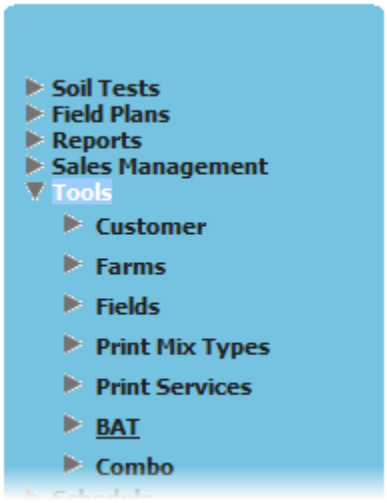
Grower Profitability Analysis

AgroDoc.NET provides new analytical templates for understanding a grower's crop production profitability down to the field level. Both costs and income are evaluated. To use these templates, Agronomists must develop templates for production costs. These templates start at the ag retail trade area level and then increase their focus to the grower level and then to the field level.

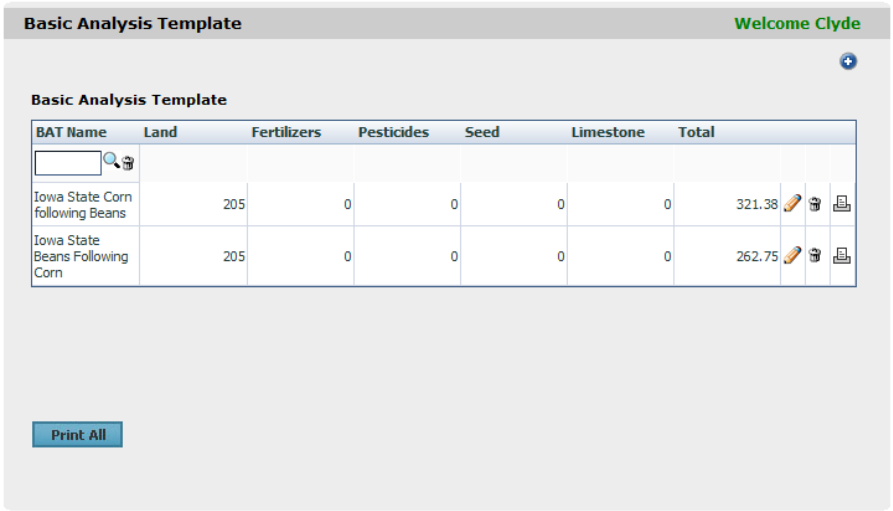
Basic Analysis Templates (BATs) are general templates that reflect production costs for a given trade area and specific crop. BATs imported into Grower Analysis Templates (GATs) and modified to reflect production costs for a specific grower. GATs are associated with specific crop plans, edited and absorbed the specific product costs developed in the crop plan for a field. When associated specific field crop plans they become Profit Analysis Tests (PATs).

Basic Analysis Templates (BATs)

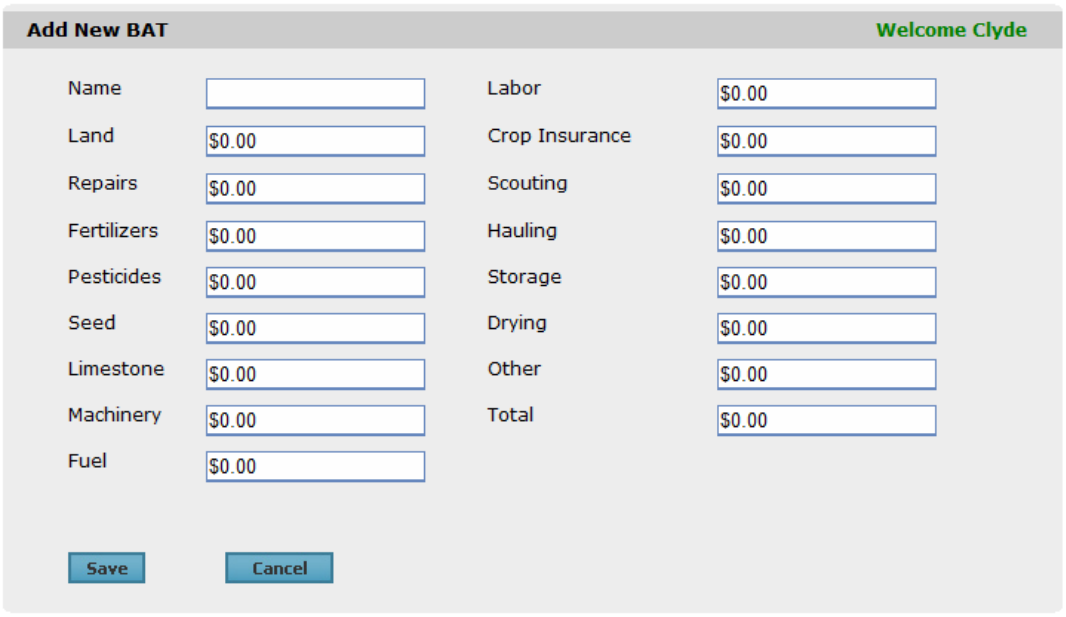
1. To build a BAT navigate to the following: Tools > BAT



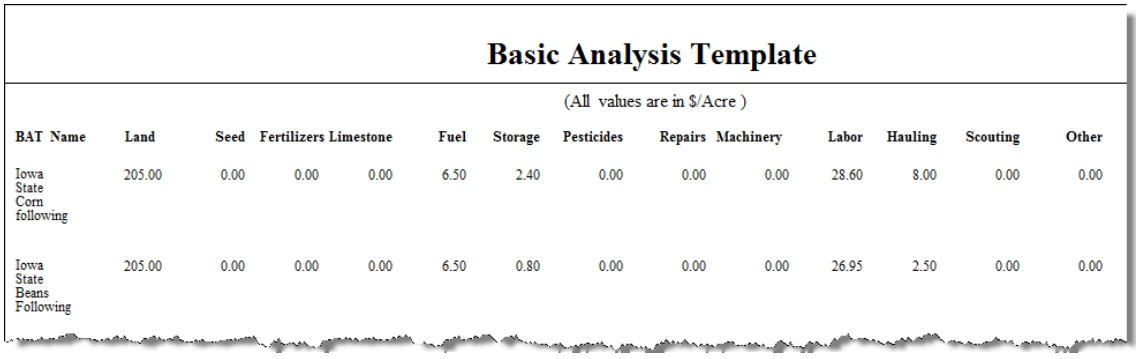
2. The Basic Analysis Template screen will appear



3. To add a new BAT, click on the button
4. On the Add New BAT screen you can complete the following:



   a. Enter a **Name** for your BAT
   b. Enter pricing information for each additional item – Land, Labor, Repairs, etc…
   c. When you are finished, click on the Save button to complete this task
5. If you want to edit your BAT, you can click on the button for the BAT you wish to modify
   a. Change the values, and then click on the Save button
6. If you want to print your BATs, click on the Print All button. An example of this report is shown below:



Basic Analysis Template

(All values are in $/Acre)

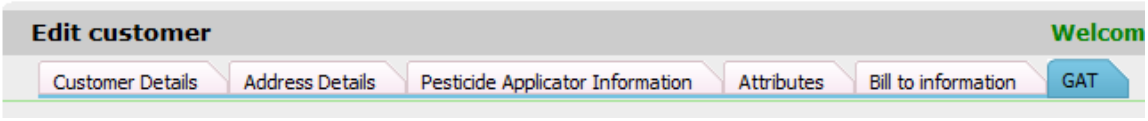
BAT Name	Land	Seed	Fertilizers	Limestone	Fuel	Storage	Pesticides	Repairs	Machinery	Labor	Hauling	Scouting	Other
Iowa State Corn following	205.00	0.00	0.00	0.00	6.50	2.40	0.00	0.00	0.00	28.60	8.00	0.00	0.00
Iowa State Beans Following	205.00	0.00	0.00	0.00	6.50	0.80	0.00	0.00	0.00	26.95	2.50	0.00	0.00

Grower Analysis Templates (GATs)

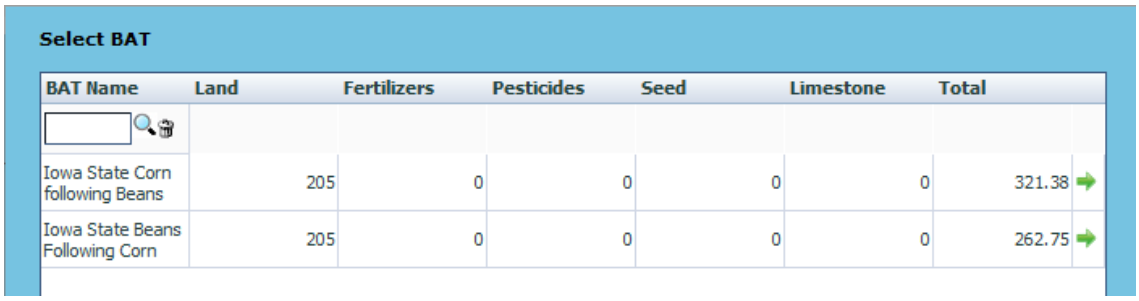
Grower Analysis Templates are unique templates that are assigned to specific growers.

1. To build a GAT, navigate to the following: Tools > Customer

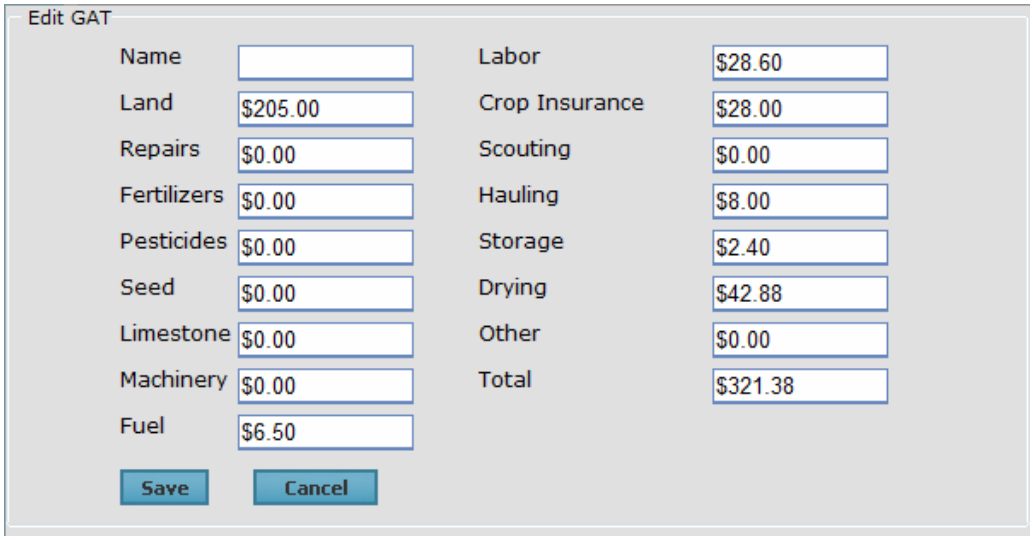
2. Select a Customer by clicking on the button
3. Click on the GAT tab



4. To add a new GAT, click on the button
5. Select the BAT you would like to use as a starting point for building this Grower Analysis Template by click on the button



6. Enter a new **name** for the new GAT and edit any of the values desired.

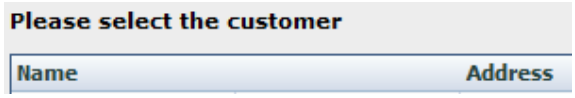


7. When you have finished, click on the Save button.

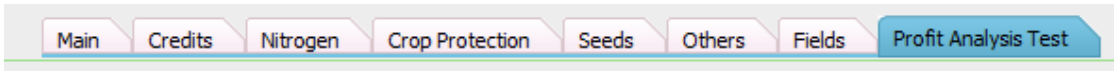
Profit Analysis Tests (PATs)

Profit Analysis Tests are the final step when the Grower Analysis Template is adjusted to reflect the costs for a specific field.

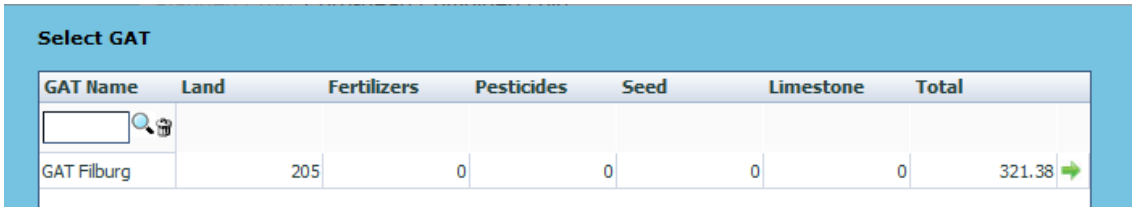
1. PATs are built from edited GATs and associated Field Plan costs. To build a PAT, click on **Crop Plans**.
2. Select the **Customer** by clicking on the button



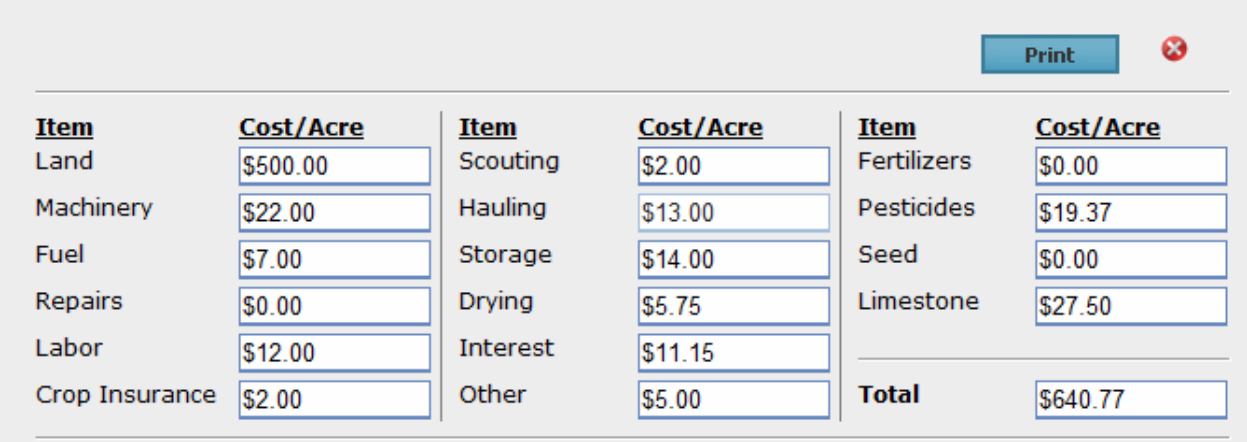
3. Select the **Field Plan** by clicking on the button
4. Click on the **Profit Analysis Test** tab



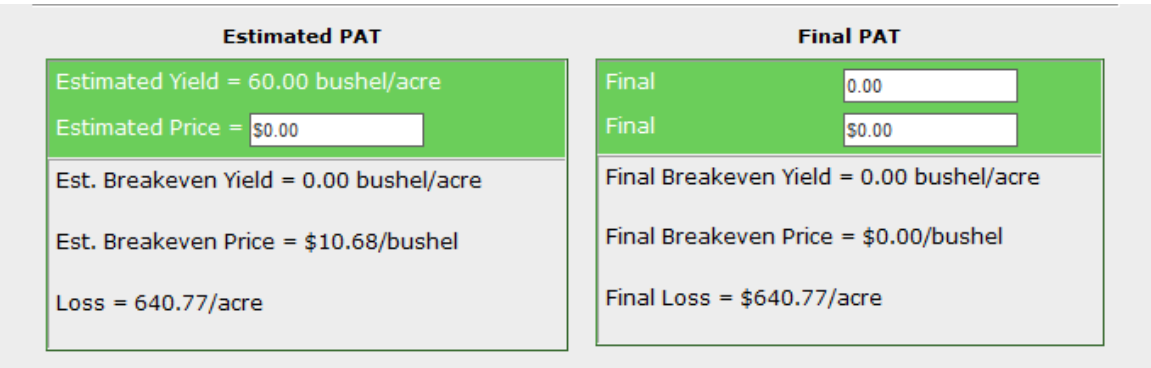
5. Click on the Select GAT button
   a. This button will not be present if you have already selected a GAT. If you need to select a new GAT, click on the button to remove the current GAT and select a new one.
6. Select your GAT by clicking on the button



7. The PAT will appear on the screen



a. The Cost Items, to the left, are all from the selected GAT and can be individually edited.
b. The Cost Items, to the right, (Fertilizers, Pesticides, Seed, and Limestone) are all generated from the Field Plan data for this particular field. To edit this data, agronomists must edit the Field Plan.
c. Scrolling down on the form will display the following items:



i. **Estimated Yield**, the yield goal set up in the Field Plan.
ii. **Estimated Price**, users must enter an estimated price for this analysis in the available box shown.
    - To vary the estimated price, enter the new price and click on the Calculate button
iii. **Est. Breakeven Yield**, a calculation based upon estimated price and estimated yield.
iv. **Est. Breakeven Price**, a calculation based upon estimated yield and total costs.
v. **Profit/Loss**, a calculation based upon (((estimated yield)*(estimated price))-(total costs)).

d. Scrolling further down, users will see functionality for entering **Final Yields** and **Final PATs** (for more information this section see the manual for *Final Yields and PATs*)