

*AgriProfit\$*

**2010**

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

**Brown Soil Zone**

**Government of Alberta** ■  
Agriculture and Rural Development



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# OVERVIEW

## 2010 Brown Soil Zone

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

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

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

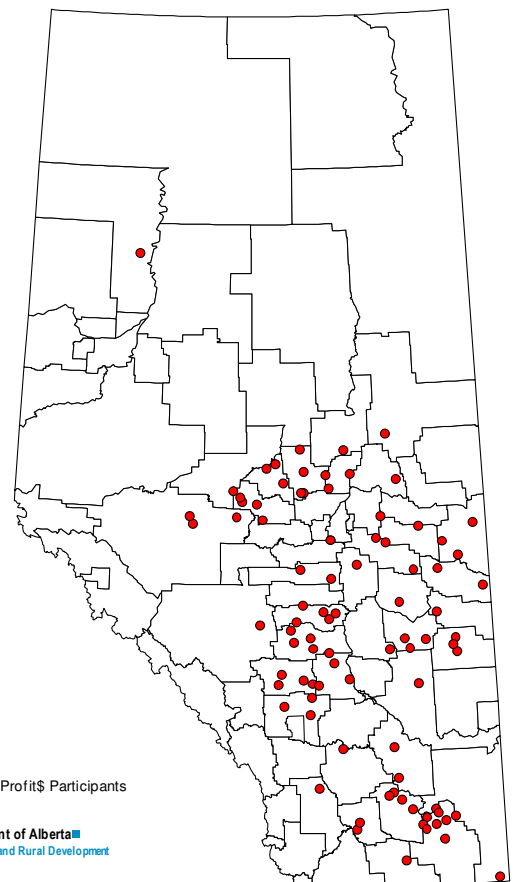
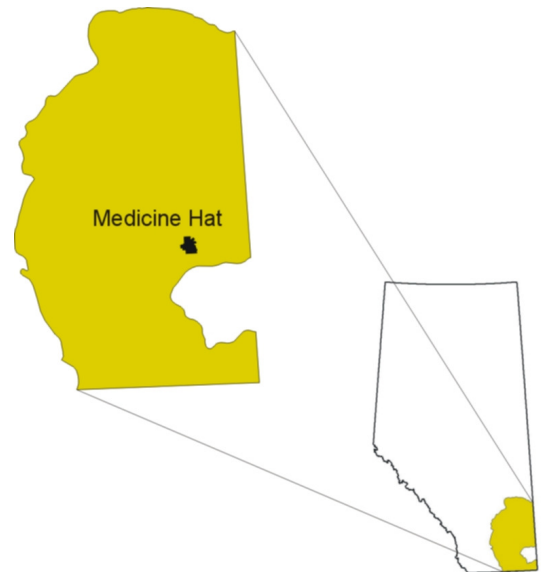
The top map shows the Brown Soil Zone in Alberta; this is the grouping method used for this study. Please note that farms highlighted within these zones may contain characteristics of neighbouring soil zones. The map on the bottom shows the distribution of the 2010 participants.

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### Acknowledgements:

Pauline Van Biert, Shukun Guan, Lorraine Kohlman, Dale Kaliel, Diane McCann-Hiltz, Vitor Dias, Interviewers and Participants



2010 AgriProfit\$ Participants

Government of Alberta  
Agriculture and Rural Development

## 2010 Crops Enterprise Analysis

### All Dryland Spring Wheat

**Acres Cropped: 153.13**

Enterprises: 32

	Total \$	\$/Acre	\$/Bushel
<b>(A)</b> 1. Crop Sales - Imputed Value of Production	40,561.39	264.89	6.55
2. Crop Insurance Receipts	437.44	2.86	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
<b>GROSS RETURN</b>	<b>40,998.83</b>	<b>267.75</b>	<b>6.62</b>
<b>(B)</b> 1. Seed & Seed Cleaning	1,222.19	7.98	
2. Fertilizer Rates: 37N 16P 0K	4,318.27	28.20	
3. Chemicals	3,771.42	24.63	
4. Hail / Crop Insurance & Program Premiums	1,499.17	9.79	
5. Trucking & Marketing	1,017.74	6.65	
6. Fuel	1,625.33	10.61	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	1,363.17	8.90	
9. Repairs - Buildings	278.12	1.82	
10. Utilities & Miscellaneous Expenses	1,107.40	7.23	
11. Custom Work & Specialized Labour	609.50	3.98	
12. Operating Interest Paid	73.96	.48	
13. Paid Labour & Benefits (29.83 hours)	713.21	4.66	
14. Unpaid Labour (88.99 hours)	889.90	5.81	
<b>VARIABLE COSTS</b>	<b>18,489.38</b>	<b>120.75</b>	<b>2.98</b>
<b>(C)</b> 1. Cash/Share Rent & Land Lease	3,779.03	24.68	
2. Taxes, Water Rates, Lic. & Insurance	782.25	5.11	
3. Equipment & Building a) Depreciation	3,137.04	20.49	
b) Lease Payments	29.51	.19	
4. Paid Capital Interest	1,130.76	7.38	
<b>TOTAL CAPITAL COSTS</b>	<b>8,858.59</b>	<b>57.85</b>	<b>1.43</b>
<b>(D) CASH COSTS (B+C-B14-C3)</b>	<b>23,321.02</b>	<b>152.30</b>	<b>3.76</b>
<b>(E) TOTAL PRODUCTION COSTS (B+C)</b>	<b>27,347.97</b>	<b>178.60</b>	<b>4.41</b>
<b>(F) GROSS MARGIN (A-D)</b>	<b>17,677.81</b>	<b>115.45</b>	<b>2.85</b>
<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>14,540.77</b>	<b>94.96</b>	<b>2.35</b>
<b>RETURN TO INVESTMENT (A-E+C4) 10.8 %</b>	<b>14,781.63</b>	<b>96.53</b>	<b>2.39</b>
<b>RETURN TO EQUITY (A-E)</b>	<b>13,650.86</b>	<b>89.15</b>	<b>2.20</b>
<b>INVESTMENT</b>			
Land	97,325.00	635.59	
Buildings	12,207.74	79.72	
Machinery	27,754.04	181.25	
Irr. Machinery	.00	.00	
<b>TOTAL</b>	<b>137,286.79</b>	<b>896.57</b>	
<b>MANAGEMENT</b>			
Yield Per Acre (Bushel)		40.45	
Expected Market Price Per Bushel		6.55	

**2010 Crops Enterprise Analysis**

<b>All Dryland Spring Wheat</b>		<b>Group AVG</b>	<b>Top 1/3 AVG</b>
<b>Acres Cropped:</b>		<b>153.13</b>	<b>141.91</b>
Enterprises:		32	11
		<b>\$/Acre</b>	<b>\$/Acre</b>
<b>(A)</b>	1. Crop Sales - Imputed Value of Production	264.89	313.83
	2. Crop Insurance Receipts	2.86	.00
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00
<b>GROSS RETURN</b>		<b>267.75</b>	<b>313.83</b>
<b>(B)</b>	1. Seed & Seed Cleaning	7.98	8.88
	2. Fertilizer	28.20	25.29
	3. Chemicals	24.63	17.80
	4. Hail / Crop Insurance & Program Premiums	9.79	8.67
	5. Trucking & Marketing	6.65	9.15
	6. Fuel	10.61	10.48
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	8.90	9.89
	9. Repairs - Buildings	1.82	2.14
	10. Utilities & Miscellaneous Expenses	7.23	9.02
	11. Custom Work & Specialized Labour	3.98	5.24
	12. Operating Interest Paid	.48	.00
	13. Paid Labour & Benefits	4.66	3.95
	14. Unpaid Labour	5.81	3.09
<b>VARIABLE COSTS</b>		<b>120.75</b>	<b>113.59</b>
<b>(C)</b>	1. Cash/Share Rent & Land Lease	24.68	.00
	2. Taxes, Water Rates, Lic. & Insurance	5.11	6.17
	3. Equipment & Building	20.49	20.88
	a) Depreciation		
	b) Lease Payments	.19	.24
	4. Paid Capital Interest	7.38	7.37
<b>TOTAL CAPITAL COSTS</b>		<b>57.85</b>	<b>34.65</b>
<b>(D)</b>	<b>CASH COSTS (B+C-B14-C3)</b>	<b>152.30</b>	<b>124.28</b>
<b>(E)</b>	<b>TOTAL PRODUCTION COSTS (B+C)</b>	<b>178.60</b>	<b>148.24</b>
<b>(F)</b>	<b>GROSS MARGIN (A-D)</b>	<b>115.45</b>	<b>189.56</b>
	<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>94.96</b>	<b>168.68</b>
	<b>RETURN TO INVESTMENT (A-E+C4)</b>	<b>96.53</b>	<b>172.96</b>
	<b>RETURN TO EQUITY (A-E)</b>	<b>89.15</b>	<b>165.59</b>
<b>INVESTMENT</b>			
	Land	635.59	961.98
	Buildings	79.72	65.10
	Machinery	181.25	192.28
	Irr. Mach.	.00	.00
<b>TOTAL</b>		<b>896.57</b>	<b>1,219.37</b>
<b>MANAGEMENT</b>			
	Yield Per Acre (Bushel)	40.45	45.96
	Expected Market Price Per Bushel	6.55	6.83

## 2010 Crops Enterprise Analysis

### Owned Dryland Spring Wheat

**Acres Cropped: 157.80**

Enterprises: 20

		Total \$	\$/Acre	\$/Bushel
<b>(A)</b>	1. Crop Sales - Imputed Value of Production	42,478.88	269.19	6.49
	2. Crop Insurance Receipts	524.92	3.33	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
<b>GROSS RETURN</b>		<b>43,003.80</b>	<b>272.52</b>	<b>6.57</b>
<b>(B)</b>	1. Seed & Seed Cleaning	1,352.93	8.57	
	2. Fertilizer Rates: 38N 16P 0K	4,663.26	29.55	
	3. Chemicals	3,586.63	22.73	
	4. Hail / Crop Insurance & Program Premiums	1,589.26	10.07	
	5. Trucking & Marketing	976.58	6.19	
	6. Fuel	1,667.05	10.56	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,422.20	9.01	
	9. Repairs - Buildings	270.60	1.71	
	10. Utilities & Miscellaneous Expenses	1,197.54	7.59	
	11. Custom Work & Specialized Labour	548.50	3.48	
	12. Operating Interest Paid	77.01	.49	
	13. Paid Labour & Benefits (27.65 hours)	654.39	4.15	
	14. Unpaid Labour (94.02 hours)	940.18	5.96	
<b>VARIABLE COSTS</b>		<b>18,946.14</b>	<b>120.06</b>	<b>2.90</b>
<b>(C)</b>	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	962.02	6.10	
	3. Equipment & Building a) Depreciation	3,274.30	20.75	
	b) Lease Payments	25.49	.16	
	4. Paid Capital Interest	1,628.89	10.32	
<b>TOTAL CAPITAL COSTS</b>		<b>5,890.71</b>	<b>37.33</b>	<b>.90</b>
<b>(D)</b>	<b>CASH COSTS (B+C-B14-C3)</b>	<b>20,622.37</b>	<b>130.69</b>	<b>3.15</b>
<b>(E)</b>	<b>TOTAL PRODUCTION COSTS (B+C)</b>	<b>24,836.85</b>	<b>157.39</b>	<b>3.80</b>
<b>(F)</b>	<b>GROSS MARGIN (A-D)</b>	<b>22,381.43</b>	<b>141.83</b>	<b>3.42</b>
	<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>19,107.13</b>	<b>121.08</b>	<b>2.92</b>
	<b>RETURN TO INVESTMENT (A-E+C4) 10.0 %</b>	<b>19,795.84</b>	<b>125.45</b>	<b>3.03</b>
	<b>RETURN TO EQUITY (A-E)</b>	<b>18,166.95</b>	<b>115.13</b>	<b>2.78</b>
<b>INVESTMENT</b>				
	Land	155,720.00	986.82	
	Buildings	12,400.78	78.59	
	Machinery	29,086.41	184.32	
	Irr. Machinery	.00	.00	
	<b>TOTAL</b>	<b>197,207.20</b>	<b>1,249.73</b>	
<b>MANAGEMENT</b>				
	Yield Per Acre (Bushel)		41.46	
	Expected Market Price Per Bushel		6.49	

**2010 Crops Enterprise Analysis**

**Rented Dryland Spring Wheat**

**Acres Cropped: 145.33**

Enterprises: 12

		<b>Total \$</b>	<b>\$/Acre</b>	<b>\$/Bushel</b>
<b>(A)</b>	1. Crop Sales - Imputed Value of Production	37,365.59	257.10	6.66
	2. Crop Insurance Receipts	291.62	2.01	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	<b>GROSS RETURN</b>	<b>37,657.22</b>	<b>259.11</b>	<b>6.71</b>
<b>(B)</b>	1. Seed & Seed Cleaning	1,004.30	6.91	
	2. Fertilizer Rates: 36N 16P 0K	3,743.28	25.76	
	3. Chemicals	4,079.39	28.07	
	4. Hail / Crop Insurance & Program Premiums	1,349.01	9.28	
	5. Trucking & Marketing	1,086.35	7.47	
	6. Fuel	1,555.79	10.70	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,264.78	8.70	
	9. Repairs - Buildings	290.64	2.00	
	10. Utilities & Miscellaneous Expenses	957.15	6.59	
	11. Custom Work & Specialized Labour	711.17	4.89	
	12. Operating Interest Paid	68.88	.47	
	13. Paid Labour & Benefits (33.47 hours)	811.25	5.58	
	14. Unpaid Labour (80.61 hours)	806.11	5.55	
	<b>VARIABLE COSTS</b>	<b>17,728.10</b>	<b>121.98</b>	<b>3.16</b>
<b>(C)</b>	1. Cash/Share Rent & Land Lease	10,077.41	69.34	
	2. Taxes, Water Rates, Lic. & Insurance	482.63	3.32	
	3. Equipment & Building a) Depreciation	2,908.27	20.01	
	b) Lease Payments	36.20	.25	
	4. Paid Capital Interest	300.56	2.07	
	<b>TOTAL CAPITAL COSTS</b>	<b>13,805.07</b>	<b>94.99</b>	<b>2.46</b>
<b>(D)</b>	<b>CASH COSTS (B+C-B14-C3)</b>	<b>27,818.79</b>	<b>191.41</b>	<b>4.96</b>
<b>(E)</b>	<b>TOTAL PRODUCTION COSTS (B+C)</b>	<b>31,533.17</b>	<b>216.97</b>	<b>5.62</b>
<b>(F)</b>	<b>GROSS MARGIN (A-D)</b>	<b>9,838.43</b>	<b>67.70</b>	<b>1.75</b>
	<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>6,930.16</b>	<b>47.68</b>	<b>1.23</b>
	<b>RETURN TO INVESTMENT (A-E+C4) 17.2 %</b>	<b>6,424.61</b>	<b>44.21</b>	<b>1.14</b>
	<b>RETURN TO EQUITY (A-E)</b>	<b>6,124.05</b>	<b>42.14</b>	<b>1.09</b>
<b>INVESTMENT</b>				
	Land	.00	.00	
	Buildings	11,886.00	81.78	
	Machinery	25,533.43	175.69	
	Irr. Machinery	.00	.00	
	<b>TOTAL</b>	<b>37,419.43</b>	<b>257.47</b>	
<b>MANAGEMENT</b>				
	Yield Per Acre (Bushel)		38.63	
	Expected Market Price Per Bushel		6.66	

## 2010 Crops Enterprise Analysis

### All Dryland Durum

**Acres Cropped: 171.67**

Enterprises: 6

		Total \$	\$/Acre	\$/Bushel
<b>(A)</b>	1. Crop Sales - Imputed Value of Production	44,604.90	259.83	5.93
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
<b>GROSS RETURN</b>		<b>44,604.90</b>	<b>259.83</b>	<b>5.93</b>
<b>(B)</b>	1. Seed & Seed Cleaning	1,713.61	9.98	
	2. Fertilizer Rates: 38N 15P	3,836.08	22.35	
	3. Chemicals	3,592.66	20.93	
	4. Hail / Crop Insurance & Program Premiums	2,266.89	13.21	
	5. Trucking & Marketing	1,273.51	7.42	
	6. Fuel	1,744.48	10.16	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,655.59	9.64	
	9. Repairs - Buildings	315.83	1.84	
	10. Utilities & Miscellaneous Expenses	1,647.26	9.60	
	11. Custom Work & Specialized Labour	666.89	3.88	
	12. Operating Interest Paid	.00	.00	
	13. Paid Labour & Benefits (17.91 hours)	462.20	2.69	
	14. Unpaid Labour (79.25 hours)	792.46	4.62	
<b>VARIABLE COSTS</b>		<b>19,967.47</b>	<b>116.32</b>	<b>2.66</b>
<b>(C)</b>	1. Cash/Share Rent & Land Lease	9,294.73	54.14	
	2. Taxes, Water Rates, Lic. & Insurance	651.79	3.80	
	3. Equipment & Building a) Depreciation	3,524.32	20.53	
	b) Lease Payments	27.54	.16	
	4. Paid Capital Interest	711.30	4.14	
<b>TOTAL CAPITAL COSTS</b>		<b>14,209.68</b>	<b>82.77</b>	<b>1.89</b>
<b>(D)</b>	<b>CASH COSTS (B+C-B14-C3)</b>	<b>29,860.36</b>	<b>173.94</b>	<b>3.97</b>
<b>(E)</b>	<b>TOTAL PRODUCTION COSTS (B+C)</b>	<b>34,177.14</b>	<b>199.09</b>	<b>4.55</b>
<b>(F)</b>	<b>GROSS MARGIN (A-D)</b>	<b>14,744.54</b>	<b>85.89</b>	<b>1.96</b>
	<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>11,220.22</b>	<b>65.36</b>	<b>1.49</b>
	<b>RETURN TO INVESTMENT (A-E+C4) 14.3 %</b>	<b>11,139.05</b>	<b>64.89</b>	<b>1.48</b>
	<b>RETURN TO EQUITY (A-E)</b>	<b>10,427.76</b>	<b>60.74</b>	<b>1.39</b>
<b>INVESTMENT</b>				
	Land	34,283.33	199.71	
	Buildings	11,615.71	67.66	
	Machinery	31,991.56	186.36	
	Irr. Machinery	.00	.00	
	<b>TOTAL</b>	<b>77,890.60</b>	<b>453.73</b>	
<b>MANAGEMENT</b>				
	Yield Per Acre (Bushel)		43.79	
	Expected Market Price Per Bushel		5.93	



**2010 Crops Enterprise Analysis**

<b>All Dryland Durum</b>		<b>Group AVG</b>	<b>Top 1/3 AVG</b>
<b>Acres Cropped:</b>		<b>171.67</b>	<b>139.00</b>
Enterprises:		6	2
		<b>\$/Acre</b>	<b>\$/Acre</b>
<b>(A)</b>	1. Crop Sales - Imputed Value of Production	259.83	250.10
	2. Crop Insurance Receipts	.00	.00
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00
<b>GROSS RETURN</b>		<b>259.83</b>	<b>250.10</b>
<b>(B)</b>	1. Seed & Seed Cleaning	9.98	7.00
	2. Fertilizer	22.35	21.75
	3. Chemicals	20.93	16.58
	4. Hail / Crop Insurance & Program Premiums	13.21	14.40
	5. Trucking & Marketing	7.42	.00
	6. Fuel	10.16	8.87
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	9.64	5.73
	9. Repairs - Buildings	1.84	.58
	10. Utilities & Miscellaneous Expenses	9.60	6.58
	11. Custom Work & Specialized Labour	3.88	.00
	12. Operating Interest Paid	.00	.00
	13. Paid Labour & Benefits	2.69	.00
	14. Unpaid Labour	4.62	14.27
<b>VARIABLE COSTS</b>		<b>116.32</b>	<b>95.77</b>
<b>(C)</b>	1. Cash/Share Rent & Land Lease	54.14	.00
	2. Taxes, Water Rates, Lic. & Insurance	3.80	5.34
	3. Equipment & Building	20.53	14.77
	a) Depreciation		
	b) Lease Payments	.16	.00
	4. Paid Capital Interest	4.14	12.41
<b>TOTAL CAPITAL COSTS</b>		<b>82.77</b>	<b>32.53</b>
<b>(D)</b>	<b>CASH COSTS (B+C-B14-C3)</b>	<b>173.94</b>	<b>99.25</b>
<b>(E)</b>	<b>TOTAL PRODUCTION COSTS (B+C)</b>	<b>199.09</b>	<b>128.29</b>
<b>(F)</b>	<b>GROSS MARGIN (A-D)</b>	<b>85.89</b>	<b>150.85</b>
	<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>65.36</b>	<b>136.08</b>
	<b>RETURN TO INVESTMENT (A-E+C4)</b>	<b>64.89</b>	<b>134.22</b>
	<b>RETURN TO EQUITY (A-E)</b>	<b>60.74</b>	<b>121.81</b>
<b>INVESTMENT</b>			
	Land	199.71	650.00
	Buildings	67.66	100.74
	Machinery	186.36	105.00
	Irr. Mach.	.00	.00
<b>TOTAL</b>		<b>453.73</b>	<b>855.74</b>
<b>MANAGEMENT</b>			
	Yield Per Acre (Bushel)	43.79	41.00
	Expected Market Price Per Bushel	5.93	6.10

## 2010 Crops Enterprise Analysis

### Owned Dryland Durum

Acres Cropped: 99.33

Enterprises: 3

		Total \$	\$/Acre	\$/Bushel
<b>(A)</b>	1. Crop Sales - Imputed Value of Production	24,950.87	251.18	6.12
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
<b>GROSS RETURN</b>		<b>24,950.87</b>	<b>251.18</b>	<b>6.12</b>
<b>(B)</b>	1. Seed & Seed Cleaning	808.67	8.14	
	2. Fertilizer Rates: 36N 15P	2,235.50	22.51	
	3. Chemicals	1,592.41	16.03	
	4. Hail / Crop Insurance & Program Premiums	1,393.67	14.03	
	5. Trucking & Marketing	55.30	.56	
	6. Fuel	890.17	8.96	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	620.06	6.24	
	9. Repairs - Buildings	66.88	.67	
	10. Utilities & Miscellaneous Expenses	717.05	7.22	
	11. Custom Work & Specialized Labour	14.80	.15	
	12. Operating Interest Paid	.00	.00	
	13. Paid Labour & Benefits (0.00 hours)	.00	.00	
	14. Unpaid Labour (132.23 hours)	1,322.28	13.31	
<b>VARIABLE COSTS</b>		<b>9,716.78</b>	<b>97.82</b>	<b>2.38</b>
<b>(C)</b>	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	532.87	5.36	
	3. Equipment & Building a) Depreciation	1,542.37	15.53	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	1,149.95	11.58	
<b>TOTAL CAPITAL COSTS</b>		<b>3,225.19</b>	<b>32.47</b>	<b>.79</b>
<b>(D)</b>	<b>CASH COSTS (B+C-B14-C3)</b>	<b>10,077.32</b>	<b>101.45</b>	<b>2.47</b>
<b>(E)</b>	<b>TOTAL PRODUCTION COSTS (B+C)</b>	<b>12,941.97</b>	<b>130.29</b>	<b>3.17</b>
<b>(F)</b>	<b>GROSS MARGIN (A-D)</b>	<b>14,873.55</b>	<b>149.73</b>	<b>3.65</b>
	<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>13,331.18</b>	<b>134.21</b>	<b>3.27</b>
	<b>RETURN TO INVESTMENT (A-E+C4) 14.7 %</b>	<b>13,158.85</b>	<b>132.47</b>	<b>3.23</b>
	<b>RETURN TO EQUITY (A-E)</b>	<b>12,008.90</b>	<b>120.89</b>	<b>2.95</b>
<b>INVESTMENT</b>				
	Land	68,566.67	690.27	
	Buildings	9,595.16	96.60	
	Machinery	11,454.35	115.31	
	Irr. Machinery	.00	.00	
	<b>TOTAL</b>	<b>89,616.17</b>	<b>902.18</b>	
<b>MANAGEMENT</b>				
	Yield Per Acre (Bushel)		41.04	
	Expected Market Price Per Bushel		6.12	

**2010 Crops Enterprise Analysis**

**Rented Dryland Durum**

**Acres Cropped: 244.00**

Enterprises: 3

		<b>Total \$</b>	<b>\$/Acre</b>	<b>\$/Bushel</b>
<b>(A)</b>	1. Crop Sales - Imputed Value of Production	64,258.93	263.36	5.86
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	<b>GROSS RETURN</b>	<b>64,258.93</b>	<b>263.36</b>	<b>5.86</b>
<b>(B)</b>	1. Seed & Seed Cleaning	2,618.56	10.73	
	2. Fertilizer Rates: 39N 16P	5,436.67	22.28	
	3. Chemicals	5,592.91	22.92	
	4. Hail / Crop Insurance & Program Premiums	3,140.11	12.87	
	5. Trucking & Marketing	2,491.72	10.21	
	6. Fuel	2,598.79	10.65	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	2,691.12	11.03	
	9. Repairs - Buildings	564.78	2.31	
	10. Utilities & Miscellaneous Expenses	2,577.47	10.56	
	11. Custom Work & Specialized Labour	1,318.99	5.41	
	12. Operating Interest Paid	.00	.00	
	13. Paid Labour & Benefits (35.83 hours)	924.41	3.79	
	14. Unpaid Labour (26.26 hours)	262.64	1.08	
	<b>VARIABLE COSTS</b>	<b>30,218.15</b>	<b>123.84</b>	<b>2.76</b>
<b>(C)</b>	1. Cash/Share Rent & Land Lease	18,589.47	76.19	
	2. Taxes, Water Rates, Lic. & Insurance	770.71	3.16	
	3. Equipment & Building a) Depreciation	5,506.26	22.57	
	b) Lease Payments	55.09	.23	
	4. Paid Capital Interest	272.64	1.12	
	<b>TOTAL CAPITAL COSTS</b>	<b>25,194.16</b>	<b>103.25</b>	<b>2.30</b>
<b>(D)</b>	<b>CASH COSTS (B+C-B14-C3)</b>	<b>49,643.41</b>	<b>203.46</b>	<b>4.53</b>
<b>(E)</b>	<b>TOTAL PRODUCTION COSTS (B+C)</b>	<b>55,412.31</b>	<b>227.10</b>	<b>5.06</b>
<b>(F)</b>	<b>GROSS MARGIN (A-D)</b>	<b>14,615.52</b>	<b>59.90</b>	<b>1.33</b>
	<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>9,109.26</b>	<b>37.33</b>	<b>.83</b>
	<b>RETURN TO INVESTMENT (A-E+C4) 13.8 %</b>	<b>9,119.26</b>	<b>37.37</b>	<b>.83</b>
	<b>RETURN TO EQUITY (A-E)</b>	<b>8,846.62</b>	<b>36.26</b>	<b>.81</b>
<b>INVESTMENT</b>				
	Land	.00	.00	
	Buildings	13,636.26	55.89	
	Machinery	52,528.78	215.28	
	Irr. Machinery	.00	.00	
	<b>TOTAL</b>	<b>66,165.04</b>	<b>271.17</b>	
<b>MANAGEMENT</b>				
	Yield Per Acre (Bushel)		44.91	
	Expected Market Price Per Bushel		5.86	

**2010 Crops Enterprise Analysis**

**All Dryland Malt Barley**

**Acres Cropped: 162.50**

Enterprises: 6

		<b>Total \$</b>	<b>\$/Acre</b>	<b>\$/Bushel</b>
<b>(A)</b>	1. Crop Sales - Imputed Value of Production	49,321.75	303.52	4.16
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	175.00	1.08	
	<b>GROSS RETURN</b>	<b>49,496.75</b>	<b>304.60</b>	<b>4.17</b>
<b>(B)</b>	1. Seed & Seed Cleaning	1,611.25	9.92	
	2. Fertilizer Rates: 41N 15P 1K	6,034.27	37.13	
	3. Chemicals	5,746.82	35.37	
	4. Hail / Crop Insurance & Program Premiums	1,668.01	10.26	
	5. Trucking & Marketing	780.89	4.81	
	6. Fuel	1,798.26	11.07	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,589.80	9.78	
	9. Repairs - Buildings	143.61	.88	
	10. Utilities & Miscellaneous Expenses	1,175.95	7.24	
	11. Custom Work & Specialized Labour	146.15	.90	
	12. Operating Interest Paid	73.37	.45	
	13. Paid Labour & Benefits (10.27 hours)	205.44	1.26	
	14. Unpaid Labour (73.82 hours)	738.21	4.54	
	<b>VARIABLE COSTS</b>	<b>21,712.01</b>	<b>133.61</b>	<b>1.83</b>
<b>(C)</b>	1. Cash/Share Rent & Land Lease	7,917.83	48.73	
	2. Taxes, Water Rates, Lic. & Insurance	513.11	3.16	
	3. Equipment & Building a) Depreciation	3,872.72	23.83	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	662.18	4.07	
	<b>TOTAL CAPITAL COSTS</b>	<b>12,965.84</b>	<b>79.79</b>	<b>1.09</b>
<b>(D)</b>	<b>CASH COSTS (B+C-B14-C3)</b>	<b>30,066.93</b>	<b>185.03</b>	<b>2.53</b>
<b>(E)</b>	<b>TOTAL PRODUCTION COSTS (B+C)</b>	<b>34,677.86</b>	<b>213.40</b>	<b>2.92</b>
<b>(F)</b>	<b>GROSS MARGIN (A-D)</b>	<b>19,429.82</b>	<b>119.57</b>	<b>1.64</b>
	<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>15,557.10</b>	<b>95.74</b>	<b>1.31</b>
	<b>RETURN TO INVESTMENT (A-E+C4) 13.6 %</b>	<b>15,481.07</b>	<b>95.27</b>	<b>1.31</b>
	<b>RETURN TO EQUITY (A-E)</b>	<b>14,818.89</b>	<b>91.19</b>	<b>1.25</b>
<b>INVESTMENT</b>				
	Land	67,708.33	416.67	
	Buildings	9,735.61	59.91	
	Machinery	36,534.93	224.83	
	Irr. Machinery	.00	.00	
	<b>TOTAL</b>	<b>113,978.87</b>	<b>701.41</b>	
<b>MANAGEMENT</b>				
	Yield Per Acre (Bushel)		72.99	
	Expected Market Price Per Bushel		4.16	

**2010 Crops Enterprise Analysis**

<b>All Dryland Malt Barley</b>		<b>Group AVG</b>	<b>Top 1/3 AVG</b>
<b>Acres Cropped:</b>		<b>162.50</b>	<b>117.50</b>
Enterprises:		6	2
		<b>\$/Acre</b>	<b>\$/Acre</b>
<b>(A)</b>	1. Crop Sales - Imputed Value of Production	303.52	334.63
	2. Crop Insurance Receipts	.00	.00
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	1.08	.00
<b>GROSS RETURN</b>		<b>304.60</b>	<b>334.63</b>
<b>(B)</b>	1. Seed & Seed Cleaning	9.92	10.53
	2. Fertilizer	37.13	40.77
	3. Chemicals	35.37	37.81
	4. Hail / Crop Insurance & Program Premiums	10.26	10.56
	5. Trucking & Marketing	4.81	4.55
	6. Fuel	11.07	11.13
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	9.78	9.53
	9. Repairs - Buildings	.88	.80
	10. Utilities & Miscellaneous Expenses	7.24	6.55
	11. Custom Work & Specialized Labour	.90	.80
	12. Operating Interest Paid	.45	.48
	13. Paid Labour & Benefits	1.26	1.36
	14. Unpaid Labour	4.54	4.87
<b>VARIABLE COSTS</b>		<b>133.61</b>	<b>139.75</b>
<b>(C)</b>	1. Cash/Share Rent & Land Lease	48.73	.00
	2. Taxes, Water Rates, Lic. & Insurance	3.16	5.10
	3. Equipment & Building	23.83	23.67
	a) Depreciation		
	b) Lease Payments	.00	.00
	4. Paid Capital Interest	4.07	11.16
<b>TOTAL CAPITAL COSTS</b>		<b>79.79</b>	<b>39.94</b>
<b>(D)</b>	<b>CASH COSTS (B+C-B14-C3)</b>	<b>185.03</b>	<b>151.13</b>
<b>(E)</b>	<b>TOTAL PRODUCTION COSTS (B+C)</b>	<b>213.40</b>	<b>179.68</b>
<b>(F)</b>	<b>GROSS MARGIN (A-D)</b>	<b>119.57</b>	<b>183.49</b>
	<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>95.74</b>	<b>159.82</b>
	<b>RETURN TO INVESTMENT (A-E+C4)</b>	<b>95.27</b>	<b>166.10</b>
	<b>RETURN TO EQUITY (A-E)</b>	<b>91.19</b>	<b>154.94</b>
<b>INVESTMENT</b>			
	Land	416.67	1,728.72
	Buildings	59.91	61.44
	Machinery	224.83	222.37
	Irr. Mach.	.00	.00
<b>TOTAL</b>		<b>701.41</b>	<b>2,012.53</b>
<b>MANAGEMENT</b>			
	Yield Per Acre (Bushel)	72.99	80.43
	Expected Market Price Per Bushel	4.16	4.16

**2010 Crops Enterprise Analysis**

**Rented Dryland Malt Barley**

**Acres Cropped: 185.00**

Enterprises: 4

		<b>Total \$</b>	<b>\$/Acre</b>	<b>\$/Bushel</b>
<b>(A)</b>	1. Crop Sales - Imputed Value of Production	54,323.25	293.64	4.16
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	262.50	1.42	
	<b>GROSS RETURN</b>	<b>54,585.75</b>	<b>295.06</b>	<b>4.18</b>
<b>(B)</b>	1. Seed & Seed Cleaning	1,798.13	9.72	
	2. Fertilizer Rates: 37N 15P 1K	6,656.40	35.98	
	3. Chemicals	6,398.68	34.59	
	4. Hail / Crop Insurance & Program Premiums	1,881.45	10.17	
	5. Trucking & Marketing	903.97	4.89	
	6. Fuel	2,043.62	11.05	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,825.02	9.86	
	9. Repairs - Buildings	168.20	.91	
	10. Utilities & Miscellaneous Expenses	1,379.36	7.46	
	11. Custom Work & Specialized Labour	172.05	.93	
	12. Operating Interest Paid	81.59	.44	
	13. Paid Labour & Benefits (11.42 hours)	228.46	1.23	
	14. Unpaid Labour (82.09 hours)	820.94	4.44	
	<b>VARIABLE COSTS</b>	<b>24,357.88</b>	<b>131.66</b>	<b>1.86</b>
<b>(C)</b>	1. Cash/Share Rent & Land Lease	11,876.75	64.20	
	2. Taxes, Water Rates, Lic. & Insurance	469.94	2.54	
	3. Equipment & Building a) Depreciation	4,418.20	23.88	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	337.64	1.83	
	<b>TOTAL CAPITAL COSTS</b>	<b>17,102.53</b>	<b>92.45</b>	<b>1.31</b>
<b>(D)</b>	<b>CASH COSTS (B+C-B14-C3)</b>	<b>36,221.26</b>	<b>195.79</b>	<b>2.77</b>
<b>(E)</b>	<b>TOTAL PRODUCTION COSTS (B+C)</b>	<b>41,460.40</b>	<b>224.11</b>	<b>3.17</b>
<b>(F)</b>	<b>GROSS MARGIN (A-D)</b>	<b>18,364.49</b>	<b>99.27</b>	<b>1.41</b>
	<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>13,946.28</b>	<b>75.39</b>	<b>1.07</b>
	<b>RETURN TO INVESTMENT (A-E+C4) 25.5 %</b>	<b>13,462.98</b>	<b>72.77</b>	<b>1.03</b>
	<b>RETURN TO EQUITY (A-E)</b>	<b>13,125.35</b>	<b>70.95</b>	<b>1.00</b>
<b>INVESTMENT</b>				
	Land	.00	.00	
	Buildings	10,994.02	59.43	
	Machinery	41,738.44	225.61	
	Irr. Machinery	.00	.00	
	<b>TOTAL</b>	<b>52,732.45</b>	<b>285.04</b>	
<b>MANAGEMENT</b>				
	Yield Per Acre (Bushel)		70.63	
	Expected Market Price Per Bushel		4.16	

**2010 Crops Enterprise Analysis**

**All Dryland Liberty Link Canola**

**Acres Cropped: 24.00**

Enterprises: 3

		<b>Total \$</b>	<b>\$/Acre</b>	<b>\$/Bushel</b>
<b>(A)</b>	1. Crop Sales - Imputed Value of Production	6,100.00	254.17	11.73
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
	<b>GROSS RETURN</b>	<b>6,100.00</b>	<b>254.17</b>	<b>11.73</b>
<b>(B)</b>	1. Seed & Seed Cleaning	706.80	29.45	
	2. Fertilizer Rates: 86N 25P 1K 11S	1,297.88	54.08	
	3. Chemicals	746.32	31.10	
	4. Hail / Crop Insurance & Program Premiums	675.64	28.15	
	5. Trucking & Marketing	24.99	1.04	
	6. Fuel	340.57	14.19	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	390.59	16.27	
	9. Repairs - Buildings	148.62	6.19	
	10. Utilities & Miscellaneous Expenses	401.86	16.74	
	11. Custom Work & Specialized Labour	30.56	1.27	
	12. Operating Interest Paid	131.69	5.49	
	13. Paid Labour & Benefits (19.28 hours)	393.58	16.40	
	14. Unpaid Labour (17.75 hours)	177.46	7.39	
	<b>VARIABLE COSTS</b>	<b>5,466.56</b>	<b>227.77</b>	<b>10.51</b>
<b>(C)</b>	1. Cash/Share Rent & Land Lease	416.68	17.36	
	2. Taxes, Water Rates, Lic. & Insurance	196.65	8.19	
	3. Equipment & Building a) Depreciation	815.19	33.97	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	182.44	7.60	
	<b>TOTAL CAPITAL COSTS</b>	<b>1,610.96</b>	<b>67.12</b>	<b>3.10</b>
<b>(D)</b>	<b>CASH COSTS (B+C-B14-C3)</b>	<b>6,084.87</b>	<b>253.54</b>	<b>11.70</b>
<b>(E)</b>	<b>TOTAL PRODUCTION COSTS (B+C)</b>	<b>7,077.52</b>	<b>294.90</b>	<b>13.61</b>
<b>(F)</b>	<b>GROSS MARGIN (A-D)</b>	<b>15.13</b>	<b>.63</b>	<b>.03</b>
	<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>(800.06)</b>	<b>(33.34)</b>	<b>(1.54)</b>
	<b>RETURN TO INVESTMENT (A-E+C4) -7.3 %</b>	<b>(795.08)</b>	<b>(33.13)</b>	<b>(1.53)</b>
	<b>RETURN TO EQUITY (A-E)</b>	<b>(977.52)</b>	<b>(40.73)</b>	<b>(1.88)</b>
<b>INVESTMENT</b>				
	Land	.00	.00	
	Buildings	3,484.54	145.19	
	Machinery	7,339.82	305.83	
	Irr. Machinery	.00	.00	
	<b>TOTAL</b>	<b>10,824.37</b>	<b>451.02</b>	
<b>MANAGEMENT</b>				
	Yield Per Acre (Bushel)		21.67	
	Expected Market Price Per Bushel		11.73	

**2010 Crops Enterprise Analysis**

**All Dryland Liberty Link Canola**

**Group AVG**

**Top 1/3 AVG**

**Acres Cropped:**

**24.00**

**12.00**

Enterprises:

3

1

**\$/Acre**

**\$/Acre**

<b>(A)</b>	1. Crop Sales - Imputed Value of Production	254.17	375.00
	2. Crop Insurance Receipts	.00	.00
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00
	<b>GROSS RETURN</b>	<b>254.17</b>	<b>375.00</b>
<b>(B)</b>	1. Seed & Seed Cleaning	29.45	36.70
	2. Fertilizer	54.08	74.47
	3. Chemicals	31.10	11.58
	4. Hail / Crop Insurance & Program Premiums	28.15	23.91
	5. Trucking & Marketing	1.04	6.25
	6. Fuel	14.19	18.34
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	16.27	18.57
	9. Repairs - Buildings	6.19	16.82
	10. Utilities & Miscellaneous Expenses	16.74	15.73
	11. Custom Work & Specialized Labour	1.27	7.64
	12. Operating Interest Paid	5.49	.53
	13. Paid Labour & Benefits	16.40	1.74
	14. Unpaid Labour	7.39	10.97
	<b>VARIABLE COSTS</b>	<b>227.77</b>	<b>243.25</b>
<b>(C)</b>	1. Cash/Share Rent & Land Lease	17.36	16.67
	2. Taxes, Water Rates, Lic. & Insurance	8.19	5.18
	3. Equipment & Building	33.97	19.19
	a) Depreciation		
	b) Lease Payments	.00	.00
	4. Paid Capital Interest	7.60	1.49
	<b>TOTAL CAPITAL COSTS</b>	<b>67.12</b>	<b>42.53</b>
<b>(D)</b>	<b>CASH COSTS (B+C-B14-C3)</b>	<b>253.54</b>	<b>255.61</b>
<b>(E)</b>	<b>TOTAL PRODUCTION COSTS (B+C)</b>	<b>294.90</b>	<b>285.77</b>
<b>(F)</b>	<b>GROSS MARGIN (A-D)</b>	<b>.63</b>	<b>119.39</b>
	<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>(33.34)</b>	<b>100.20</b>
	<b>RETURN TO INVESTMENT (A-E+C4)</b>	<b>(33.13)</b>	<b>90.72</b>
	<b>RETURN TO EQUITY (A-E)</b>	<b>(40.73)</b>	<b>89.23</b>
<b>INVESTMENT</b>			
	Land	.00	.00
	Buildings	145.19	125.49
	Machinery	305.83	139.27
	Irr. Mach.	.00	.00
	<b>TOTAL</b>	<b>451.02</b>	<b>264.75</b>
<b>MANAGEMENT</b>			
	Yield Per Acre (Bushel)	21.67	30.00
	Expected Market Price Per Bushel	11.73	12.50



## 2010 Crops Enterprise Analysis

### All Dryland Peas

**Acres Cropped: 137.86**

Enterprises: 22

		Total \$	\$/Acre	\$/Bushel
<b>(A)</b>	1. Crop Sales - Imputed Value of Production	33,989.76	246.55	7.49
	2. Crop Insurance Receipts	970.45	7.04	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	227.27	1.65	
<b>GROSS RETURN</b>		<b>35,187.49</b>	<b>255.23</b>	<b>7.75</b>
<b>(B)</b>	1. Seed & Seed Cleaning	2,442.14	17.71	
	2. Fertilizer Rates: 2N 7P 0K	665.51	4.83	
	3. Chemicals	4,148.58	30.09	
	4. Hail / Crop Insurance & Program Premiums	1,522.90	11.05	
	5. Trucking & Marketing	1,251.70	9.08	
	6. Fuel	1,770.96	12.85	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,428.51	10.36	
	9. Repairs - Buildings	329.65	2.39	
	10. Utilities & Miscellaneous Expenses	1,162.61	8.43	
	11. Custom Work & Specialized Labour	138.38	1.00	
	12. Operating Interest Paid	100.17	.73	
	13. Paid Labour & Benefits (37.67 hours)	896.05	6.50	
	14. Unpaid Labour (36.69 hours)	366.94	2.66	
<b>VARIABLE COSTS</b>		<b>16,224.08</b>	<b>117.68</b>	<b>3.57</b>
<b>(C)</b>	1. Cash/Share Rent & Land Lease	4,161.38	30.18	
	2. Taxes, Water Rates, Lic. & Insurance	693.75	5.03	
	3. Equipment & Building a) Depreciation	3,143.77	22.80	
	b) Lease Payments	35.70	.26	
	4. Paid Capital Interest	669.83	4.86	
<b>TOTAL CAPITAL COSTS</b>		<b>8,704.43</b>	<b>63.14</b>	<b>1.92</b>
<b>(D)</b>	<b>CASH COSTS (B+C-B14-C3)</b>	<b>21,417.80</b>	<b>155.35</b>	<b>4.72</b>
<b>(E)</b>	<b>TOTAL PRODUCTION COSTS (B+C)</b>	<b>24,928.51</b>	<b>180.82</b>	<b>5.49</b>
<b>(F)</b>	<b>GROSS MARGIN (A-D)</b>	<b>13,769.69</b>	<b>99.88</b>	<b>3.03</b>
	<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>10,625.92</b>	<b>77.08</b>	<b>2.34</b>
	<b>RETURN TO INVESTMENT (A-E+C4) 11.1 %</b>	<b>10,928.81</b>	<b>79.27</b>	<b>2.41</b>
	<b>RETURN TO EQUITY (A-E)</b>	<b>10,258.98</b>	<b>74.41</b>	<b>2.26</b>
<b>INVESTMENT</b>				
	Land	59,004.55	427.99	
	Buildings	10,051.80	72.91	
	Machinery	29,144.37	211.40	
	Irr. Machinery	.00	.00	
	<b>TOTAL</b>	<b>98,200.71</b>	<b>712.30</b>	
<b>MANAGEMENT</b>				
	Yield Per Acre (Bushel)		32.92	
	Expected Market Price Per Bushel		7.49	

**2010 Crops Enterprise Analysis**

<b>All Dryland Peas</b>		<b>Group AVG</b>	<b>Top 1/3 AVG</b>
<b>Acres Cropped:</b>		<b>137.86</b>	<b>118.57</b>
Enterprises:		22	7
		<b>\$/Acre</b>	<b>\$/Acre</b>
<b>(A)</b>	1. Crop Sales - Imputed Value of Production	246.55	307.54
	2. Crop Insurance Receipts	7.04	.00
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	1.65	.00
<b>GROSS RETURN</b>		<b>255.23</b>	<b>307.54</b>
<b>(B)</b>	1. Seed & Seed Cleaning	17.71	18.44
	2. Fertilizer	4.83	2.98
	3. Chemicals	30.09	25.09
	4. Hail / Crop Insurance & Program Premiums	11.05	11.03
	5. Trucking & Marketing	9.08	10.92
	6. Fuel	12.85	12.43
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	10.36	10.19
	9. Repairs - Buildings	2.39	2.44
	10. Utilities & Miscellaneous Expenses	8.43	8.53
	11. Custom Work & Specialized Labour	1.00	.51
	12. Operating Interest Paid	.73	.00
	13. Paid Labour & Benefits	6.50	5.19
	14. Unpaid Labour	2.66	1.47
<b>VARIABLE COSTS</b>		<b>117.68</b>	<b>109.20</b>
<b>(C)</b>	1. Cash/Share Rent & Land Lease	30.18	.00
	2. Taxes, Water Rates, Lic. & Insurance	5.03	6.38
	3. Equipment & Building	22.80	21.30
	a) Depreciation		
	b) Lease Payments	.26	.31
	4. Paid Capital Interest	4.86	7.44
<b>TOTAL CAPITAL COSTS</b>		<b>63.14</b>	<b>35.43</b>
<b>(D)</b>	<b>CASH COSTS (B+C-B14-C3)</b>	<b>155.35</b>	<b>121.86</b>
<b>(E)</b>	<b>TOTAL PRODUCTION COSTS (B+C)</b>	<b>180.82</b>	<b>144.64</b>
<b>(F)</b>	<b>GROSS MARGIN (A-D)</b>	<b>99.88</b>	<b>185.67</b>
	<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>77.08</b>	<b>164.37</b>
	<b>RETURN TO INVESTMENT (A-E+C4)</b>	<b>79.27</b>	<b>170.34</b>
	<b>RETURN TO EQUITY (A-E)</b>	<b>74.41</b>	<b>162.90</b>
<b>INVESTMENT</b>			
	Land	427.99	980.12
	Buildings	72.91	62.13
	Machinery	211.40	199.26
	Irr. Mach.	.00	.00
<b>TOTAL</b>		<b>712.30</b>	<b>1,241.50</b>
<b>MANAGEMENT</b>			
	Yield Per Acre (Bushel)	32.92	39.46
	Expected Market Price Per Bushel	7.49	7.79

## 2010 Crops Enterprise Analysis

### Owned Dryland Peas

Acres Cropped: 109.15

Enterprises: 13

		Total \$	\$/Acre	\$/Bushel
<b>(A)</b>	1. Crop Sales - Imputed Value of Production	29,628.17	271.43	7.60
	2. Crop Insurance Receipts	565.38	5.18	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
<b>GROSS RETURN</b>		<b>30,193.56</b>	<b>276.61</b>	<b>7.74</b>
<b>(B)</b>	1. Seed & Seed Cleaning	2,061.18	18.88	
	2. Fertilizer Rates: 3N 7P 0K	572.31	5.24	
	3. Chemicals	2,855.99	26.16	
	4. Hail / Crop Insurance & Program Premiums	1,194.72	10.95	
	5. Trucking & Marketing	1,096.22	10.04	
	6. Fuel	1,378.64	12.63	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	1,166.52	10.69	
	9. Repairs - Buildings	277.96	2.55	
	10. Utilities & Miscellaneous Expenses	1,020.71	9.35	
	11. Custom Work & Specialized Labour	56.35	.52	
	12. Operating Interest Paid	52.33	.48	
	13. Paid Labour & Benefits (27.33 hours)	665.63	6.10	
	14. Unpaid Labour (19.87 hours)	198.70	1.82	
<b>VARIABLE COSTS</b>		<b>12,597.27</b>	<b>115.41</b>	<b>3.23</b>
<b>(C)</b>	1. Cash/Share Rent & Land Lease	.00	.00	
	2. Taxes, Water Rates, Lic. & Insurance	725.78	6.65	
	3. Equipment & Building a) Depreciation	2,464.78	22.58	
	b) Lease Payments	30.36	.28	
	4. Paid Capital Interest	829.51	7.60	
<b>TOTAL CAPITAL COSTS</b>		<b>4,050.44</b>	<b>37.11</b>	<b>1.04</b>
<b>(D)</b>	<b>CASH COSTS (B+C-B14-C3)</b>	<b>13,984.23</b>	<b>128.11</b>	<b>3.59</b>
<b>(E)</b>	<b>TOTAL PRODUCTION COSTS (B+C)</b>	<b>16,647.71</b>	<b>152.52</b>	<b>4.27</b>
<b>(F)</b>	<b>GROSS MARGIN (A-D)</b>	<b>16,209.33</b>	<b>148.50</b>	<b>4.16</b>
	<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>13,744.55</b>	<b>125.92</b>	<b>3.52</b>
	<b>RETURN TO INVESTMENT (A-E+C4) 11.0 %</b>	<b>14,375.36</b>	<b>131.70</b>	<b>3.69</b>
	<b>RETURN TO EQUITY (A-E)</b>	<b>13,545.85</b>	<b>124.10</b>	<b>3.47</b>
<b>INVESTMENT</b>				
	Land	99,853.85	914.80	
	Buildings	7,416.71	67.95	
	Machinery	23,052.23	211.19	
	Irr. Machinery	.00	.00	
	<b>TOTAL</b>	<b>130,322.79</b>	<b>1,193.94</b>	
<b>MANAGEMENT</b>				
	Yield Per Acre (Bushel)		35.73	
	Expected Market Price Per Bushel		7.60	

## 2010 Crops Enterprise Analysis

### Rented Dryland Peas

**Acres Cropped: 179.33**

Enterprises: 9

	Total \$	\$/Acre	\$/Bushel
<b>(A)</b> 1. Crop Sales - Imputed Value of Production	40,289.83	224.66	7.38
2. Crop Insurance Receipts	1,555.56	8.67	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	555.56	3.10	
<b>GROSS RETURN</b>	<b>42,400.94</b>	<b>236.44</b>	<b>7.76</b>
<b>(B)</b> 1. Seed & Seed Cleaning	2,992.40	16.69	
2. Fertilizer Rates: 1N 6P 1K	800.13	4.46	
3. Chemicals	6,015.64	33.54	
4. Hail / Crop Insurance & Program Premiums	1,996.93	11.14	
5. Trucking & Marketing	1,476.28	8.23	
6. Fuel	2,337.64	13.04	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	1,806.93	10.08	
9. Repairs - Buildings	404.31	2.25	
10. Utilities & Miscellaneous Expenses	1,367.57	7.63	
11. Custom Work & Specialized Labour	256.87	1.43	
12. Operating Interest Paid	169.28	.94	
13. Paid Labour & Benefits (52.62 hours)	1,228.88	6.85	
14. Unpaid Labour (60.99 hours)	609.94	3.40	
<b>VARIABLE COSTS</b>	<b>21,462.80</b>	<b>119.68</b>	<b>3.93</b>
<b>(C)</b> 1. Cash/Share Rent & Land Lease	10,172.26	56.72	
2. Taxes, Water Rates, Lic. & Insurance	647.48	3.61	
3. Equipment & Building a) Depreciation	4,124.53	23.00	
b) Lease Payments	43.41	.24	
4. Paid Capital Interest	439.17	2.45	
<b>TOTAL CAPITAL COSTS</b>	<b>15,426.86</b>	<b>86.02</b>	<b>2.82</b>
<b>(D) CASH COSTS (B+C-B14-C3)</b>	<b>32,155.19</b>	<b>179.30</b>	<b>5.89</b>
<b>(E) TOTAL PRODUCTION COSTS (B+C)</b>	<b>36,889.66</b>	<b>205.70</b>	<b>6.75</b>
<b>(F) GROSS MARGIN (A-D)</b>	<b>10,245.76</b>	<b>57.13</b>	<b>1.88</b>
<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>6,121.23</b>	<b>34.13</b>	<b>1.12</b>
<b>RETURN TO INVESTMENT (A-E+C4) 11.5 %</b>	<b>5,950.46</b>	<b>33.18</b>	<b>1.09</b>
<b>RETURN TO EQUITY (A-E)</b>	<b>5,511.28</b>	<b>30.73</b>	<b>1.01</b>
<b>INVESTMENT</b>			
Land	.00	.00	
Buildings	13,858.03	77.28	
Machinery	37,944.13	211.58	
Irr. Machinery	.00	.00	
<b>TOTAL</b>	<b>51,802.15</b>	<b>288.86</b>	
<b>MANAGEMENT</b>			
Yield Per Acre (Bushel)		30.45	
Expected Market Price Per Bushel		7.38	

## 2010 Crops Enterprise Analysis

### All Dryland Yellow Mustard

**Acres Cropped: 111.25**

Enterprises: 4

	Total \$	\$/Acre	\$/Pound
<b>(A)</b> 1. Crop Sales - Imputed Value of Production	44,895.50	403.56	.24
2. Crop Insurance Receipts	.00	.00	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
<b>GROSS RETURN</b>	<b>44,895.50</b>	<b>403.56</b>	<b>.24</b>
<b>(B)</b> 1. Seed & Seed Cleaning	2,469.75	22.20	
2. Fertilizer Rates: 45N 15P	3,108.25	27.94	
3. Chemicals	1,644.00	14.78	
4. Hail / Crop Insurance & Program Premiums	772.08	6.94	
5. Trucking & Marketing	922.84	8.30	
6. Fuel	1,137.09	10.22	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	1,480.15	13.30	
9. Repairs - Buildings	220.37	1.98	
10. Utilities & Miscellaneous Expenses	1,787.57	16.07	
11. Custom Work & Specialized Labour	246.98	2.22	
12. Operating Interest Paid	.00	.00	
13. Paid Labour & Benefits (0.00 hours)	.00	.00	
14. Unpaid Labour (0.00 hours)	.00	.00	
<b>VARIABLE COSTS</b>	<b>13,789.06</b>	<b>123.95</b>	<b>.07</b>
<b>(C)</b> 1. Cash/Share Rent & Land Lease	7,777.85	69.91	
2. Taxes, Water Rates, Lic. & Insurance	451.92	4.06	
3. Equipment & Building a) Depreciation	2,891.51	25.99	
b) Lease Payments	.00	.00	
4. Paid Capital Interest	.00	.00	
<b>TOTAL CAPITAL COSTS</b>	<b>11,121.28</b>	<b>99.97</b>	<b>.06</b>
<b>(D) CASH COSTS (B+C-B14-C3)</b>	<b>22,018.83</b>	<b>197.92</b>	<b>.12</b>
<b>(E) TOTAL PRODUCTION COSTS (B+C)</b>	<b>24,910.34</b>	<b>223.91</b>	<b>.13</b>
<b>(F) GROSS MARGIN (A-D)</b>	<b>22,876.67</b>	<b>205.63</b>	<b>.12</b>
<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>19,985.16</b>	<b>179.64</b>	<b>.11</b>
<b>RETURN TO INVESTMENT (A-E+C4) 22.0 %</b>	<b>19,985.16</b>	<b>179.64</b>	<b>.11</b>
<b>RETURN TO EQUITY (A-E)</b>	<b>19,985.16</b>	<b>179.64</b>	<b>.11</b>
<b>INVESTMENT</b>			
Land	57,812.50	519.66	
Buildings	4,341.10	39.02	
Machinery	28,769.01	258.60	
Irr. Machinery	.00	.00	
<b>TOTAL</b>	<b>90,922.61</b>	<b>817.28</b>	
<b>MANAGEMENT</b>			
Yield Per Acre (Pound)		1,662.92	
Expected Market Price Per Pound			.24

**2010 Crops Enterprise Analysis**

<b>All Dryland Yellow Mustard</b>		<b>Group AVG</b>	<b>Top 1/3 AVG</b>
<b>Acres Cropped:</b>		<b>111.25</b>	<b>60.00</b>
Enterprises:		4	1
		<b>\$/Acre</b>	<b>\$/Acre</b>
<b>(A)</b>	1. Crop Sales - Imputed Value of Production	403.56	530.40
	2. Crop Insurance Receipts	.00	.00
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00
<b>GROSS RETURN</b>		<b>403.56</b>	<b>530.40</b>
<b>(B)</b>	1. Seed & Seed Cleaning	22.20	22.20
	2. Fertilizer	27.94	33.00
	3. Chemicals	14.78	16.00
	4. Hail / Crop Insurance & Program Premiums	6.94	6.94
	5. Trucking & Marketing	8.30	8.30
	6. Fuel	10.22	10.22
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	13.30	13.30
	9. Repairs - Buildings	1.98	1.98
	10. Utilities & Miscellaneous Expenses	16.07	16.07
	11. Custom Work & Specialized Labour	2.22	2.22
	12. Operating Interest Paid	.00	.00
	13. Paid Labour & Benefits	.00	.00
	14. Unpaid Labour	.00	.00
<b>VARIABLE COSTS</b>		<b>123.95</b>	<b>130.23</b>
<b>(C)</b>	1. Cash/Share Rent & Land Lease	69.91	.00
	2. Taxes, Water Rates, Lic. & Insurance	4.06	5.69
	3. Equipment & Building	25.99	25.99
	a) Depreciation		
	b) Lease Payments	.00	.00
	4. Paid Capital Interest	.00	.00
<b>TOTAL CAPITAL COSTS</b>		<b>99.97</b>	<b>31.68</b>
<b>(D)</b>	<b>CASH COSTS (B+C-B14-C3)</b>	<b>197.92</b>	<b>135.92</b>
<b>(E)</b>	<b>TOTAL PRODUCTION COSTS (B+C)</b>	<b>223.91</b>	<b>161.91</b>
<b>(F)</b>	<b>GROSS MARGIN (A-D)</b>	<b>205.63</b>	<b>394.48</b>
	<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>179.64</b>	<b>368.49</b>
	<b>RETURN TO INVESTMENT (A-E+C4)</b>	<b>179.64</b>	<b>368.49</b>
	<b>RETURN TO EQUITY (A-E)</b>	<b>179.64</b>	<b>368.49</b>
<b>INVESTMENT</b>			
	Land	519.66	1,250.00
	Buildings	39.02	39.02
	Machinery	258.60	258.60
	Irr. Mach.	.00	.00
<b>TOTAL</b>		<b>817.28</b>	<b>1,547.62</b>
<b>MANAGEMENT</b>			
	Yield Per Acre (Pound)	1,662.92	2,040.00
	Expected Market Price Per Pound	.24	.26

## 2010 Crops Enterprise Analysis

### All Dryland Safflower

**Acres Cropped: 158.00**

Enterprises: 3

	Total \$	\$/Acre	\$/Pound
<b>(A)</b> 1. Crop Sales - Imputed Value of Production	1,800.00	11.39	.09
2. Crop Insurance Receipts	26,779.42	169.49	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	.00	.00	
<b>GROSS RETURN</b>	<b>28,579.42</b>	<b>180.88</b>	<b>1.41</b>
<b>(B)</b> 1. Seed & Seed Cleaning	1,682.00	10.65	
2. Fertilizer Rates: 10N 15P	1,833.00	11.60	
3. Chemicals	2,820.00	17.85	
4. Hail / Crop Insurance & Program Premiums	2,306.00	14.59	
5. Trucking & Marketing	1,310.63	8.30	
6. Fuel	1,614.92	10.22	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	2,102.15	13.30	
9. Repairs - Buildings	312.97	1.98	
10. Utilities & Miscellaneous Expenses	2,538.75	16.07	
11. Custom Work & Specialized Labour	350.76	2.22	
12. Operating Interest Paid	.00	.00	
13. Paid Labour & Benefits (0.00 hours)	.00	.00	
14. Unpaid Labour (0.00 hours)	.00	.00	
<b>VARIABLE COSTS</b>	<b>16,871.18</b>	<b>106.78</b>	<b>.83</b>
<b>(C)</b> 1. Cash/Share Rent & Land Lease	.00	.00	
2. Taxes, Water Rates, Lic. & Insurance	759.59	4.81	
3. Equipment & Building a) Depreciation	4,106.59	25.99	
b) Lease Payments	.00	.00	
4. Paid Capital Interest	.00	.00	
<b>TOTAL CAPITAL COSTS</b>	<b>4,866.19</b>	<b>30.80</b>	<b>.24</b>
<b>(D) CASH COSTS (B+C-B14-C3)</b>	<b>17,630.77</b>	<b>111.59</b>	<b>.87</b>
<b>(E) TOTAL PRODUCTION COSTS (B+C)</b>	<b>21,737.36</b>	<b>137.58</b>	<b>1.07</b>
<b>(F) GROSS MARGIN (A-D)</b>	<b>10,948.65</b>	<b>69.30</b>	<b>.54</b>
<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>6,842.06</b>	<b>43.30</b>	<b>.34</b>
<b>RETURN TO INVESTMENT (A-E+C4) 3.8 %</b>	<b>6,842.06</b>	<b>43.30</b>	<b>.34</b>
<b>RETURN TO EQUITY (A-E)</b>	<b>6,842.06</b>	<b>43.30</b>	<b>.34</b>
<b>INVESTMENT</b>			
Land	135,000.00	854.43	
Buildings	6,165.34	39.02	
Machinery	40,858.46	258.60	
Irr. Machinery	.00	.00	
<b>TOTAL</b>	<b>182,023.80</b>	<b>1,152.05</b>	
<b>MANAGEMENT</b>			
Yield Per Acre (Pound)		128.16	
Expected Market Price Per Pound			.09

**2010 Crops Enterprise Analysis**

<b>All Dryland Safflower</b>		<b>Group AVG</b>	<b>Top 1/3 AVG</b>
<b>Acres Cropped:</b>		<b>158.00</b>	<b>150.00</b>
Enterprises:		3	1
		<b>\$/Acre</b>	<b>\$/Acre</b>
<b>(A)</b>	1. Crop Sales - Imputed Value of Production	11.39	36.00
	2. Crop Insurance Receipts	169.49	169.49
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	.00	.00
<b>GROSS RETURN</b>		<b>180.88</b>	<b>205.49</b>
<b>(B)</b>	1. Seed & Seed Cleaning	10.65	7.72
	2. Fertilizer	11.60	8.58
	3. Chemicals	17.85	13.20
	4. Hail / Crop Insurance & Program Premiums	14.59	19.12
	5. Trucking & Marketing	8.30	8.30
	6. Fuel	10.22	10.22
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	13.30	13.30
	9. Repairs - Buildings	1.98	1.98
	10. Utilities & Miscellaneous Expenses	16.07	16.07
	11. Custom Work & Specialized Labour	2.22	2.22
	12. Operating Interest Paid	.00	.00
	13. Paid Labour & Benefits	.00	.00
	14. Unpaid Labour	.00	.00
<b>VARIABLE COSTS</b>		<b>106.78</b>	<b>100.71</b>
<b>(C)</b>	1. Cash/Share Rent & Land Lease	.00	.00
	2. Taxes, Water Rates, Lic. & Insurance	4.81	2.91
	3. Equipment & Building	25.99	25.99
	a) Depreciation		
	b) Lease Payments	.00	.00
	4. Paid Capital Interest	.00	.00
<b>TOTAL CAPITAL COSTS</b>		<b>30.80</b>	<b>28.90</b>
<b>(D)</b>	<b>CASH COSTS (B+C-B14-C3)</b>	<b>111.59</b>	<b>103.61</b>
<b>(E)</b>	<b>TOTAL PRODUCTION COSTS (B+C)</b>	<b>137.58</b>	<b>129.61</b>
<b>(F)</b>	<b>GROSS MARGIN (A-D)</b>	<b>69.30</b>	<b>101.88</b>
	<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>43.30</b>	<b>75.88</b>
	<b>RETURN TO INVESTMENT (A-E+C4)</b>	<b>43.30</b>	<b>75.88</b>
	<b>RETURN TO EQUITY (A-E)</b>	<b>43.30</b>	<b>75.88</b>
<b>INVESTMENT</b>			
	Land	854.43	.00
	Buildings	39.02	39.02
	Machinery	258.60	258.60
	Irr. Mach.	.00	.00
<b>TOTAL</b>		<b>1,152.05</b>	<b>297.62</b>
<b>MANAGEMENT</b>			
	Yield Per Acre (Pound)	128.16	405.00
	Expected Market Price Per Pound	.09	.09



## 2010 Crops Enterprise Analysis

### All Dryland Alfalfa/Grass Hay

Acres Cropped: 87.82

Enterprises: 11

		Total \$	\$/Acre	\$/Tonne
<b>(A)</b>	1. Crop Sales - Imputed Value of Production	17,758.27	202.22	102.25
	2. Crop Insurance Receipts	.00	.00	
	3. Miscellaneous Receipts	.00	.00	
	4. Government Program	.00	.00	
	5. Additional Revenue from Straw / Aftermath Grazing	551.20	6.28	
<b>GROSS RETURN</b>		<b>18,309.47</b>	<b>208.49</b>	<b>105.43</b>
<b>(B)</b>	1. Seed & Seed Cleaning	.00	.00	
	2. Fertilizer Rates: 5N 7P 4S	405.91	4.62	
	3. Chemicals	.00	.00	
	4. Hail / Crop Insurance & Program Premiums	57.88	.66	
	5. Trucking & Marketing	.00	.00	
	6. Fuel	432.75	4.93	
	7. Irrigation Fuel & Electricity	.00	.00	
	8. Repairs - Machine	645.58	7.35	
	9. Repairs - Buildings	6.27	.07	
	10. Utilities & Miscellaneous Expenses	602.00	6.86	
	11. Custom Work & Specialized Labour	321.82	3.66	
	12. Operating Interest Paid	.00	.00	
	13. Paid Labour & Benefits (35.84 hours)	544.30	6.20	
	14. Unpaid Labour (81.58 hours)	815.84	9.29	
<b>VARIABLE COSTS</b>		<b>3,832.34</b>	<b>43.64</b>	<b>22.07</b>
<b>(C)</b>	1. Cash/Share Rent & Land Lease	703.00	8.01	
	2. Taxes, Water Rates, Lic. & Insurance	413.50	4.71	
	3. Equipment & Building a) Depreciation	1,507.62	17.17	
	b) Lease Payments	.00	.00	
	4. Paid Capital Interest	70.81	.81	
<b>TOTAL CAPITAL COSTS</b>		<b>2,694.94</b>	<b>30.69</b>	<b>15.52</b>
<b>(D)</b>	<b>CASH COSTS (B+C-B14-C3)</b>	<b>4,203.82</b>	<b>47.87</b>	<b>24.21</b>
<b>(E)</b>	<b>TOTAL PRODUCTION COSTS (B+C)</b>	<b>6,527.28</b>	<b>74.33</b>	<b>37.58</b>
<b>(F)</b>	<b>GROSS MARGIN (A-D)</b>	<b>14,105.65</b>	<b>160.62</b>	<b>81.22</b>
	<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>12,598.03</b>	<b>143.46</b>	<b>72.54</b>
	<b>RETURN TO INVESTMENT (A-E+C4) 16.5 %</b>	<b>11,853.00</b>	<b>134.97</b>	<b>68.25</b>
	<b>RETURN TO EQUITY (A-E)</b>	<b>11,782.19</b>	<b>134.17</b>	<b>67.84</b>
<b>INVESTMENT</b>				
	Land	53,709.09	611.59	
	Buildings	5,531.15	62.98	
	Machinery	12,543.29	142.83	
	Irr. Machinery	.00	.00	
	<b>TOTAL</b>	<b>71,783.54</b>	<b>817.41</b>	
<b>MANAGEMENT</b>				
	Yield Per Acre (Tonne)		1.98	
	Expected Market Price Per Tonne		102.25	

**2010 Crops Enterprise Analysis**

<b>All Dryland Alfalfa/Grass Hay</b>		<b>Group AVG</b>	<b>Top 1/3 AVG</b>
<b>Acres Cropped:</b>		<b>87.82</b>	<b>143.75</b>
Enterprises:		11	4
		<b>\$/Acre</b>	<b>\$/Acre</b>
<b>(A)</b>	1. Crop Sales - Imputed Value of Production	202.22	266.69
	2. Crop Insurance Receipts	.00	.00
	3. Miscellaneous Receipts	.00	.00
	4. Government Program	.00	.00
	5. Additional Revenue from Straw / Aftermath Grazing	6.28	5.60
<b>GROSS RETURN</b>		<b>208.49</b>	<b>272.28</b>
<b>(B)</b>	1. Seed & Seed Cleaning	.00	.00
	2. Fertilizer	4.62	4.81
	3. Chemicals	.00	.00
	4. Hail / Crop Insurance & Program Premiums	.66	.50
	5. Trucking & Marketing	.00	.00
	6. Fuel	4.93	4.00
	7. Irrigation Fuel & Electricity	.00	.00
	8. Repairs - Machine	7.35	5.10
	9. Repairs - Buildings	.07	.00
	10. Utilities & Miscellaneous Expenses	6.86	8.69
	11. Custom Work & Specialized Labour	3.66	3.82
	12. Operating Interest Paid	.00	.00
	13. Paid Labour & Benefits	6.20	8.93
	14. Unpaid Labour	9.29	8.70
<b>VARIABLE COSTS</b>		<b>43.64</b>	<b>44.54</b>
<b>(C)</b>	1. Cash/Share Rent & Land Lease	8.01	2.89
	2. Taxes, Water Rates, Lic. & Insurance	4.71	2.82
	3. Equipment & Building	17.17	16.56
	a) Depreciation		
	b) Lease Payments	.00	.00
	4. Paid Capital Interest	.81	.46
<b>TOTAL CAPITAL COSTS</b>		<b>30.69</b>	<b>22.73</b>
<b>(D)</b>	<b>CASH COSTS (B+C-B14-C3)</b>	<b>47.87</b>	<b>42.02</b>
<b>(E)</b>	<b>TOTAL PRODUCTION COSTS (B+C)</b>	<b>74.33</b>	<b>67.27</b>
<b>(F)</b>	<b>GROSS MARGIN (A-D)</b>	<b>160.62</b>	<b>230.26</b>
	<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>143.46</b>	<b>213.71</b>
	<b>RETURN TO INVESTMENT (A-E+C4)</b>	<b>134.97</b>	<b>205.47</b>
	<b>RETURN TO EQUITY (A-E)</b>	<b>134.17</b>	<b>205.01</b>
<b>INVESTMENT</b>			
	Land	611.59	900.87
	Buildings	62.98	79.82
	Machinery	142.83	130.29
	Irr. Mach.	.00	.00
<b>TOTAL</b>		<b>817.41</b>	<b>1,110.99</b>
<b>MANAGEMENT</b>			
	Yield Per Acre (Tonne)	1.98	2.48
	Expected Market Price Per Tonne	102.25	107.61



**2010 Crops Enterprise Analysis**  
**Rented Dryland Alfalfa/Grass Hay**

**Acres Cropped: 77.00**

Enterprises: 5

	<b>Total \$</b>	<b>\$/Acre</b>	<b>\$/Tonne</b>
<b>(A)</b> 1. Crop Sales - Imputed Value of Production	10,187.80	132.31	86.32
2. Crop Insurance Receipts	.00	.00	
3. Miscellaneous Receipts	.00	.00	
4. Government Program	.00	.00	
5. Additional Revenue from Straw / Aftermath Grazing	742.43	9.64	
<b>GROSS RETURN</b>	<b>10,930.23</b>	<b>141.95</b>	<b>92.61</b>
<b>(B)</b> 1. Seed & Seed Cleaning	.00	.00	
2. Fertilizer Rates: 6N 8P 5S	553.66	7.19	
3. Chemicals	.00	.00	
4. Hail / Crop Insurance & Program Premiums	68.08	.88	
5. Trucking & Marketing	.00	.00	
6. Fuel	487.68	6.33	
7. Irrigation Fuel & Electricity	.00	.00	
8. Repairs - Machine	828.00	10.75	
9. Repairs - Buildings	13.78	.18	
10. Utilities & Miscellaneous Expenses	337.60	4.38	
11. Custom Work & Specialized Labour	438.96	5.70	
12. Operating Interest Paid	.00	.00	
13. Paid Labour & Benefits (11.03 hours)	165.48	2.15	
14. Unpaid Labour (78.24 hours)	782.38	10.16	
<b>VARIABLE COSTS</b>	<b>3,675.62</b>	<b>47.74</b>	<b>31.14</b>
<b>(C)</b> 1. Cash/Share Rent & Land Lease	1,546.61	20.09	
2. Taxes, Water Rates, Lic. & Insurance	562.52	7.31	
3. Equipment & Building a) Depreciation	1,394.36	18.11	
b) Lease Payments	.00	.00	
4. Paid Capital Interest	100.40	1.30	
<b>TOTAL CAPITAL COSTS</b>	<b>3,603.88</b>	<b>46.80</b>	<b>30.54</b>
<b>(D) CASH COSTS (B+C-B14-C3)</b>	<b>5,102.78</b>	<b>66.27</b>	<b>43.24</b>
<b>(E) TOTAL PRODUCTION COSTS (B+C)</b>	<b>7,279.51</b>	<b>94.54</b>	<b>61.68</b>
<b>(F) GROSS MARGIN (A-D)</b>	<b>5,827.45</b>	<b>75.68</b>	<b>49.38</b>
<b>RETURN TO UNPAID LABOUR(A-E+B14)</b>	<b>4,433.09</b>	<b>57.57</b>	<b>37.56</b>
<b>RETURN TO INVESTMENT (A-E+C4) 24.3 %</b>	<b>3,751.12</b>	<b>48.72</b>	<b>31.78</b>
<b>RETURN TO EQUITY (A-E)</b>	<b>3,650.72</b>	<b>47.41</b>	<b>30.93</b>
<b>INVESTMENT</b>			
Land	.00	.00	
Buildings	2,967.79	38.54	
Machinery	12,440.77	161.57	
Irr. Machinery	.00	.00	
<b>TOTAL</b>	<b>15,408.55</b>	<b>200.11</b>	
<b>MANAGEMENT</b>			
Yield Per Acre (Tonne)		1.53	
Expected Market Price Per Tonne		86.32	

**DEFINITIONS AND ALLOCATIONS**

**I INCOME**

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

**II EXPENSES**

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

- 14. **Insurance and Licenses** – allocated to all cropped acres equally
- 15. **Building Depreciation** – imputed at 5% on the current market value
- 16. **Paid Capital Interest** – allocated to all owned cropped acres equally except summerfallow (0.25:1)

**III CAPITAL INVESTMENT**

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

**IV SUMMARY CALCULATION**

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