
2019 Cost and return benchmarks for crops and forages: brown soil zone

AgriProfit\$ business analysis and research program



Alberta Agriculture and Forestry, Government of Alberta
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2019 Cost and Return Benchmarks
Crops and Forages
Brown Soil Zone

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Table of Contents

Overview.....	4
Crops.....	5
Spring Wheat.....	5
Durum.....	8
CPS Wheat.....	10
Oats.....	12
Flax.....	14
Forages.....	16
Other Silage.....	16
Definitions	17

Overview

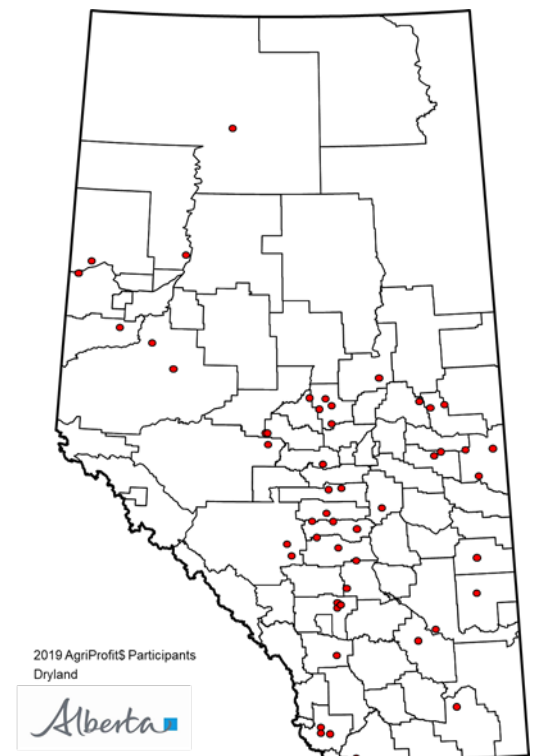
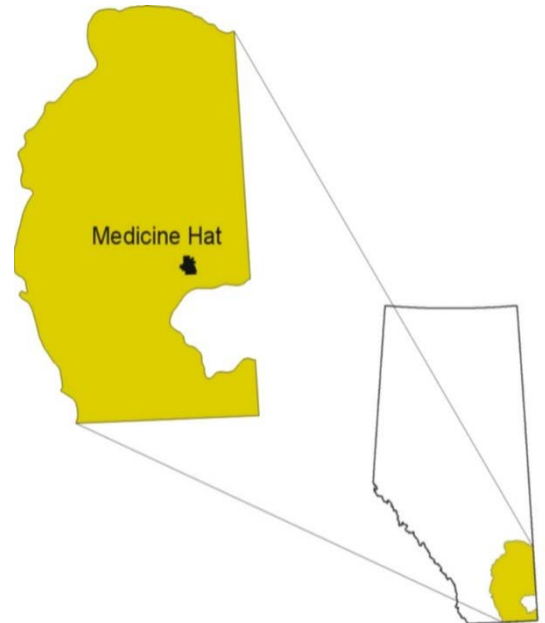
2019 Brown Soil Zone

The **AgriProfit\$ Business Analysis and Research Program** provides a provincial overview of costs and returns for field crops and forages. The Economics 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 benchmarks and forecasts. Strategic planning is more effective when individual costs are used. Managing unit costs of production is one of the most significant strategies to ensure profitability in a mature commodity market.

The top map shows the Brown Soil Zones in Alberta; this is the grouping method used for this study. Please note that farms highlighted within these zones may contain characteristics of neighbouring soil zones. The map on the bottom shows the distribution of the 2019 participants.



2019 Crops Enterprise Analysis

All Dryland Spring Wheat

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Bushel	
(A)				
1. Crop Sales	294.28	426.49	6.27	6.01
2. Crop Insurance Receipts	6.04	.00	.13	.00
3. Miscellaneous Receipts	.30	.40	.01	.01
4. Government Program	.72	.00	.02	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	301.34	426.89	6.42	6.01
(B)				
1. Seed & Seed Cleaning	15.77	19.81	.34	.28
2. Fertilizer	57.50	72.39	1.22	1.02
3. Chemicals	26.89	36.59	.57	.52
4. Hail / Crop Insurance & Program Premiums	16.13	21.47	.34	.30
5. Trucking & Marketing	1.82	1.15	.04	.02
6. Fuel	15.08	11.09	.32	.16
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	12.67	5.55	.27	.08
9. Repairs - Buildings	1.56	.84	.03	.01
10. Utilities & Miscellaneous Expenses	8.14	3.63	.17	.05
11. Custom Work & Specialized Labour	.38	.19	.01	.00
12. Operating Interest Paid	1.90	.86	.04	.01
13. Paid Labour & Benefits	6.56	5.09	.14	.07
14. Unpaid Labour	21.05	33.06	.45	.47
VARIABLE COSTS	185.44	211.72	3.95	2.98
(C)				
1. Cash/Share Rent & Land Lease	27.85	59.74	.59	.84
2. Taxes, Water Rates, Lic. & Insurance	5.58	1.88	.12	.03
3. Equipment & Buildings	22.26	17.40	.47	.25
a) Depreciation				
b) Lease Payments	4.84	3.62	.10	.05
4. Paid Capital Interest	9.32	.49	.20	.01
TOTAL CAPITAL COSTS	69.85	83.13	1.49	1.17
(D) CASH COSTS (B+C-B14-C3a)	211.99	244.39	4.52	3.44
(E) TOTAL PRODUCTION COSTS (B+C)	255.29	294.85	5.44	4.15
(F) GROSS MARGIN (A-D)	89.35	182.50	1.90	2.57
RETURN TO UNPAID LABOUR (A-E+B14)	67.10	165.10	1.43	2.33
RETURN TO INVESTMENT (A-E+C4)	55.37	132.53	1.18	1.87
RETURN TO EQUITY (A-E)	46.05	132.04	.98	1.86
INVESTMENT				
Land	893.97	545.45	19.04	7.69
Buildings	101.56	86.23	2.16	1.21
Machinery	197.89	151.35	4.22	2.13
Irr. Machinery	.00	.00	.00	.00
TOTAL	1,193.42	783.03	25.42	11.03
MANAGEMENT				
Yield Per Acre (Bushel)	46.94	70.97		
Expected Market Price Per Bushel	6.27	6.01		

2019 Crops Enterprise Analysis

Owned Dryland Spring Wheat

	Average \$/Acres	Top 1/3	Average \$/Bushel	Top 1/3
(A)				
1. Crop Sales	244.11	264.62	6.45	6.06
2. Crop Insurance Receipts	6.98	19.23	.18	.44
3. Miscellaneous Receipts	.28	.26	.01	.01
4. Government Program	1.34	.00	.04	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	252.71	284.11	6.68	6.51
(B)				
1. Seed & Seed Cleaning	14.43	15.65	.38	.36
2. Fertilizer	54.93	51.58	1.45	1.18
3. Chemicals	22.62	28.99	.60	.66
4. Hail / Crop Insurance & Program Premiums	15.31	13.12	.40	.30
5. Trucking & Marketing	2.05	1.43	.05	.03
6. Fuel	17.82	12.11	.47	.28
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	17.04	9.19	.45	.21
9. Repairs - Buildings	2.04	1.02	.05	.02
10. Utilities & Miscellaneous Expenses	11.34	5.21	.30	.12
11. Custom Work & Specialized Labour	.45	.30	.01	.01
12. Operating Interest Paid	3.00	.40	.08	.01
13. Paid Labour & Benefits	7.09	6.44	.19	.15
14. Unpaid Labour	15.81	19.60	.42	.45
VARIABLE COSTS	183.93	165.04	4.86	3.78
(C)				
1. Cash/Share Rent & Land Lease	.00	.00	.00	.00
2. Taxes, Water Rates, Lic. & Insurance	8.49	3.69	.22	.08
3. Equipment & Buildings	24.29	25.75	.64	.59
a) Depreciation				
b) Lease Payments	6.72	1.50	.18	.03
4. Paid Capital Interest	16.63	11.98	.44	.27
TOTAL CAPITAL COSTS	56.13	42.92	1.48	.98
(D) CASH COSTS (B+C-B14-C3a)	199.95	162.62	5.28	3.72
(E) TOTAL PRODUCTION COSTS (B+C)	240.05	207.96	6.34	4.76
(F) GROSS MARGIN (A-D)	52.76	121.49	1.39	2.78
RETURN TO UNPAID LABOUR (A-E+B14)	28.47	95.74	.75	2.19
RETURN TO INVESTMENT (A-E+C4)	29.28	88.13	.77	2.02
RETURN TO EQUITY (A-E)	12.65	76.14	.33	1.74
INVESTMENT				
Land	1,660.53	2,959.00	43.87	67.77
Buildings	108.76	110.40	2.87	2.53
Machinery	221.41	218.31	5.85	5.00
Irr. Machinery	.00	.00	.00	.00
TOTAL	1,990.70	3,287.71	52.59	75.30
MANAGEMENT				
Yield Per Acre (Bushel)	37.85	43.66		
Expected Market Price Per Bushel	6.45	6.06		

2019 Crops Enterprise Analysis

Rented Dryland Spring Wheat

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Bushel	
(A)				
1. Crop Sales	352.79	468.07	6.13	5.90
2. Crop Insurance Receipts	4.96	.00	.09	.00
3. Miscellaneous Receipts	.31	.47	.01	.01
4. Government Program	.00	.00	.00	.00
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	358.05	468.54	6.22	5.90
(B)				
1. Seed & Seed Cleaning	17.33	21.70	.30	.27
2. Fertilizer	60.49	80.72	1.05	1.02
3. Chemicals	31.86	41.28	.55	.52
4. Hail / Crop Insurance & Program Premiums	17.08	24.24	.30	.31
5. Trucking & Marketing	1.54	.75	.03	.01
6. Fuel	11.90	10.42	.21	.13
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	7.57	4.20	.13	.05
9. Repairs - Buildings	1.00	.70	.02	.01
10. Utilities & Miscellaneous Expenses	4.42	3.15	.08	.04
11. Custom Work & Specialized Labour	.30	.09	.01	.00
12. Operating Interest Paid	.63	1.01	.01	.01
13. Paid Labour & Benefits	5.93	4.48	.10	.06
14. Unpaid Labour	27.15	36.09	.47	.45
VARIABLE COSTS	187.20	228.83	3.25	2.88
(C)				
1. Cash/Share Rent & Land Lease	60.33	79.32	1.05	1.00
2. Taxes, Water Rates, Lic. & Insurance	2.19	1.58	.04	.02
3. Equipment & Buildings	19.88	16.99	.35	.21
a) Depreciation				
b) Lease Payments	2.66	4.13	.05	.05
4. Paid Capital Interest	.79	.11	.01	.00
TOTAL CAPITAL COSTS	85.86	102.13	1.49	1.29
(D) CASH COSTS (B+C-B14-C3a)	226.03	277.88	3.93	3.50
(E) TOTAL PRODUCTION COSTS (B+C)	273.05	330.96	4.74	4.17
(F) GROSS MARGIN (A-D)	132.03	190.66	2.29	2.40
RETURN TO UNPAID LABOUR (A-E+B14)	112.15	173.67	1.95	2.19
RETURN TO INVESTMENT (A-E+C4)	85.79	137.69	1.49	1.73
RETURN TO EQUITY (A-E)	85.00	137.58	1.48	1.73
INVESTMENT				
Land	.00	.00	.00	.00
Buildings	93.17	85.34	1.62	1.07
Machinery	170.46	149.04	2.96	1.88
Irr. Machinery	.00	.00	.00	.00
TOTAL	263.63	234.38	4.58	2.95
MANAGEMENT				
Yield Per Acre (Bushel)	57.55	79.40		
Expected Market Price Per Bushel	6.13	5.90		

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	176.16	210.10	4.93	4.93
2. Crop Insurance Receipts	.00	.00	.00	.00
3. Miscellaneous Receipts	56.72	56.72	1.59	1.33
4. Government Program	10.61	10.61	.30	.25
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	243.48	277.43	6.81	6.51
(B)				
1. Seed & Seed Cleaning	22.00	22.00	.62	.52
2. Fertilizer	63.75	63.75	1.78	1.50
3. Chemicals	40.00	40.00	1.12	.94
4. Hail / Crop Insurance & Program Premiums	13.50	13.50	.38	.32
5. Trucking & Marketing	.00	.00	.00	.00
6. Fuel	31.55	31.55	.88	.74
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	38.10	38.10	1.07	.89
9. Repairs - Buildings	.83	.83	.02	.02
10. Utilities & Miscellaneous Expenses	8.31	8.31	.23	.19
11. Custom Work & Specialized Labour	6.57	6.57	.18	.15
12. Operating Interest Paid	6.64	6.64	.19	.16
13. Paid Labour & Benefits	1.41	1.41	.04	.03
14. Unpaid Labour	7.81	7.81	.22	.18
VARIABLE COSTS	240.46	240.46	6.73	5.64
(C)				
1. Cash/Share Rent & Land Lease	.00	.00	.00	.00
2. Taxes, Water Rates, Lic. & Insurance	8.80	8.80	.25	.21
3. Equipment & Buildings	a) Depreciation	34.25	.96	.80
	b) Lease Payments	4.02	.11	.09
4. Paid Capital Interest	.09	.09	.00	.00
TOTAL CAPITAL COSTS	47.16	47.16	1.32	1.11
(D) CASH COSTS (B+C-B14-C3a)	245.56	245.56	6.87	5.76
(E) TOTAL PRODUCTION COSTS (B+C)	287.62	287.62	8.05	6.75
(F) GROSS MARGIN (A-D)	-2.08	31.86	-.06	.75
RETURN TO UNPAID LABOUR (A-E+B14)	-36.33	-2.39	-1.02	-.06
RETURN TO INVESTMENT (A-E+C4)	-44.05	-10.10	-1.23	-.24
RETURN TO EQUITY (A-E)	-44.14	-10.19	-1.24	-.24
INVESTMENT				
Land	2,250.00	2,250.00	62.97	52.80
Buildings	118.96	118.96	3.33	2.79
Machinery	290.23	290.23	8.12	6.81
Irr. Machinery	.00	.00	.00	.00
TOTAL	2,659.19	2,659.19	74.42	62.40
MANAGEMENT				
Yield Per Acre (Bushel)	35.73	42.62		
Expected Market Price Per Bushel	4.93	4.93		

2019 Crops Enterprise Analysis

Owned Dryland CPS Wheat

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Bushel	
(A)				
1. Crop Sales	176.16	210.10	4.93	4.93
2. Crop Insurance Receipts	.00	.00	.00	.00
3. Miscellaneous Receipts	56.72	56.72	1.59	1.33
4. Government Program	10.61	10.61	.30	.25
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	243.48	277.43	6.81	6.51
(B)				
1. Seed & Seed Cleaning	22.00	22.00	.62	.52
2. Fertilizer	63.75	63.75	1.78	1.50
3. Chemicals	40.00	40.00	1.12	.94
4. Hail / Crop Insurance & Program Premiums	13.50	13.50	.38	.32
5. Trucking & Marketing	.00	.00	.00	.00
6. Fuel	31.55	31.55	.88	.74
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	38.10	38.10	1.07	.89
9. Repairs - Buildings	.83	.83	.02	.02
10. Utilities & Miscellaneous Expenses	8.31	8.31	.23	.19
11. Custom Work & Specialized Labour	6.57	6.57	.18	.15
12. Operating Interest Paid	6.64	6.64	.19	.16
13. Paid Labour & Benefits	1.41	1.41	.04	.03
14. Unpaid Labour	7.81	7.81	.22	.18
VARIABLE COSTS	240.46	240.46	6.73	5.64
(C)				
1. Cash/Share Rent & Land Lease	.00	.00	.00	.00
2. Taxes, Water Rates, Lic. & Insurance	8.80	8.80	.25	.21
3. Equipment & Buildings	a) Depreciation	34.25	.96	.80
	b) Lease Payments	4.02	.11	.09
4. Paid Capital Interest	.09	.09	.00	.00
TOTAL CAPITAL COSTS	47.16	47.16	1.32	1.11
(D) CASH COSTS (B+C-B14-C3a)	245.56	245.56	6.87	5.76
(E) TOTAL PRODUCTION COSTS (B+C)	287.62	287.62	8.05	6.75
(F) GROSS MARGIN (A-D)	-2.08	31.86	-.06	.75
RETURN TO UNPAID LABOUR (A-E+B14)	-36.33	-2.39	-1.02	-.06
RETURN TO INVESTMENT (A-E+C4)	-44.05	-10.10	-1.23	-.24
RETURN TO EQUITY (A-E)	-44.14	-10.19	-1.24	-.24
INVESTMENT				
Land	2,250.00	2,250.00	62.97	52.80
Buildings	118.96	118.96	3.33	2.79
Machinery	290.23	290.23	8.12	6.81
Irr. Machinery	.00	.00	.00	.00
TOTAL	2,659.19	2,659.19	74.42	62.40
MANAGEMENT				
Yield Per Acre (Bushel)	35.73	42.62		
Expected Market Price Per Bushel	4.93	4.93		

2019 Crops Enterprise Analysis

All Dryland Oats

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Bushel	
(A)				
1. Crop Sales	299.68	332.25	4.43	4.43
2. Crop Insurance Receipts	.00	.00	.00	.00
3. Miscellaneous Receipts	56.72	56.72	.84	.76
4. Government Program	10.61	10.61	.16	.14
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	367.00	399.57	5.43	5.33
(B)				
1. Seed & Seed Cleaning	18.15	18.15	.27	.24
2. Fertilizer	37.50	37.50	.55	.50
3. Chemicals	12.50	12.50	.18	.17
4. Hail / Crop Insurance & Program Premiums	13.50	13.50	.20	.18
5. Trucking & Marketing	.00	.00	.00	.00
6. Fuel	31.55	31.55	.47	.42
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	38.10	38.10	.56	.51
9. Repairs - Buildings	.83	.83	.01	.01
10. Utilities & Miscellaneous Expenses	8.31	8.31	.12	.11
11. Custom Work & Specialized Labour	6.57	6.57	.10	.09
12. Operating Interest Paid	6.64	6.64	.10	.09
13. Paid Labour & Benefits	1.41	1.41	.02	.02
14. Unpaid Labour	7.81	7.81	.12	.10
VARIABLE COSTS	182.86	182.86	2.70	2.44
(C)				
1. Cash/Share Rent & Land Lease	.00	.00	.00	.00
2. Taxes, Water Rates, Lic. & Insurance	8.80	8.80	.13	.12
3. Equipment & Buildings	a) Depreciation	34.25	34.25	.51
	b) Lease Payments	4.02	4.02	.06
4. Paid Capital Interest	.09	.09	.00	.00
TOTAL CAPITAL COSTS	47.16	47.16	.70	.63
(D) CASH COSTS (B+C-B14-C3a)	187.96	187.96	2.78	2.51
(E) TOTAL PRODUCTION COSTS (B+C)	230.02	230.02	3.40	3.07
(F) GROSS MARGIN (A-D)	179.03	211.61	2.65	2.82
RETURN TO UNPAID LABOUR (A-E+B14)	144.79	177.36	2.14	2.36
RETURN TO INVESTMENT (A-E+C4)	137.07	169.64	2.03	2.26
RETURN TO EQUITY (A-E)	136.98	169.55	2.02	2.26
INVESTMENT				
Land	2,250.00	2,250.00	33.26	30.00
Buildings	118.96	118.96	1.76	1.59
Machinery	290.23	290.23	4.29	3.87
Irr. Machinery	.00	.00	.00	.00
TOTAL	2,659.19	2,659.19	39.31	35.46
MANAGEMENT				
Yield Per Acre (Bushel)	67.65	75.00		
Expected Market Price Per Bushel	4.43	4.43		

2019 Crops Enterprise Analysis

Owned Dryland Oats

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Bushel	
(A)				
1. Crop Sales	299.68	332.25	4.43	4.43
2. Crop Insurance Receipts	.00	.00	.00	.00
3. Miscellaneous Receipts	56.72	56.72	.84	.76
4. Government Program	10.61	10.61	.16	.14
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00
GROSS RETURN	367.00	399.57	5.43	5.33
(B)				
1. Seed & Seed Cleaning	18.15	18.15	.27	.24
2. Fertilizer	37.50	37.50	.55	.50
3. Chemicals	12.50	12.50	.18	.17
4. Hail / Crop Insurance & Program Premiums	13.50	13.50	.20	.18
5. Trucking & Marketing	.00	.00	.00	.00
6. Fuel	31.55	31.55	.47	.42
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	38.10	38.10	.56	.51
9. Repairs - Buildings	.83	.83	.01	.01
10. Utilities & Miscellaneous Expenses	8.31	8.31	.12	.11
11. Custom Work & Specialized Labour	6.57	6.57	.10	.09
12. Operating Interest Paid	6.64	6.64	.10	.09
13. Paid Labour & Benefits	1.41	1.41	.02	.02
14. Unpaid Labour	7.81	7.81	.12	.10
VARIABLE COSTS	182.86	182.86	2.70	2.44
(C)				
1. Cash/Share Rent & Land Lease	.00	.00	.00	.00
2. Taxes, Water Rates, Lic. & Insurance	8.80	8.80	.13	.12
3. Equipment & Buildings	a) Depreciation	34.25	.51	.46
	b) Lease Payments	4.02	.06	.05
4. Paid Capital Interest	.09	.09	.00	.00
TOTAL CAPITAL COSTS	47.16	47.16	.70	.63
(D) CASH COSTS (B+C-B14-C3a)	187.96	187.96	2.78	2.51
(E) TOTAL PRODUCTION COSTS (B+C)	230.02	230.02	3.40	3.07
(F) GROSS MARGIN (A-D)	179.03	211.61	2.65	2.82
RETURN TO UNPAID LABOUR (A-E+B14)	144.79	177.36	2.14	2.36
RETURN TO INVESTMENT (A-E+C4)	137.07	169.64	2.03	2.26
RETURN TO EQUITY (A-E)	136.98	169.55	2.02	2.26
INVESTMENT				
Land	2,250.00	2,250.00	33.26	30.00
Buildings	118.96	118.96	1.76	1.59
Machinery	290.23	290.23	4.29	3.87
Irr. Machinery	.00	.00	.00	.00
TOTAL	2,659.19	2,659.19	39.31	35.46
MANAGEMENT				
Yield Per Acre (Bushel)	67.65	75.00		
Expected Market Price Per Bushel	4.43	4.43		

2019 Crops Enterprise Analysis

All Dryland Flax

	Average	Top 1/3	Average	Top 1/3	
	\$/Acres		\$/Bushel		
(A)					
1. Crop Sales	403.79	467.20	13.81	14.60	
2. Crop Insurance Receipts	10.69	23.41	.37	.73	
3. Miscellaneous Receipts	31.07	.56	1.06	.02	
4. Government Program	5.76	.00	.20	.00	
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00	
GROSS RETURN	451.32	491.17	15.44	15.35	
(B)					
1. Seed & Seed Cleaning	19.24	15.00	.66	.47	
2. Fertilizer	60.24	75.00	2.06	2.34	
3. Chemicals	42.45	65.00	1.45	2.03	
4. Hail / Crop Insurance & Program Premiums	21.95	32.00	.75	1.00	
5. Trucking & Marketing	.09	.21	.00	.01	
6. Fuel	21.48	9.51	.74	.30	
7. Irrigation Fuel & Electricity	.00	.00	.00	.00	
8. Repairs - Machine	21.78	2.37	.75	.07	
9. Repairs - Buildings	.69	.52	.02	.02	
10. Utilities & Miscellaneous Expenses	5.66	2.51	.19	.08	
11. Custom Work & Specialized Labour	3.57	.00	.12	.00	
12. Operating Interest Paid	4.16	1.21	.14	.04	
13. Paid Labour & Benefits	2.44	3.66	.08	.11	
14. Unpaid Labour	22.59	40.19	.77	1.26	
VARIABLE COSTS	226.35	247.17	7.74	7.72	
(C)					
1. Cash/Share Rent & Land Lease	13.85	.00	.47	.00	
2. Taxes, Water Rates, Lic. & Insurance	5.53	1.91	.19	.06	
3. Equipment & Buildings	a) Depreciation	26.12	16.44	.89	.51
	b) Lease Payments	4.39	4.83	.15	.15
4. Paid Capital Interest	.77	2.75	.03	.09	
TOTAL CAPITAL COSTS	50.66	25.92	1.73	.81	
(D) CASH COSTS (B+C-B14-C3a)	228.30	216.47	7.81	6.76	
(E) TOTAL PRODUCTION COSTS (B+C)	277.01	273.09	9.48	8.53	
(F) GROSS MARGIN (A-D)	223.02	274.70	7.63	8.58	
RETURN TO UNPAID LABOUR (A-E+B14)	196.90	258.26	6.74	8.07	
RETURN TO INVESTMENT (A-E+C4)	175.09	220.82	5.99	6.90	
RETURN TO EQUITY (A-E)	174.31	218.07	5.96	6.81	
INVESTMENT					
Land	2,309.36	4,200.00	79.01	131.25	
Buildings	103.06	84.14	3.53	2.63	
Machinery	224.33	145.91	7.67	4.56	
Irr. Machinery	.00	.00	.00	.00	
TOTAL	2,636.75	4,430.05	90.21	138.44	
MANAGEMENT					
Yield Per Acre (Bushel)	29.23	32.00			
Expected Market Price Per Bushel	13.81	14.60			

2019 Crops Enterprise Analysis

Owned Dryland Flax

	Average	Top 1/3	Average	Top 1/3	
	\$/Acres		\$/Bushel		
(A)					
1. Crop Sales	388.15	467.20	13.60	14.60	
2. Crop Insurance Receipts	7.55	23.41	.26	.73	
3. Miscellaneous Receipts	38.60	.56	1.35	.02	
4. Government Program	7.19	.00	.25	.00	
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	.00	.00	
GROSS RETURN	441.49	491.17	15.47	15.35	
(B)					
1. Seed & Seed Cleaning	20.28	15.00	.71	.47	
2. Fertilizer	56.60	75.00	1.98	2.34	
3. Chemicals	36.89	65.00	1.29	2.03	
4. Hail / Crop Insurance & Program Premiums	19.47	32.00	.68	1.00	
5. Trucking & Marketing	.07	.21	.00	.01	
6. Fuel	24.44	9.51	.86	.30	
7. Irrigation Fuel & Electricity	.00	.00	.00	.00	
8. Repairs - Machine	26.57	2.37	.93	.07	
9. Repairs - Buildings	.73	.52	.03	.02	
10. Utilities & Miscellaneous Expenses	6.44	2.51	.23	.08	
11. Custom Work & Specialized Labour	4.45	.00	.16	.00	
12. Operating Interest Paid	4.89	1.21	.17	.04	
13. Paid Labour & Benefits	2.14	3.66	.07	.11	
14. Unpaid Labour	18.25	40.19	.64	1.26	
VARIABLE COSTS	221.21	247.17	7.75	7.72	
(C)					
1. Cash/Share Rent & Land Lease	.00	.00	.00	.00	
2. Taxes, Water Rates, Lic. & Insurance	6.58	1.91	.23	.06	
3. Equipment & Buildings	a) Depreciation	28.50	16.44	1.00	.51
	b) Lease Payments	4.28	4.83	.15	.15
4. Paid Capital Interest	.95	2.75	.03	.09	
TOTAL CAPITAL COSTS	40.31	25.92	1.41	.81	
(D) CASH COSTS (B+C-B14-C3a)	214.76	216.47	7.52	6.76	
(E) TOTAL PRODUCTION COSTS (B+C)	261.52	273.09	9.16	8.53	
(F) GROSS MARGIN (A-D)	226.72	274.70	7.94	8.58	
RETURN TO UNPAID LABOUR (A-E+B14)	198.22	258.26	6.94	8.07	
RETURN TO INVESTMENT (A-E+C4)	180.91	220.82	6.34	6.90	
RETURN TO EQUITY (A-E)	179.97	218.07	6.30	6.81	
INVESTMENT					
Land	2,879.03	4,200.00	100.86	131.25	
Buildings	107.73	84.14	3.77	2.63	
Machinery	243.67	145.91	8.54	4.56	
Irr. Machinery	.00	.00	.00	.00	
TOTAL	3,230.43	4,430.05	113.17	138.44	
MANAGEMENT					
Yield Per Acre (Bushel)	28.55	32.00			
Expected Market Price Per Bushel	13.60	14.60			

2019 Crops Enterprise Analysis

All Dryland Other Silage

	Average	Top 1/3	Average	Top 1/3
	\$/Acres		\$/Tonne	
(A)				
1. Crop Sales	429.59	589.16	70.22	80.00
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	429.59	589.16	70.22	80.00
(B)				
1. Seed & Seed Cleaning	.00	.00	.00	.00
2. Fertilizer	.00	.00	.00	.00
3. Chemicals	3.00	3.00	.49	.41
4. Hail / Crop Insurance & Program Premiums	14.00	14.00	2.29	1.90
5. Trucking & Marketing	.00	.00	.00	.00
6. Fuel	3.38	3.38	.55	.46
7. Irrigation Fuel & Electricity	.00	.00	.00	.00
8. Repairs - Machine	13.96	13.96	2.28	1.90
9. Repairs - Buildings	.00	.00	.00	.00
10. Utilities & Miscellaneous Expenses	4.71	4.71	.77	.64
11. Custom Work & Specialized Labour	.00	.00	.00	.00
12. Operating Interest Paid	.00	.00	.00	.00
13. Paid Labour & Benefits	1.11	1.11	.18	.15
14. Unpaid Labour	6.16	6.16	1.01	.84
VARIABLE COSTS	46.32	46.32	7.57	6.29
(C)				
1. Cash/Share Rent & Land Lease	.00	.00	.00	.00
2. Taxes, Water Rates, Lic. & Insurance	.00	.00	.00	.00
3. Equipment & Buildings	a) Depreciation	7.98	7.98	1.30
	b) Lease Payments	.00	.00	.00
4. Paid Capital Interest	.09	.09	.01	.01
TOTAL CAPITAL COSTS	8.07	8.07	1.32	1.10
(D) CASH COSTS (B+C-B14-C3a)	40.25	40.25	6.58	5.46
(E) TOTAL PRODUCTION COSTS (B+C)	54.38	54.38	8.89	7.38
(F) GROSS MARGIN (A-D)	389.34	548.91	63.64	74.54
RETURN TO UNPAID LABOUR (A-E+B14)	381.37	540.94	62.34	73.45
RETURN TO INVESTMENT (A-E+C4)	375.30	534.87	61.34	72.63
RETURN TO EQUITY (A-E)	375.21	534.78	61.33	72.62
INVESTMENT				
Land	2,250.00	2,250.00	367.77	305.52
Buildings	9.57	9.57	1.56	1.30
Machinery	77.92	77.92	12.74	10.58
Irr. Machinery	.00	.00	.00	.00
TOTAL	2,337.49	2,337.49	382.07	317.40
MANAGEMENT				
Yield Per Acre (Tonne)	6.12	7.36		
Expected Market Price Per Tonne	70.22	80.00		

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