

2020 Towards Increased Profits Report

Jane/ John Doe
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No Where, BC V7V 7V7

Sample Only



The Towards Increased Profits (TIP) Report is based on data provided to the Canada Revenue Agency (CRA) for the AgriStability (AS) and AgriInvest (AI) Programs.

This report compares your farm to:

- farms in B.C.
- Farm Type is
- Sales range from

Participant PIN:

Operation:

Partnership Name:

Partnership Number:

This report was generated on

Cost of Production

Participant PIN:

Cash Basis Report

Your farm is compared to

farms with sales of

AgriStability
Source

Your Farm
(2020)

Your Farm's 5
Year Average
(2015 - 2019)

Industry
Benchmark
(2020)

Your Farm
compared to
Industry
Benchmark (2020)

INCOME - Stated as a % of your GFI

AS allowable - Commodity sales and program payments	Total A	60.32	88.12	92.02	
AS Non-allowable Income - Other farming income	Total B	39.68	11.88	7.98	
Total Gross Farming Income (GFI)	(Total A + B)	100	100	100	

EXPENSES - Stated as a % of your GFI

AS Allowable Expenses

Description	CRA Code				
Commodity purchases and repayment of program benefits	Total C	0	3.52	0.25	
Containers and twine	9661	39.69	9.21	32.71	Caution
Fertilizers and soil supplements	9662	6.14	5.03	3.46	
Pesticides and chemical treatments	9663	0	1.79	2.36	
Insurance premiums (crop or production)	9665	1.84	3.85	1.67	
Machinery (gasoline; diesel fuel and oil)	9764	0.77	1.09	1.35	
Electricity	9799	2.11	4.1	0.6	
Arm's length salaries	9815	14.19	24.43	14.19	
Storage/drying	9822	0.01	0	9.6	Good
Commissions and levies	9836	0	0.06	12.79	Good
Total AS Allowable Expenses		64.75	53.08	68.7	
Production Margin as a % of AS allowable income (AS Allowable Income - AS Allowable Expenses)		-4.43	35.04	17.93	

AS Non-Allowable Expenses

Description	CRA Code				
Repayment of program benefits		0	0	0	
Machinery (repairs; licenses; insurance)	9760	0.98	3.87	1.26	
Machinery lease/rental	9765	0	0.03	0.08	
Advertising and promotion costs	9792	0	0.51	0	
Building and fence repairs	9795	0.05	1.46	0.33	
Agricultural Contract work	9798	4.72	8.04	0.84	
Other insurance premiums	9804	1.16	1.84	1.09	
Interest (real estate; mortgage; other)	9805	0.8	9.46	4.52	
Memberships/subscription fees	9807	0.18	0.02	0.26	
Office expenses	9808	0	0.31	0.26	
Legal and accounting fees	9809	0.34	0.09	0.6	
Property taxes	9810	0.97	1.55	0.98	
Rent (land; buildings; pastures)	9811	0	0.01	0.81	
Motor Vehicle Expenses	9819	0.41	2.92	1.47	
Small Tools	9820	0.1	0.03	0.1	
Telephone	9824	0.27	0.84	0.38	
Purchases of commodities resold	9827	3.87	0.34	0.15	
Other (specify)	9896	9.42	7.49	2.19	Concern
Capital Cost Allowance	9936	5.78	1.8	2.61	
Total AS Non-Allowable Expenses		29.06	40.6	29.72	
Total Expenses		93.81	93.68	98.12	
Net Margin (GFI - Total Expenses)		6.19	6.32	1.89	

Sample Only

Your Operational Ratios compared to farms with sales of

		Your Farm (2020)	Your Farm's 5 Year Average (2015 - 2019)	Industry Benchmark (2020)	Your Farm compared to Industry Benchmark (2020)
Ratio calculations: Divided by Gross Farming Income (GFI) x 100					
Direct Expenses Ratio as a % of GFI:					
This ratio measures the percent of GFI required to cover Direct Expenses					
% = $\frac{\text{Direct Expenses}}{\text{Gross Farming Income}}$					
CRA Code	Description				
Total C	Commodity purchases (seed, livestock, feed)				
9661	Containers and twine				
9662	Fertilizers and soil supplements				
9663	Pesticides and chemical treatments				
9665	Insurance premiums (crop or production)				
9713	Veterinary fees; medicine; and breeding fees				
9714	Mineral and salts				
9764	Machinery (gasoline; diesel fuel and oil)				
9799	Electricity				
9801	Freight and shipping				
9802	Heating fuel				
9815	Arm's length salaries				
9821	Soil Testing				
9822	Storage/drying				
9836	Commissions and levies				
9953	Private Insurance Premiums for Allowable Commodities				
Operating Cost Ratio as a % GFI:					
This ratio measures the percent of GFI required to cover operating costs (excluding depreciation).					
% = $\frac{\text{Total Expenses (excluding 9936 Capital cost allowance)}}{\text{Gross Farming Income}}$					
Machinery Expenses Ratio as a % GFI:					
This ratio measures the percent of GFI to cover Machinery					
% = $\frac{\text{Machinery Expenses}}{\text{Gross Farming Income}}$					
CRA Code	Description				
9760	Machinery (repairs; licenses; insurance)				
9764	Machinery (gasoline; diesel fuel and oil)				
9765	Machinery lease/rental				
9798	Agricultural Contract work				
9801	Freight and shipping				

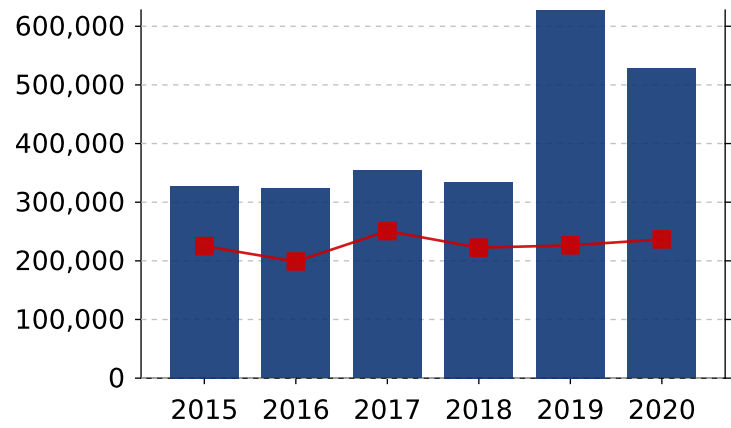
Sample Only

Your Operational Ratios compared to . farms with sales of		Your Farm (2020)	Your Farm's 5 Year Average (2015 - 2019)	Industry Benchmark (2020)	Your Farm compared to Industry Benchmark (2020)
Land and Building Expenses Ratio as a % GFI:					
This ratio measures the percent of GFI to cover Land and Building					
$\% = \frac{\text{Land \& Building Expense}}{\text{Gross Farming Income}}$		1.0%	3.0%	3.1%	Good
CRA Code	Description				
9795	Building and fence repairs				
9796	Land clearing and draining				
9810	Property taxes				
9811	Rent (land; buildings; pastures)				
Overhead Expenses Ratio as a % GFI:					
This ratio measures the percent of GFI to cover Overhead Expenses.					
$\% = \frac{\text{Overhead Expenses}}{\text{Gross Farming Income}}$		14.0%	18.2%	8.5%	Concern
CRA Code	Description				
9792	Advertising and promotion costs				
9799	Electricity				
9804	Other insurance premiums				
9807	Memberships/subscription fees				
9808	Office expenses				
9809	Legal and accounting fees				
9819	Motor Vehicle Expenses				
9820	Small Tools				
9823	Licenses/Permits				
9824	Telephone				
9896	Other				

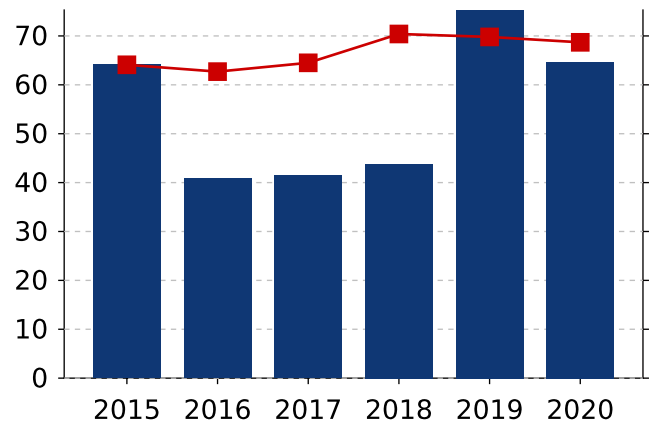
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Financial Measures for Farms

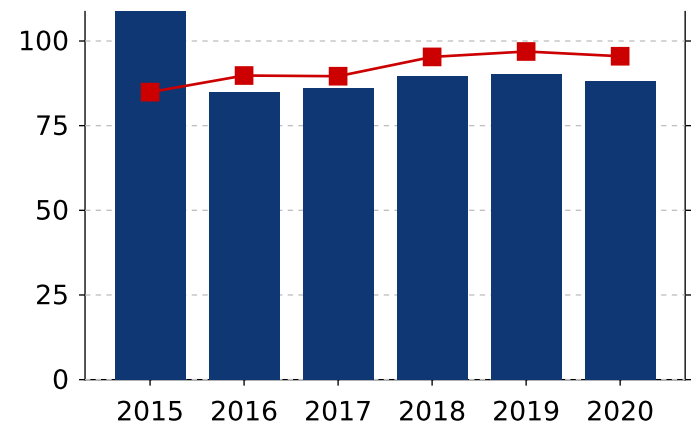
Participant PIN:



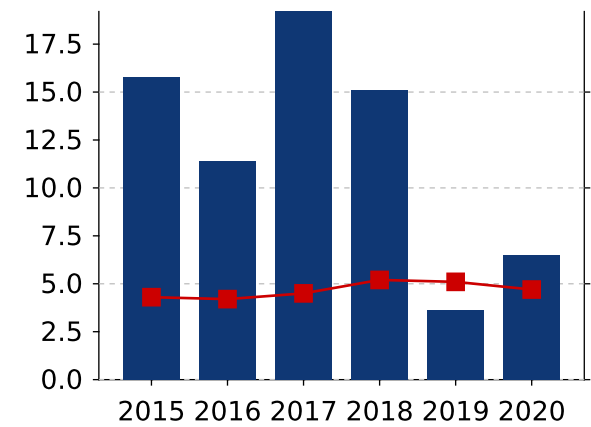
Gross Farming Income (GFI)



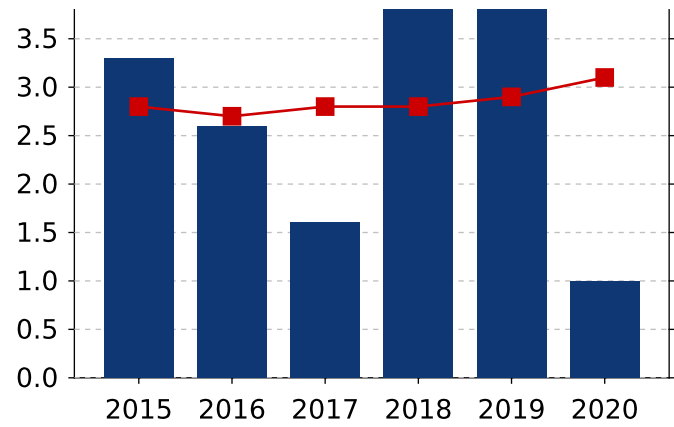
Direct Expense as a % of GFI



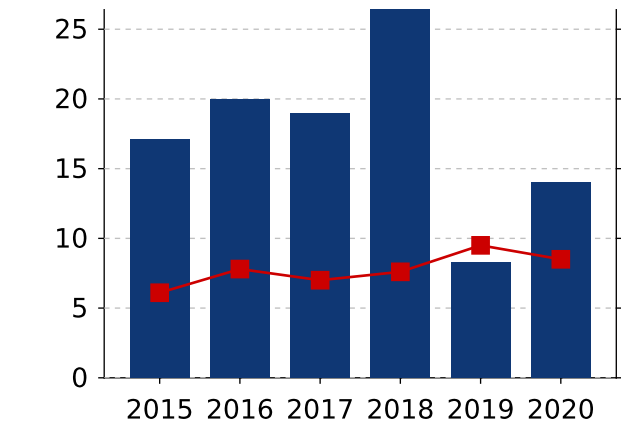
Operating Costs as a % of GFI



Machinery Expenses as a % of GFI



Land and Building Expenses as a % of GFI



Overhead Expenses as a % of GFI

Your farm represented



Industry benchmark represented



*This report is adapted with permission from Ontario's Ministry of Agriculture, Food and Rural Affairs' TIP Report.

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