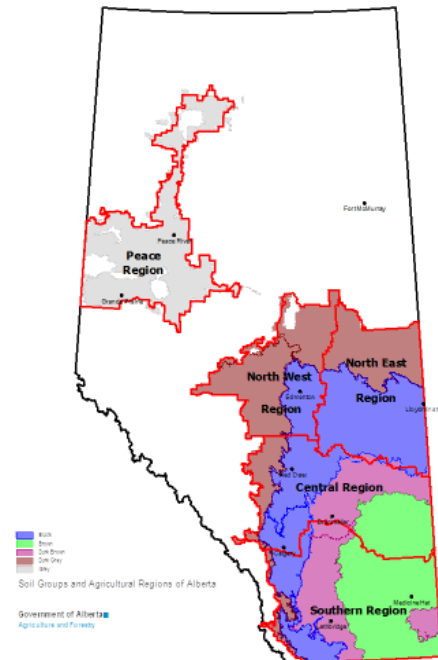
2019 Alberta Provincial Dryland Soil Zone

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

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

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

The top map shows all the Soil Zones in Alberta. Please note that farms highlighted within these zones may contain characteristics of neighbouring soil zones. The map on the bottom shows the distribution of the dryland 2019 participants.



2019 Crops Enterprise Analysis

All Dryland Spring Wheat

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Bushel	
(A)				
1. Crop Sales	322.28	489.47	6.24	6.27
2. Crop Insurance Receipts	4.97	.00	.10	.00
3. Miscellaneous Receipts	1.82	1.84	.04	.02
4. Government Program	.21	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	329.30	491.31	6.38	6.29
(B)				
1. Seed & Seed Cleaning	22.69	23.20	.44	.30
2. Fertilizer	68.41	83.48	1.32	1.07
3. Chemicals	29.50	35.31	.57	.45
4. Hail / Crop Insurance & Program Premiums	14.06	13.99	.27	.18
5. Trucking & Marketing	1.81	1.09	.04	.01
6. Fuel	22.64	28.09	.44	.36
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	19.64	18.97	.38	.24
9. Repairs - Buildings	1.91	.90	.04	.01
10. Utilities & Miscellaneous Expenses	13.32	14.85	.26	.19
11. Custom Work & Specialized Labour	1.89	1.52	.04	.02
12. Operating Interest Paid	4.86	5.87	.09	.08
13. Paid Labour & Benefits	9.77	14.61	.19	.19
14. Unpaid Labour	26.32	21.76	.51	.28
VARIABLE COSTS	236.81	263.64	4.58	3.38
(C)				
1. Cash/Share Rent & Land Lease	32.02	45.90	.62	.59
2. Taxes, Water Rates, Lic. & Insurance	7.28	5.08	.14	.07
3. Equipment & Buildings	43.43	41.23	.84	.53
a) Depreciation				
b) Lease Payments	2.24	2.59	.04	.03
4. Paid Capital Interest	16.86	11.97	.33	.15
TOTAL CAPITAL COSTS	101.83	106.77	1.97	1.37
(D) CASH COSTS (B+C-B14-C3a)	268.89	307.42	5.21	3.94
(E) TOTAL PRODUCTION COSTS (B+C)	338.64	370.41	6.56	4.74
(F) GROSS MARGIN (A-D)	60.40	183.89	1.17	2.35
RETURN TO UNPAID LABOUR (A-E+B14)	16.97	142.66	.33	1.83
RETURN TO INVESTMENT (A-E+C4)	7.52	132.87	.15	1.70
RETURN TO EQUITY (A-E)	-9.35	120.90	-.18	1.55
INVESTMENT				
Land	1,244.44	1,157.73	24.09	14.82
Buildings	181.44	120.65	3.51	1.54
Machinery	373.86	389.04	7.24	4.98
Irr. Machinery	.00	.00	.00	.00
TOTAL	1,799.74	1,667.42	34.84	21.35
MANAGEMENT				
Yield Per Acre (Bushel)	51.65	78.10		
Expected Market Price Per Bushel	6.24	6.27		

2019 Crops Enterprise Analysis

Owned Dryland Spring Wheat

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Bushel	
(A)				
1. Crop Sales	306.29	446.20	6.31	5.99
2. Crop Insurance Receipts	8.30	.00	.17	.00
3. Miscellaneous Receipts	1.47	1.68	.03	.02
4. Government Program	.50	.00	.01	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	316.56	447.88	6.52	6.01
(B)				
1. Seed & Seed Cleaning	21.68	24.29	.45	.33
2. Fertilizer	66.34	70.04	1.37	.94
3. Chemicals	30.07	36.92	.62	.50
4. Hail / Crop Insurance & Program Premiums	14.36	12.28	.30	.16
5. Trucking & Marketing	2.25	1.18	.05	.02
6. Fuel	20.99	19.89	.43	.27
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	18.70	13.32	.39	.18
9. Repairs - Buildings	2.92	1.61	.06	.02
10. Utilities & Miscellaneous Expenses	13.32	8.32	.27	.11
11. Custom Work & Specialized Labour	4.06	4.13	.08	.06
12. Operating Interest Paid	5.89	3.23	.12	.04
13. Paid Labour & Benefits	9.29	10.03	.19	.13
14. Unpaid Labour	19.65	23.06	.40	.31
VARIABLE COSTS	229.49	228.30	4.72	3.06
(C)				
1. Cash/Share Rent & Land Lease	.00	.00	.00	.00
2. Taxes, Water Rates, Lic. & Insurance	11.42	8.36	.24	.11
3. Equipment & Buildings	55.11	63.01	1.13	.85
a) Depreciation				
b) Lease Payments	2.64	.68	.05	.01
4. Paid Capital Interest	29.52	19.49	.61	.26
TOTAL CAPITAL COSTS	98.69	91.54	2.03	1.23
(D) CASH COSTS (B+C-B14-C3a)	253.43	233.77	5.22	3.14
(E) TOTAL PRODUCTION COSTS (B+C)	328.19	319.84	6.76	4.29
(F) GROSS MARGIN (A-D)	63.14	214.11	1.30	2.87
RETURN TO UNPAID LABOUR (A-E+B14)	8.03	151.11	.17	2.03
RETURN TO INVESTMENT (A-E+C4)	17.90	147.54	.37	1.98
RETURN TO EQUITY (A-E)	-11.62	128.04	-.24	1.72
INVESTMENT				
Land	2,919.37	3,504.56	60.10	47.04
Buildings	257.12	184.98	5.29	2.48
Machinery	466.45	593.58	9.60	7.97
Irr. Machinery	.00	.00	.00	.00
TOTAL	3,642.94	4,283.11	74.99	57.50
MANAGEMENT				
Yield Per Acre (Bushel)	48.58	74.49		
Expected Market Price Per Bushel	6.31	5.99		

2019 Crops Enterprise Analysis

Rented Dryland Spring Wheat

	Average \$/Acres	Top 1/3	Average \$/Bushel	Top 1/3
(A)				
1. Crop Sales	333.38	515.05	6.20	6.30
2. Crop Insurance Receipts	2.61	.00	.05	.00
3. Miscellaneous Receipts	2.02	1.81	.04	.02
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	338.01	516.85	6.28	6.32
(B)				
1. Seed & Seed Cleaning	23.24	22.33	.43	.27
2. Fertilizer	69.87	90.46	1.30	1.11
3. Chemicals	28.53	34.09	.53	.42
4. Hail / Crop Insurance & Program Premiums	14.44	16.04	.27	.20
5. Trucking & Marketing	1.50	1.17	.03	.01
6. Fuel	23.86	29.56	.44	.36
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	20.47	20.74	.38	.25
9. Repairs - Buildings	1.16	.59	.02	.01
10. Utilities & Miscellaneous Expenses	13.29	16.94	.25	.21
11. Custom Work & Specialized Labour	.29	.16	.01	.00
12. Operating Interest Paid	3.90	6.66	.07	.08
13. Paid Labour & Benefits	9.83	14.12	.18	.17
14. Unpaid Labour	31.88	23.26	.59	.28
VARIABLE COSTS	242.26	276.11	4.50	3.38
(C)				
1. Cash/Share Rent & Land Lease	58.23	76.85	1.08	.94
2. Taxes, Water Rates, Lic. & Insurance	4.21	3.64	.08	.04
3. Equipment & Buildings	32.60	26.96	.61	.33
a) Depreciation				
b) Lease Payments	2.02	3.71	.04	.05
4. Paid Capital Interest	7.64	7.10	.14	.09
TOTAL CAPITAL COSTS	104.69	118.26	1.95	1.45
(D) CASH COSTS (B+C-B14-C3a)	282.47	344.15	5.25	4.21
(E) TOTAL PRODUCTION COSTS (B+C)	346.96	394.37	6.45	4.82
(F) GROSS MARGIN (A-D)	55.54	172.70	1.03	2.11
RETURN TO UNPAID LABOUR (A-E+B14)	22.94	145.74	.43	1.78
RETURN TO INVESTMENT (A-E+C4)	-1.31	129.58	-.02	1.58
RETURN TO EQUITY (A-E)	-8.94	122.48	-.17	1.50
INVESTMENT				
Land	.00	.00	.00	.00
Buildings	120.15	100.48	2.23	1.23
Machinery	283.24	240.45	5.26	2.94
Irr. Machinery	.00	.00	.00	.00
TOTAL	403.39	340.94	7.50	4.17
MANAGEMENT				
Yield Per Acre (Bushel)	53.81	81.80		
Expected Market Price Per Bushel	6.20	6.30		

2019 Crops Enterprise Analysis

All Dryland Durum

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Bushel	
(A)				
1. Crop Sales	234.67	309.59	8.30	8.30
2. Crop Insurance Receipts	33.00	33.00	1.17	.88
3. Miscellaneous Receipts	.70	.70	.02	.02
4. Government Program	.43	.43	.02	.01
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	268.80	343.72	9.51	9.22
(B)				
1. Seed & Seed Cleaning	20.77	20.77	.73	.56
2. Fertilizer	37.45	37.45	1.32	1.00
3. Chemicals	29.92	29.92	1.06	.80
4. Hail / Crop Insurance & Program Premiums	20.22	17.55	.72	.47
5. Trucking & Marketing	.00	.00	.00	.00
6. Fuel	13.81	13.81	.49	.37
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	12.26	12.26	.43	.33
9. Repairs - Buildings	.00	.00	.00	.00
10. Utilities & Miscellaneous Expenses	11.69	11.69	.41	.31
11. Custom Work & Specialized Labour	.00	.00	.00	.00
12. Operating Interest Paid	.00	.00	.00	.00
13. Paid Labour & Benefits	.00	.00	.00	.00
14. Unpaid Labour	30.25	30.25	1.07	.81
VARIABLE COSTS	176.38	173.71	6.24	4.66
(C)				
1. Cash/Share Rent & Land Lease	.00	.00	.00	.00
2. Taxes, Water Rates, Lic. & Insurance	3.25	3.25	.11	.09
3. Equipment & Buildings	a) Depreciation	67.14	67.14	2.37
	b) Lease Payments	.00	.00	.00
4. Paid Capital Interest	10.14	10.14	.36	.27
TOTAL CAPITAL COSTS	80.53	80.53	2.85	2.16
(D) CASH COSTS (B+C-B14-C3a)	159.52	156.85	5.64	4.21
(E) TOTAL PRODUCTION COSTS (B+C)	256.91	254.24	9.09	6.82
(F) GROSS MARGIN (A-D)	109.28	186.87	3.87	5.01
RETURN TO UNPAID LABOUR (A-E+B14)	42.14	119.73	1.49	3.21
RETURN TO INVESTMENT (A-E+C4)	22.03	99.63	.78	2.67
RETURN TO EQUITY (A-E)	11.89	89.48	.42	2.40
INVESTMENT				
Land	4,000.00	4,000.00	141.47	107.24
Buildings	307.29	307.29	10.87	8.24
Machinery	583.92	583.92	20.65	15.65
Irr. Machinery	.00	.00	.00	.00
TOTAL	4,891.21	4,891.21	173.00	131.13
MANAGEMENT				
Yield Per Acre (Bushel)	28.27	37.30		
Expected Market Price Per Bushel	8.30	8.30		

2019 Crops Enterprise Analysis

Owned Dryland Durum

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Bushel	
(A)				
1. Crop Sales	234.67	309.59	8.30	8.30
2. Crop Insurance Receipts	33.00	33.00	1.17	.88
3. Miscellaneous Receipts	.70	.70	.02	.02
4. Government Program	.43	.43	.02	.01
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	268.80	343.72	9.51	9.22
(B)				
1. Seed & Seed Cleaning	20.77	20.77	.73	.56
2. Fertilizer	37.45	37.45	1.32	1.00
3. Chemicals	29.92	29.92	1.06	.80
4. Hail / Crop Insurance & Program Premiums	20.22	17.55	.72	.47
5. Trucking & Marketing	.00	.00	.00	.00
6. Fuel	13.81	13.81	.49	.37
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	12.26	12.26	.43	.33
9. Repairs - Buildings	.00	.00	.00	.00
10. Utilities & Miscellaneous Expenses	11.69	11.69	.41	.31
11. Custom Work & Specialized Labour	.00	.00	.00	.00
12. Operating Interest Paid	.00	.00	.00	.00
13. Paid Labour & Benefits	.00	.00	.00	.00
14. Unpaid Labour	30.25	30.25	1.07	.81
VARIABLE COSTS	176.38	173.71	6.24	4.66
(C)				
1. Cash/Share Rent & Land Lease	.00	.00	.00	.00
2. Taxes, Water Rates, Lic. & Insurance	3.25	3.25	.11	.09
3. Equipment & Buildings	a) Depreciation	67.14	67.14	2.37
	b) Lease Payments	.00	.00	.00
4. Paid Capital Interest	10.14	10.14	.36	.27
TOTAL CAPITAL COSTS	80.53	80.53	2.85	2.16
(D) CASH COSTS (B+C-B14-C3a)	159.52	156.85	5.64	4.21
(E) TOTAL PRODUCTION COSTS (B+C)	256.91	254.24	9.09	6.82
(F) GROSS MARGIN (A-D)	109.28	186.87	3.87	5.01
RETURN TO UNPAID LABOUR (A-E+B14)	42.14	119.73	1.49	3.21
RETURN TO INVESTMENT (A-E+C4)	22.03	99.63	.78	2.67
RETURN TO EQUITY (A-E)	11.89	89.48	.42	2.40
INVESTMENT				
Land	4,000.00	4,000.00	141.47	107.24
Buildings	307.29	307.29	10.87	8.24
Machinery	583.92	583.92	20.65	15.65
Irr. Machinery	.00	.00	.00	.00
TOTAL	4,891.21	4,891.21	173.00	131.13
MANAGEMENT				
Yield Per Acre (Bushel)	28.27	37.30		
Expected Market Price Per Bushel	8.30	8.30		

2019 Crops Enterprise Analysis

All Dryland CPS Wheat

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Bushel	
(A)				
1. Crop Sales	303.68	413.35	5.51	5.77
2. Crop Insurance Receipts	2.40	.00	.04	.00
3. Miscellaneous Receipts	29.34	16.22	.53	.23
4. Government Program	4.73	1.55	.09	.02
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	340.16	431.11	6.17	6.02
(B)				
1. Seed & Seed Cleaning	28.41	33.83	.52	.47
2. Fertilizer	74.34	69.12	1.35	.96
3. Chemicals	37.10	40.80	.67	.57
4. Hail / Crop Insurance & Program Premiums	13.82	14.29	.25	.20
5. Trucking & Marketing	3.76	8.89	.07	.12
6. Fuel	32.97	29.68	.60	.41
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	28.23	15.41	.51	.22
9. Repairs - Buildings	.91	.25	.02	.00
10. Utilities & Miscellaneous Expenses	14.83	11.70	.27	.16
11. Custom Work & Specialized Labour	4.48	5.00	.08	.07
12. Operating Interest Paid	6.57	.97	.12	.01
13. Paid Labour & Benefits	4.90	.21	.09	.00
14. Unpaid Labour	13.27	22.64	.24	.32
VARIABLE COSTS	263.57	252.80	4.78	3.53
(C)				
1. Cash/Share Rent & Land Lease	18.57	31.58	.34	.44
2. Taxes, Water Rates, Lic. & Insurance	7.53	6.28	.14	.09
3. Equipment & Buildings	a) Depreciation b) Lease Payments	53.35 .26	69.09 .59	.97 .04
4. Paid Capital Interest	3.66	4.89	.07	.07
TOTAL CAPITAL COSTS	85.37	112.41	1.55	1.57
(D) CASH COSTS (B+C-B14-C3a)	282.31	273.49	5.12	3.82
(E) TOTAL PRODUCTION COSTS (B+C)	348.93	365.22	6.33	5.10
(F) GROSS MARGIN (A-D)	57.84	157.63	1.05	2.20
RETURN TO UNPAID LABOUR (A-E+B14)	4.49	88.54	.08	1.24
RETURN TO INVESTMENT (A-E+C4)	-5.11	70.78	-.09	.99
RETURN TO EQUITY (A-E)	-8.78	65.90	-.16	.92
INVESTMENT				
Land	1,343.21	1,215.89	24.38	16.97
Buildings	197.87	201.27	3.59	2.81
Machinery	456.76	619.96	8.29	8.65
Irr. Machinery	.00	.00	.00	.00
TOTAL	1,997.84	2,037.12	36.26	28.43
MANAGEMENT				
Yield Per Acre (Bushel)	55.09	71.67		
Expected Market Price Per Bushel	5.51	5.77		

2019 Crops Enterprise Analysis

Owned Dryland CPS Wheat

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Bushel	
(A)				
1. Crop Sales	248.67	428.30	5.49	6.12
2. Crop Insurance Receipts	.00	.00	.00	.00
3. Miscellaneous Receipts	45.31	18.95	1.00	.27
4. Government Program	8.46	3.50	.19	.05
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	302.44	450.76	6.67	6.45
(B)				
1. Seed & Seed Cleaning	22.20	22.66	.49	.32
2. Fertilizer	69.21	81.81	1.53	1.17
3. Chemicals	42.04	46.77	.93	.67
4. Hail / Crop Insurance & Program Premiums	15.05	18.62	.33	.27
5. Trucking & Marketing	2.98	9.87	.07	.14
6. Fuel	35.24	43.79	.78	.63
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	33.04	21.34	.73	.31
9. Repairs - Buildings	.75	.56	.02	.01
10. Utilities & Miscellaneous Expenses	11.26	18.07	.25	.26
11. Custom Work & Specialized Labour	6.86	7.53	.15	.11
12. Operating Interest Paid	5.30	2.19	.12	.03
13. Paid Labour & Benefits	1.13	.47	.02	.01
14. Unpaid Labour	11.42	19.78	.25	.28
VARIABLE COSTS	256.47	293.48	5.66	4.20
(C)				
1. Cash/Share Rent & Land Lease	.00	.00	.00	.00
2. Taxes, Water Rates, Lic. & Insurance	9.22	10.17	.20	.15
3. Equipment & Buildings	a) Depreciation	44.16	67.06	.97
	b) Lease Payments	3.20	1.33	.07
4. Paid Capital Interest	2.94	9.53	.06	.14
TOTAL CAPITAL COSTS	59.52	88.09	1.31	1.26
(D) CASH COSTS (B+C-B14-C3a)	260.41	294.73	5.75	4.21
(E) TOTAL PRODUCTION COSTS (B+C)	315.99	381.56	6.97	5.46
(F) GROSS MARGIN (A-D)	42.03	156.03	.93	2.23
RETURN TO UNPAID LABOUR (A-E+B14)	-2.13	88.97	-.05	1.27
RETURN TO INVESTMENT (A-E+C4)	-10.61	78.72	-.23	1.13
RETURN TO EQUITY (A-E)	-13.56	69.19	-.30	.99
INVESTMENT				
Land	2,401.66	2,752.16	52.99	39.35
Buildings	175.87	307.37	3.88	4.40
Machinery	366.52	542.82	8.09	7.76
Irr. Machinery	.00	.00	.00	.00
TOTAL	2,944.05	3,602.35	64.96	51.51
MANAGEMENT				
Yield Per Acre (Bushel)	45.32	69.94		
Expected Market Price Per Bushel	5.49	6.12		

2019 Crops Enterprise Analysis

Rented Dryland CPS Wheat

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Bushel	
(A)				
1. Crop Sales	367.20	422.33	5.41	5.31
2. Crop Insurance Receipts	6.82	.00	.10	.00
3. Miscellaneous Receipts	9.38	14.06	.14	.18
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	383.40	436.39	5.65	5.49
(B)				
1. Seed & Seed Cleaning	37.49	41.49	.55	.52
2. Fertilizer	74.09	57.83	1.09	.73
3. Chemicals	29.16	39.04	.43	.49
4. Hail / Crop Insurance & Program Premiums	15.32	10.87	.23	.14
5. Trucking & Marketing	5.25	8.12	.08	.10
6. Fuel	30.35	18.51	.45	.23
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	19.16	10.72	.28	.13
9. Repairs - Buildings	.82	.00	.01	.00
10. Utilities & Miscellaneous Expenses	16.02	6.65	.24	.08
11. Custom Work & Specialized Labour	1.82	3.00	.03	.04
12. Operating Interest Paid	4.68	.00	.07	.00
13. Paid Labour & Benefits	10.14	.00	.15	.00
14. Unpaid Labour	16.97	24.91	.25	.31
VARIABLE COSTS	261.27	221.15	3.85	2.78
(C)				
1. Cash/Share Rent & Land Lease	52.70	62.03	.78	.78
2. Taxes, Water Rates, Lic. & Insurance	4.68	3.19	.07	.04
3. Equipment & Buildings	57.60	70.69	.85	.89
a) Depreciation				
b) Lease Payments	1.31	.00	.02	.00
4. Paid Capital Interest	5.73	1.22	.08	.02
TOTAL CAPITAL COSTS	122.02	137.13	1.80	1.72
(D) CASH COSTS (B+C-B14-C3a)	308.71	262.68	4.55	3.30
(E) TOTAL PRODUCTION COSTS (B+C)	383.29	358.28	5.65	4.50
(F) GROSS MARGIN (A-D)	74.68	173.71	1.10	2.18
RETURN TO UNPAID LABOUR (A-E+B14)	17.08	103.02	.25	1.30
RETURN TO INVESTMENT (A-E+C4)	5.83	79.32	.09	1.00
RETURN TO EQUITY (A-E)	.11	78.11	.00	.98
INVESTMENT				
Land	.00	.00	.00	.00
Buildings	138.08	117.29	2.03	1.47
Machinery	534.23	681.01	7.87	8.56
Irr. Machinery	.00	.00	.00	.00
TOTAL	672.32	798.31	9.91	10.04
MANAGEMENT				
Yield Per Acre (Bushel)	67.86	79.53		
Expected Market Price Per Bushel	5.41	5.31		

2019 Crops Enterprise Analysis

All Dryland Malt Barley

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Bushel	
(A)				
1. Crop Sales	247.51	256.40	4.18	4.00
2. Crop Insurance Receipts	.00	.00	.00	.00
3. Miscellaneous Receipts	8.74	3.35	.15	.05
4. Government Program	14.42	.00	.24	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	270.67	259.75	4.57	4.05
(B)				
1. Seed & Seed Cleaning	19.32	17.97	.33	.28
2. Fertilizer	56.16	58.45	.95	.91
3. Chemicals	29.01	2.84	.49	.04
4. Hail / Crop Insurance & Program Premiums	3.01	.00	.05	.00
5. Trucking & Marketing	.00	.00	.00	.00
6. Fuel	27.46	18.97	.46	.30
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	29.99	23.46	.51	.37
9. Repairs - Buildings	4.34	1.69	.07	.03
10. Utilities & Miscellaneous Expenses	34.12	14.08	.58	.22
11. Custom Work & Specialized Labour	27.57	.00	.47	.00
12. Operating Interest Paid	3.70	4.99	.06	.08
13. Paid Labour & Benefits	6.29	6.23	.11	.10
14. Unpaid Labour	33.73	27.83	.57	.43
VARIABLE COSTS	274.69	176.50	4.64	2.75
(C)				
1. Cash/Share Rent & Land Lease	67.16	.00	1.13	.00
2. Taxes, Water Rates, Lic. & Insurance	7.88	5.25	.13	.08
3. Equipment & Buildings	a) Depreciation b) Lease Payments	30.15 .00	.69 .00	.47 .00
4. Paid Capital Interest	19.78	87.71	.33	1.37
TOTAL CAPITAL COSTS	135.81	123.11	2.29	1.92
(D) CASH COSTS (B+C-B14-C3a)	335.78	241.64	5.67	3.77
(E) TOTAL PRODUCTION COSTS (B+C)	410.50	299.61	6.93	4.67
(F) GROSS MARGIN (A-D)	-65.11	18.11	-1.10	.28
RETURN TO UNPAID LABOUR (A-E+B14)	-106.09	-12.04	-1.79	-.19
RETURN TO INVESTMENT (A-E+C4)	-120.05	47.85	-2.03	.75
RETURN TO EQUITY (A-E)	-139.83	-39.87	-2.36	-.62
INVESTMENT				
Land	578.38	3,000.00	9.76	46.80
Buildings	351.46	225.89	5.93	3.52
Machinery	234.11	187.94	3.95	2.93
Irr. Machinery	.00	.00	.00	.00
TOTAL	1,163.95	3,413.84	19.65	53.26
MANAGEMENT				
Yield Per Acre (Bushel)	59.24	64.10		
Expected Market Price Per Bushel	4.18	4.00		

2019 Crops Enterprise Analysis

Rented Dryland Malt Barley

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Bushel	
(A)				
1. Crop Sales	245.39	256.40	4.23	4.00
2. Crop Insurance Receipts	.00	.00	.00	.00
3. Miscellaneous Receipts	10.02	3.35	.17	.05
4. Government Program	17.87	.00	.31	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	273.28	259.75	4.71	4.05
(B)				
1. Seed & Seed Cleaning	19.64	13.47	.34	.21
2. Fertilizer	55.61	58.16	.96	.91
3. Chemicals	35.27	22.30	.61	.35
4. Hail / Crop Insurance & Program Premiums	3.73	.00	.06	.00
5. Trucking & Marketing	.00	.00	.00	.00
6. Fuel	29.49	18.97	.51	.30
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	31.55	23.46	.54	.37
9. Repairs - Buildings	4.97	1.69	.09	.03
10. Utilities & Miscellaneous Expenses	38.90	14.08	.67	.22
11. Custom Work & Specialized Labour	34.15	.00	.59	.00
12. Operating Interest Paid	3.39	4.99	.06	.08
13. Paid Labour & Benefits	6.31	6.23	.11	.10
14. Unpaid Labour	35.14	27.83	.61	.43
VARIABLE COSTS	298.15	191.17	5.13	2.98
(C)				
1. Cash/Share Rent & Land Lease	83.20	94.88	1.43	1.48
2. Taxes, Water Rates, Lic. & Insurance	8.51	4.48	.15	.07
3. Equipment & Buildings	43.58	30.15	.75	.47
a) Depreciation				
b) Lease Payments	.00	.00	.00	.00
4. Paid Capital Interest	3.55	5.34	.06	.08
TOTAL CAPITAL COSTS	138.84	134.85	2.39	2.10
(D) CASH COSTS (B+C-B14-C3a)	358.26	268.05	6.17	4.18
(E) TOTAL PRODUCTION COSTS (B+C)	436.98	326.02	7.52	5.09
(F) GROSS MARGIN (A-D)	-84.98	-8.30	-1.46	-.13
RETURN TO UNPAID LABOUR (A-E+B14)	-128.56	-38.45	-2.21	-.60
RETURN TO INVESTMENT (A-E+C4)	-160.15	-60.93	-2.76	-.95
RETURN TO EQUITY (A-E)	-163.70	-66.27	-2.82	-1.03
INVESTMENT				
Land	.00	.00	.00	.00
Buildings	381.45	225.89	6.57	3.52
Machinery	245.14	187.94	4.22	2.93
Irr. Machinery	.00	.00	.00	.00
TOTAL	626.59	413.84	10.79	6.46
MANAGEMENT				
Yield Per Acre (Bushel)	58.07	64.10		
Expected Market Price Per Bushel	4.23	4.00		

2019 Crops Enterprise Analysis

All Dryland Feed Barley

	Average	Top 1/3	Average	Top 1/3	
	\$/Acres		\$/Bushel		
(A)					
1. Crop Sales	294.98	385.81	4.53	4.66	
2. Crop Insurance Receipts	7.33	.00	.11	.00	
3. Miscellaneous Receipts	2.39	1.70	.04	.02	
4. Government Program	.00	.00	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00	
GROSS RETURN	304.70	387.51	4.68	4.68	
(B)					
1. Seed & Seed Cleaning	16.63	13.41	.26	.16	
2. Fertilizer	60.67	61.00	.93	.74	
3. Chemicals	27.14	32.74	.42	.40	
4. Hail / Crop Insurance & Program Premiums	16.69	19.74	.26	.24	
5. Trucking & Marketing	1.82	1.11	.03	.01	
6. Fuel	25.02	17.26	.38	.21	
7. Irrigation Fuel & Electricity	.00	.00	.00	.00	
8. Repairs - Machine	22.06	13.11	.34	.16	
9. Repairs - Buildings	2.18	.44	.03	.01	
10. Utilities & Miscellaneous Expenses	14.49	8.23	.22	.10	
11. Custom Work & Specialized Labour	4.58	5.36	.07	.06	
12. Operating Interest Paid	5.23	1.67	.08	.02	
13. Paid Labour & Benefits	11.79	6.93	.18	.08	
14. Unpaid Labour	23.09	28.36	.35	.34	
VARIABLE COSTS	231.39	209.36	3.55	2.53	
(C)					
1. Cash/Share Rent & Land Lease	16.26	8.78	.25	.11	
2. Taxes, Water Rates, Lic. & Insurance	7.97	5.13	.12	.06	
3. Equipment & Buildings	a) Depreciation	44.06	29.56	.68	.36
	b) Lease Payments	2.37	3.11	.04	.04
4. Paid Capital Interest	11.84	8.39	.18	.10	
TOTAL CAPITAL COSTS	82.50	54.97	1.27	.66	
(D) CASH COSTS (B+C-B14-C3a)	246.75	206.40	3.79	2.49	
(E) TOTAL PRODUCTION COSTS (B+C)	313.89	264.32	4.82	3.19	
(F) GROSS MARGIN (A-D)	57.96	181.10	.89	2.19	
RETURN TO UNPAID LABOUR (A-E+B14)	13.90	151.55	.21	1.83	
RETURN TO INVESTMENT (A-E+C4)	2.66	131.58	.04	1.59	
RETURN TO EQUITY (A-E)	-9.19	123.19	-.14	1.49	
INVESTMENT					
Land	2,404.83	3,075.75	36.94	37.16	
Buildings	190.74	124.01	2.93	1.50	
Machinery	380.88	265.81	5.85	3.21	
Irr. Machinery	.00	.00	.00	.00	
TOTAL	2,976.44	3,465.57	45.72	41.87	
MANAGEMENT					
Yield Per Acre (Bushel)	65.10	82.77			
Expected Market Price Per Bushel	4.53	4.66			

2019 Crops Enterprise Analysis

Owned Dryland Feed Barley

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Bushel	
(A)				
1. Crop Sales	377.53	454.20	4.56	4.55
2. Crop Insurance Receipts	.00	.00	.00	.00
3. Miscellaneous Receipts	2.58	.60	.03	.01
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	380.11	454.79	4.59	4.55
(B)				
1. Seed & Seed Cleaning	17.36	15.66	.21	.16
2. Fertilizer	67.52	69.10	.81	.69
3. Chemicals	33.61	39.30	.41	.39
4. Hail / Crop Insurance & Program Premiums	19.92	24.80	.24	.25
5. Trucking & Marketing	1.70	1.18	.02	.01
6. Fuel	21.76	20.04	.26	.20
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	18.24	12.33	.22	.12
9. Repairs - Buildings	3.48	.35	.04	.00
10. Utilities & Miscellaneous Expenses	11.88	5.85	.14	.06
11. Custom Work & Specialized Labour	6.63	7.55	.08	.08
12. Operating Interest Paid	4.65	2.01	.06	.02
13. Paid Labour & Benefits	11.13	7.88	.13	.08
14. Unpaid Labour	29.82	29.64	.36	.30
VARIABLE COSTS	247.70	235.69	2.99	2.36
(C)				
1. Cash/Share Rent & Land Lease	.00	.00	.00	.00
2. Taxes, Water Rates, Lic. & Insurance	9.63	4.91	.12	.05
3. Equipment & Buildings	51.78	35.09	.62	.35
a) Depreciation				
b) Lease Payments	2.32	2.25	.03	.02
4. Paid Capital Interest	15.43	12.60	.19	.13
TOTAL CAPITAL COSTS	79.16	54.85	.96	.55
(D) CASH COSTS (B+C-B14-C3a)	245.26	225.82	2.96	2.26
(E) TOTAL PRODUCTION COSTS (B+C)	326.86	290.54	3.94	2.91
(F) GROSS MARGIN (A-D)	134.85	228.98	1.63	2.29
RETURN TO UNPAID LABOUR (A-E+B14)	83.07	193.89	1.00	1.94
RETURN TO INVESTMENT (A-E+C4)	68.68	176.85	.83	1.77
RETURN TO EQUITY (A-E)	53.25	164.26	.64	1.64
INVESTMENT				
Land	4,048.03	4,255.55	48.85	42.59
Buildings	241.29	141.78	2.91	1.42
Machinery	438.61	318.76	5.29	3.19
Irr. Machinery	.00	.00	.00	.00
TOTAL	4,727.93	4,716.08	57.05	47.20
MANAGEMENT				
Yield Per Acre (Bushel)	82.87	99.92		
Expected Market Price Per Bushel	4.56	4.55		

2019 Crops Enterprise Analysis

Rented Dryland Feed Barley

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Bushel	
(A)				
1. Crop Sales	183.64	237.39	4.47	4.51
2. Crop Insurance Receipts	19.87	11.26	.48	.21
3. Miscellaneous Receipts	2.34	1.34	.06	.03
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	205.85	249.98	5.01	4.75
(B)				
1. Seed & Seed Cleaning	15.61	11.22	.38	.21
2. Fertilizer	53.73	45.99	1.31	.87
3. Chemicals	18.70	17.49	.45	.33
4. Hail / Crop Insurance & Program Premiums	13.15	12.52	.32	.24
5. Trucking & Marketing	2.20	2.76	.05	.05
6. Fuel	28.96	20.16	.70	.38
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	24.67	13.58	.60	.26
9. Repairs - Buildings	.29	.21	.01	.00
10. Utilities & Miscellaneous Expenses	18.52	11.72	.45	.22
11. Custom Work & Specialized Labour	1.57	.79	.04	.01
12. Operating Interest Paid	6.54	3.93	.16	.07
13. Paid Labour & Benefits	13.48	10.08	.33	.19
14. Unpaid Labour	13.89	13.35	.34	.25
VARIABLE COSTS	211.31	163.80	5.14	3.11
(C)				
1. Cash/Share Rent & Land Lease	44.07	39.82	1.07	.76
2. Taxes, Water Rates, Lic. & Insurance	5.69	2.78	.14	.05
3. Equipment & Buildings	35.21	21.59	.86	.41
a) Depreciation				
b) Lease Payments	2.68	2.83	.07	.05
4. Paid Capital Interest	7.25	5.05	.18	.10
TOTAL CAPITAL COSTS	94.90	72.07	2.31	1.37
(D) CASH COSTS (B+C-B14-C3a)	257.11	200.94	6.25	3.82
(E) TOTAL PRODUCTION COSTS (B+C)	306.21	235.87	7.45	4.49
(F) GROSS MARGIN (A-D)	-51.26	49.05	-1.25	.93
RETURN TO UNPAID LABOUR (A-E+B14)	-86.47	27.46	-2.10	.52
RETURN TO INVESTMENT (A-E+C4)	-93.11	19.16	-2.26	.36
RETURN TO EQUITY (A-E)	-100.36	14.11	-2.44	.27
INVESTMENT				
Land	.00	.00	.00	.00
Buildings	121.38	66.75	2.95	1.27
Machinery	321.17	200.22	7.81	3.81
Irr. Machinery	.00	.00	.00	.00
TOTAL	442.55	266.97	10.77	5.08
MANAGEMENT				
Yield Per Acre (Bushel)	41.11	52.59		
Expected Market Price Per Bushel	4.47	4.51		

2019 Crops Enterprise Analysis

All Dryland Oats

	Average	Top 1/3	Average	Top 1/3	
	\$/Acres		\$/Bushel		
(A)					
1. Crop Sales	301.13	365.96	3.45	3.76	
2. Crop Insurance Receipts	.65	.00	.01	.00	
3. Miscellaneous Receipts	23.36	31.61	.27	.33	
4. Government Program	3.94	5.81	.05	.06	
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00	
GROSS RETURN	329.07	403.38	3.77	4.15	
(B)					
1. Seed & Seed Cleaning	19.00	18.79	.22	.19	
2. Fertilizer	45.43	42.72	.52	.44	
3. Chemicals	13.94	14.51	.16	.15	
4. Hail / Crop Insurance & Program Premiums	13.83	14.41	.16	.15	
5. Trucking & Marketing	1.48	.27	.02	.00	
6. Fuel	27.99	27.21	.32	.28	
7. Irrigation Fuel & Electricity	.00	.00	.00	.00	
8. Repairs - Machine	30.05	30.39	.34	.31	
9. Repairs - Buildings	.61	.55	.01	.01	
10. Utilities & Miscellaneous Expenses	12.21	9.69	.14	.10	
11. Custom Work & Specialized Labour	3.53	4.30	.04	.04	
12. Operating Interest Paid	3.00	3.82	.03	.04	
13. Paid Labour & Benefits	2.29	2.34	.03	.02	
14. Unpaid Labour	41.03	28.34	.47	.29	
VARIABLE COSTS	214.38	197.33	2.46	2.03	
(C)					
1. Cash/Share Rent & Land Lease	14.74	14.05	.17	.14	
2. Taxes, Water Rates, Lic. & Insurance	8.57	7.16	.10	.07	
3. Equipment & Buildings	a) Depreciation	40.42	30.57	.46	.31
	b) Lease Payments	2.60	2.80	.03	.03
4. Paid Capital Interest	6.09	3.87	.07	.04	
TOTAL CAPITAL COSTS	72.43	58.46	.83	.60	
(D) CASH COSTS (B+C-B14-C3a)	205.36	196.88	2.35	2.02	
(E) TOTAL PRODUCTION COSTS (B+C)	286.81	255.79	3.29	2.63	
(F) GROSS MARGIN (A-D)	123.71	206.49	1.42	2.12	
RETURN TO UNPAID LABOUR (A-E+B14)	83.29	175.92	.95	1.81	
RETURN TO INVESTMENT (A-E+C4)	48.36	151.46	.55	1.56	
RETURN TO EQUITY (A-E)	42.26	147.59	.48	1.52	
INVESTMENT					
Land	1,178.40	1,507.89	13.51	15.50	
Buildings	131.31	111.18	1.51	1.14	
Machinery	349.76	258.92	4.01	2.66	
Irr. Machinery	.00	.00	.00	.00	
TOTAL	1,659.48	1,878.00	19.02	19.31	
MANAGEMENT					
Yield Per Acre (Bushel)	87.25	97.26			
Expected Market Price Per Bushel	3.45	3.76			

2019 Crops Enterprise Analysis

Owned Dryland Oats

	Average	Top 1/3	Average	Top 1/3	
	\$/Acres		\$/Bushel		
(A)					
1. Crop Sales	267.80	331.59	3.98	4.15	
2. Crop Insurance Receipts	1.24	.00	.02	.00	
3. Miscellaneous Receipts	43.59	50.07	.65	.63	
4. Government Program	7.54	9.35	.11	.12	
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00	
GROSS RETURN	320.17	391.01	4.76	4.90	
(B)					
1. Seed & Seed Cleaning	17.43	17.65	.26	.22	
2. Fertilizer	32.60	33.05	.48	.41	
3. Chemicals	11.15	12.08	.17	.15	
4. Hail / Crop Insurance & Program Premiums	10.85	11.90	.16	.15	
5. Trucking & Marketing	.10	.00	.00	.00	
6. Fuel	34.37	30.77	.51	.39	
7. Irrigation Fuel & Electricity	.00	.00	.00	.00	
8. Repairs - Machine	37.36	35.76	.56	.45	
9. Repairs - Buildings	.95	.73	.01	.01	
10. Utilities & Miscellaneous Expenses	13.71	9.05	.20	.11	
11. Custom Work & Specialized Labour	5.58	6.45	.08	.08	
12. Operating Interest Paid	5.31	5.85	.08	.07	
13. Paid Labour & Benefits	1.00	1.24	.01	.02	
14. Unpaid Labour	30.76	11.93	.46	.15	
VARIABLE COSTS	201.17	176.47	2.99	2.21	
(C)					
1. Cash/Share Rent & Land Lease	.00	.00	.00	.00	
2. Taxes, Water Rates, Lic. & Insurance	12.42	8.75	.18	.11	
3. Equipment & Buildings	a) Depreciation	52.16	31.35	.78	.39
	b) Lease Payments	2.86	3.54	.04	.04
4. Paid Capital Interest	3.79	.08	.06	.00	
TOTAL CAPITAL COSTS	71.23	43.72	1.06	.55	
(D) CASH COSTS (B+C-B14-C3a)	189.48	176.91	2.82	2.22	
(E) TOTAL PRODUCTION COSTS (B+C)	272.40	220.19	4.05	2.76	
(F) GROSS MARGIN (A-D)	130.69	214.10	1.94	2.68	
RETURN TO UNPAID LABOUR (A-E+B14)	78.53	182.75	1.17	2.29	
RETURN TO INVESTMENT (A-E+C4)	51.56	170.90	.77	2.14	
RETURN TO EQUITY (A-E)	47.77	170.82	.71	2.14	
INVESTMENT					
Land	2,254.50	2,427.97	33.53	30.41	
Buildings	192.87	128.11	2.87	1.60	
Machinery	433.51	255.79	6.45	3.20	
Irr. Machinery	.00	.00	.00	.00	
TOTAL	2,880.88	2,811.87	42.85	35.22	
MANAGEMENT					
Yield Per Acre (Bushel)	67.24	79.83			
Expected Market Price Per Bushel	3.98	4.15			

2019 Crops Enterprise Analysis

Rented Dryland Oats

	Average	Top 1/3	Average	Top 1/3	
	\$/Acres		\$/Bushel		
(A)					
1. Crop Sales	347.99	422.28	3.09	3.36	
2. Crop Insurance Receipts	.00	.00	.00	.00	
3. Miscellaneous Receipts	1.23	1.36	.01	.01	
4. Government Program	.00	.00	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00	
GROSS RETURN	349.23	423.64	3.10	3.37	
(B)					
1. Seed & Seed Cleaning	20.95	20.66	.19	.16	
2. Fertilizer	60.69	58.56	.54	.47	
3. Chemicals	17.52	18.47	.16	.15	
4. Hail / Crop Insurance & Program Premiums	17.62	18.51	.16	.15	
5. Trucking & Marketing	3.07	.71	.03	.01	
6. Fuel	20.46	21.38	.18	.17	
7. Irrigation Fuel & Electricity	.00	.00	.00	.00	
8. Repairs - Machine	20.97	21.60	.19	.17	
9. Repairs - Buildings	.24	.26	.00	.00	
10. Utilities & Miscellaneous Expenses	10.39	10.73	.09	.09	
11. Custom Work & Specialized Labour	1.33	.77	.01	.01	
12. Operating Interest Paid	.44	.50	.00	.00	
13. Paid Labour & Benefits	3.65	4.15	.03	.03	
14. Unpaid Labour	53.67	55.23	.48	.44	
VARIABLE COSTS	231.01	231.53	2.05	1.84	
(C)					
1. Cash/Share Rent & Land Lease	31.84	37.08	.28	.29	
2. Taxes, Water Rates, Lic. & Insurance	4.36	4.55	.04	.04	
3. Equipment & Buildings	a) Depreciation	28.17	29.29	.25	.23
	b) Lease Payments	2.39	1.60	.02	.01
4. Paid Capital Interest	8.88	10.09	.08	.08	
TOTAL CAPITAL COSTS	75.64	82.61	.67	.66	
(D) CASH COSTS (B+C-B14-C3a)	224.80	229.61	2.00	1.82	
(E) TOTAL PRODUCTION COSTS (B+C)	306.65	314.13	2.73	2.50	
(F) GROSS MARGIN (A-D)	124.42	194.03	1.11	1.54	
RETURN TO UNPAID LABOUR (A-E+B14)	96.25	164.74	.86	1.31	
RETURN TO INVESTMENT (A-E+C4)	51.45	119.59	.46	.95	
RETURN TO EQUITY (A-E)	42.58	109.51	.38	.87	
INVESTMENT					
Land	.00	.00	.00	.00	
Buildings	63.70	83.43	.57	.66	
Machinery	264.50	264.06	2.35	2.10	
Irr. Machinery	.00	.00	.00	.00	
TOTAL	328.20	347.49	2.92	2.76	
MANAGEMENT					
Yield Per Acre (Bushel)	112.51	125.83			
Expected Market Price Per Bushel	3.09	3.36			

2019 Crops Enterprise Analysis

All Dryland Flax

	Average	Top 1/3	Average	Top 1/3	
	\$/Acres		\$/Bushel		
(A)					
1. Crop Sales	335.50	388.15	13.85	13.60	
2. Crop Insurance Receipts	7.27	7.55	.30	.26	
3. Miscellaneous Receipts	21.13	38.60	.87	1.35	
4. Government Program	3.92	7.19	.16	.25	
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00	
GROSS RETURN	367.82	441.49	15.18	15.47	
(B)					
1. Seed & Seed Cleaning	19.55	20.28	.81	.71	
2. Fertilizer	55.43	56.60	2.29	1.98	
3. Chemicals	32.54	36.89	1.34	1.29	
4. Hail / Crop Insurance & Program Premiums	20.55	19.47	.85	.68	
5. Trucking & Marketing	.58	.07	.02	.00	
6. Fuel	23.16	24.44	.96	.86	
7. Irrigation Fuel & Electricity	.00	.00	.00	.00	
8. Repairs - Machine	21.06	26.57	.87	.93	
9. Repairs - Buildings	4.40	.73	.18	.03	
10. Utilities & Miscellaneous Expenses	10.92	6.44	.45	.23	
11. Custom Work & Specialized Labour	2.43	4.45	.10	.16	
12. Operating Interest Paid	6.75	4.89	.28	.17	
13. Paid Labour & Benefits	8.20	2.14	.34	.07	
14. Unpaid Labour	22.93	18.25	.95	.64	
VARIABLE COSTS	228.50	221.21	9.43	7.75	
(C)					
1. Cash/Share Rent & Land Lease	9.42	.00	.39	.00	
2. Taxes, Water Rates, Lic. & Insurance	9.89	6.58	.41	.23	
3. Equipment & Buildings	a) Depreciation	42.23	28.50	1.74	1.00
	b) Lease Payments	2.98	4.28	.12	.15
4. Paid Capital Interest	8.50	.95	.35	.03	
TOTAL CAPITAL COSTS	73.03	40.31	3.01	1.41	
(D) CASH COSTS (B+C-B14-C3a)	236.37	214.76	9.76	7.52	
(E) TOTAL PRODUCTION COSTS (B+C)	301.53	261.52	12.45	9.16	
(F) GROSS MARGIN (A-D)	131.45	226.72	5.43	7.94	
RETURN TO UNPAID LABOUR (A-E+B14)	89.22	198.22	3.68	6.94	
RETURN TO INVESTMENT (A-E+C4)	74.80	180.91	3.09	6.34	
RETURN TO EQUITY (A-E)	66.29	179.97	2.74	6.30	
INVESTMENT					
Land	2,661.23	2,879.03	109.85	100.86	
Buildings	212.65	107.73	8.78	3.77	
Machinery	338.11	243.67	13.96	8.54	
Irr. Machinery	.00	.00	.00	.00	
TOTAL	3,211.99	3,230.43	132.58	113.17	
MANAGEMENT					
Yield Per Acre (Bushel)	24.23	28.55			
Expected Market Price Per Bushel	13.85	13.60			

2019 Crops Enterprise Analysis

Owned Dryland Flax

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Bushel	
(A)				
1. Crop Sales	315.02	395.90	13.69	13.71
2. Crop Insurance Receipts	4.76	9.11	.21	.32
3. Miscellaneous Receipts	24.33	34.87	1.06	1.21
4. Government Program	4.53	6.48	.20	.22
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	348.64	446.36	15.15	15.45
(B)				
1. Seed & Seed Cleaning	20.26	19.77	.88	.68
2. Fertilizer	52.38	58.41	2.28	2.02
3. Chemicals	27.49	39.64	1.19	1.37
4. Hail / Crop Insurance & Program Premiums	18.76	20.70	.82	.72
5. Trucking & Marketing	.64	.08	.03	.00
6. Fuel	25.28	22.97	1.10	.80
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	23.97	24.20	1.04	.84
9. Repairs - Buildings	5.01	.71	.22	.02
10. Utilities & Miscellaneous Expenses	12.23	6.05	.53	.21
11. Custom Work & Specialized Labour	2.81	4.01	.12	.14
12. Operating Interest Paid	7.61	4.53	.33	.16
13. Paid Labour & Benefits	8.91	2.29	.39	.08
14. Unpaid Labour	20.25	20.40	.88	.71
VARIABLE COSTS	225.60	223.76	9.80	7.75
(C)				
1. Cash/Share Rent & Land Lease	.00	.00	.00	.00
2. Taxes, Water Rates, Lic. & Insurance	11.23	6.12	.49	.21
3. Equipment & Buildings	a) Depreciation b) Lease Payments	27.32 4.33	2.01 .12	.95 .15
4. Paid Capital Interest	9.81	1.13	.43	.04
TOTAL CAPITAL COSTS	69.98	38.90	3.04	1.35
(D) CASH COSTS (B+C-B14-C3a)	229.09	214.93	9.95	7.44
(E) TOTAL PRODUCTION COSTS (B+C)	295.58	262.66	12.84	9.09
(F) GROSS MARGIN (A-D)	119.55	231.43	5.19	8.01
RETURN TO UNPAID LABOUR (A-E+B14)	73.31	204.11	3.18	7.07
RETURN TO INVESTMENT (A-E+C4)	62.88	184.83	2.73	6.40
RETURN TO EQUITY (A-E)	53.06	183.70	2.31	6.36
INVESTMENT				
Land	3,075.06	3,008.58	133.59	104.16
Buildings	232.63	105.42	10.11	3.65
Machinery	368.00	234.08	15.99	8.10
Irr. Machinery	.00	.00	.00	.00
TOTAL	3,675.69	3,348.08	159.69	115.91
MANAGEMENT				
Yield Per Acre (Bushel)	23.02	28.88		
Expected Market Price Per Bushel	13.69	13.71		

2019 Crops Enterprise Analysis

All Dryland Liberty Link Canola

(A)	Average \$/Acres	Top 1/3	Average \$/Bushel	Top 1/3
1. Crop Sales	642.41	1,289.86	9.89	9.87
2. Crop Insurance Receipts	.00	.00	.00	.00
3. Miscellaneous Receipts	10.77	23.68	.17	.18
4. Government Program	1.78	3.84	.03	.03
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	654.96	1,317.38	10.09	10.08
(B)				
1. Seed & Seed Cleaning	58.40	58.72	.90	.45
2. Fertilizer	103.01	96.26	1.59	.74
3. Chemicals	38.01	41.17	.59	.31
4. Hail / Crop Insurance & Program Premiums	14.03	15.95	.22	.12
5. Trucking & Marketing	1.80	2.28	.03	.02
6. Fuel	32.58	36.88	.50	.28
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	30.38	33.73	.47	.26
9. Repairs - Buildings	1.30	.93	.02	.01
10. Utilities & Miscellaneous Expenses	21.04	19.23	.32	.15
11. Custom Work & Specialized Labour	4.18	6.27	.06	.05
12. Operating Interest Paid	9.37	9.37	.14	.07
13. Paid Labour & Benefits	11.53	10.91	.18	.08
14. Unpaid Labour	14.74	10.45	.23	.08
VARIABLE COSTS	340.38	342.15	5.24	2.62
(C)				
1. Cash/Share Rent & Land Lease	27.35	31.98	.42	.24
2. Taxes, Water Rates, Lic. & Insurance	8.70	7.78	.13	.06
3. Equipment & Buildings	44.81	47.40	.69	.36
a) Depreciation				
b) Lease Payments	3.49	2.72	.05	.02
4. Paid Capital Interest	39.58	6.12	.61	.05
TOTAL CAPITAL COSTS	123.93	96.00	1.91	.73
(D) CASH COSTS (B+C-B14-C3a)	404.76	380.30	6.23	2.91
(E) TOTAL PRODUCTION COSTS (B+C)	464.31	438.15	7.15	3.35
(F) GROSS MARGIN (A-D)	250.20	937.08	3.85	7.17
RETURN TO UNPAID LABOUR (A-E+B14)	205.39	889.68	3.16	6.81
RETURN TO INVESTMENT (A-E+C4)	230.23	885.35	3.55	6.77
RETURN TO EQUITY (A-E)	190.65	879.23	2.94	6.73
INVESTMENT				
Land	1,283.19	1,308.92	19.76	10.01
Buildings	193.82	150.42	2.99	1.15
Machinery	377.20	423.72	5.81	3.24
Irr. Machinery	.00	.00	.00	.00
TOTAL	1,854.21	1,883.06	28.56	14.41
MANAGEMENT				
Yield Per Acre (Bushel)	64.93	130.72		
Expected Market Price Per Bushel	9.89	9.87		

2019 Crops Enterprise Analysis

Owned Dryland Liberty Link Canola

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Bushel	
(A)				
1. Crop Sales	909.21	2,860.92	9.78	9.72
2. Crop Insurance Receipts	.00	.00	.00	.00
3. Miscellaneous Receipts	17.80	35.65	.19	.12
4. Government Program	3.79	6.58	.04	.02
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	930.80	2,903.15	10.01	9.87
(B)				
1. Seed & Seed Cleaning	57.54	57.82	.62	.20
2. Fertilizer	88.90	71.58	.96	.24
3. Chemicals	29.31	28.30	.32	.10
4. Hail / Crop Insurance & Program Premiums	15.83	17.98	.17	.06
5. Trucking & Marketing	1.00	2.88	.01	.01
6. Fuel	28.48	30.29	.31	.10
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	31.35	34.86	.34	.12
9. Repairs - Buildings	1.80	1.53	.02	.01
10. Utilities & Miscellaneous Expenses	17.15	11.13	.18	.04
11. Custom Work & Specialized Labour	2.95	4.59	.03	.02
12. Operating Interest Paid	7.99	6.45	.09	.02
13. Paid Labour & Benefits	6.24	.87	.07	.00
14. Unpaid Labour	16.27	14.14	.17	.05
VARIABLE COSTS	304.80	282.42	3.28	.96
(C)				
1. Cash/Share Rent & Land Lease	.00	.00	.00	.00
2. Taxes, Water Rates, Lic. & Insurance	12.20	10.83	.13	.04
3. Equipment & Buildings	a) Depreciation	39.98	48.35	.43
	b) Lease Payments	5.10	2.49	.05
4. Paid Capital Interest	75.21	2.99	.81	.01
TOTAL CAPITAL COSTS	132.49	64.66	1.42	.22
(D) CASH COSTS (B+C-B14-C3a)	381.04	284.58	4.10	.97
(E) TOTAL PRODUCTION COSTS (B+C)	437.29	347.07	4.70	1.18
(F) GROSS MARGIN (A-D)	549.76	2,618.56	5.91	8.90
RETURN TO UNPAID LABOUR (A-E+B14)	509.78	2,570.21	5.48	8.74
RETURN TO INVESTMENT (A-E+C4)	568.72	2,559.06	6.12	8.70
RETURN TO EQUITY (A-E)	493.51	2,556.07	5.31	8.69
INVESTMENT				
Land	2,736.61	2,981.63	29.43	10.13
Buildings	185.70	137.39	2.00	.47
Machinery	332.46	439.20	3.58	1.49
Irr. Machinery	.00	.00	.00	.00
TOTAL	3,254.77	3,558.22	35.01	12.09
MANAGEMENT				
Yield Per Acre (Bushel)	92.97	294.21		
Expected Market Price Per Bushel	9.78	9.72		

2019 Crops Enterprise Analysis

Rented Dryland Liberty Link Canola

	Average	Top 1/3	Average	Top 1/3	
	\$/Acres		\$/Bushel		
(A)					
1. Crop Sales	395.46	639.51	10.16	10.33	
2. Crop Insurance Receipts	.00	.00	.00	.00	
3. Miscellaneous Receipts	3.93	4.72	.10	.08	
4. Government Program	.00	.00	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00	
GROSS RETURN	399.39	644.23	10.26	10.40	
(B)					
1. Seed & Seed Cleaning	61.49	61.04	1.58	.99	
2. Fertilizer	118.06	119.74	3.03	1.93	
3. Chemicals	47.08	60.83	1.21	.98	
4. Hail / Crop Insurance & Program Premiums	14.86	17.79	.38	.29	
5. Trucking & Marketing	2.46	2.18	.06	.04	
6. Fuel	37.61	46.21	.97	.75	
7. Irrigation Fuel & Electricity	.00	.00	.00	.00	
8. Repairs - Machine	28.66	32.37	.74	.52	
9. Repairs - Buildings	.60	.36	.02	.01	
10. Utilities & Miscellaneous Expenses	22.88	27.68	.59	.45	
11. Custom Work & Specialized Labour	6.31	8.05	.16	.13	
12. Operating Interest Paid	8.31	10.55	.21	.17	
13. Paid Labour & Benefits	17.83	23.52	.46	.38	
14. Unpaid Labour	14.02	8.44	.36	.14	
VARIABLE COSTS	380.16	418.78	9.77	6.76	
(C)					
1. Cash/Share Rent & Land Lease	61.58	71.20	1.58	1.15	
2. Taxes, Water Rates, Lic. & Insurance	5.10	5.25	.13	.08	
3. Equipment & Buildings	a) Depreciation	40.17	39.82	1.03	.64
	b) Lease Payments	2.47	3.03	.06	.05
4. Paid Capital Interest	9.72	12.43	.25	.20	
TOTAL CAPITAL COSTS	119.04	131.74	3.06	2.13	
(D) CASH COSTS (B+C-B14-C3a)	445.01	502.26	11.43	8.11	
(E) TOTAL PRODUCTION COSTS (B+C)	499.20	550.52	12.83	8.89	
(F) GROSS MARGIN (A-D)	-45.62	141.98	-1.17	2.29	
RETURN TO UNPAID LABOUR (A-E+B14)	-85.79	102.16	-2.20	1.65	
RETURN TO INVESTMENT (A-E+C4)	-90.09	106.15	-2.31	1.71	
RETURN TO EQUITY (A-E)	-99.81	93.71	-2.56	1.51	
INVESTMENT					
Land	.00	.00	.00	.00	
Buildings	127.61	91.03	3.28	1.47	
Machinery	357.51	375.83	9.19	6.07	
Irr. Machinery	.00	.00	.00	.00	
TOTAL	485.12	466.86	12.47	7.54	
MANAGEMENT					
Yield Per Acre (Bushel)	38.92	61.92			
Expected Market Price Per Bushel	10.16	10.33			

2019 Crops Enterprise Analysis

All Dryland Roundup Ready Canola

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Bushel	
(A)				
1. Crop Sales	428.00	473.49	9.94	10.11
2. Crop Insurance Receipts	18.79	30.26	.44	.65
3. Miscellaneous Receipts	1.27	1.23	.03	.03
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	448.06	504.97	10.41	10.79
(B)				
1. Seed & Seed Cleaning	53.59	53.69	1.24	1.15
2. Fertilizer	78.84	83.74	1.83	1.79
3. Chemicals	15.00	16.13	.35	.34
4. Hail / Crop Insurance & Program Premiums	23.65	22.60	.55	.48
5. Trucking & Marketing	2.58	3.05	.06	.07
6. Fuel	22.30	24.65	.52	.53
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	17.18	17.63	.40	.38
9. Repairs - Buildings	.73	.42	.02	.01
10. Utilities & Miscellaneous Expenses	10.37	11.01	.24	.24
11. Custom Work & Specialized Labour	1.62	1.37	.04	.03
12. Operating Interest Paid	1.51	.87	.04	.02
13. Paid Labour & Benefits	8.65	6.39	.20	.14
14. Unpaid Labour	41.09	45.13	.95	.96
VARIABLE COSTS	277.12	286.67	6.44	6.12
(C)				
1. Cash/Share Rent & Land Lease	18.09	21.06	.42	.45
2. Taxes, Water Rates, Lic. & Insurance	7.24	5.94	.17	.13
3. Equipment & Buildings	51.46	46.83	1.20	1.00
a) Depreciation				
b) Lease Payments	1.08	1.46	.03	.03
4. Paid Capital Interest	20.12	10.32	.47	.22
TOTAL CAPITAL COSTS	97.98	85.61	2.28	1.83
(D) CASH COSTS (B+C-B14-C3a)	282.56	280.32	6.56	5.99
(E) TOTAL PRODUCTION COSTS (B+C)	375.10	372.28	8.71	7.95
(F) GROSS MARGIN (A-D)	165.50	224.66	3.84	4.80
RETURN TO UNPAID LABOUR (A-E+B14)	114.05	177.82	2.65	3.80
RETURN TO INVESTMENT (A-E+C4)	93.08	143.01	2.16	3.05
RETURN TO EQUITY (A-E)	72.96	132.70	1.69	2.83
INVESTMENT				
Land	1,527.77	1,229.78	35.49	26.27
Buildings	139.07	122.78	3.23	2.62
Machinery	484.88	438.55	11.26	9.37
Irr. Machinery	.00	.00	.00	.00
TOTAL	2,151.71	1,791.11	49.99	38.26
MANAGEMENT				
Yield Per Acre (Bushel)	43.04	46.81		
Expected Market Price Per Bushel	9.94	10.11		

2019 Crops Enterprise Analysis

Owned Dryland Roundup Ready Canola

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Bushel	
(A)				
1. Crop Sales	434.47	454.51	9.91	10.33
2. Crop Insurance Receipts	22.16	92.68	.51	2.11
3. Miscellaneous Receipts	1.23	.68	.03	.02
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	457.86	547.87	10.44	12.46
(B)				
1. Seed & Seed Cleaning	55.61	59.57	1.27	1.35
2. Fertilizer	81.89	104.05	1.87	2.37
3. Chemicals	16.14	24.70	.37	.56
4. Hail / Crop Insurance & Program Premiums	20.36	26.39	.46	.60
5. Trucking & Marketing	3.01	7.78	.07	.18
6. Fuel	23.69	32.42	.54	.74
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	15.95	11.16	.36	.25
9. Repairs - Buildings	.49	.67	.01	.02
10. Utilities & Miscellaneous Expenses	10.61	13.86	.24	.32
11. Custom Work & Specialized Labour	1.90	4.20	.04	.10
12. Operating Interest Paid	1.40	1.14	.03	.03
13. Paid Labour & Benefits	10.04	5.97	.23	.14
14. Unpaid Labour	37.65	28.12	.86	.64
VARIABLE COSTS	278.72	320.03	6.36	7.28
(C)				
1. Cash/Share Rent & Land Lease	.00	.00	.00	.00
2. Taxes, Water Rates, Lic. & Insurance	8.45	8.47	.19	.19
3. Equipment & Buildings	56.96	66.16	1.30	1.50
a) Depreciation				
b) Lease Payments	.93	1.06	.02	.02
4. Paid Capital Interest	27.21	8.94	.62	.20
TOTAL CAPITAL COSTS	93.55	84.63	2.13	1.92
(D) CASH COSTS (B+C-B14-C3a)	277.67	310.37	6.33	7.06
(E) TOTAL PRODUCTION COSTS (B+C)	372.28	404.65	8.49	9.20
(F) GROSS MARGIN (A-D)	180.19	237.50	4.11	5.40
RETURN TO UNPAID LABOUR (A-E+B14)	123.23	171.34	2.81	3.90
RETURN TO INVESTMENT (A-E+C4)	112.79	152.15	2.57	3.46
RETURN TO EQUITY (A-E)	85.59	143.22	1.95	3.26
INVESTMENT				
Land	2,520.92	3,217.01	57.50	73.14
Buildings	135.74	236.73	3.10	5.38
Machinery	551.72	591.13	12.58	13.44
Irr. Machinery	.00	.00	.00	.00
TOTAL	3,208.38	4,044.87	73.18	91.96
MANAGEMENT				
Yield Per Acre (Bushel)	43.84	43.99		
Expected Market Price Per Bushel	9.91	10.33		

2019 Crops Enterprise Analysis

Rented Dryland Roundup Ready Canola

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Bushel	
(A)				
1. Crop Sales	418.06	485.55	10.00	10.01
2. Crop Insurance Receipts	13.60	.00	.33	.00
3. Miscellaneous Receipts	1.33	1.48	.03	.03
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	432.98	487.04	10.35	10.04
(B)				
1. Seed & Seed Cleaning	50.48	50.57	1.21	1.04
2. Fertilizer	74.15	73.93	1.77	1.52
3. Chemicals	13.25	11.98	.32	.25
4. Hail / Crop Insurance & Program Premiums	28.72	21.00	.69	.43
5. Trucking & Marketing	1.93	.78	.05	.02
6. Fuel	20.16	20.85	.48	.43
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	19.09	21.19	.46	.44
9. Repairs - Buildings	1.10	.30	.03	.01
10. Utilities & Miscellaneous Expenses	10.00	9.78	.24	.20
11. Custom Work & Specialized Labour	1.19	.00	.03	.00
12. Operating Interest Paid	1.69	.69	.04	.01
13. Paid Labour & Benefits	6.51	6.02	.16	.12
14. Unpaid Labour	46.38	54.63	1.11	1.13
VARIABLE COSTS	274.65	271.73	6.57	5.60
(C)				
1. Cash/Share Rent & Land Lease	45.92	37.17	1.10	.77
2. Taxes, Water Rates, Lic. & Insurance	5.36	4.28	.13	.09
3. Equipment & Buildings	42.99	35.85	1.03	.74
a) Depreciation				
b) Lease Payments	1.32	1.72	.03	.04
4. Paid Capital Interest	9.21	11.22	.22	.23
TOTAL CAPITAL COSTS	104.80	90.24	2.51	1.86
(D) CASH COSTS (B+C-B14-C3a)	290.08	271.49	6.94	5.60
(E) TOTAL PRODUCTION COSTS (B+C)	379.45	361.97	9.07	7.46
(F) GROSS MARGIN (A-D)	142.90	215.54	3.42	4.44
RETURN TO UNPAID LABOUR (A-E+B14)	99.91	179.69	2.39	3.71
RETURN TO INVESTMENT (A-E+C4)	62.74	136.28	1.50	2.81
RETURN TO EQUITY (A-E)	53.53	125.07	1.28	2.58
INVESTMENT				
Land	.00	.00	.00	.00
Buildings	144.18	66.82	3.45	1.38
Machinery	382.06	345.95	9.14	7.13
Irr. Machinery	.00	.00	.00	.00
TOTAL	526.24	412.77	12.58	8.51
MANAGEMENT				
Yield Per Acre (Bushel)	41.82	48.50		
Expected Market Price Per Bushel	10.00	10.01		

2019 Crops Enterprise Analysis

All Dryland Alfalfa Hay

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Tonne	
(A)				
1. Crop Sales	228.49	337.18	58.16	57.31
2. Crop Insurance Receipts	.00	.00	.00	.00
3. Miscellaneous Receipts	.00	.00	.00	.00
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	228.49	337.18	58.16	57.31
(B)				
1. Seed & Seed Cleaning	.00	.00	.00	.00
2. Fertilizer	14.18	21.35	3.61	3.63
3. Chemicals	.00	.00	.00	.00
4. Hail / Crop Insurance & Program Premiums	.00	.00	.00	.00
5. Trucking & Marketing	.12	.19	.03	.03
6. Fuel	2.74	3.68	.70	.63
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	12.05	15.96	3.07	2.71
9. Repairs - Buildings	.41	.55	.10	.09
10. Utilities & Miscellaneous Expenses	2.50	3.23	.64	.55
11. Custom Work & Specialized Labour	3.71	3.80	.94	.65
12. Operating Interest Paid	.50	.00	.13	.00
13. Paid Labour & Benefits	21.23	31.70	5.40	5.39
14. Unpaid Labour	1.19	.46	.30	.08
VARIABLE COSTS	58.64	80.91	14.93	13.75
(C)				
1. Cash/Share Rent & Land Lease	8.86	6.92	2.26	1.18
2. Taxes, Water Rates, Lic. & Insurance	1.99	2.61	.51	.44
3. Equipment & Buildings	21.48	13.96	5.47	2.37
a) Depreciation				
b) Lease Payments	5.20	7.97	1.32	1.35
4. Paid Capital Interest	11.78	16.46	3.00	2.80
TOTAL CAPITAL COSTS	49.31	47.92	12.55	8.14
(D) CASH COSTS (B+C-B14-C3a)	85.27	114.41	21.71	19.45
(E) TOTAL PRODUCTION COSTS (B+C)	107.94	128.83	27.48	21.90
(F) GROSS MARGIN (A-D)	143.22	222.76	36.46	37.86
RETURN TO UNPAID LABOUR (A-E+B14)	121.74	208.81	30.99	35.49
RETURN TO INVESTMENT (A-E+C4)	132.32	224.81	33.68	38.21
RETURN TO EQUITY (A-E)	120.54	208.35	30.68	35.41
INVESTMENT				
Land	2,570.41	2,937.50	654.30	499.28
Buildings	23.25	10.21	5.92	1.73
Machinery	256.97	181.31	65.41	30.82
Irr. Machinery	.00	.00	.00	.00
TOTAL	2,850.63	3,129.01	725.63	531.83
MANAGEMENT				
Yield Per Acre (Tonne)	3.93	5.88		
Expected Market Price Per Tonne	58.16	57.31		

2019 Crops Enterprise Analysis

Owned Dryland Alfalfa Hay

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Tonne	
(A)				
1. Crop Sales	226.63	379.04	56.86	55.14
2. Crop Insurance Receipts	.00	.00	.00	.00
3. Miscellaneous Receipts	.00	.00	.00	.00
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	226.63	379.04	56.86	55.14
(B)				
1. Seed & Seed Cleaning	.00	.00	.00	.00
2. Fertilizer	13.80	25.75	3.46	3.75
3. Chemicals	.00	.00	.00	.00
4. Hail / Crop Insurance & Program Premiums	.00	.00	.00	.00
5. Trucking & Marketing	.12	.23	.03	.03
6. Fuel	2.54	4.61	.64	.67
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	11.09	19.98	2.78	2.91
9. Repairs - Buildings	.37	.69	.09	.10
10. Utilities & Miscellaneous Expenses	2.24	4.04	.56	.59
11. Custom Work & Specialized Labour	3.28	4.76	.82	.69
12. Operating Interest Paid	.04	.00	.01	.00
13. Paid Labour & Benefits	21.98	39.28	5.51	5.71
14. Unpaid Labour	1.34	.46	.34	.07
VARIABLE COSTS	56.81	99.79	14.25	14.52
(C)				
1. Cash/Share Rent & Land Lease	.00	.00	.00	.00
2. Taxes, Water Rates, Lic. & Insurance	2.10	3.59	.53	.52
3. Equipment & Buildings	24.38	17.47	6.12	2.54
a) Depreciation				
b) Lease Payments	5.35	9.98	1.34	1.45
4. Paid Capital Interest	14.32	22.16	3.59	3.22
TOTAL CAPITAL COSTS	46.14	53.20	11.58	7.74
(D) CASH COSTS (B+C-B14-C3a)	77.24	135.07	19.38	19.65
(E) TOTAL PRODUCTION COSTS (B+C)	102.95	153.00	25.83	22.26
(F) GROSS MARGIN (A-D)	149.40	243.97	37.49	35.49
RETURN TO UNPAID LABOUR (A-E+B14)	125.02	226.50	31.37	32.95
RETURN TO INVESTMENT (A-E+C4)	138.00	248.20	34.63	36.10
RETURN TO EQUITY (A-E)	123.68	226.04	31.03	32.88
INVESTMENT				
Land	3,738.40	4,559.70	938.00	663.27
Buildings	19.49	12.78	4.89	1.86
Machinery	299.85	226.96	75.24	33.01
Irr. Machinery	.00	.00	.00	.00
TOTAL	4,057.74	4,799.44	1,018.12	698.14
MANAGEMENT				
Yield Per Acre (Tonne)	3.99	6.87		
Expected Market Price Per Tonne	56.86	55.14		

2019 Crops Enterprise Analysis

Rented Dryland Alfalfa Hay

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Tonne	
(A)				
1. Crop Sales	240.46	261.38	60.94	63.93
2. Crop Insurance Receipts	.00	.00	.00	.00
3. Miscellaneous Receipts	.00	.00	.00	.00
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	240.46	261.38	60.94	63.93
(B)				
1. Seed & Seed Cleaning	.00	.00	.00	.00
2. Fertilizer	15.64	13.38	3.96	3.27
3. Chemicals	.00	.00	.00	.00
4. Hail / Crop Insurance & Program Premiums	.00	.00	.00	.00
5. Trucking & Marketing	.12	.10	.03	.02
6. Fuel	3.33	2.00	.84	.49
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	14.75	8.68	3.74	2.12
9. Repairs - Buildings	.53	.30	.13	.07
10. Utilities & Miscellaneous Expenses	3.20	1.76	.81	.43
11. Custom Work & Specialized Labour	4.84	2.07	1.23	.51
12. Operating Interest Paid	1.58	.00	.40	.00
13. Paid Labour & Benefits	20.42	17.96	5.17	4.39
14. Unpaid Labour	.37	.46	.09	.11
VARIABLE COSTS	64.77	46.70	16.42	11.42
(C)				
1. Cash/Share Rent & Land Lease	24.71	19.46	6.26	4.76
2. Taxes, Water Rates, Lic. & Insurance	1.80	.82	.46	.20
3. Equipment & Buildings	12.97	7.59	3.29	1.86
a) Depreciation				
b) Lease Payments	5.07	4.34	1.29	1.06
4. Paid Capital Interest	6.46	6.15	1.64	1.50
TOTAL CAPITAL COSTS	51.01	38.36	12.93	9.38
(D) CASH COSTS (B+C-B14-C3a)	102.45	77.01	25.96	18.84
(E) TOTAL PRODUCTION COSTS (B+C)	115.78	85.06	29.34	20.80
(F) GROSS MARGIN (A-D)	138.02	184.37	34.98	45.09
RETURN TO UNPAID LABOUR (A-E+B14)	125.05	176.77	31.69	43.24
RETURN TO INVESTMENT (A-E+C4)	131.14	182.46	33.24	44.63
RETURN TO EQUITY (A-E)	124.68	176.31	31.60	43.12
INVESTMENT				
Land	.00	.00	.00	.00
Buildings	29.57	5.55	7.49	1.36
Machinery	143.25	98.64	36.31	24.12
Irr. Machinery	.00	.00	.00	.00
TOTAL	172.82	104.19	43.80	25.48
MANAGEMENT				
Yield Per Acre (Tonne)	3.95	4.09		
Expected Market Price Per Tonne	60.94	63.93		

2019 Crops Enterprise Analysis

All Dryland Alfalfa/Grass Hay

	Average \$/Acres	Top 1/3	Average \$/Tonne	Top 1/3
(A)				
1. Crop Sales	243.14	419.91	147.47	176.02
2. Crop Insurance Receipts	.42	.80	.25	.34
3. Miscellaneous Receipts	1.61	4.07	.97	1.71
4. Government Program	.09	.04	.05	.02
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	245.26	424.83	148.75	178.08
(B)				
1. Seed & Seed Cleaning	.00	.00	.00	.00
2. Fertilizer	8.43	21.26	5.11	8.91
3. Chemicals	.17	.54	.10	.23
4. Hail / Crop Insurance & Program Premiums	.91	2.29	.55	.96
5. Trucking & Marketing	.00	.00	.00	.00
6. Fuel	12.75	12.14	7.73	5.09
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	21.00	24.57	12.73	10.30
9. Repairs - Buildings	.51	.38	.31	.16
10. Utilities & Miscellaneous Expenses	9.35	12.33	5.67	5.17
11. Custom Work & Specialized Labour	5.87	.02	3.56	.01
12. Operating Interest Paid	.98	1.22	.60	.51
13. Paid Labour & Benefits	4.25	5.45	2.58	2.29
14. Unpaid Labour	23.21	21.84	14.07	9.16
VARIABLE COSTS	87.42	102.04	53.03	42.78
(C)				
1. Cash/Share Rent & Land Lease	10.75	10.26	6.52	4.30
2. Taxes, Water Rates, Lic. & Insurance	6.49	7.42	3.94	3.11
3. Equipment & Buildings	39.45	33.06	23.93	13.86
a) Depreciation				
b) Lease Payments	5.06	9.77	3.07	4.10
4. Paid Capital Interest	7.07	4.16	4.29	1.75
TOTAL CAPITAL COSTS	68.82	64.68	41.74	27.11
(D) CASH COSTS (B+C-B14-C3a)	93.59	111.81	56.77	46.87
(E) TOTAL PRODUCTION COSTS (B+C)	156.25	166.72	94.77	69.89
(F) GROSS MARGIN (A-D)	151.67	313.01	91.99	131.21
RETURN TO UNPAID LABOUR (A-E+B14)	112.21	279.95	68.06	117.35
RETURN TO INVESTMENT (A-E+C4)	96.08	262.27	58.27	109.94
RETURN TO EQUITY (A-E)	89.01	258.11	53.99	108.20
INVESTMENT				
Land	1,852.24	1,918.70	1,123.43	804.30
Buildings	130.80	84.23	79.33	35.31
Machinery	346.01	316.59	209.86	132.71
Irr. Machinery	.00	.00	.00	.00
TOTAL	2,329.04	2,319.52	1,412.63	972.31
MANAGEMENT				
Yield Per Acre (Tonne)	1.65	2.39		
Expected Market Price Per Tonne	147.47	176.02		

2019 Crops Enterprise Analysis

Owned Dryland Alfalfa/Grass Hay

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Tonne	
(A)				
1. Crop Sales	238.19	424.37	152.96	179.95
2. Crop Insurance Receipts	.26	.58	.17	.25
3. Miscellaneous Receipts	1.75	4.28	1.13	1.81
4. Government Program	.13	.06	.09	.03
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	240.34	429.30	154.34	182.04
(B)				
1. Seed & Seed Cleaning	.00	.00	.00	.00
2. Fertilizer	9.34	24.84	6.00	10.53
3. Chemicals	.19	.58	.12	.24
4. Hail / Crop Insurance & Program Premiums	.83	2.19	.53	.93
5. Trucking & Marketing	.00	.00	.00	.00
6. Fuel	10.60	11.78	6.81	5.00
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	19.23	24.40	12.35	10.34
9. Repairs - Buildings	.51	.30	.32	.13
10. Utilities & Miscellaneous Expenses	9.41	12.51	6.04	5.30
11. Custom Work & Specialized Labour	8.28	.03	5.32	.01
12. Operating Interest Paid	.78	1.14	.50	.48
13. Paid Labour & Benefits	3.61	5.16	2.32	2.19
14. Unpaid Labour	22.30	21.24	14.32	9.01
VARIABLE COSTS	85.07	104.17	54.63	44.17
(C)				
1. Cash/Share Rent & Land Lease	.00	.00	.00	.00
2. Taxes, Water Rates, Lic. & Insurance	7.39	8.00	4.75	3.39
3. Equipment & Buildings	a) Depreciation	39.55	30.84	25.40
	b) Lease Payments	6.33	10.78	4.07
4. Paid Capital Interest	9.55	6.81	6.13	2.89
TOTAL CAPITAL COSTS	62.82	56.43	40.34	23.93
(D) CASH COSTS (B+C-B14-C3a)	86.04	108.52	55.25	46.02
(E) TOTAL PRODUCTION COSTS (B+C)	147.89	160.60	94.97	68.10
(F) GROSS MARGIN (A-D)	154.30	320.78	99.09	136.02
RETURN TO UNPAID LABOUR (A-E+B14)	114.75	289.94	73.69	122.94
RETURN TO INVESTMENT (A-E+C4)	102.00	275.51	65.50	116.83
RETURN TO EQUITY (A-E)	92.45	268.70	59.37	113.94
INVESTMENT				
Land	2,744.47	3,159.24	1,762.39	1,339.62
Buildings	157.07	96.06	100.86	40.73
Machinery	335.28	286.69	215.30	121.57
Irr. Machinery	.00	.00	.00	.00
TOTAL	3,236.82	3,541.99	2,078.55	1,501.92
MANAGEMENT				
Yield Per Acre (Tonne)	1.56	2.36		
Expected Market Price Per Tonne	152.96	179.95		

2019 Crops Enterprise Analysis

Rented Dryland Alfalfa/Grass Hay

	Average \$/Acres	Top 1/3	Average \$/Tonne	Top 1/3
(A)				
1. Crop Sales	265.27	395.11	137.99	202.05
2. Crop Insurance Receipts	.95	1.86	.49	.95
3. Miscellaneous Receipts	1.39	.77	.72	.39
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	267.61	397.74	139.21	203.39
(B)				
1. Seed & Seed Cleaning	.00	.00	.00	.00
2. Fertilizer	5.04	5.35	2.62	2.73
3. Chemicals	.17	.00	.09	.00
4. Hail / Crop Insurance & Program Premiums	1.38	.87	.72	.45
5. Trucking & Marketing	.00	.00	.00	.00
6. Fuel	16.99	11.80	8.84	6.04
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	26.54	16.42	13.80	8.40
9. Repairs - Buildings	.55	.78	.29	.40
10. Utilities & Miscellaneous Expenses	9.30	9.91	4.84	5.07
11. Custom Work & Specialized Labour	.45	.00	.23	.00
12. Operating Interest Paid	1.57	2.73	.82	1.39
13. Paid Labour & Benefits	4.44	5.75	2.31	2.94
14. Unpaid Labour	24.99	22.76	13.00	11.64
VARIABLE COSTS	91.43	76.37	47.56	39.05
(C)				
1. Cash/Share Rent & Land Lease	41.91	32.42	21.80	16.58
2. Taxes, Water Rates, Lic. & Insurance	4.11	5.07	2.14	2.59
3. Equipment & Buildings	38.89	34.97	20.23	17.89
a) Depreciation				
b) Lease Payments	3.07	.00	1.60	.00
4. Paid Capital Interest	2.43	2.16	1.26	1.11
TOTAL CAPITAL COSTS	90.41	74.62	47.03	38.16
(D) CASH COSTS (B+C-B14-C3a)	117.95	93.25	61.36	47.69
(E) TOTAL PRODUCTION COSTS (B+C)	181.83	150.99	94.59	77.21
(F) GROSS MARGIN (A-D)	149.65	304.48	77.85	155.70
RETURN TO UNPAID LABOUR (A-E+B14)	110.77	269.51	57.62	137.82
RETURN TO INVESTMENT (A-E+C4)	88.20	248.91	45.88	127.29
RETURN TO EQUITY (A-E)	85.77	246.75	44.62	126.18
INVESTMENT				
Land	.00	.00	.00	.00
Buildings	64.19	57.25	33.39	29.27
Machinery	373.38	345.31	194.23	176.58
Irr. Machinery	.00	.00	.00	.00
TOTAL	437.58	402.56	227.63	205.86
MANAGEMENT				
Yield Per Acre (Tonne)	1.92	1.96		
Expected Market Price Per Tonne	137.99	202.05		

2019 Crops Enterprise Analysis

All Dryland Clover/Grass Hay

	Average \$/Acres	Top 1/3	Average \$/Tonne	Top 1/3
(A)				
1. Crop Sales	223.26	275.29	135.92	136.27
2. Crop Insurance Receipts	.96	.00	.59	.00
3. Miscellaneous Receipts	.00	.00	.00	.00
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	224.23	275.29	136.51	136.27
(B)				
1. Seed & Seed Cleaning	.00	.00	.00	.00
2. Fertilizer	2.08	.00	1.27	.00
3. Chemicals	1.74	.00	1.06	.00
4. Hail / Crop Insurance & Program Premiums	.67	.00	.41	.00
5. Trucking & Marketing	10.59	11.06	6.45	5.48
6. Fuel	17.47	17.65	10.63	8.74
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	27.78	28.38	16.91	14.05
9. Repairs - Buildings	.15	.15	.09	.07
10. Utilities & Miscellaneous Expenses	4.37	4.25	2.66	2.11
11. Custom Work & Specialized Labour	6.72	8.98	4.09	4.45
12. Operating Interest Paid	.00	.00	.00	.00
13. Paid Labour & Benefits	7.33	7.66	4.47	3.79
14. Unpaid Labour	25.82	25.22	15.72	12.49
VARIABLE COSTS	104.72	103.37	63.75	51.17
(C)				
1. Cash/Share Rent & Land Lease	5.45	.00	3.32	.00
2. Taxes, Water Rates, Lic. & Insurance	6.10	6.71	3.71	3.32
3. Equipment & Buildings	13.93	12.64	8.48	6.26
a) Depreciation				
b) Lease Payments	1.23	1.28	.75	.63
4. Paid Capital Interest	.00	.00	.00	.00
TOTAL CAPITAL COSTS	26.71	20.64	16.26	10.22
(D) CASH COSTS (B+C-B14-C3a)	91.68	86.14	55.81	42.64
(E) TOTAL PRODUCTION COSTS (B+C)	131.44	124.01	80.02	61.38
(F) GROSS MARGIN (A-D)	132.55	189.15	80.70	93.63
RETURN TO UNPAID LABOUR (A-E+B14)	118.61	176.51	72.21	87.37
RETURN TO INVESTMENT (A-E+C4)	92.79	151.28	56.49	74.88
RETURN TO EQUITY (A-E)	92.79	151.28	56.49	74.88
INVESTMENT				
Land	1,618.39	2,246.41	985.29	1,111.96
Buildings	59.82	59.49	36.42	29.45
Machinery	115.13	103.55	70.09	51.26
Irr. Machinery	.00	.00	.00	.00
TOTAL	1,793.34	2,409.45	1,091.80	1,192.66
MANAGEMENT				
Yield Per Acre (Tonne)	1.64	2.02		
Expected Market Price Per Tonne	135.92	136.27		

2019 Crops Enterprise Analysis

Owned Dryland Clover/Grass Hay

	Average \$/Acres	Top 1/3	Average \$/Tonne	Top 1/3
(A)				
1. Crop Sales	271.07	277.20	136.04	136.84
2. Crop Insurance Receipts	.00	.00	.00	.00
3. Miscellaneous Receipts	.00	.00	.00	.00
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	271.07	277.20	136.04	136.84
(B)				
1. Seed & Seed Cleaning	.00	.00	.00	.00
2. Fertilizer	1.44	.00	.72	.00
3. Chemicals	.00	.00	.00	.00
4. Hail / Crop Insurance & Program Premiums	.00	.00	.00	.00
5. Trucking & Marketing	10.59	11.92	5.31	5.88
6. Fuel	17.47	17.97	8.77	8.87
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	27.77	29.48	13.94	14.55
9. Repairs - Buildings	.14	.16	.07	.08
10. Utilities & Miscellaneous Expenses	4.37	4.04	2.19	1.99
11. Custom Work & Specialized Labour	8.96	9.68	4.50	4.78
12. Operating Interest Paid	.00	.00	.00	.00
13. Paid Labour & Benefits	7.33	8.26	3.68	4.08
14. Unpaid Labour	25.83	24.14	12.96	11.92
VARIABLE COSTS	103.91	105.64	52.15	52.15
(C)				
1. Cash/Share Rent & Land Lease	.00	.00	.00	.00
2. Taxes, Water Rates, Lic. & Insurance	6.73	6.69	3.38	3.30
3. Equipment & Buildings	13.94	10.31	7.00	5.09
a) Depreciation				
b) Lease Payments	1.23	1.38	.61	.68
4. Paid Capital Interest	.00	.00	.00	.00
TOTAL CAPITAL COSTS	21.89	18.38	10.99	9.07
(D) CASH COSTS (B+C-B14-C3a)	86.03	89.57	43.18	44.22
(E) TOTAL PRODUCTION COSTS (B+C)	125.80	124.02	63.13	61.22
(F) GROSS MARGIN (A-D)	185.03	187.63	92.86	92.62
RETURN TO UNPAID LABOUR (A-E+B14)	171.09	177.32	85.87	87.53
RETURN TO INVESTMENT (A-E+C4)	145.27	153.18	72.90	75.61
RETURN TO EQUITY (A-E)	145.27	153.18	72.90	75.61
INVESTMENT				
Land	2,244.41	2,250.00	1,126.38	1,110.69
Buildings	59.82	58.90	30.02	29.08
Machinery	115.18	82.59	57.81	40.77
Irr. Machinery	.00	.00	.00	.00
TOTAL	2,419.42	2,391.49	1,214.21	1,180.54
MANAGEMENT				
Yield Per Acre (Tonne)	1.99	2.03		
Expected Market Price Per Tonne	136.04	136.84		

2019 Crops Enterprise Analysis

All Dryland Mixed Grass Hay

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Tonne	
(A)				
1. Crop Sales	202.45	354.10	132.22	146.89
2. Crop Insurance Receipts	.46	.00	.30	.00
3. Miscellaneous Receipts	.22	.12	.14	.05
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	203.13	354.22	132.66	146.94
(B)				
1. Seed & Seed Cleaning	.00	.00	.00	.00
2. Fertilizer	5.09	9.40	3.32	3.90
3. Chemicals	.00	.00	.00	.00
4. Hail / Crop Insurance & Program Premiums	.50	.36	.32	.15
5. Trucking & Marketing	1.87	.00	1.22	.00
6. Fuel	14.97	12.46	9.78	5.17
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	20.15	20.27	13.16	8.41
9. Repairs - Buildings	.51	.16	.33	.07
10. Utilities & Miscellaneous Expenses	8.99	7.13	5.87	2.96
11. Custom Work & Specialized Labour	2.90	.00	1.89	.00
12. Operating Interest Paid	1.27	1.31	.83	.54
13. Paid Labour & Benefits	3.64	1.65	2.38	.68
14. Unpaid Labour	31.64	40.74	20.66	16.90
VARIABLE COSTS	91.53	93.49	59.77	38.78
(C)				
1. Cash/Share Rent & Land Lease	10.04	10.98	6.56	4.56
2. Taxes, Water Rates, Lic. & Insurance	5.77	6.67	3.77	2.77
3. Equipment & Buildings	26.44	25.05	17.27	10.39
a) Depreciation				
b) Lease Payments	.25	.02	.16	.01
4. Paid Capital Interest	5.54	10.47	3.62	4.34
TOTAL CAPITAL COSTS	48.05	53.20	31.38	22.07
(D) CASH COSTS (B+C-B14-C3a)	81.49	80.89	53.22	33.56
(E) TOTAL PRODUCTION COSTS (B+C)	139.57	146.69	91.15	60.85
(F) GROSS MARGIN (A-D)	121.64	273.33	79.44	113.38
RETURN TO UNPAID LABOUR (A-E+B14)	95.20	248.27	62.17	102.99
RETURN TO INVESTMENT (A-E+C4)	69.09	218.00	45.12	90.43
RETURN TO EQUITY (A-E)	63.56	207.53	41.51	86.09
INVESTMENT				
Land	1,371.88	1,308.14	895.93	542.65
Buildings	43.10	23.77	28.15	9.86
Machinery	246.83	241.77	161.20	100.29
Irr. Machinery	.00	.00	.00	.00
TOTAL	1,661.82	1,573.67	1,085.28	652.81
MANAGEMENT				
Yield Per Acre (Tonne)	1.53	2.41		
Expected Market Price Per Tonne	132.22	146.89		

2019 Crops Enterprise Analysis

Owned Dryland Mixed Grass Hay

	Average \$/Acres	Top 1/3	Average \$/Tonne	Top 1/3
(A)				
1. Crop Sales	253.35	478.15	155.81	178.15
2. Crop Insurance Receipts	.00	.00	.00	.00
3. Miscellaneous Receipts	.01	.01	.01	.00
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	253.36	478.16	155.82	178.16
(B)				
1. Seed & Seed Cleaning	.00	.00	.00	.00
2. Fertilizer	7.38	20.14	4.54	7.51
3. Chemicals	.00	.00	.00	.00
4. Hail / Crop Insurance & Program Premiums	.16	.37	.10	.14
5. Trucking & Marketing	1.00	.00	.62	.00
6. Fuel	11.66	10.86	7.17	4.05
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	17.81	19.95	10.95	7.43
9. Repairs - Buildings	.82	.18	.50	.07
10. Utilities & Miscellaneous Expenses	12.48	11.51	7.68	4.29
11. Custom Work & Specialized Labour	5.43	.00	3.34	.00
12. Operating Interest Paid	2.31	2.58	1.42	.96
13. Paid Labour & Benefits	2.15	3.23	1.32	1.20
14. Unpaid Labour	19.53	23.47	12.01	8.74
VARIABLE COSTS	80.74	92.31	49.65	34.39
(C)				
1. Cash/Share Rent & Land Lease	.00	.00	.00	.00
2. Taxes, Water Rates, Lic. & Insurance	8.08	10.59	4.97	3.95
3. Equipment & Buildings	24.29	24.69	14.94	9.20
a) Depreciation				
b) Lease Payments	.13	.02	.08	.01
4. Paid Capital Interest	11.27	21.39	6.93	7.97
TOTAL CAPITAL COSTS	43.77	56.70	26.92	21.13
(D) CASH COSTS (B+C-B14-C3a)	80.69	100.85	49.62	37.57
(E) TOTAL PRODUCTION COSTS (B+C)	124.51	149.01	76.57	55.52
(F) GROSS MARGIN (A-D)	172.67	377.31	106.19	140.58
RETURN TO UNPAID LABOUR (A-E+B14)	148.38	352.63	91.25	131.38
RETURN TO INVESTMENT (A-E+C4)	140.12	350.55	86.18	130.61
RETURN TO EQUITY (A-E)	128.85	329.16	79.24	122.64
INVESTMENT				
Land	2,935.13	2,802.29	1,805.09	1,044.09
Buildings	35.51	28.72	21.84	10.70
Machinery	228.26	239.59	140.38	89.27
Irr. Machinery	.00	.00	.00	.00
TOTAL	3,198.90	3,070.61	1,967.31	1,144.06
MANAGEMENT				
Yield Per Acre (Tonne)	1.63	2.68		
Expected Market Price Per Tonne	155.81	178.15		

2019 Crops Enterprise Analysis

Rented Dryland Mixed Grass Hay

	Average \$/Acres	Top 1/3	Average \$/Tonne	Top 1/3
(A)				
1. Crop Sales	165.39	245.49	109.46	113.06
2. Crop Insurance Receipts	.96	.00	.63	.00
3. Miscellaneous Receipts	.12	.22	.08	.10
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	166.48	245.71	110.18	113.16
(B)				
1. Seed & Seed Cleaning	.00	.00	.00	.00
2. Fertilizer	3.44	.00	2.27	.00
3. Chemicals	.00	.00	.00	.00
4. Hail / Crop Insurance & Program Premiums	.88	.36	.58	.17
5. Trucking & Marketing	2.94	.00	1.95	.00
6. Fuel	16.55	13.85	10.95	6.38
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	23.53	20.55	15.57	9.47
9. Repairs - Buildings	.14	.14	.09	.06
10. Utilities & Miscellaneous Expenses	4.34	3.30	2.87	1.52
11. Custom Work & Specialized Labour	.75	.00	.49	.00
12. Operating Interest Paid	.11	.19	.07	.09
13. Paid Labour & Benefits	2.15	.27	1.42	.12
14. Unpaid Labour	43.90	55.86	29.05	25.73
VARIABLE COSTS	98.71	94.52	65.33	43.53
(C)				
1. Cash/Share Rent & Land Lease	21.03	20.60	13.92	9.49
2. Taxes, Water Rates, Lic. & Insurance	3.49	3.24	2.31	1.49
3. Equipment & Buildings	24.74	25.37	16.38	11.69
a) Depreciation				
b) Lease Payments	.40	.02	.26	.01
4. Paid Capital Interest	.56	.90	.37	.42
TOTAL CAPITAL COSTS	50.21	50.14	33.23	23.09
(D) CASH COSTS (B+C-B14-C3a)	80.28	63.42	53.13	29.21
(E) TOTAL PRODUCTION COSTS (B+C)	148.92	144.65	98.56	66.62
(F) GROSS MARGIN (A-D)	86.20	182.29	57.05	83.95
RETURN TO UNPAID LABOUR (A-E+B14)	61.45	156.91	40.67	72.26
RETURN TO INVESTMENT (A-E+C4)	18.12	101.96	11.99	46.96
RETURN TO EQUITY (A-E)	17.56	101.05	11.62	46.54
INVESTMENT				
Land	.00	.00	.00	.00
Buildings	32.97	19.43	21.82	8.95
Machinery	233.77	243.67	154.72	112.22
Irr. Machinery	.00	.00	.00	.00
TOTAL	266.74	263.10	176.54	121.17
MANAGEMENT				
Yield Per Acre (Tonne)	1.51	2.17		
Expected Market Price Per Tonne	109.46	113.06		

2019 Crops Enterprise Analysis

All Dryland Native Grass Hay

	Average \$/Acres	Top 1/3	Average \$/Tonne	Top 1/3
(A)				
1. Crop Sales	176.85	276.00	101.41	101.75
2. Crop Insurance Receipts	.00	.00	.00	.00
3. Miscellaneous Receipts	.00	.00	.00	.00
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	176.85	276.00	101.41	101.75
(B)				
1. Seed & Seed Cleaning	.00	.00	.00	.00
2. Fertilizer	.00	.00	.00	.00
3. Chemicals	.00	.00	.00	.00
4. Hail / Crop Insurance & Program Premiums	2.65	.00	1.52	.00
5. Trucking & Marketing	.00	.00	.00	.00
6. Fuel	15.19	13.68	8.71	5.04
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	23.68	22.91	13.58	8.45
9. Repairs - Buildings	.24	.00	.14	.00
10. Utilities & Miscellaneous Expenses	8.28	10.01	4.75	3.69
11. Custom Work & Specialized Labour	.12	.00	.07	.00
12. Operating Interest Paid	2.69	4.25	1.54	1.57
13. Paid Labour & Benefits	1.30	1.41	.75	.52
14. Unpaid Labour	20.15	17.43	11.55	6.43
VARIABLE COSTS	74.29	69.70	42.60	25.70
(C)				
1. Cash/Share Rent & Land Lease	20.42	.00	11.71	.00
2. Taxes, Water Rates, Lic. & Insurance	3.54	2.34	2.03	.86
3. Equipment & Buildings	48.53	29.96	27.83	11.05
a) Depreciation				
b) Lease Payments	.00	.00	.00	.00
4. Paid Capital Interest	.85	.00	.49	.00
TOTAL CAPITAL COSTS	73.34	32.30	42.05	11.91
(D) CASH COSTS (B+C-B14-C3a)	78.95	54.61	45.27	20.13
(E) TOTAL PRODUCTION COSTS (B+C)	147.63	102.00	84.65	37.60
(F) GROSS MARGIN (A-D)	97.90	221.39	56.14	81.62
RETURN TO UNPAID LABOUR (A-E+B14)	49.36	191.43	28.31	70.57
RETURN TO INVESTMENT (A-E+C4)	30.07	174.00	17.24	64.15
RETURN TO EQUITY (A-E)	29.22	174.00	16.75	64.15
INVESTMENT				
Land	2,641.67	4,000.00	1,514.78	1,474.65
Buildings	198.88	211.79	114.04	78.08
Machinery	375.61	173.94	215.38	64.13
Irr. Machinery	.00	.00	.00	.00
TOTAL	3,216.15	4,385.74	1,844.20	1,616.86
MANAGEMENT				
Yield Per Acre (Tonne)	1.74	2.71		
Expected Market Price Per Tonne	101.41	101.75		

2019 Crops Enterprise Analysis

All Dryland Greenfeed

	Average	Top 1/3	Average	Top 1/3	
	\$/Acres		\$/Tonne		
(A)					
1. Crop Sales	269.59	417.78	129.43	120.94	
2. Crop Insurance Receipts	.00	.00	.00	.00	
3. Miscellaneous Receipts	.15	.00	.07	.00	
4. Government Program	.00	.00	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00	
GROSS RETURN	269.74	417.78	129.50	120.94	
(B)					
1. Seed & Seed Cleaning	25.34	13.59	12.17	3.93	
2. Fertilizer	23.78	28.55	11.42	8.27	
3. Chemicals	2.67	3.90	1.28	1.13	
4. Hail / Crop Insurance & Program Premiums	7.61	11.94	3.65	3.46	
5. Trucking & Marketing	1.41	1.08	.67	.31	
6. Fuel	34.48	25.72	16.55	7.45	
7. Irrigation Fuel & Electricity	.00	.00	.00	.00	
8. Repairs - Machine	15.89	8.93	7.63	2.59	
9. Repairs - Buildings	.06	.04	.03	.01	
10. Utilities & Miscellaneous Expenses	7.01	5.09	3.36	1.47	
11. Custom Work & Specialized Labour	9.68	18.58	4.65	5.38	
12. Operating Interest Paid	4.34	5.03	2.08	1.46	
13. Paid Labour & Benefits	6.52	5.48	3.13	1.59	
14. Unpaid Labour	19.25	17.77	9.24	5.15	
VARIABLE COSTS	158.05	145.70	75.88	42.18	
(C)					
1. Cash/Share Rent & Land Lease	8.20	12.09	3.94	3.50	
2. Taxes, Water Rates, Lic. & Insurance	4.39	2.84	2.11	.82	
3. Equipment & Buildings	a) Depreciation	25.21	30.35	12.10	8.79
	b) Lease Payments	.12	.00	.06	.00
4. Paid Capital Interest	8.08	5.63	3.88	1.63	
TOTAL CAPITAL COSTS	46.01	50.90	22.09	14.74	
(D) CASH COSTS (B+C-B14-C3a)	159.59	148.49	76.62	42.98	
(E) TOTAL PRODUCTION COSTS (B+C)	204.05	196.61	97.97	56.92	
(F) GROSS MARGIN (A-D)	110.14	269.30	52.88	77.96	
RETURN TO UNPAID LABOUR (A-E+B14)	84.94	238.95	40.78	69.17	
RETURN TO INVESTMENT (A-E+C4)	73.77	226.80	35.42	65.66	
RETURN TO EQUITY (A-E)	65.69	221.18	31.54	64.03	
INVESTMENT					
Land	1,591.95	961.48	764.30	278.34	
Buildings	89.19	110.65	42.82	32.03	
Machinery	219.87	252.45	105.56	73.08	
Irr. Machinery	.00	.00	.00	.00	
TOTAL	1,901.00	1,324.59	912.68	383.45	
MANAGEMENT					
Yield Per Acre (Tonne)	2.08	3.45			
Expected Market Price Per Tonne	129.43	120.94			

2019 Crops Enterprise Analysis

Owned Dryland Greenfeed

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Tonne	
(A)				
1. Crop Sales	227.31	338.88	128.02	118.27
2. Crop Insurance Receipts	.00	.00	.00	.00
3. Miscellaneous Receipts	.11	.01	.06	.00
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	227.43	338.90	128.08	118.27
(B)				
1. Seed & Seed Cleaning	30.37	25.78	17.10	9.00
2. Fertilizer	19.32	15.13	10.88	5.28
3. Chemicals	3.05	5.03	1.72	1.75
4. Hail / Crop Insurance & Program Premiums	8.96	15.46	5.05	5.40
5. Trucking & Marketing	2.04	.00	1.15	.00
6. Fuel	42.96	38.73	24.20	13.51
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	20.29	15.26	11.42	5.33
9. Repairs - Buildings	.06	.10	.03	.03
10. Utilities & Miscellaneous Expenses	7.83	6.55	4.41	2.29
11. Custom Work & Specialized Labour	3.12	4.71	1.76	1.64
12. Operating Interest Paid	3.37	3.93	1.90	1.37
13. Paid Labour & Benefits	8.51	9.49	4.79	3.31
14. Unpaid Labour	21.75	15.40	12.25	5.37
VARIABLE COSTS	171.62	155.56	96.66	54.29
(C)				
1. Cash/Share Rent & Land Lease	.00	.00	.00	.00
2. Taxes, Water Rates, Lic. & Insurance	5.90	4.27	3.32	1.49
3. Equipment & Buildings	17.09	21.53	9.62	7.51
a) Depreciation				
b) Lease Payments	.24	.00	.13	.00
4. Paid Capital Interest	13.96	21.14	7.86	7.38
TOTAL CAPITAL COSTS	37.19	46.93	20.94	16.38
(D) CASH COSTS (B+C-B14-C3a)	169.97	165.57	95.73	57.78
(E) TOTAL PRODUCTION COSTS (B+C)	208.81	202.50	117.60	70.67
(F) GROSS MARGIN (A-D)	57.46	173.32	32.36	60.49
RETURN TO UNPAID LABOUR (A-E+B14)	40.37	151.80	22.73	52.98
RETURN TO INVESTMENT (A-E+C4)	32.58	157.54	18.35	54.98
RETURN TO EQUITY (A-E)	18.62	136.40	10.48	47.60
INVESTMENT				
Land	3,159.46	3,820.17	1,779.36	1,333.21
Buildings	60.60	41.69	34.13	14.55
Machinery	154.14	203.34	86.81	70.97
Irr. Machinery	.00	.00	.00	.00
TOTAL	3,374.21	4,065.20	1,900.30	1,418.72
MANAGEMENT				
Yield Per Acre (Tonne)	1.78	2.87		
Expected Market Price Per Tonne	128.02	118.27		

2019 Crops Enterprise Analysis

Rented Dryland Greenfeed

	Average \$/Acres	Top 1/3	Average \$/Tonne	Top 1/3
(A)				
1. Crop Sales	312.45	426.10	129.90	128.51
2. Crop Insurance Receipts	.00	.00	.00	.00
3. Miscellaneous Receipts	.19	.00	.08	.00
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	312.64	426.10	129.98	128.51
(B)				
1. Seed & Seed Cleaning	20.84	14.34	8.66	4.33
2. Fertilizer	29.13	28.82	12.11	8.69
3. Chemicals	2.36	2.22	.98	.67
4. Hail / Crop Insurance & Program Premiums	6.43	6.74	2.67	2.03
5. Trucking & Marketing	.00	.00	.00	.00
6. Fuel	25.66	21.90	10.67	6.61
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	11.76	9.64	4.89	2.91
9. Repairs - Buildings	.07	.00	.03	.00
10. Utilities & Miscellaneous Expenses	6.35	6.05	2.64	1.83
11. Custom Work & Specialized Labour	16.83	21.74	7.00	6.56
12. Operating Interest Paid	5.47	6.34	2.28	1.91
13. Paid Labour & Benefits	4.64	5.56	1.93	1.68
14. Unpaid Labour	16.91	18.62	7.03	5.62
VARIABLE COSTS	146.46	141.99	60.89	42.82
(C)				
1. Cash/Share Rent & Land Lease	17.02	15.92	7.08	4.80
2. Taxes, Water Rates, Lic. & Insurance	2.95	2.69	1.23	.81
3. Equipment & Buildings	34.04	34.01	14.15	10.26
a) Depreciation				
b) Lease Payments	.00	.00	.00	.00
4. Paid Capital Interest	2.17	2.04	.90	.62
TOTAL CAPITAL COSTS	56.19	54.67	23.36	16.49
(D) CASH COSTS (B+C-B14-C3a)	151.69	144.03	63.07	43.44
(E) TOTAL PRODUCTION COSTS (B+C)	202.65	196.66	84.25	59.31
(F) GROSS MARGIN (A-D)	160.95	282.07	66.91	85.07
RETURN TO UNPAID LABOUR (A-E+B14)	126.90	248.06	52.76	74.81
RETURN TO INVESTMENT (A-E+C4)	112.17	231.48	46.63	69.81
RETURN TO EQUITY (A-E)	109.99	229.44	45.73	69.20
INVESTMENT				
Land	.00	.00	.00	.00
Buildings	121.69	140.69	50.59	42.43
Machinery	291.65	279.66	121.25	84.34
Irr. Machinery	.00	.00	.00	.00
TOTAL	413.34	420.35	171.84	126.77
MANAGEMENT				
Yield Per Acre (Tonne)	2.41	3.32		
Expected Market Price Per Tonne	129.90	128.51		

2019 Crops Enterprise Analysis

All Dryland Grain Silage

	Average	Top 1/3	Average	Top 1/3	
	\$/Acres		\$/Tonne		
(A)					
1. Crop Sales	381.91	704.41	55.27	63.53	
2. Crop Insurance Receipts	15.00	.00	2.17	.00	
3. Miscellaneous Receipts	.12	.00	.02	.00	
4. Government Program	.00	.00	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00	
GROSS RETURN	397.02	704.41	57.46	63.53	
(B)					
1. Seed & Seed Cleaning	24.21	27.37	3.50	2.47	
2. Fertilizer	57.66	74.79	8.34	6.75	
3. Chemicals	8.30	22.07	1.20	1.99	
4. Hail / Crop Insurance & Program Premiums	7.54	8.82	1.09	.80	
5. Trucking & Marketing	.07	.00	.01	.00	
6. Fuel	32.88	38.03	4.76	3.43	
7. Irrigation Fuel & Electricity	.00	.00	.00	.00	
8. Repairs - Machine	22.14	19.14	3.20	1.73	
9. Repairs - Buildings	1.25	3.93	.18	.35	
10. Utilities & Miscellaneous Expenses	11.43	12.38	1.65	1.12	
11. Custom Work & Specialized Labour	41.41	55.27	5.99	4.98	
12. Operating Interest Paid	2.05	1.01	.30	.09	
13. Paid Labour & Benefits	13.35	2.30	1.93	.21	
14. Unpaid Labour	21.38	31.40	3.09	2.83	
VARIABLE COSTS	243.68	296.52	35.27	26.74	
(C)					
1. Cash/Share Rent & Land Lease	41.97	53.89	6.07	4.86	
2. Taxes, Water Rates, Lic. & Insurance	6.04	9.34	.87	.84	
3. Equipment & Buildings	a) Depreciation	34.64	23.01	5.01	2.08
	b) Lease Payments	2.97	.00	.43	.00
4. Paid Capital Interest	10.71	6.58	1.55	.59	
TOTAL CAPITAL COSTS	96.33	92.82	13.94	8.37	
(D) CASH COSTS (B+C-B14-C3a)	283.99	334.93	41.10	30.21	
(E) TOTAL PRODUCTION COSTS (B+C)	340.01	389.34	49.21	35.12	
(F) GROSS MARGIN (A-D)	113.03	369.48	16.36	33.33	
RETURN TO UNPAID LABOUR (A-E+B14)	78.39	346.47	11.34	31.25	
RETURN TO INVESTMENT (A-E+C4)	67.71	321.65	9.80	29.01	
RETURN TO EQUITY (A-E)	57.01	315.07	8.25	28.42	
INVESTMENT					
Land	1,528.66	969.70	221.24	87.46	
Buildings	46.53	59.30	6.73	5.35	
Machinery	347.57	209.89	50.30	18.93	
Irr. Machinery	.00	.00	.00	.00	
TOTAL	1,922.76	1,238.89	278.27	111.74	
MANAGEMENT					
Yield Per Acre (Tonne)	6.91	11.09			
Expected Market Price Per Tonne	55.27	63.53			

2019 Crops Enterprise Analysis

Owned Dryland Grain Silage

	Average \$/Acres	Top 1/3	Average \$/Tonne	Top 1/3
(A)				
1. Crop Sales	300.65	571.67	57.55	57.66
2. Crop Insurance Receipts	11.80	.00	2.26	.00
3. Miscellaneous Receipts	.19	.00	.04	.00
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	312.64	571.67	59.84	57.66
(B)				
1. Seed & Seed Cleaning	21.33	14.96	4.08	1.51
2. Fertilizer	52.94	55.80	10.13	5.63
3. Chemicals	5.70	15.41	1.09	1.55
4. Hail / Crop Insurance & Program Premiums	6.87	6.38	1.31	.64
5. Trucking & Marketing	.05	.19	.01	.02
6. Fuel	35.29	29.21	6.75	2.95
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	23.25	30.16	4.45	3.04
9. Repairs - Buildings	.60	1.50	.12	.15
10. Utilities & Miscellaneous Expenses	11.05	18.47	2.12	1.86
11. Custom Work & Specialized Labour	21.46	13.57	4.11	1.37
12. Operating Interest Paid	2.22	2.05	.42	.21
13. Paid Labour & Benefits	11.86	32.57	2.27	3.28
14. Unpaid Labour	25.53	25.75	4.89	2.60
VARIABLE COSTS	218.15	246.02	41.76	24.81
(C)				
1. Cash/Share Rent & Land Lease	.00	.00	.00	.00
2. Taxes, Water Rates, Lic. & Insurance	9.17	17.19	1.75	1.73
3. Equipment & Buildings	36.98	28.38	7.08	2.86
a) Depreciation				
b) Lease Payments	2.34	8.01	.45	.81
4. Paid Capital Interest	16.16	27.10	3.09	2.73
TOTAL CAPITAL COSTS	64.66	80.67	12.38	8.14
(D) CASH COSTS (B+C-B14-C3a)	220.30	272.57	42.17	27.49
(E) TOTAL PRODUCTION COSTS (B+C)	282.81	326.70	54.13	32.95
(F) GROSS MARGIN (A-D)	92.34	299.10	17.67	30.17
RETURN TO UNPAID LABOUR (A-E+B14)	55.36	270.72	10.60	27.30
RETURN TO INVESTMENT (A-E+C4)	45.99	272.07	8.80	27.44
RETURN TO EQUITY (A-E)	29.83	244.97	5.71	24.71
INVESTMENT				
Land	2,959.05	4,024.49	566.37	405.89
Buildings	46.70	22.09	8.94	2.23
Machinery	359.75	328.02	68.86	33.08
Irr. Machinery	.00	.00	.00	.00
TOTAL	3,365.49	4,374.59	644.17	441.20
MANAGEMENT				
Yield Per Acre (Tonne)	5.22	9.92		
Expected Market Price Per Tonne	57.55	57.66		

2019 Crops Enterprise Analysis

Rented Dryland Grain Silage

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Tonne	
(A)				
1. Crop Sales	468.75	899.74	53.81	60.00
2. Crop Insurance Receipts	18.41	.00	2.11	.00
3. Miscellaneous Receipts	.04	.00	.00	.00
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	487.20	899.74	55.93	60.00
(B)				
1. Seed & Seed Cleaning	27.29	47.25	3.13	3.15
2. Fertilizer	62.70	83.59	7.20	5.57
3. Chemicals	11.07	19.20	1.27	1.28
4. Hail / Crop Insurance & Program Premiums	8.26	17.13	.95	1.14
5. Trucking & Marketing	.08	.00	.01	.00
6. Fuel	30.31	37.16	3.48	2.48
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	20.96	22.40	2.41	1.49
9. Repairs - Buildings	1.94	6.01	.22	.40
10. Utilities & Miscellaneous Expenses	11.84	8.07	1.36	.54
11. Custom Work & Specialized Labour	62.73	107.28	7.20	7.15
12. Operating Interest Paid	1.87	.00	.22	.00
13. Paid Labour & Benefits	14.95	2.65	1.72	.18
14. Unpaid Labour	16.94	33.94	1.95	2.26
VARIABLE COSTS	270.96	384.68	31.11	25.65
(C)				
1. Cash/Share Rent & Land Lease	86.83	87.23	9.97	5.82
2. Taxes, Water Rates, Lic. & Insurance	2.70	1.89	.31	.13
3. Equipment & Buildings	32.15	23.33	3.69	1.56
a) Depreciation				
b) Lease Payments	3.63	.00	.42	.00
4. Paid Capital Interest	4.87	.74	.56	.05
TOTAL CAPITAL COSTS	130.19	113.20	14.95	7.55
(D) CASH COSTS (B+C-B14-C3a)	352.05	440.59	40.42	29.38
(E) TOTAL PRODUCTION COSTS (B+C)	401.15	497.87	46.05	33.20
(F) GROSS MARGIN (A-D)	135.14	459.14	15.52	30.62
RETURN TO UNPAID LABOUR (A-E+B14)	103.00	435.81	11.82	29.06
RETURN TO INVESTMENT (A-E+C4)	90.93	402.61	10.44	26.85
RETURN TO EQUITY (A-E)	86.05	401.86	9.88	26.80
INVESTMENT				
Land	.00	.00	.00	.00
Buildings	46.35	93.55	5.32	6.24
Machinery	334.56	202.77	38.41	13.52
Irr. Machinery	.00	.00	.00	.00
TOTAL	380.92	296.32	43.73	19.76
MANAGEMENT				
Yield Per Acre (Tonne)	8.71	15.00		
Expected Market Price Per Tonne	53.81	60.00		

2019 Crops Enterprise Analysis

All Dryland Haylage

	Average	Top 1/3	Average	Top 1/3	
	\$/Acres		\$/Tonne		
(A)					
1. Crop Sales	275.29	452.46	56.08	55.20	
2. Crop Insurance Receipts	4.47	.76	.91	.09	
3. Miscellaneous Receipts	.12	.00	.02	.00	
4. Government Program	.00	.00	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00	
GROSS RETURN	279.87	453.22	57.01	55.30	
(B)					
1. Seed & Seed Cleaning	1.59	.00	.32	.00	
2. Fertilizer	15.39	21.28	3.13	2.60	
3. Chemicals	.00	.00	.00	.00	
4. Hail / Crop Insurance & Program Premiums	3.62	3.34	.74	.41	
5. Trucking & Marketing	.97	2.34	.20	.29	
6. Fuel	19.76	17.76	4.02	2.17	
7. Irrigation Fuel & Electricity	.00	.00	.00	.00	
8. Repairs - Machine	13.99	15.86	2.85	1.94	
9. Repairs - Buildings	.13	.26	.03	.03	
10. Utilities & Miscellaneous Expenses	10.61	17.71	2.16	2.16	
11. Custom Work & Specialized Labour	82.68	84.93	16.84	10.36	
12. Operating Interest Paid	4.54	5.62	.92	.69	
13. Paid Labour & Benefits	4.21	2.14	.86	.26	
14. Unpaid Labour	18.40	18.14	3.75	2.21	
VARIABLE COSTS	175.88	189.40	35.83	23.11	
(C)					
1. Cash/Share Rent & Land Lease	4.15	4.47	.85	.54	
2. Taxes, Water Rates, Lic. & Insurance	4.73	6.67	.96	.81	
3. Equipment & Buildings	a) Depreciation	36.35	31.63	7.40	3.86
	b) Lease Payments	.11	.27	.02	.03
4. Paid Capital Interest	4.94	4.86	1.01	.59	
TOTAL CAPITAL COSTS	50.27	47.89	10.24	5.84	
(D) CASH COSTS (B+C-B14-C3a)	171.40	187.52	34.92	22.88	
(E) TOTAL PRODUCTION COSTS (B+C)	226.15	237.29	46.07	28.95	
(F) GROSS MARGIN (A-D)	108.47	265.70	22.10	32.42	
RETURN TO UNPAID LABOUR (A-E+B14)	72.13	234.07	14.69	28.56	
RETURN TO INVESTMENT (A-E+C4)	58.66	220.79	11.95	26.94	
RETURN TO EQUITY (A-E)	53.73	215.93	10.94	26.35	
INVESTMENT					
Land	1,677.13	1,347.06	341.64	164.35	
Buildings	133.13	96.47	27.12	11.77	
Machinery	292.98	276.31	59.68	33.71	
Irr. Machinery	.00	.00	.00	.00	
TOTAL	2,103.23	1,719.85	428.44	209.84	
MANAGEMENT					
Yield Per Acre (Tonne)	4.91	8.20			
Expected Market Price Per Tonne	56.08	55.20			

2019 Crops Enterprise Analysis

Owned Dryland Haylage

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Tonne	
(A)				
1. Crop Sales	264.18	575.62	60.56	59.09
2. Crop Insurance Receipts	7.14	2.87	1.64	.30
3. Miscellaneous Receipts	.19	.00	.04	.00
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	271.51	578.50	62.25	59.39
(B)				
1. Seed & Seed Cleaning	.00	.00	.00	.00
2. Fertilizer	17.18	13.40	3.94	1.38
3. Chemicals	.00	.00	.00	.00
4. Hail / Crop Insurance & Program Premiums	.99	2.01	.23	.21
5. Trucking & Marketing	1.54	8.83	.35	.91
6. Fuel	26.53	35.14	6.08	3.61
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	20.84	27.64	4.78	2.84
9. Repairs - Buildings	.21	.27	.05	.03
10. Utilities & Miscellaneous Expenses	14.78	12.77	3.39	1.31
11. Custom Work & Specialized Labour	52.38	19.20	12.01	1.97
12. Operating Interest Paid	3.54	1.97	.81	.20
13. Paid Labour & Benefits	5.95	6.12	1.36	.63
14. Unpaid Labour	16.50	21.12	3.78	2.17
VARIABLE COSTS	160.45	148.46	36.78	15.24
(C)				
1. Cash/Share Rent & Land Lease	.00	.00	.00	.00
2. Taxes, Water Rates, Lic. & Insurance	5.70	7.56	1.31	.78
3. Equipment & Buildings	a) Depreciation	33.45	16.12	7.67
	b) Lease Payments	.18	1.02	.04
4. Paid Capital Interest	6.50	2.47	1.49	.25
TOTAL CAPITAL COSTS	45.83	27.17	10.51	2.79
(D) CASH COSTS (B+C-B14-C3a)	156.32	138.39	35.84	14.21
(E) TOTAL PRODUCTION COSTS (B+C)	206.27	175.63	47.29	18.03
(F) GROSS MARGIN (A-D)	115.19	440.11	26.41	45.18
RETURN TO UNPAID LABOUR (A-E+B14)	81.74	423.99	18.74	43.53
RETURN TO INVESTMENT (A-E+C4)	71.74	405.34	16.45	41.61
RETURN TO EQUITY (A-E)	65.24	402.87	14.96	41.36
INVESTMENT				
Land	2,681.23	2,237.04	614.68	229.66
Buildings	99.85	49.68	22.89	5.10
Machinery	279.11	147.29	63.99	15.12
Irr. Machinery	.00	.00	.00	.00
TOTAL	3,060.19	2,434.01	701.56	249.88
MANAGEMENT				
Yield Per Acre (Tonne)	4.36	9.74		
Expected Market Price Per Tonne	60.56	59.09		

2019 Crops Enterprise Analysis

Rented Dryland Haylage

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Tonne	
(A)				
1. Crop Sales	293.84	322.50	50.46	50.00
2. Crop Insurance Receipts	.00	.00	.00	.00
3. Miscellaneous Receipts	.00	.00	.00	.00
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	293.84	322.50	50.46	50.00
(B)				
1. Seed & Seed Cleaning	4.24	.00	.73	.00
2. Fertilizer	12.40	.00	2.13	.00
3. Chemicals	.00	.00	.00	.00
4. Hail / Crop Insurance & Program Premiums	8.02	7.16	1.38	1.11
5. Trucking & Marketing	.00	.00	.00	.00
6. Fuel	8.45	7.82	1.45	1.21
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	2.55	2.22	.44	.34
9. Repairs - Buildings	.00	.00	.00	.00
10. Utilities & Miscellaneous Expenses	3.65	3.55	.63	.55
11. Custom Work & Specialized Labour	133.28	138.80	22.89	21.52
12. Operating Interest Paid	6.20	6.38	1.07	.99
13. Paid Labour & Benefits	1.30	1.34	.22	.21
14. Unpaid Labour	21.56	21.07	3.70	3.27
VARIABLE COSTS	201.65	188.33	34.63	29.20
(C)				
1. Cash/Share Rent & Land Lease	11.08	11.39	1.90	1.77
2. Taxes, Water Rates, Lic. & Insurance	3.10	3.10	.53	.48
3. Equipment & Buildings	41.19	41.15	7.07	6.38
a) Depreciation				
b) Lease Payments	.00	.00	.00	.00
4. Paid Capital Interest	2.32	2.39	.40	.37
TOTAL CAPITAL COSTS	57.69	58.02	9.91	9.00
(D) CASH COSTS (B+C-B14-C3a)	196.59	184.14	33.76	28.55
(E) TOTAL PRODUCTION COSTS (B+C)	259.34	246.35	44.54	38.19
(F) GROSS MARGIN (A-D)	97.25	138.36	16.70	21.45
RETURN TO UNPAID LABOUR (A-E+B14)	56.06	97.22	9.63	15.07
RETURN TO INVESTMENT (A-E+C4)	36.82	78.53	6.32	12.18
RETURN TO EQUITY (A-E)	34.50	76.15	5.92	11.81
INVESTMENT				
Land	.00	.00	.00	.00
Buildings	188.70	192.08	32.41	29.78
Machinery	316.15	314.53	54.29	48.76
Irr. Machinery	.00	.00	.00	.00
TOTAL	504.85	506.61	86.70	78.54
MANAGEMENT				
Yield Per Acre (Tonne)	5.82	6.45		
Expected Market Price Per Tonne	50.46	50.00		

Definitions & Explanations to Accompany the Crop and Forages Enterprise Overview

I INCOME

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

II EXPENSES

- A Crop Specific Inputs** – allocated by producer to each crop as documented on the survey form
 1. **Seed**
 2. **Fertilizer**
 3. **Chemical**
 4. **Hail and Crop Insurance**
 5. **Custom Work and Specialized Labour**
 6. **Land Rent** – cash rent or crop share (converted to a cash basis)
- B Allocated Crop Inputs** – allocation ratios based on research from Alberta Agriculture and Forestry
 1. **Trucking and Marketing** – allocated to specific cropping acres by producer
 2. **Fuel** – Summer fallow – allocation of 0.3:1 compared to crop acres; Sugar beets – allocation of 2.96:1 compared to other irrigated crop acres
 3. **Irrigation Fuel** – allocation based on total pumping hours for each crop
 4. **Machinery Repairs** – allocated equally to all acres except summer fallow (0.3:1) and special crops (as specified by producer)
 5. **Building Repairs** – allocated to all acres equally except for special crops buildings
 6. **Operating Interest** – interest paid on operating loans allocated equally
 7. **Paid Labour** – based on allocations between crops as specified by producer
 8. **Unpaid and Operator Labour** – operator - \$10/hour, other unpaid labour - \$7.50/hour
 9. **Land Taxes** – allocated equally to all owned cropped acres
 10. **Water Rates** – allocated equally to all owned irrigated acres
 11. **Equipment Depreciation** – imputed at 8.5% for power equipment, 11% for non-power, based on current market value
 12. **Insurance and Licenses** – allocated to all cropped acres equally
 13. **Building Depreciation** – imputed at 5% on the current market value
 14. **Paid Capital Interest** – allocated to all owned cropped acres equally except summer fallow (0.25:1)

III CAPITAL INVESTMENT

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

IV SUMMARY CALCULATION

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