

## Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY TOTAL CROP ACRES

< 501 ACRES  
424 FARMS

501 - 1,000 ACRES  
399 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	57,719		61,934	
2 DAIRY AND MILK	17,986		15,284	
3 SHEEP	516		189	
4 SWINE	5,064		9,025	
5 POULTRY AND EGGS	3,965		962	
6 OTHER LIVESTOCK	121		-27	
7 CUSTOM FEEDING	9,760		1,691	
8 FEED PURCHASED	-30,629		-30,149	
9 LIVESTOCK INCOME	\$ 64,502		\$ 58,910	
10 CORN	6,211		25,377	
11 GRAIN SORGHUM	2,433		9,842	
12 SOYBEANS	8,398		25,527	
13 SUNFLOWERS	78		187	
14 WHEAT	8,094		34,498	
15 HAY AND FORAGE	5,253		13,860	
16 OTHER CROP	1,403		1,962	
17 GOVERNMENT PAYMENTS	5,707		14,075	
18 CROP INSURANCE PROCEEDS	1,173		5,669	
19 MACHINE WORK	3,041		5,321	
20 OTHER INCOME	5,718		5,910	
21 VALUE OF FARM PRODUCTION	\$ 112,011		\$ 201,136	
22 HIRED LABOR	5,287		6,270	
23 MACHINERY REPAIRS	9,781		16,194	
24 IRRIGATION REPAIRS	162		356	
25 BUILDING REPAIRS	1,426		1,852	
26 INTEREST PAID	10,456		12,746	
27 SEED-OTHER CROP EXPENSE	4,007		13,824	
28 CROP INSURANCE	883		3,476	
29 FERTILIZER-LIME	7,466		22,296	
30 MACHINE HIRE	4,554		7,476	
31 ORGANIZATION FEE, PUBLICATION	1,833		2,261	
32 VET-MED-DRUGS	4,625		3,463	
33 CROP STORAGE-MARKETING	196		597	
34 LIVESTOCK MARKETING-BREEDING	5,150		2,655	
35 DAIRY EXPENSE	1,775		1,635	
36 GAS-FUEL-OIL	7,604		14,121	
37 IRRIGATION ENERGY	169		772	
38 REAL ESTATE TAXES	3,030		4,252	
39 PERSONAL PROPERTY TAXES	505		712	
40 GENERAL FARM INSURANCE	2,722		3,832	
41 UTILITIES	4,081		3,857	
42 CASH FARM RENT	11,133		14,647	
43 HERBICIDE-INSECTICIDE	2,986		9,893	
44 CONSERVATION	362		510	
45 AUTO EXPENSE	763		872	
46 TOTAL OPERATING EXPENSE	\$ 90,958		\$ 148,569	
47 DEPRECIATION-MACHINERY	9,318		15,374	
48 DEPRECIATION-BUILDINGS	2,147		2,085	
49 TOTAL FARM EXPENSE	\$ 102,423		\$ 166,028	
50 NET FARM INCOME	\$ 9,589		\$ 35,108	
51 UNPAID FAMILY LABOR	1,019		1,331	
52 UNPAID OPERATOR LABOR	20,855		26,357	
53 MANAGEMENT CHARGE	4,753		9,992	
54 CURRENT ASSET CHARGE - 8%	9,241		12,995	
55 NONCURRENT ASSET CHARGE - 8%	31,357		37,659	
56 RETURN LABOR-MANAGEMENT	-32,028		-16,876	
57 RETURN TO CAPITAL	-6,582		10,173	
58 ASSET TURNOVER RATIO	.1680		.2395	
59 OPERATING PROFIT MARGIN RATIO	-.0588		.0506	
60 % RETURN ON ASSETS	-.0099		.0121	
61 % RETURN ON EQUITY	-.0336		-.0041	
62 TOTAL EXPENSE RATIO	.9144		.8255	
63 ADJUSTED TOTAL EXPENSE RATIO	1.1521		1.0128	
64 ECONOMIC TOTAL EXPENSE RATIO	1.5146		1.2646	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	183,083	178,472	239,855	244,830
66 NONCURRENT ASSETS	480,781	491,306	588,292	606,934
67 CURRENT LIABILITIES	64,566	65,976	79,516	80,294
68 NONCURRENT LIABILITIES	93,267	94,887	124,994	128,768
69 CURRENT RATIO	2.84	2.71	3.02	3.05
70 DEBT TO ASSET RATIO	.24	.24	.25	.25

## Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - KANSAS  
ANALYSIS OF THE FARM BUSINESS  
SORTED BY TOTAL CROP ACRES

< 501 ACRES

501 - 1,000 ACRES

AVERAGE ASSET & NET WORTH VALUES												
71 BREEDING LIVESTOCK				54,620					54,662			
72 MACHINERY AND EQUIPMENT				30,681					51,077			
73 MOTOR VEHICLES & LISTED PROPE				51,522					84,813			
74 BUILDINGS				17,426					18,566			
75 OWNED LAND				377,645					431,983			
76 TOTAL ASSETS				666,821					839,956			
77 NET WORTH				507,474					633,169			
LABOR												
78 NUMBER OF OPERATORS				.77					.97			
79 NUMBER OF WORKERS				.97					1.23			
80 TOTAL WORK DAYS				164					266			
81 VALUE FARM PRODUCTION/WORKER				114,413					162,819			
82 NET FARM INCOME/WORKER				9,794					28,420			
PER OPERATOR BASIS												
83 TOTAL ASSETS				863,304					860,442			
84 VALUE OF FARM PRODUCTION				145,016					206,042			
85 NET FARM INCOME				12,414					35,964			
OTHER FACTORS												
86 % CROP ACRES IRRIGATED				2.62					4.08			
87 % TILLABLE LAND				22.73					55.17			
88 CROP MACH COST/TOT EXPENSE(%)				19.26					28.68			
ACRES												
89 TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
90 NON-IRRIGATED CROP ACRES	263	388	159	322	194	263	722	398	323	335	488	367
91 IRRIGATED CROP ACRES	145	19	129	17			222	55	150	33	196	37
92 TOTAL CROP ACRES	269	389	165	323	195	265	751	399	338	335	505	369
93 PASTURE ACRES	973	354	460	312	864	244	834	289	358	233	697	226
94 FARMSTEAD ACRES	51	234	50	219	28	37	62	201	55	182	46	57
CROP VALUE, COSTS, ACRES												
95 ACRES	TOTAL	PER CROP ACRE	PER HARV. ACRE	PER CROP ACRE	PER HARV. ACRE	PER CROP ACRE	TOTAL	PER CROP ACRE	PER HARV. ACRE	PER CROP ACRE	PER HARV. ACRE	PER HARV. ACRE
96 CROP MACHINERY INVESTMENT	48,268	195.22	197.73	111,839	148.97	149.11	111,839	148.97	149.11	149.11	149.11	149.11
97 CROP MACHINERY COST	19,723	79.77	80.79	47,612	63.42	63.48	47,612	63.42	63.48	63.48	63.48	63.48
98 GROSS CROP VALUE	50,699	192.00	194.46	160,548	213.84	214.06	160,548	213.84	214.06	214.06	214.06	214.06
99 CROP PRODUCTION COSTS	44,310	170.76	172.95	114,803	152.91	153.07	114,803	152.91	153.07	153.07	153.07	153.07
NON-IRRIGATED ACRES												
	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
100 CORN	135	76	56	75.9	66	81.6	206	185	108	85.6	128	81.1
101 GRAIN SORGHUM	99	68	51	58.1	57	51.4	190	150	86	56.8	128	54.5
102 SOYBEANS	222	115	75	25.9	90	24.7	273	260	119	26.8	199	26.7
103 SUNFLOWERS							11	76	55	9.7	64	7.2
104 WHEAT	223	101	63	38.6	90	38.8	339	289	148	38.0	217	37.9
105 OTHER CROPS	35	57	59		42		32	68	41		65	
106 ALFALFA	111	49	39	2.7	43	2.9	152	91	54	2.5	93	2.6
107 OTHER HAY & FORAGE	272	104	69		89		247	138	78		116	
108 VEGETABLES												
109 TRUCK CROPS												
110 FRUIT - FLOWERS - TREES												
IRRIGATED ACRES												
	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
111 CORN	11	87	64	152.9			33	147	106	151.4	136	164.9
112 GRAIN SORGHUM							10	58	54	88.5	45	85.9
113 SOYBEANS	12	69	68	46.0			31	119	101	43.9	110	45.1
114 SUNFLOWERS												
115 WHEAT							12	141	151	53.1	98	49.2
116 OTHER CROPS												
117 ALFALFA	4	62					8	115			127	4.5
118 OTHER HAY & FORAGE	6	46	49				10	89	77		70	
119 VEGETABLES												
120 TRUCK CROPS												
121 FRUIT - FLOWERS - TREES												
AVERAGE LIVESTOCK INVENTORIES AND SALES												
122 BEEF COWS				48						44		
123 DAIRY COWS				6						4		
124 EWES				4						2		
125 SOWS				3						4		
126 BEEF PURCH. FOR RESALE SALES				85						84		
127 SWINE PURCH. FOR RESALE SALES				8						44		
128 TURKEYS				2,234						168		

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2006 DATA - KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY TOTAL CROP ACRES

1,001 - 1,500 ACRES  
315 FARMS

1,501 - 2,000 ACRES  
205 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	56,866	48,519		
2 DAIRY AND MILK	18,802	9,437		
3 SHEEP	65	670		
4 SWINE	9,633	6,265		
5 POULTRY AND EGGS	792			
6 OTHER LIVESTOCK	1,841	312		
7 CUSTOM FEEDING	3,424	1,082		
8 FEED PURCHASED	-22,414	-22,224		
9 LIVESTOCK INCOME	\$ 69,010	\$ 44,061		
10 CORN	49,103	76,034		
11 GRAIN SORGHUM	19,354	30,183		
12 SOYBEANS	40,967	59,486		
13 SUNFLOWERS	413	566		
14 WHEAT	56,135	76,180		
15 HAY AND FORAGE	18,133	14,846		
16 OTHER CROP	2,900	8,561		
17 GOVERNMENT PAYMENTS	22,506	30,846		
18 CROP INSURANCE PROCEEDS	10,213	16,639		
19 MACHINE WORK	9,683	8,826		
20 OTHER INCOME	-990	7,425		
21 VALUE OF FARM PRODUCTION	\$ 297,426	\$ 373,652		
22 HIRED LABOR	10,731	12,085		
23 MACHINERY REPAIRS	22,613	28,627		
24 IRRIGATION REPAIRS	1,110	1,041		
25 BUILDING REPAIRS	1,900	2,030		
26 INTEREST PAID	20,715	24,911		
27 SEED-OTHER CROP EXPENSE	21,856	30,862		
28 CROP INSURANCE	6,275	9,210		
29 FERTILIZER-LIME	32,902	47,047		
30 MACHINE HIRE	10,157	15,918		
31 ORGANIZATION FEE, PUBLICATION	3,037	3,817		
32 VET-MED-DRUGS	4,003	3,072		
33 CROP STORAGE-MARKETING	1,333	1,783		
34 LIVESTOCK MARKETING-BREEDING	3,402	2,378		
35 DAIRY EXPENSE	1,019	334		
36 GAS-FUEL-OIL	20,605	24,639		
37 IRRIGATION ENERGY	4,071	5,975		
38 REAL ESTATE TAXES	4,875	5,580		
39 PERSONAL PROPERTY TAXES	915	1,180		
40 GENERAL FARM INSURANCE	5,298	5,659		
41 UTILITIES	4,796	5,005		
42 CASH FARM RENT	17,228	22,864		
43 HERBICIDE-INSECTICIDE	16,840	25,534		
44 CONSERVATION	627	1,379		
45 AUTO EXPENSE	1,034	843		
46 TOTAL OPERATING EXPENSE	\$ 217,340	\$ 281,774		
47 DEPRECIATION-MACHINERY	22,781	31,917		
48 DEPRECIATION-BUILDINGS	2,641	2,767		
49 TOTAL FARM EXPENSE	\$ 242,763	\$ 316,458		
50 NET FARM INCOME	\$ 54,663	\$ 57,194		
51 UNPAID FAMILY LABOR	2,107	2,217		
52 UNPAID OPERATOR LABOR	28,114	29,120		
53 MANAGEMENT CHARGE	14,488	15,718		
54 CURRENT ASSET CHARGE - 8%	13,848	13,094		
55 NONCURRENT ASSET CHARGE - 8%	47,038	51,310		
56 RETURN LABOR-MANAGEMENT	-8,330	-9,427		
57 RETURN TO CAPITAL	30,669	35,049		
58 ASSET TURNOVER RATIO	.2738	.3122		
59 OPERATING PROFIT MARGIN RATIO	.1031	.0938		
60 % RETURN ON ASSETS	.0282	.0293		
61 % RETURN ON EQUITY	.0131	.0126		
62 TOTAL EXPENSE RATIO	.8162	.8469		
63 ADJUSTED TOTAL EXPENSE RATIO	.9665	.9729		
64 ECONOMIC TOTAL EXPENSE RATIO	1.1712	1.1452		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	291,152	300,976	304,543	320,055
66 NONCURRENT ASSETS	778,733	801,541	872,506	896,856
67 CURRENT LIABILITIES	122,471	123,465	145,166	152,079
68 NONCURRENT LIABILITIES	203,049	201,275	241,932	244,687
69 CURRENT RATIO	2.38	2.44	2.10	2.10
70 DEBT TO ASSET RATIO	.30	.29	.33	.33



## Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY TOTAL CROP ACRES

2,001 - 2,500 ACRES  
110 FARMS

2,501 - 3,000 ACRES  
74 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	85,835		60,911	
2 DAIRY AND MILK	14,338		3,458	
3 SHEEP	35			
4 SWINE	287		20,753	
5 POULTRY AND EGGS	11			
6 OTHER LIVESTOCK	-7		-150	
7 CUSTOM FEEDING	28,816		6,838	
8 FEED PURCHASED	-46,564		-25,991	
9 LIVESTOCK INCOME	\$ 82,752		\$ 65,819	
10 CORN	117,970		98,072	
11 GRAIN SORGHUM	29,464		34,192	
12 SOYBEANS	86,882		65,454	
13 SUNFLOWERS	4,158		4,768	
14 WHEAT	90,972		109,526	
15 HAY AND FORAGE	24,950		27,626	
16 OTHER CROP	7,337		12,472	
17 GOVERNMENT PAYMENTS	41,015		42,953	
18 CROP INSURANCE PROCEEDS	19,853		32,389	
19 MACHINE WORK	11,933		15,502	
20 OTHER INCOME	16,264		19,068	
21 VALUE OF FARM PRODUCTION	\$ 533,548		\$ 527,840	
22 HIRED LABOR	24,143		34,221	
23 MACHINERY REPAIRS	35,531		36,493	
24 IRRIGATION REPAIRS	1,286		2,119	
25 BUILDING REPAIRS	1,555		2,028	
26 INTEREST PAID	29,092		31,554	
27 SEED-OTHER CROP EXPENSE	44,492		38,064	
28 CROP INSURANCE	12,993		14,302	
29 FERTILIZER-LIME	62,446		64,061	
30 MACHINE HIRE	18,154		21,359	
31 ORGANIZATION FEE, PUBLICATION	4,642		4,605	
32 VET-MED-DRUGS	8,378		5,707	
33 CROP STORAGE-MARKETING	1,992		2,468	
34 LIVESTOCK MARKETING-BREEDING	3,901		2,831	
35 DAIRY EXPENSE	1,567		117	
36 GAS-FUEL-OIL	37,314		35,313	
37 IRRIGATION ENERGY	6,038		11,222	
38 REAL ESTATE TAXES	6,612		5,833	
39 PERSONAL PROPERTY TAXES	1,558		1,521	
40 GENERAL FARM INSURANCE	7,855		8,328	
41 UTILITIES	6,614		6,786	
42 CASH FARM RENT	36,468		29,573	
43 HERBICIDE-INSECTICIDE	34,822		37,342	
44 CONSERVATION	1,484		1,018	
45 AUTO EXPENSE	897		789	
46 TOTAL OPERATING EXPENSE	\$ 389,831		\$ 397,653	
47 DEPRECIATION-MACHINERY	43,741		42,523	
48 DEPRECIATION-BUILDINGS	4,170		5,033	
49 TOTAL FARM EXPENSE	\$ 437,742		\$ 445,209	
50 NET FARM INCOME	\$ 95,806		\$ 82,631	
51 UNPAID FAMILY LABOR	2,639		3,071	
52 UNPAID OPERATOR LABOR	32,842		30,612	
53 MANAGEMENT CHARGE	24,120		22,294	
54 CURRENT ASSET CHARGE - 8%	23,117		9,668	
55 NONCURRENT ASSET CHARGE - 8%	60,428		64,382	
56 RETURN LABOR-MANAGEMENT	9,622		5,509	
57 RETURN TO CAPITAL	65,298		58,207	
58 ASSET TURNOVER RATIO	.3405		.3639	
59 OPERATING PROFIT MARGIN RATIO	.1224		.1103	
60 % RETURN ON ASSETS	.0417		.0401	
61 % RETURN ON EQUITY	.0347		.0288	
62 TOTAL EXPENSE RATIO	.8204		.8435	
63 ADJUSTED TOTAL EXPENSE RATIO	.9321		.9495	
64 ECONOMIC TOTAL EXPENSE RATIO	1.0887		1.0898	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	496,794	519,935	361,129	390,765
66 NONCURRENT ASSETS	1,034,623	1,082,751	1,056,740	1,092,620
67 CURRENT LIABILITIES	211,232	227,568	248,751	261,447
68 NONCURRENT LIABILITIES	299,900	306,764	256,438	283,360
69 CURRENT RATIO	2.35	2.28	1.45	1.49
70 DEBT TO ASSET RATIO	.33	.33	.36	.37

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2006 DATA - KANSAS  
ANALYSIS OF THE FARM BUSINESS  
SORTED BY TOTAL CROP ACRES

2,001 - 2,500 ACRES

2,501 - 3,000 ACRES

AVERAGE ASSET & NET WORTH VALUES												
71 BREEDING LIVESTOCK	49,684				53,483							
72 MACHINERY AND EQUIPMENT	121,900				129,028							
73 MOTOR VEHICLES & LISTED PROPE	223,852				211,947							
74 BUILDINGS	40,011				52,294							
75 OWNED LAND	649,699				637,927							
76 TOTAL ASSETS	1,567,052				1,450,627							
77 NET WORTH	1,044,320				925,628							
LABOR												
78 NUMBER OF OPERATORS	1.21				1.13							
79 NUMBER OF WORKERS	1.98				2.23							
80 TOTAL WORK DAYS	635				591							
81 VALUE FARM PRODUCTION/WORKER	268,360				236,299							
82 NET FARM INCOME/WORKER	48,188				36,991							
PER OPERATOR BASIS												
83 TOTAL ASSETS	1,288,309				1,279,457							
84 VALUE OF FARM PRODUCTION	438,642				465,556							
85 NET FARM INCOME	78,764				72,880							
OTHER FACTORS												
86 % CROP ACRES IRRIGATED	11.30				9.00							
87 % TILLABLE LAND	77.95				81.54							
88 CROP MACH COST/TOT EXPENSE(%)	30.69				30.53							
ACRES												
89 TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
90 NON-IRRIGATED CROP ACRES	2005	109	665	90	1483	107	2467	74	725	58	1925	73
91 IRRIGATED CROP ACRES	557	50	288	22	512	42	547	33	303	18	450	28
92 TOTAL CROP ACRES	2240	110	727	91	1669	108	2711	74	819	58	2069	74
93 PASTURE ACRES	877	74	369	59	798	54	900	48	393	36	709	41
94 FARMSTEAD ACRES	86	56	73	53	50	19	72	31	62	24	74	10
CROP VALUE, COSTS, ACRES												
95 ACRES	TOTAL	PER CROP ACRE	PER HARV. ACRE	TOTAL	PER CROP ACRE	PER HARV. ACRE	TOTAL	PER CROP ACRE	PER HARV. ACRE			
96 CROP MACHINERY INVESTMENT	310,888	138.79	140.39	316,108	116.61	127.97	316,108	116.61	127.97			
97 CROP MACHINERY COST	134,325	59.97	60.66	135,929	50.14	55.03	135,929	50.14	55.03			
98 GROSS CROP VALUE	533,101	237.99	240.73	544,437	200.84	220.41	544,437	200.84	220.41			
99 CROP PRODUCTION COSTS	345,110	154.07	155.84	364,475	134.45	147.55	364,475	134.45	147.55			
NON-IRRIGATED ACRES												
	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
100 CORN	80	457	183	79.1	375	77.8	47	522	292	64.0	368	63.9
101 GRAIN SORGHUM	58	348	179	51.1	274	58.7	46	440	174	59.0	389	57.2
102 SOYBEANS	76	782	304	27.5	602	27.1	35	939	277	24.6	773	27.3
103 SUNFLOWERS	4	155					8	234			258	10.0
104 WHEAT	95	789	234	36.9	626	35.4	70	1036	299	29.9	856	30.8
105 OTHER CROPS	8	352	98		347		6	249			200	
106 ALFALFA	37	153	74	2.6	146	2.7	25	130	70	2.5	151	3.0
107 OTHER HAY & FORAGE	62	224	104		200		39	178	101		152	
108 VEGETABLES												
109 TRUCK CROPS												
110 FRUIT - FLOWERS - TREES												
IRRIGATED ACRES												
	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
111 CORN	38	374	233	175.9	326	167.1	25	299	164	161.0	255	190.8
112 GRAIN SORGHUM	6	45					9	161			128	91.0
113 SOYBEANS	26	239	105	47.2	256	51.8	13	291	200	50.4	214	56.0
114 SUNFLOWERS	4	463			337	21.4	6	181			171	19.2
115 WHEAT	16	184	138	47.5	161	47.4	17	180	130	48.5	163	54.3
116 OTHER CROPS												
117 ALFALFA	7	239	173	3.9	197	5.0						
118 OTHER HAY & FORAGE	14	151	241		91		10	123	105		82	
119 VEGETABLES												
120 TRUCK CROPS												
121 FRUIT - FLOWERS - TREES												
AVERAGE LIVESTOCK INVENTORIES AND SALES												
122 BEEF COWS	43				30							
123 DAIRY COWS	4											
124 EWES												
125 SOWS					10							
126 BEEF PURCH. FOR RESALE SALES	202				136							
127 SWINE PURCH. FOR RESALE SALES												
128 TURKEYS												

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2006 DATA - KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY TOTAL CROP ACRES

3,001 - 3,500 ACRES  
47 FARMS

> 3,501 ACRES  
68 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	61,227	120,425	
2 DAIRY AND MILK	-21	10,130	
3 SHEEP	4		
4 SWINE	68,741	53,521	
5 POULTRY AND EGGS	2,858		
6 OTHER LIVESTOCK	-511	401	
7 CUSTOM FEEDING	89,556	10,289	
8 FEED PURCHASED	-91,033	-103,729	
9 LIVESTOCK INCOME	\$ 130,823	\$ 91,037	
10 CORN	184,426	285,197	
11 GRAIN SORGHUM	28,543	54,121	
12 SOYBEANS	86,680	94,362	
13 SUNFLOWERS	3,295	8,254	
14 WHEAT	116,912	181,803	
15 HAY AND FORAGE	23,304	29,410	
16 OTHER CROP	6,022	34,371	
17 GOVERNMENT PAYMENTS	57,489	83,801	
18 CROP INSURANCE PROCEEDS	32,993	62,524	
19 MACHINE WORK	33,795	20,568	
20 OTHER INCOME	25,785	9,548	
21 VALUE OF FARM PRODUCTION	\$ 730,066	\$ 954,996	
22 HIRED LABOR	53,307	59,608	
23 MACHINERY REPAIRS	54,997	58,460	
24 IRRIGATION REPAIRS	2,293	4,033	
25 BUILDING REPAIRS	5,521	4,831	
26 INTEREST PAID	43,762	59,152	
27 SEED-OTHER CROP EXPENSE	57,748	74,568	
28 CROP INSURANCE	16,915	24,384	
29 FERTILIZER-LIME	80,189	119,537	
30 MACHINE HIRE	32,898	44,116	
31 ORGANIZATION FEE, PUBLICATION	8,249	6,399	
32 VET-MED-DRUGS	16,084	7,901	
33 CROP STORAGE-MARKETING	4,528	7,531	
34 LIVESTOCK MARKETING-BREEDING	10,664	7,338	
35 DAIRY EXPENSE	18	913	
36 GAS-FUEL-OIL	50,462	61,174	
37 IRRIGATION ENERGY	10,714	32,565	
38 REAL ESTATE TAXES	8,198	10,488	
39 PERSONAL PROPERTY TAXES	1,683	2,328	
40 GENERAL FARM INSURANCE	10,850	12,488	
41 UTILITIES	11,683	10,195	
42 CASH FARM RENT	38,050	57,738	
43 HERBICIDE-INSECTICIDE	46,181	74,520	
44 CONSERVATION	1,447	1,535	
45 AUTO EXPENSE	919	1,811	
46 TOTAL OPERATING EXPENSE	\$ 567,358	\$ 743,612	
47 DEPRECIATION-MACHINERY	57,912	71,245	
48 DEPRECIATION-BUILDINGS	10,031	8,749	
49 TOTAL FARM EXPENSE	\$ 635,300	\$ 823,606	
50 NET FARM INCOME	\$ 94,766	\$ 131,390	
51 UNPAID FAMILY LABOR	3,399	4,930	
52 UNPAID OPERATOR LABOR	35,445	36,926	
53 MANAGEMENT CHARGE	27,071	35,897	
54 CURRENT ASSET CHARGE - 8%	21,097	27,693	
55 NONCURRENT ASSET CHARGE - 8%	70,446	108,982	
56 RETURN LABOR-MANAGEMENT	-176	-10,215	
57 RETURN TO CAPITAL	72,613	112,789	
58 ASSET TURNOVER RATIO	.3967	.3507	
59 OPERATING PROFIT MARGIN RATIO	.0995	.1181	
60 % RETURN ON ASSETS	.0395	.0414	
61 % RETURN ON EQUITY	.0252	.0314	
62 TOTAL EXPENSE RATIO	.8702	.8624	
63 ADJUSTED TOTAL EXPENSE RATIO	.9605	.9438	
64 ECONOMIC TOTAL EXPENSE RATIO	1.0859	1.0870	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
65 CURRENT ASSETS	483,675	538,221	763,166
66 NONCURRENT ASSETS	1,309,599	1,348,961	1,901,429
67 CURRENT LIABILITIES	231,908	262,556	415,747
68 NONCURRENT LIABILITIES	446,457	450,955	554,799
69 CURRENT RATIO	2.09	2.05	1.84
70 DEBT TO ASSET RATIO	.38	.38	.36

