

Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - KANSAS
INCOME AND EXPENSE ANALYSIS
Farm Size by Census Acres

< 181 ACRES
36 FARMS

181 - 499 ACRES
147 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	17,763	27,437		
2 DAIRY AND MILK	18,424	33,095		
3 SHEEP		7		
4 SWINE	14,663	1,931		
5 POULTRY AND EGGS	22,312	5,396		
6 OTHER LIVESTOCK	81	468		
7 CUSTOM FEEDING	78	461		
8 FEED PURCHASED	-19,543	-21,519		
9 LIVESTOCK INCOME	\$ 53,778	\$ 47,277		
10 CORN	29,728	9,242		
11 GRAIN SORGHUM	452	3,217		
12 SOYBEANS	8,562	8,882		
13 SUNFLOWERS	3	37		
14 WHEAT	14,314	10,148		
15 HAY AND FORAGE	2,900	1,502		
16 OTHER CROP	179	2,238		
17 GOVERNMENT PAYMENTS	4,986	6,212		
18 CROP INSURANCE PROCEEDS	3,282	1,512		
19 MACHINE WORK	1,452	3,517		
20 OTHER INCOME	1,105	7,907		
21 VALUE OF FARM PRODUCTION	\$ 120,740	\$ 101,690		
22 HIRED LABOR	9,020	5,743		
23 MACHINERY REPAIRS	11,563	8,764		
24 IRRIGATION REPAIRS	5	260		
25 BUILDING REPAIRS	1,054	907		
26 INTEREST PAID	10,548	8,240		
27 SEED-OTHER CROP EXPENSE	6,603	4,728		
28 CROP INSURANCE	1,672	1,254		
29 FERTILIZER-LIME	14,703	7,315		
30 MACHINE HIRE	6,048	4,226		
31 ORGANIZATION FEE, PUBLICATION	2,042	1,816		
32 VET-MED-DRUGS	1,763	2,042		
33 CROP STORAGE-MARKETING	56	232		
34 LIVESTOCK MARKETING-BREEDING	1,586	8,523		
35 DAIRY EXPENSE	1,404	3,599		
36 GAS-FUEL-OIL	6,535	6,979		
37 IRRIGATION ENERGY		130		
38 REAL ESTATE TAXES	3,187	2,472		
39 PERSONAL PROPERTY TAXES	425	549		
40 GENERAL FARM INSURANCE	2,537	2,721		
41 UTILITIES	8,040	4,490		
42 CASH FARM RENT	3,697	3,925		
43 HERBICIDE-INSECTICIDE	5,098	3,268		
44 CONSERVATION	250	254		
45 AUTO EXPENSE	727	671		
46 TOTAL OPERATING EXPENSE	\$ 98,565	\$ 83,108		
47 DEPRECIATION-MACHINERY	9,590	7,930		
48 DEPRECIATION-BUILDINGS	3,315	3,072		
49 TOTAL FARM EXPENSE	\$ 111,470	\$ 94,110		
50 NET FARM INCOME	\$ 9,270	\$ 7,580		
51 UNPAID FAMILY LABOR	1,875	781		
52 UNPAID OPERATOR LABOR	16,125	20,259		
53 MANAGEMENT CHARGE	3,894	3,680		
54 CURRENT ASSET CHARGE - 8%	5,274	6,574		
55 NONCURRENT ASSET CHARGE - 8%	16,353	21,994		
56 RETURN LABOR-MANAGEMENT	-14,232	-21,769		
57 RETURN TO CAPITAL	-2,075	-8,900		
58 ASSET TURNOVER RATIO	.2659	.2110		
59 OPERATING PROFIT MARGIN RATIO	-.0172	-.0875		
60 % RETURN ON ASSETS	-.0046	-.0185		
61 % RETURN ON EQUITY	-.0467	-.0480		
62 TOTAL EXPENSE RATIO	.9232	.9255		
63 ADJUSTED TOTAL EXPENSE RATIO	1.1046	1.1685		
64 ECONOMIC TOTAL EXPENSE RATIO	1.2837	1.4495		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	121,579	119,090	125,064	124,879
66 NONCURRENT ASSETS	329,921	337,678	355,576	358,426
67 CURRENT LIABILITIES	42,158	66,657	41,517	44,086
68 NONCURRENT LIABILITIES	128,042	130,733	82,905	81,246
69 CURRENT RATIO	2.88	1.79	3.01	2.83
70 DEBT TO ASSET RATIO	.38	.43	.26	.26

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2006 DATA - KANSAS
ANALYSIS OF THE FARM BUSINESS
Farm Size by Census Acres

< 181 ACRES

181 - 499 ACRES

AVERAGE ASSET & NET WORTH VALUES													
71	BREEDING LIVESTOCK									40,197			
72	MACHINERY AND EQUIPMENT									29,750			
73	MOTOR VEHICLES & LISTED PROPE									46,139			
74	BUILDINGS									20,689			
75	OWNED LAND									249,344			
76	TOTAL ASSETS									481,972			
77	NET WORTH									357,096			
LABOR													
78	NUMBER OF OPERATORS									.75			
79	NUMBER OF WORKERS									.95			
80	TOTAL WORK DAYS									147			
81	VALUE FARM PRODUCTION/WORKER									106,698			
82	NET FARM INCOME/WORKER									7,953			
PER OPERATOR BASIS													
83	TOTAL ASSETS									642,338			
84	VALUE OF FARM PRODUCTION									135,525			
85	NET FARM INCOME									10,102			
OTHER FACTORS													
86	% CROP ACRES IRRIGATED									3.74			
87	% TILLABLE LAND									68.81			
88	CROP MACH COST/TOT EXPENSE(%)									23.49			
ACRES													
89	TOTAL ACRES	111	36	257	29	410	16	355	147	276	120	254	114
90	NON-IRRIGATED CROP ACRES	383	27	220	22	458	12	250	138	154	107	187	97
91	IRRIGATED CROP ACRES							149	9	115	8		
92	TOTAL CROP ACRES	388	27	226	22	458	12	258	139	161	108	187	99
93	PASTURE ACRES	175	19	134	17	209	5	247	99	178	80	233	44
94	FARMSTEAD ACRES	15	14	16	12			26	69	25	62	21	11
CROP VALUE, COSTS, ACRES													
95	ACRES	TOTAL	PER CROP ACRE	PER HARV. ACRE		TOTAL	PER CROP ACRE	PER HARV. ACRE					
96	CROP MACHINERY INVESTMENT	47,188	162.30	161.71		53,681	219.96	221.27					
97	CROP MACHINERY COST	22,530	77.49	77.21		22,111	90.60	91.14					
98	GROSS CROP VALUE	80,112	214.31	213.53		53,409	211.40	212.66					
99	CROP PRODUCTION COSTS	70,492	208.78	208.02		49,196	196.09	197.26					
NON-IRRIGATED ACRES													
		CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
100	CORN	6	486	213	88.3			54	83	61	75.0	70	78.1
101	GRAIN SORGHUM	4	37			33	88	52	59.4	82	58.2		
102	SOYBEANS	13	308	215	29.9	382	19.6	77	107	74	26.7	83	28.2
103	SUNFLOWERS												
104	WHEAT	13	193	155	48.9	223	40.8	89	112	69	38.8	105	38.9
105	OTHER CROPS							12	41	38		38	
106	ALFALFA	8	56	42	1.8	27	54	45	3.4	53	2.9		
107	OTHER HAY & FORAGE	9	38	30		78	86	72		55			
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							5	116	66	174.4		
112	GRAIN SORGHUM												
113	SOYBEANS							7	74	71	49.6		
114	SUNFLOWERS												
115	WHEAT												
116	OTHER CROPS												
117	ALFALFA												
118	OTHER HAY & FORAGE												
119	VEGETABLES												
120	TRUCK CROPS												
121	FRUIT - FLOWERS - TREES												
AVERAGE LIVESTOCK INVENTORIES AND SALES													
122	BEEF COWS				17						17		
123	DAIRY COWS				5						11		
124	EWES										1		
125	SOWS				6						1		
126	BEEF PURCH. FOR RESALE SALES				11						45		
127	SWINE PURCH. FOR RESALE SALES				25						14		
128	TURKEYS				12,812						2,929		

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2006 DATA - KANSAS
INCOME AND EXPENSE ANALYSIS
Farm Size by Census Acres

500 - 999 ACRES
284 FARMS

1,000 - 1,999 ACRES
574 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	26,114		39,854	
2 DAIRY AND MILK	14,393		16,977	
3 SHEEP	226		663	
4 SWINE	7,273		10,067	
5 POULTRY AND EGGS	1,658		429	
6 OTHER LIVESTOCK	-689		1,290	
7 CUSTOM FEEDING	3,663		3,103	
8 FEED PURCHASED	-17,078		-20,914	
9 LIVESTOCK INCOME	\$ 35,561		\$ 51,468	
10 CORN	21,054		48,693	
11 GRAIN SORGHUM	7,385		18,790	
12 SOYBEANS	19,534		38,423	
13 SUNFLOWERS	249		349	
14 WHEAT	27,658		47,878	
15 HAY AND FORAGE	9,091		13,857	
16 OTHER CROP	1,450		4,434	
17 GOVERNMENT PAYMENTS	10,973		20,471	
18 CROP INSURANCE PROCEEDS	4,860		8,540	
19 MACHINE WORK	4,792		7,766	
20 OTHER INCOME	4,927		1,980	
21 VALUE OF FARM PRODUCTION	\$ 147,534		\$ 262,649	
22 HIRED LABOR	4,097		8,818	
23 MACHINERY REPAIRS	12,338		20,035	
24 IRRIGATION REPAIRS	393		1,030	
25 BUILDING REPAIRS	1,314		1,728	
26 INTEREST PAID	9,594		16,899	
27 SEED-OTHER CROP EXPENSE	10,120		20,089	
28 CROP INSURANCE	2,425		5,630	
29 FERTILIZER-LIME	16,163		30,088	
30 MACHINE HIRE	5,012		10,414	
31 ORGANIZATION FEE, PUBLICATION	1,784		2,847	
32 VET-MED-DRUGS	2,175		3,213	
33 CROP STORAGE-MARKETING	307		1,119	
34 LIVESTOCK MARKETING-BREEDING	1,908		2,167	
35 DAIRY EXPENSE	1,881		964	
36 GAS-FUEL-OIL	10,821		17,637	
37 IRRIGATION ENERGY	863		4,205	
38 REAL ESTATE TAXES	3,243		4,506	
39 PERSONAL PROPERTY TAXES	566		794	
40 GENERAL FARM INSURANCE	3,211		4,655	
41 UTILITIES	3,385		4,258	
42 CASH FARM RENT	8,590		14,726	
43 HERBICIDE-INSECTICIDE	6,997		16,058	
44 CONSERVATION	401		541	
45 AUTO EXPENSE	793		1,004	
46 TOTAL OPERATING EXPENSE	\$ 108,380		\$ 193,427	
47 DEPRECIATION-MACHINERY	11,588		20,185	
48 DEPRECIATION-BUILDINGS	1,486		2,467	
49 TOTAL FARM EXPENSE	\$ 121,453		\$ 216,079	
50 NET FARM INCOME	\$ 26,081		\$ 46,570	
51 UNPAID FAMILY LABOR	864		1,686	
52 UNPAID OPERATOR LABOR	22,883		27,042	
53 MANAGEMENT CHARGE	7,369		12,420	
54 CURRENT ASSET CHARGE - 8%	8,522		11,525	
55 NONCURRENT ASSET CHARGE - 8%	30,151		41,735	
56 RETURN LABOR-MANAGEMENT	-13,457		-8,377	
57 RETURN TO CAPITAL	4,559		22,321	
58 ASSET TURNOVER RATIO	.2323		.2818	
59 OPERATING PROFIT MARGIN RATIO	.0309		.0850	
60 % RETURN ON ASSETS	.0072		.0239	
61 % RETURN ON EQUITY	-.0104		.0081	
62 TOTAL EXPENSE RATIO	.8232		.8227	
63 ADJUSTED TOTAL EXPENSE RATIO	1.0341		.9794	
64 ECONOMIC TOTAL EXPENSE RATIO	1.2963		1.1821	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	153,951	155,052	233,674	245,808
66 NONCURRENT ASSETS	474,123	487,085	681,778	702,843
67 CURRENT LIABILITIES	51,091	44,851	93,620	97,727
68 NONCURRENT LIABILITIES	101,979	105,443	169,058	172,177
69 CURRENT RATIO	3.01	3.46	2.50	2.52
70 DEBT TO ASSET RATIO	.24	.23	.29	.28

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2006 DATA - KANSAS
INCOME AND EXPENSE ANALYSIS
Farm Size by Census Acres

2,000 - 4,999 ACRES
524 FARMS

> 5,000 ACRES
77 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	88,991	265,756		
2 DAIRY AND MILK	9,074	-171		
3 SHEEP	7	92		
4 SWINE	11,857	47,225		
5 POULTRY AND EGGS	260			
6 OTHER LIVESTOCK	215	-695		
7 CUSTOM FEEDING	19,418	21,181		
8 FEED PURCHASED	-41,276	-164,415		
9 LIVESTOCK INCOME	\$ 88,546	\$ 168,973		
10 CORN	83,097	158,544		
11 GRAIN SORGHUM	23,022	33,759		
12 SOYBEANS	56,109	66,483		
13 SUNFLOWERS	2,388	4,571		
14 WHEAT	77,959	107,408		
15 HAY AND FORAGE	20,240	38,057		
16 OTHER CROP	7,853	12,847		
17 GOVERNMENT PAYMENTS	33,635	51,361		
18 CROP INSURANCE PROCEEDS	19,150	40,425		
19 MACHINE WORK	11,634	16,038		
20 OTHER INCOME	12,557	9,554		
21 VALUE OF FARM PRODUCTION	\$ 436,192	\$ 708,019		
22 HIRED LABOR	21,826	45,682		
23 MACHINERY REPAIRS	31,671	45,000		
24 IRRIGATION REPAIRS	1,118	1,648		
25 BUILDING REPAIRS	2,572	4,975		
26 INTEREST PAID	28,040	52,679		
27 SEED-OTHER CROP EXPENSE	32,893	43,477		
28 CROP INSURANCE	9,880	15,901		
29 FERTILIZER-LIME	50,033	76,560		
30 MACHINE HIRE	16,525	33,771		
31 ORGANIZATION FEE, PUBLICATION	4,090	6,073		
32 VET-MED-DRUGS	7,825	12,275		
33 CROP STORAGE-MARKETING	1,986	5,543		
34 LIVESTOCK MARKETING-BREEDING	4,926	9,926		
35 DAIRY EXPENSE	710			
36 GAS-FUEL-OIL	30,440	42,086		
37 IRRIGATION ENERGY	6,143	15,617		
38 REAL ESTATE TAXES	6,262	8,457		
39 PERSONAL PROPERTY TAXES	1,256	2,325		
40 GENERAL FARM INSURANCE	6,693	9,994		
41 UTILITIES	6,130	9,233		
42 CASH FARM RENT	31,120	60,828		
43 HERBICIDE-INSECTICIDE	27,285	44,391		
44 CONSERVATION	1,178	2,072		
45 AUTO EXPENSE	872	1,425		
46 TOTAL OPERATING EXPENSE	\$ 331,474	\$ 549,937		
47 DEPRECIATION-MACHINERY	35,830	54,109		
48 DEPRECIATION-BUILDINGS	3,949	7,280		
49 TOTAL FARM EXPENSE	\$ 371,253	\$ 611,325		
50 NET FARM INCOME	\$ 64,938	\$ 96,694		
51 UNPAID FAMILY LABOR	2,405	5,698		
52 UNPAID OPERATOR LABOR	30,586	34,188		
53 MANAGEMENT CHARGE	18,322	29,881		
54 CURRENT ASSET CHARGE - 8%	16,646	43,739		
55 NONCURRENT ASSET CHARGE - 8%	61,018	97,082		
56 RETURN LABOR-MANAGEMENT	-15,130	-49,826		
57 RETURN TO CAPITAL	41,666	79,605		
58 ASSET TURNOVER RATIO	.3037	.2703		
59 OPERATING PROFIT MARGIN RATIO	.0955	.1124		
60 % RETURN ON ASSETS	.0290	.0304		
61 % RETURN ON EQUITY	.0140	.0153		
62 TOTAL EXPENSE RATIO	.8511	.8634		
63 ADJUSTED TOTAL EXPENSE RATIO	.9688	.9620		
64 ECONOMIC TOTAL EXPENSE RATIO	1.1468	1.1609		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	401,138	416,583	943,678	996,369
66 NONCURRENT ASSETS	1,011,374	1,043,206	1,629,894	1,669,287
67 CURRENT LIABILITIES	194,738	206,845	394,057	452,516
68 NONCURRENT LIABILITIES	262,790	266,331	430,516	441,603
69 CURRENT RATIO	2.06	2.01	2.39	2.20
70 DEBT TO ASSET RATIO	.32	.32	.32	.34

