

Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY AGE OF OPERATOR

< 36
89 FARMS

36 - 40
88 FARMS

| ITEM | PER FARM | PER FARM | |
|----------------------------------|-------------|-------------|-------------|
| 1 BEEF | 43,767 | 40,870 | |
| 2 DAIRY AND MILK | 6,691 | 31,959 | |
| 3 SHEEP | 17 | 404 | |
| 4 SWINE | 3,615 | 5,796 | |
| 5 POULTRY AND EGGS | 1,313 | 9,775 | |
| 6 OTHER LIVESTOCK | 198 | -926 | |
| 7 CUSTOM FEEDING | 1,326 | 12,162 | |
| 8 FEED PURCHASED | -15,947 | -35,671 | |
| 9 LIVESTOCK INCOME | \$ 40,979 | \$ 64,370 | |
| 10 CORN | 42,829 | 92,617 | |
| 11 GRAIN SORGHUM | 13,352 | 13,034 | |
| 12 SOYBEANS | 30,164 | 38,769 | |
| 13 SUNFLOWERS | 1,527 | 3,049 | |
| 14 WHEAT | 39,715 | 52,925 | |
| 15 HAY AND FORAGE | 19,372 | 12,921 | |
| 16 OTHER CROP | 874 | 5,109 | |
| 17 GOVERNMENT PAYMENTS | 16,116 | 26,574 | |
| 18 CROP INSURANCE PROCEEDS | 10,819 | 17,823 | |
| 19 MACHINE WORK | 11,675 | 12,459 | |
| 20 OTHER INCOME | 8,411 | 15,956 | |
| 21 VALUE OF FARM PRODUCTION | \$ 235,833 | \$ 355,608 | |
| 22 HIRED LABOR | 3,890 | 15,764 | |
| 23 MACHINERY REPAIRS | 17,503 | 23,940 | |
| 24 IRRIGATION REPAIRS | 805 | 1,438 | |
| 25 BUILDING REPAIRS | 652 | 2,227 | |
| 26 INTEREST PAID | 14,418 | 24,678 | |
| 27 SEED-OTHER CROP EXPENSE | 19,805 | 27,940 | |
| 28 CROP INSURANCE | 5,657 | 8,241 | |
| 29 FERTILIZER-LIME | 26,159 | 40,414 | |
| 30 MACHINE HIRE | 9,086 | 14,171 | |
| 31 ORGANIZATION FEE, PUBLICATION | 2,049 | 3,713 | |
| 32 VET-MED-DRUGS | 2,888 | 4,373 | |
| 33 CROP STORAGE-MARKETING | 1,013 | 2,048 | |
| 34 LIVESTOCK MARKETING-BREEDING | 1,963 | 2,104 | |
| 35 DAIRY EXPENSE | 741 | 3,436 | |
| 36 GAS-FUEL-OIL | 16,637 | 19,047 | |
| 37 IRRIGATION ENERGY | 3,501 | 10,021 | |
| 38 REAL ESTATE TAXES | 1,713 | 3,414 | |
| 39 PERSONAL PROPERTY TAXES | 737 | 1,009 | |
| 40 GENERAL FARM INSURANCE | 3,028 | 5,486 | |
| 41 UTILITIES | 3,031 | 7,016 | |
| 42 CASH FARM RENT | 20,205 | 25,400 | |
| 43 HERBICIDE-INSECTICIDE | 12,466 | 24,274 | |
| 44 CONSERVATION | 174 | 131 | |
| 45 AUTO EXPENSE | 1,026 | 1,050 | |
| 46 TOTAL OPERATING EXPENSE | \$ 169,147 | \$ 271,336 | |
| 47 DEPRECIATION-MACHINERY | 18,052 | 28,816 | |
| 48 DEPRECIATION-BUILDINGS | 1,497 | 5,307 | |
| 49 TOTAL FARM EXPENSE | \$ 188,696 | \$ 305,460 | |
| 50 NET FARM INCOME | \$ 47,137 | \$ 50,148 | |
| 51 UNPAID FAMILY LABOR | 1,138 | 2,582 | |
| 52 UNPAID OPERATOR LABOR | 24,725 | 27,890 | |
| 53 MANAGEMENT CHARGE | 11,637 | 13,875 | |
| 54 CURRENT ASSET CHARGE - 8% | 10,636 | 8,800 | |
| 55 NONCURRENT ASSET CHARGE - 8% | 14,656 | 27,140 | |
| 56 RETURN LABOR-MANAGEMENT | 20,708 | 11,625 | |
| 57 RETURN TO CAPITAL | 24,055 | 30,479 | |
| 58 ASSET TURNOVER RATIO | .4190 | .4060 | |
| 59 OPERATING PROFIT MARGIN RATIO | .1020 | .0857 | |
| 60 % RETURN ON ASSETS | .0427 | .0348 | |
| 61 % RETURN ON EQUITY | .0305 | .0129 | |
| 62 TOTAL EXPENSE RATIO | .8001 | .8590 | |
| 63 ADJUSTED TOTAL EXPENSE RATIO | .9591 | .9837 | |
| 64 ECONOMIC TOTAL EXPENSE RATIO | 1.0664 | 1.0848 | |
| ASSETS/LOANS/FINANCIAL RATIOS | JANUARY 1 | DECEMBER 31 | JANUARY 1 |
| | DECEMBER 31 | | DECEMBER 31 |
| 65 CURRENT ASSETS | 206,409 | 222,657 | 261,525 |
| 66 NONCURRENT ASSETS | 331,192 | 365,486 | 580,966 |
| 67 CURRENT LIABILITIES | 75,943 | 87,223 | 149,091 |
| 68 NONCURRENT LIABILITIES | 157,229 | 173,055 | 246,712 |
| 69 CURRENT RATIO | 2.72 | 2.55 | 1.75 |
| 70 DEBT TO ASSET RATIO | .43 | .44 | .47 |

Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - KANSAS
ANALYSIS OF THE FARM BUSINESS
SORTED BY AGE OF OPERATOR

< 36

36 - 40

| | | | | | | | | | | | | |
|---|---------|---------------|----------------|-------|--------|--------|---------|---------------|----------------|-------|--------|-------|
| AVERAGE ASSET & NET WORTH VALUES | | | | | | | | | | | | |
| 71 BREEDING LIVESTOCK | | | | | | | | | 52,586 | | | |
| 72 MACHINERY AND EQUIPMENT | | | | | | | | | 85,702 | | | |
| 73 MOTOR VEHICLES & LISTED PROPE | | | | | | | | | 121,849 | | | |
| 74 BUILDINGS | | | | | | | | | 42,087 | | | |
| 75 OWNED LAND | | | | | | | | | 336,446 | | | |
| 76 TOTAL ASSETS | | | | | | | | | 875,907 | | | |
| 77 NET WORTH | | | | | | | | | 449,249 | | | |
| LABOR | | | | | | | | | | | | |
| 78 NUMBER OF OPERATORS | | | | | | | | | 1.03 | | | |
| 79 NUMBER OF WORKERS | | | | | | | | | 1.62 | | | |
| 80 TOTAL WORK DAYS | | | | | | | | | 407 | | | |
| 81 VALUE FARM PRODUCTION/WORKER | | | | | | | | | 218,683 | | | |
| 82 NET FARM INCOME/WORKER | | | | | | | | | 30,838 | | | |
| PER OPERATOR BASIS | | | | | | | | | | | | |
| 83 TOTAL ASSETS | | | | | | | | | 847,963 | | | |
| 84 VALUE OF FARM PRODUCTION | | | | | | | | | 344,263 | | | |
| 85 NET FARM INCOME | | | | | | | | | 48,548 | | | |
| OTHER FACTORS | | | | | | | | | | | | |
| 86 % CROP ACRES IRRIGATED | | | | | | | | | 14.50 | | | |
| 87 % TILLABLE LAND | | | | | | | | | 72.46 | | | |
| 88 CROP MACH COST/TOT EXPENSE(%) | | | | | | | | | 24.89 | | | |
| ACRES | | | | | | | | | | | | |
| | TOTAL | CNT | OWNED | CNT | RENTED | CNT | TOTAL | CNT | OWNED | CNT | RENTED | CNT |
| 89 TOTAL ACRES | 1519 | 89 | 410 | 59 | 1276 | 87 | 1936 | 88 | 556 | 71 | 1576 | 83 |
| 90 NON-IRRIGATED CROP ACRES | 988 | 86 | 218 | 52 | 898 | 82 | 1256 | 84 | 409 | 64 | 992 | 80 |
| 91 IRRIGATED CROP ACRES | 432 | 15 | 193 | 5 | 394 | 14 | 639 | 28 | 302 | 16 | 523 | 25 |
| 92 TOTAL CROP ACRES | 1064 | 86 | 237 | 52 | 966 | 82 | 1469 | 84 | 484 | 64 | 1155 | 80 |
| 93 PASTURE ACRES | 762 | 56 | 285 | 39 | 686 | 46 | 735 | 61 | 156 | 44 | 808 | 47 |
| 94 FARMSTEAD ACRES | 39 | 28 | 31 | 25 | 55 | 6 | 56 | 37 | 47 | 35 | 59 | 7 |
| CROP VALUE, COSTS, ACRES | | | | | | | | | | | | |
| | TOTAL | PER CROP ACRE | PER HARV. ACRE | | | | TOTAL | PER CROP ACRE | PER HARV. ACRE | | | |
| 95 ACRES | | 1028 | 1029 | | | | | 1403 | 1327 | | | |
| 96 CROP MACHINERY INVESTMENT | 102,566 | 99.78 | 99.64 | | | | 175,847 | 125.37 | 132.47 | | | |
| 97 CROP MACHINERY COST | 49,584 | 48.24 | 48.17 | | | | 76,028 | 54.21 | 57.27 | | | |
| 98 GROSS CROP VALUE | 233,253 | 219.26 | 218.96 | | | | 330,249 | 227.43 | 240.31 | | | |
| 99 CROP PRODUCTION COSTS | 130,524 | 125.55 | 125.38 | | | | 227,285 | 154.68 | 163.44 | | | |
| NON-IRRIGATED ACRES | | | | | | | | | | | | |
| | CNT | AVE. ACRES | OWNED | ACRES | YIELD | RENTED | ACRES | YIELD | RENTED | ACRES | YIELD | |
| 100 CORN | 52 | 276 | 93 | 81.2 | 269 | 75.2 | 54 | 339 | 211 | 79.2 | 248 | 71.5 |
| 101 GRAIN SORGHUM | 42 | 232 | 67 | 49.3 | 238 | 55.2 | 31 | 260 | 139 | 59.0 | 199 | 51.1 |
| 102 SOYBEANS | 53 | 409 | 121 | 20.4 | 376 | 25.1 | 50 | 408 | 145 | 27.6 | 348 | 25.9 |
| 103 SUNFLOWERS | 8 | 98 | | | 98 | 49.2 | | | | | | |
| 104 WHEAT | 68 | 440 | 127 | 37.2 | 420 | 35.6 | 67 | 547 | 193 | 32.5 | 470 | 33.2 |
| 105 OTHER CROPS | 5 | 60 | | | 71 | | 7 | 278 | 100 | | | |
| 106 ALFALFA | 20 | 98 | 60 | 2.3 | 90 | 2.9 | 27 | 111 | 44 | 2.8 | 128 | 3.1 |
| 107 OTHER HAY & FORAGE | 48 | 123 | 63 | | 118 | | 47 | 158 | 50 | | 164 | |
| 108 VEGETABLES | | | | | | | | | | | | |
| 109 TRUCK CROPS | | | | | | | | | | | | |
| 110 FRUIT - FLOWERS - TREES | | | | | | | | | | | | |
| IRRIGATED ACRES | | | | | | | | | | | | |
| | CNT | AVE. ACRES | OWNED | ACRES | YIELD | RENTED | ACRES | YIELD | RENTED | ACRES | YIELD | |
| 111 CORN | 12 | 179 | | | 169 | 186.3 | 25 | 439 | 240 | 175.7 | 369 | 182.1 |
| 112 GRAIN SORGHUM | 4 | 75 | | | 75 | 71.9 | | | | | | |
| 113 SOYBEANS | 9 | 185 | | | 184 | 52.8 | 16 | 183 | 115 | 53.9 | 177 | 53.3 |
| 114 SUNFLOWERS | | | | | | | | | | | | |
| 115 WHEAT | 6 | 134 | | | 134 | 27.6 | 13 | 199 | 96 | 54.6 | 211 | 48.6 |
| 116 OTHER CROPS | | | | | | | | | | | | |
| 117 ALFALFA | | | | | | | | | | | | |
| 118 OTHER HAY & FORAGE | | | | | | | 5 | 151 | | | 117 | |
| 119 VEGETABLES | | | | | | | | | | | | |
| 120 TRUCK CROPS | | | | | | | | | | | | |
| 121 FRUIT - FLOWERS - TREES | | | | | | | | | | | | |
| AVERAGE LIVESTOCK INVENTORIES AND SALES | | | | | | | | | | | | |
| 122 BEEF COWS | | | | | 49 | | | | | | 20 | |
| 123 DAIRY COWS | | | | | 3 | | | | | | 12 | |
| 124 EWES | | | | | | | | | | | 2 | |
| 125 SOWS | | | | | 2 | | | | | | 1 | |
| 126 BEEF PURCH. FOR RESALE SALES | | | | | 68 | | | | | | 81 | |
| 127 SWINE PURCH. FOR RESALE SALES | | | | | 11 | | | | | | 47 | |
| 128 TURKEYS | | | | | 695 | | | | | | 2,987 | |

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2006 DATA - KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY AGE OF OPERATOR

41 - 45
131 FARMS

46 - 50
223 FARMS

| ITEM | PER FARM | PER FARM | |
|----------------------------------|-------------|-------------|-------------|
| 1 BEEF | 60,151 | 63,376 | |
| 2 DAIRY AND MILK | 36,858 | 12,401 | |
| 3 SHEEP | 173 | 682 | |
| 4 SWINE | 11,831 | 16,746 | |
| 5 POULTRY AND EGGS | 892 | 601 | |
| 6 OTHER LIVESTOCK | -221 | -689 | |
| 7 CUSTOM FEEDING | 1,387 | 8,352 | |
| 8 FEED PURCHASED | -29,723 | -34,722 | |
| 9 LIVESTOCK INCOME | \$ 81,347 | \$ 66,748 | |
| 10 CORN | 51,241 | 70,608 | |
| 11 GRAIN SORGHUM | 16,458 | 20,868 | |
| 12 SOYBEANS | 37,997 | 41,066 | |
| 13 SUNFLOWERS | 3,888 | 930 | |
| 14 WHEAT | 50,995 | 60,159 | |
| 15 HAY AND FORAGE | 15,808 | 15,996 | |
| 16 OTHER CROP | 5,481 | 7,999 | |
| 17 GOVERNMENT PAYMENTS | 21,185 | 26,875 | |
| 18 CROP INSURANCE PROCEEDS | 11,171 | 18,483 | |
| 19 MACHINE WORK | 8,453 | 10,792 | |
| 20 OTHER INCOME | -8,324 | 7,414 | |
| 21 VALUE OF FARM PRODUCTION | \$ 295,701 | \$ 347,939 | |
| 22 HIRED LABOR | 9,772 | 13,425 | |
| 23 MACHINERY REPAIRS | 23,192 | 25,205 | |
| 24 IRRIGATION REPAIRS | 541 | 1,404 | |
| 25 BUILDING REPAIRS | 1,249 | 2,514 | |
| 26 INTEREST PAID | 20,760 | 25,158 | |
| 27 SEED-OTHER CROP EXPENSE | 22,513 | 26,245 | |
| 28 CROP INSURANCE | 6,264 | 8,521 | |
| 29 FERTILIZER-LIME | 32,663 | 40,090 | |
| 30 MACHINE HIRE | 9,879 | 15,203 | |
| 31 ORGANIZATION FEE, PUBLICATION | 2,715 | 3,577 | |
| 32 VET-MED-DRUGS | 5,108 | 5,301 | |
| 33 CROP STORAGE-MARKETING | 1,230 | 1,706 | |
| 34 LIVESTOCK MARKETING-BREEDING | 2,650 | 5,476 | |
| 35 DAIRY EXPENSE | 1,650 | 1,086 | |
| 36 GAS-FUEL-OIL | 20,573 | 23,035 | |
| 37 IRRIGATION ENERGY | 3,250 | 8,358 | |
| 38 REAL ESTATE TAXES | 3,197 | 4,186 | |
| 39 PERSONAL PROPERTY TAXES | 1,002 | 1,088 | |
| 40 GENERAL FARM INSURANCE | 4,864 | 5,670 | |
| 41 UTILITIES | 4,545 | 4,925 | |
| 42 CASH FARM RENT | 19,835 | 26,514 | |
| 43 HERBICIDE-INSECTICIDE | 16,591 | 23,239 | |
| 44 CONSERVATION | 497 | 899 | |
| 45 AUTO EXPENSE | 803 | 1,156 | |
| 46 TOTAL OPERATING EXPENSE | \$ 215,343 | \$ 273,982 | |
| 47 DEPRECIATION-MACHINERY | 24,709 | 26,219 | |
| 48 DEPRECIATION-BUILDINGS | 2,816 | 3,912 | |
| 49 TOTAL FARM EXPENSE | \$ 242,869 | \$ 304,113 | |
| 50 NET FARM INCOME | \$ 52,832 | \$ 43,826 | |
| 51 UNPAID FAMILY LABOR | 1,872 | 2,260 | |
| 52 UNPAID OPERATOR LABOR | 26,217 | 28,465 | |
| 53 MANAGEMENT CHARGE | 13,760 | 13,139 | |
| 54 CURRENT ASSET CHARGE - 8% | 12,394 | 13,026 | |
| 55 NONCURRENT ASSET CHARGE - 8% | 28,680 | 38,289 | |
| 56 RETURN LABOR-MANAGEMENT | 9,886 | -9,749 | |
| 57 RETURN TO CAPITAL | 31,744 | 25,121 | |
| 58 ASSET TURNOVER RATIO | .3528 | .3406 | |
| 59 OPERATING PROFIT MARGIN RATIO | .1074 | .0722 | |
| 60 % RETURN ON ASSETS | .0379 | .0246 | |
| 61 % RETURN ON EQUITY | .0214 | -.0001 | |
| 62 TOTAL EXPENSE RATIO | .8213 | .8740 | |
| 63 ADJUSTED TOTAL EXPENSE RATIO | .9629 | 1.0001 | |
| 64 ECONOMIC TOTAL EXPENSE RATIO | 1.1018 | 1.1476 | |
| ASSETS/LOANS/FINANCIAL RATIOS | JANUARY 1 | DECEMBER 31 | JANUARY 1 |
| | DECEMBER 31 | | DECEMBER 31 |
| 65 CURRENT ASSETS | 276,885 | 285,737 | 303,345 |
| 66 NONCURRENT ASSETS | 545,415 | 568,138 | 701,145 |
| 67 CURRENT LIABILITIES | 121,529 | 131,250 | 138,785 |
| 68 NONCURRENT LIABILITIES | 201,244 | 195,301 | 234,790 |
| 69 CURRENT RATIO | 2.28 | 2.18 | 2.19 |
| 70 DEBT TO ASSET RATIO | .39 | .38 | .37 |

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2006 DATA - KANSAS
ANALYSIS OF THE FARM BUSINESS
SORTED BY AGE OF OPERATOR

41 - 45

46 - 50

| | | | | | | | | | | | | | |
|---|-------------------------------|---------|---------------|----------------|-------|--------------|-------|---------|---------------|----------------|-------|--------------|-------|
| AVERAGE ASSET & NET WORTH VALUES | | | | | | | | | | | | | |
| 71 | BREEDING LIVESTOCK | | | | | | | | 58,554 | | | | |
| 72 | MACHINERY AND EQUIPMENT | | | | | | | | 85,704 | | | | |
| 73 | MOTOR VEHICLES & LISTED PROPE | | | | | | | | 130,391 | | | | |
| 74 | BUILDINGS | | | | | | | | 32,074 | | | | |
| 75 | OWNED LAND | | | | | | | | 448,428 | | | | |
| 76 | TOTAL ASSETS | | | | | | | | 1,021,518 | | | | |
| 77 | NET WORTH | | | | | | | | 641,436 | | | | |
| LABOR | | | | | | | | | | | | | |
| 78 | NUMBER OF OPERATORS | | | | | | | | 1.05 | | | | |
| 79 | NUMBER OF WORKERS | | | | | | | | 1.54 | | | | |
| 80 | TOTAL WORK DAYS | | | | | | | | 402 | | | | |
| 81 | VALUE FARM PRODUCTION/WORKER | | | | | | | | 225,226 | | | | |
| 82 | NET FARM INCOME/WORKER | | | | | | | | 28,369 | | | | |
| PER OPERATOR BASIS | | | | | | | | | | | | | |
| 83 | TOTAL ASSETS | | | | | | | | 968,943 | | | | |
| 84 | VALUE OF FARM PRODUCTION | | | | | | | | 330,031 | | | | |
| 85 | NET FARM INCOME | | | | | | | | 41,570 | | | | |
| OTHER FACTORS | | | | | | | | | | | | | |
| 86 | % CROP ACRES IRRIGATED | | | | | | | | 10.37 | | | | |
| 87 | % TILLABLE LAND | | | | | | | | 70.78 | | | | |
| 88 | CROP MACH COST/TOT EXPENSE(%) | | | | | | | | 27.19 | | | | |
| ACRES | | | | | | | | | | | | | |
| | | TOTAL | CNT | OWNED | CNT | RENTED | CNT | TOTAL | CNT | OWNED | CNT | RENTED | CNT |
| 89 | TOTAL ACRES | 1880 | 131 | 570 | 107 | 1470 | 126 | 2004 | 223 | 688 | 194 | 1505 | 215 |
| 90 | NON-IRRIGATED CROP ACRES | 1217 | 126 | 283 | 99 | 1027 | 122 | 1316 | 223 | 406 | 182 | 1041 | 211 |
| 91 | IRRIGATED CROP ACRES | 526 | 24 | 215 | 12 | 503 | 20 | 505 | 65 | 174 | 37 | 479 | 55 |
| 92 | TOTAL CROP ACRES | 1317 | 126 | 309 | 99 | 1110 | 122 | 1419 | 223 | 439 | 183 | 1119 | 211 |
| 93 | PASTURE ACRES | 818 | 96 | 413 | 71 | 657 | 75 | 817 | 166 | 368 | 134 | 622 | 139 |
| 94 | FARMSTEAD ACRES | 30 | 58 | 23 | 49 | 44 | 14 | 48 | 102 | 41 | 95 | 48 | 22 |
| CROP VALUE, COSTS, ACRES | | | | | | | | | | | | | |
| | | TOTAL | PER CROP ACRE | PER HARV. ACRE | | | | TOTAL | PER CROP ACRE | PER HARV. ACRE | | | |
| 95 | ACRES | | 1266 | 1246 | | | | | 1419 | 1377 | | | |
| 96 | CROP MACHINERY INVESTMENT | 166,088 | 131.14 | 133.34 | | | | 186,808 | 131.67 | 135.64 | | | |
| 97 | CROP MACHINERY COST | 71,981 | 56.84 | 57.79 | | | | 82,678 | 58.28 | 60.03 | | | |
| 98 | GROSS CROP VALUE | 290,240 | 222.17 | 225.90 | | | | 320,250 | 225.73 | 232.53 | | | |
| 99 | CROP PRODUCTION COSTS | 184,346 | 140.00 | 142.35 | | | | 221,478 | 155.41 | 160.09 | | | |
| NON-IRRIGATED ACRES | | | | | | | | | | | | | |
| | | CNT | AVE. ACRES | OWNED ACRES | YIELD | RENTED ACRES | YIELD | CNT | AVE. ACRES | OWNED ACRES | YIELD | RENTED ACRES | YIELD |
| 100 | CORN | 69 | 343 | 101 | 84.2 | 299 | 81.2 | 130 | 315 | 176 | 78.5 | 227 | 69.5 |
| 101 | GRAIN SORGHUM | 60 | 271 | 80 | 51.5 | 237 | 57.5 | 115 | 243 | 105 | 58.8 | 218 | 60.1 |
| 102 | SOYBEANS | 87 | 408 | 107 | 26.5 | 360 | 27.2 | 145 | 425 | 149 | 27.8 | 344 | 27.7 |
| 103 | SUNFLOWERS | 8 | 294 | | | 255 | 8.5 | 7 | 231 | | | 231 | 9.4 |
| 104 | WHEAT | 105 | 499 | 140 | 39.1 | 427 | 39.1 | 191 | 547 | 186 | 36.7 | 461 | 37.6 |
| 105 | OTHER CROPS | 19 | 167 | 53 | | 203 | | 22 | 72 | 79 | | 54 | |
| 106 | ALFALFA | 41 | 96 | 53 | 2.6 | 93 | 2.6 | 87 | 107 | 47 | 2.5 | 106 | 2.4 |
| 107 | OTHER HAY & FORAGE | 78 | 153 | 91 | | 139 | | 138 | 188 | 73 | | 167 | |
| 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 | 15 | 311 | 96 | 169.9 | 315 | 181.9 | 49 | 377 | 108 | 151.7 | 371 | 176.3 |
| 112 | GRAIN SORGHUM | 7 | 96 | | | 81 | 93.5 | 12 | 115 | 97 | 77.5 | 99 | 87.1 |
| 113 | SOYBEANS | 15 | 239 | 55 | 47.4 | 240 | 47.8 | 41 | 143 | 77 | 42.1 | 143 | 49.8 |
| 114 | SUNFLOWERS | | | | | | | | | | | | |
| 115 | WHEAT | 8 | 189 | | | 192 | 47.8 | 26 | 155 | 93 | 43.6 | 138 | 48.1 |
| 116 | OTHER CROPS | | | | | | | 4 | 290 | | | | |
| 117 | ALFALFA | 6 | 112 | 62 | 3.8 | 107 | 5.5 | 11 | 94 | 45 | 4.0 | 116 | 4.7 |
| 118 | OTHER HAY & FORAGE | 8 | 163 | | | 64 | | 14 | 102 | 83 | | 77 | |
| 119 | VEGETABLES | | | | | | | | | | | | |
| 120 | TRUCK CROPS | | | | | | | | | | | | |
| 121 | FRUIT - FLOWERS - TREES | | | | | | | | | | | | |
| AVERAGE LIVESTOCK INVENTORIES AND SALES | | | | | | | | | | | | | |
| 122 | BEEF COWS | | | | 43 | | | | | | 45 | | |
| 123 | DAIRY COWS | | | | 4 | | | | | | 4 | | |
| 124 | EWES | | | | 2 | | | | | | | | |
| 125 | SOWS | | | | 6 | | | | | | 8 | | |
| 126 | BEEF PURCH. FOR RESALE SALES | | | | 105 | | | | | | 123 | | |
| 127 | SWINE PURCH. FOR RESALE SALES | | | | 70 | | | | | | 28 | | |
| 128 | TURKEYS | | | | 512 | | | | | | 301 | | |

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INCOME AND EXPENSE ANALYSIS
SORTED BY AGE OF OPERATOR

51 - 55
296 FARMS

56 - 60
237 FARMS

| ITEM | PER FARM | PER FARM | |
|----------------------------------|-------------|-------------|-------------|
| 1 BEEF | 65,968 | 91,348 | |
| 2 DAIRY AND MILK | 13,873 | 20,754 | |
| 3 SHEEP | 166 | 657 | |
| 4 SWINE | 4,629 | 18,037 | |
| 5 POULTRY AND EGGS | 1,736 | 1,173 | |
| 6 OTHER LIVESTOCK | 573 | 281 | |
| 7 CUSTOM FEEDING | 18,990 | 4,607 | |
| 8 FEED PURCHASED | -31,334 | -60,055 | |
| 9 LIVESTOCK INCOME | \$ 74,600 | \$ 76,801 | |
| 10 CORN | 62,042 | 60,264 | |
| 11 GRAIN SORGHUM | 19,016 | 17,236 | |
| 12 SOYBEANS | 41,113 | 46,918 | |
| 13 SUNFLOWERS | 641 | 1,192 | |
| 14 WHEAT | 59,642 | 54,764 | |
| 15 HAY AND FORAGE | 16,898 | 23,373 | |
| 16 OTHER CROP | 6,946 | 5,714 | |
| 17 GOVERNMENT PAYMENTS | 24,654 | 24,458 | |
| 18 CROP INSURANCE PROCEEDS | 12,700 | 13,563 | |
| 19 MACHINE WORK | 10,774 | 7,372 | |
| 20 OTHER INCOME | 9,749 | 7,055 | |
| 21 VALUE OF FARM PRODUCTION | \$ 338,776 | \$ 338,710 | |
| 22 HIRED LABOR | 16,801 | 17,238 | |
| 23 MACHINERY REPAIRS | 24,999 | 28,095 | |
| 24 IRRIGATION REPAIRS | 954 | 740 | |
| 25 BUILDING REPAIRS | 1,893 | 2,218 | |
| 26 INTEREST PAID | 20,369 | 28,983 | |
| 27 SEED-OTHER CROP EXPENSE | 22,767 | 25,488 | |
| 28 CROP INSURANCE | 6,778 | 7,461 | |
| 29 FERTILIZER-LIME | 38,666 | 36,864 | |
| 30 MACHINE HIRE | 11,821 | 13,987 | |
| 31 ORGANIZATION FEE, PUBLICATION | 3,206 | 3,426 | |
| 32 VET-MED-DRUGS | 5,769 | 5,423 | |
| 33 CROP STORAGE-MARKETING | 1,539 | 1,629 | |
| 34 LIVESTOCK MARKETING-BREEDING | 6,831 | 3,662 | |
| 35 DAIRY EXPENSE | 1,115 | 1,749 | |
| 36 GAS-FUEL-OIL | 23,113 | 23,609 | |
| 37 IRRIGATION ENERGY | 4,760 | 3,536 | |
| 38 REAL ESTATE TAXES | 5,032 | 5,415 | |
| 39 PERSONAL PROPERTY TAXES | 941 | 1,188 | |
| 40 GENERAL FARM INSURANCE | 5,497 | 6,050 | |
| 41 UTILITIES | 5,075 | 6,786 | |
| 42 CASH FARM RENT | 22,844 | 21,584 | |
| 43 HERBICIDE-INSECTICIDE | 21,486 | 20,084 | |
| 44 CONSERVATION | 875 | 915 | |
| 45 AUTO EXPENSE | 984 | 813 | |
| 46 TOTAL OPERATING EXPENSE | \$ 254,112 | \$ 266,944 | |
| 47 DEPRECIATION-MACHINERY | 25,685 | 27,649 | |
| 48 DEPRECIATION-BUILDINGS | 2,955 | 4,056 | |
| 49 TOTAL FARM EXPENSE | \$ 282,752 | \$ 298,649 | |
| 50 NET FARM INCOME | \$ 56,023 | \$ 40,061 | |
| 51 UNPAID FAMILY LABOR | 2,455 | 2,193 | |
| 52 UNPAID OPERATOR LABOR | 28,551 | 27,342 | |
| 53 MANAGEMENT CHARGE | 15,152 | 13,080 | |
| 54 CURRENT ASSET CHARGE - 8% | 14,430 | 14,127 | |
| 55 NONCURRENT ASSET CHARGE - 8% | 44,384 | 49,011 | |
| 56 RETURN LABOR-MANAGEMENT | -5,246 | -25,269 | |
| 57 RETURN TO CAPITAL | 30,235 | 26,429 | |
| 58 ASSET TURNOVER RATIO | .3184 | .2684 | |
| 59 OPERATING PROFIT MARGIN RATIO | .0892 | .0780 | |
| 60 % RETURN ON ASSETS | .0284 | .0209 | |
| 61 % RETURN ON EQUITY | .0134 | -.0032 | |
| 62 TOTAL EXPENSE RATIO | .8346 | .8817 | |
| 63 ADJUSTED TOTAL EXPENSE RATIO | .9709 | 1.0075 | |
| 64 ECONOMIC TOTAL EXPENSE RATIO | 1.1445 | 1.1939 | |
| ASSETS/LOANS/FINANCIAL RATIOS | JANUARY 1 | DECEMBER 31 | JANUARY 1 |
| | DECEMBER 31 | | DECEMBER 31 |
| 65 CURRENT ASSETS | 299,293 | 311,307 | 380,028 |
| 66 NONCURRENT ASSETS | 747,870 | 769,661 | 862,222 |
| 67 CURRENT LIABILITIES | 121,935 | 127,910 | 199,521 |
| 68 NONCURRENT LIABILITIES | 204,845 | 203,092 | 260,900 |
| 69 CURRENT RATIO | 2.45 | 2.43 | 1.90 |
| 70 DEBT TO ASSET RATIO | .31 | .31 | .37 |

Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY AGE OF OPERATOR

61 - 65
211 FARMS

66 - 70
140 FARMS

| ITEM | PER FARM | PER FARM | |
|----------------------------------|-------------|-------------|-------------|
| 1 BEEF | 57,900 | 77,857 | |
| 2 DAIRY AND MILK | 12,120 | 8,446 | |
| 3 SHEEP | 60 | 150 | |
| 4 SWINE | 4,841 | 1,383 | |
| 5 POULTRY AND EGGS | 1,041 | 755 | |
| 6 OTHER LIVESTOCK | 3,141 | 126 | |
| 7 CUSTOM FEEDING | 18,959 | 4,027 | |
| 8 FEED PURCHASED | -30,383 | -31,199 | |
| 9 LIVESTOCK INCOME | \$ 67,680 | \$ 61,545 | |
| 10 CORN | 54,488 | 42,195 | |
| 11 GRAIN SORGHUM | 19,319 | 18,235 | |
| 12 SOYBEANS | 51,019 | 32,137 | |
| 13 SUNFLOWERS | 725 | 534 | |
| 14 WHEAT | 61,881 | 42,292 | |
| 15 HAY AND FORAGE | 9,909 | 13,241 | |
| 16 OTHER CROP | 5,496 | 1,089 | |
| 17 GOVERNMENT PAYMENTS | 23,851 | 21,007 | |
| 18 CROP INSURANCE PROCEEDS | 10,316 | 9,980 | |
| 19 MACHINE WORK | 6,409 | 6,491 | |
| 20 OTHER INCOME | 8,154 | 6,956 | |
| 21 VALUE OF FARM PRODUCTION | \$ 319,249 | \$ 255,700 | |
| 22 HIRED LABOR | 14,889 | 11,760 | |
| 23 MACHINERY REPAIRS | 22,120 | 18,565 | |
| 24 IRRIGATION REPAIRS | 674 | 870 | |
| 25 BUILDING REPAIRS | 1,979 | 2,366 | |
| 26 INTEREST PAID | 20,022 | 15,592 | |
| 27 SEED-OTHER CROP EXPENSE | 23,964 | 16,435 | |
| 28 CROP INSURANCE | 6,123 | 5,127 | |
| 29 FERTILIZER-LIME | 38,255 | 25,626 | |
| 30 MACHINE HIRE | 11,770 | 12,044 | |
| 31 ORGANIZATION FEE, PUBLICATION | 3,557 | 2,889 | |
| 32 VET-MED-DRUGS | 6,300 | 4,351 | |
| 33 CROP STORAGE-MARKETING | 1,211 | 1,010 | |
| 34 LIVESTOCK MARKETING-BREEDING | 2,831 | 4,402 | |
| 35 DAIRY EXPENSE | 1,783 | 501 | |
| 36 GAS-FUEL-OIL | 21,913 | 16,982 | |
| 37 IRRIGATION ENERGY | 2,230 | 2,819 | |
| 38 REAL ESTATE TAXES | 6,262 | 5,683 | |
| 39 PERSONAL PROPERTY TAXES | 1,007 | 731 | |
| 40 GENERAL FARM INSURANCE | 5,396 | 4,557 | |
| 41 UTILITIES | 4,977 | 4,687 | |
| 42 CASH FARM RENT | 18,560 | 16,011 | |
| 43 HERBICIDE-INSECTICIDE | 17,720 | 12,872 | |
| 44 CONSERVATION | 1,139 | 882 | |
| 45 AUTO EXPENSE | 898 | 741 | |
| 46 TOTAL OPERATING EXPENSE | \$ 235,580 | \$ 187,503 | |
| 47 DEPRECIATION-MACHINERY | 27,825 | 20,236 | |
| 48 DEPRECIATION-BUILDINGS | 2,982 | 1,877 | |
| 49 TOTAL FARM EXPENSE | \$ 266,387 | \$ 209,616 | |
| 50 NET FARM INCOME | \$ 52,863 | \$ 46,085 | |
| 51 UNPAID FAMILY LABOR | 1,472 | 1,736 | |
| 52 UNPAID OPERATOR LABOR | 28,638 | 26,055 | |
| 53 MANAGEMENT CHARGE | 14,559 | 13,262 | |
| 54 CURRENT ASSET CHARGE - 8% | 14,544 | 15,499 | |
| 55 NONCURRENT ASSET CHARGE - 8% | 57,159 | 64,408 | |
| 56 RETURN LABOR-MANAGEMENT | -20,313 | -35,558 | |
| 57 RETURN TO CAPITAL | 28,216 | 20,624 | |
| 58 ASSET TURNOVER RATIO | .2619 | .2001 | |
| 59 OPERATING PROFIT MARGIN RATIO | .0884 | .0807 | |
| 60 % RETURN ON ASSETS | .0231 | .0161 | |
| 61 % RETURN ON EQUITY | .0091 | .0050 | |
| 62 TOTAL EXPENSE RATIO | .8344 | .8198 | |
| 63 ADJUSTED TOTAL EXPENSE RATIO | .9743 | .9803 | |
| 64 ECONOMIC TOTAL EXPENSE RATIO | 1.1989 | 1.2928 | |
| ASSETS/LOANS/FINANCIAL RATIOS | JANUARY 1 | DECEMBER 31 | JANUARY 1 |
| | DECEMBER 31 | | DECEMBER 31 |
| 65 CURRENT ASSETS | 300,649 | 312,280 | 335,208 |
| 66 NONCURRENT ASSETS | 902,176 | 922,696 | 923,367 |
| 67 CURRENT LIABILITIES | 126,500 | 122,819 | 146,268 |
| 68 NONCURRENT LIABILITIES | 194,487 | 201,405 | 129,360 |
| 69 CURRENT RATIO | 2.38 | 2.54 | 2.29 |
| 70 DEBT TO ASSET RATIO | .27 | .26 | .22 |

Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - KANSAS
ANALYSIS OF THE FARM BUSINESS
SORTED BY AGE OF OPERATOR

61 - 65

66 - 70

| | | | | | | | | | | | | | | |
|---|---------|---------------|----------------|-------|--------|--------|---------|---------------|----------------|-------|-----------|--------|-------|-------|
| AVERAGE ASSET & NET WORTH VALUES | | | | | | | | | | | | | | |
| 71 BREEDING LIVESTOCK | | | | | | | | | | | 56,816 | | | |
| 72 MACHINERY AND EQUIPMENT | | | | | | | | | | | 73,472 | | | |
| 73 MOTOR VEHICLES & LISTED PROPE | | | | | | | | | | | 115,469 | | | |
| 74 BUILDINGS | | | | | | | | | | | 20,652 | | | |
| 75 OWNED LAND | | | | | | | | | | | 703,580 | | | |
| 76 TOTAL ASSETS | | | | | | | | | | | 1,277,555 | | | |
| 77 NET WORTH | | | | | | | | | | | 998,831 | | | |
| LABOR | | | | | | | | | | | | | | |
| 78 NUMBER OF OPERATORS | | | | | | | | | | | .96 | | | |
| 79 NUMBER OF WORKERS | | | | | | | | | | | 1.41 | | | |
| 80 TOTAL WORK DAYS | | | | | | | | | | | 312 | | | |
| 81 VALUE FARM PRODUCTION/WORKER | | | | | | | | | | | 180,798 | | | |
| 82 NET FARM INCOME/WORKER | | | | | | | | | | | 32,585 | | | |
| PER OPERATOR BASIS | | | | | | | | | | | | | | |
| 83 TOTAL ASSETS | | | | | | | | | | | 1,323,891 | | | |
| 84 VALUE OF FARM PRODUCTION | | | | | | | | | | | 264,974 | | | |
| 85 NET FARM INCOME | | | | | | | | | | | 47,756 | | | |
| OTHER FACTORS | | | | | | | | | | | | | | |
| 86 % CROP ACRES IRRIGATED | | | | | | | | | | | 9.23 | | | |
| 87 % TILLABLE LAND | | | | | | | | | | | 54.21 | | | |
| 88 CROP MACH COST/TOT EXPENSE(%) | | | | | | | | | | | 30.22 | | | |
| ACRES | | | | | | | | | | | | | | |
| | TOTAL | CNT | OWNED | CNT | RENTED | CNT | TOTAL | CNT | OWNED | CNT | RENTED | CNT | | |
| 89 TOTAL ACRES | 1982 | 211 | 860 | 190 | 1394 | 190 | 2004 | 140 | 902 | 132 | 1281 | 126 | | |
| 90 NON-IRRIGATED CROP ACRES | 1308 | 204 | 533 | 179 | 991 | 173 | 1008 | 137 | 498 | 127 | 662 | 113 | | |
| 91 IRRIGATED CROP ACRES | 464 | 37 | 286 | 24 | 368 | 28 | 439 | 32 | 277 | 22 | 418 | 19 | | |
| 92 TOTAL CROP ACRES | 1386 | 205 | 569 | 180 | 1044 | 174 | 1110 | 137 | 546 | 127 | 732 | 113 | | |
| 93 PASTURE ACRES | 814 | 156 | 414 | 133 | 738 | 111 | 1166 | 106 | 467 | 98 | 986 | 79 | | |
| 94 FARMSTEAD ACRES | 66 | 109 | 59 | 102 | 40 | 30 | 64 | 76 | 58 | 69 | 36 | 23 | | |
| CROP VALUE, COSTS, ACRES | | | | | | | | | | | | | | |
| | TOTAL | PER CROP ACRE | PER HARV. ACRE | | | | TOTAL | PER CROP ACRE | PER HARV. ACRE | | | | | |
| 95 ACRES | | 1346 | 1350 | | | | | 1086 | 963 | | | | | |
| 96 CROP MACHINERY INVESTMENT | 196,852 | 146.23 | 145.83 | | | | 157,480 | 144.96 | 163.59 | | | | | |
| 97 CROP MACHINERY COST | 81,919 | 60.85 | 60.69 | | | | 63,336 | 58.30 | 65.79 | | | | | |
| 98 GROSS CROP VALUE | 309,620 | 223.46 | 222.85 | | | | 222,956 | 202.30 | 228.30 | | | | | |
| 99 CROP PRODUCTION COSTS | 203,356 | 149.63 | 149.22 | | | | 154,172 | 139.89 | 157.86 | | | | | |
| NON-IRRIGATED ACRES | | | | | | | | | | | | | | |
| | CNT | AVE. ACRES | OWNED | ACRES | YIELD | RENTED | ACRES | YIELD | OWNED | ACRES | YIELD | RENTED | ACRES | YIELD |
| 100 CORN | 103 | 394 | 211 | 84.3 | 279 | 84.9 | 66 | 210 | 113 | 69.5 | 161 | 69.9 | | |
| 101 GRAIN SORGHUM | 96 | 283 | 139 | 53.6 | 246 | 54.7 | 64 | 242 | 151 | 56.4 | 161 | 51.5 | | |
| 102 SOYBEANS | 131 | 536 | 252 | 26.5 | 417 | 26.2 | 80 | 341 | 143 | 27.3 | 273 | 26.0 | | |
| 103 SUNFLOWERS | 4 | 220 | | | | | | | | | | | | |
| 104 WHEAT | 165 | 599 | 214 | 38.7 | 498 | 38.9 | 103 | 454 | 226 | 35.8 | 334 | 34.4 | | |
| 105 OTHER CROPS | 23 | 145 | 98 | | 114 | | 8 | 59 | 65 | | | | | |
| 106 ALFALFA | 60 | 85 | 47 | 2.7 | 98 | 3.0 | 41 | 90 | 63 | 3.0 | 83 | 2.9 | | |
| 107 OTHER HAY & FORAGE | 119 | 169 | 117 | | 128 | | 82 | 159 | 90 | | 126 | | | |
| 108 VEGETABLES | | | | | | | | | | | | | | |
| 109 TRUCK CROPS | | | | | | | | | | | | | | |
| 110 FRUIT - FLOWERS - TREES | | | | | | | | | | | | | | |
| IRRIGATED ACRES | | | | | | | | | | | | | | |
| | CNT | AVE. ACRES | OWNED | ACRES | YIELD | RENTED | ACRES | YIELD | OWNED | ACRES | YIELD | RENTED | ACRES | YIELD |
| 111 CORN | 27 | 249 | 149 | 156.8 | 213 | 179.4 | 24 | 345 | 202 | 162.8 | 350 | 157.6 | | |
| 112 GRAIN SORGHUM | 9 | 109 | | | 120 | 89.2 | 5 | 95 | | | | | | |
| 113 SOYBEANS | 22 | 211 | 153 | 49.4 | 156 | 50.8 | 16 | 156 | 138 | 50.6 | 124 | 47.7 | | |
| 114 SUNFLOWERS | | | | | | | | | | | | | | |
| 115 WHEAT | 12 | 275 | 140 | 41.4 | 242 | 46.3 | 9 | 108 | 85 | 45.9 | 91 | 49.6 | | |
| 116 OTHER CROPS | 4 | 61 | | | | | | | | | | | | |
| 117 ALFALFA | 5 | 147 | 105 | 4.3 | | | 5 | 135 | | | 140 | 4.5 | | |
| 118 OTHER HAY & FORAGE | 13 | 129 | 149 | | 69 | | 11 | 63 | 74 | | 35 | | | |
| 119 VEGETABLES | | | | | | | | | | | | | | |
| 120 TRUCK CROPS | | | | | | | | | | | | | | |
| 121 FRUIT - FLOWERS - TREES | | | | | | | | | | | | | | |
| AVERAGE LIVESTOCK INVENTORIES AND SALES | | | | | | | | | | | | | | |
| 122 BEEF COWS | | | | | | | | | | | | 53 | | |
| 123 DAIRY COWS | | | | | | | | | | | | 3 | | |
| 124 EWES | | | | | | | | | | | | 1 | | |
| 125 SOWS | | | | | | | | | | | | 2 | | |
| 126 BEEF PURCH. FOR RESALE SALES | | | | | | | | | | | | 140 | | |
| 127 SWINE PURCH. FOR RESALE SALES | | | | | | | | | | | | 21 | | |
| 128 TURKEYS | | | | | | | | | | | | 516 | | |

Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY AGE OF OPERATOR

> 70
224 FARMS

| ITEM | PER FARM | PER FARM |
|----------------------------------|------------|-------------|
| 1 BEEF | 35,551 | |
| 2 DAIRY AND MILK | 1,499 | |
| 3 SHEEP | 28 | |
| 4 SWINE | 24,681 | |
| 5 POULTRY AND EGGS | 467 | |
| 6 OTHER LIVESTOCK | 25 | |
| 7 CUSTOM FEEDING | 842 | |
| 8 FEED PURCHASED | -19,867 | |
| 9 LIVESTOCK INCOME | \$ 43,227 | |
| 10 CORN | 32,671 | |
| 11 GRAIN SORGHUM | 10,359 | |
| 12 SOYBEANS | 21,081 | |
| 13 SUNFLOWERS | 262 | |
| 14 WHEAT | 37,565 | |
| 15 HAY AND FORAGE | 6,133 | |
| 16 OTHER CROP | 2,905 | |
| 17 GOVERNMENT PAYMENTS | 17,308 | |
| 18 CROP INSURANCE PROCEEDS | 4,919 | |
| 19 MACHINE WORK | 3,893 | |
| 20 OTHER INCOME | 5,484 | |
| 21 VALUE OF FARM PRODUCTION | \$ 185,806 | |
| 22 HIRED LABOR | 11,136 | |
| 23 MACHINERY REPAIRS | 13,631 | |
| 24 IRRIGATION REPAIRS | 665 | |
| 25 BUILDING REPAIRS | 2,015 | |
| 26 INTEREST PAID | 7,247 | |
| 27 SEED-OTHER CROP EXPENSE | 11,935 | |
| 28 CROP INSURANCE | 3,691 | |
| 29 FERTILIZER-LIME | 20,281 | |
| 30 MACHINE HIRE | 7,906 | |
| 31 ORGANIZATION FEE, PUBLICATION | 2,270 | |
| 32 VET-MED-DRUGS | 1,973 | |
| 33 CROP STORAGE-MARKETING | 632 | |
| 34 LIVESTOCK MARKETING-BREEDING | 1,825 | |
| 35 DAIRY EXPENSE | 95 | |
| 36 GAS-FUEL-OIL | 14,113 | |
| 37 IRRIGATION ENERGY | 2,252 | |
| 38 REAL ESTATE TAXES | 5,385 | |
| 39 PERSONAL PROPERTY TAXES | 645 | |
| 40 GENERAL FARM INSURANCE | 3,757 | |
| 41 UTILITIES | 3,872 | |
| 42 CASH FARM RENT | 8,863 | |
| 43 HERBICIDE-INSECTICIDE | 10,235 | |
| 44 CONSERVATION | 516 | |
| 45 AUTO EXPENSE | 755 | |
| 46 TOTAL OPERATING EXPENSE | \$ 135,693 | |
| 47 DEPRECIATION-MACHINERY | 14,242 | |
| 48 DEPRECIATION-BUILDINGS | 2,019 | |
| 49 TOTAL FARM EXPENSE | \$ 151,953 | |
| 50 NET FARM INCOME | \$ 33,853 | |
| 51 UNPAID FAMILY LABOR | 964 | |
| 52 UNPAID OPERATOR LABOR | 22,649 | |
| 53 MANAGEMENT CHARGE | 9,853 | |
| 54 CURRENT ASSET CHARGE - 8% | 13,895 | |
| 55 NONCURRENT ASSET CHARGE - 8% | 61,834 | |
| 56 RETURN LABOR-MANAGEMENT | -42,840 | |
| 57 RETURN TO CAPITAL | 7,634 | |
| 58 ASSET TURNOVER RATIO | .1746 | |
| 59 OPERATING PROFIT MARGIN RATIO | .0411 | |
| 60 % RETURN ON ASSETS | .0072 | |
| 61 % RETURN ON EQUITY | .0004 | |
| 62 TOTAL EXPENSE RATIO | .8178 | |
| 63 ADJUSTED TOTAL EXPENSE RATIO | .9979 | |
| 64 ECONOMIC TOTAL EXPENSE RATIO | 1.4055 | |
| ASSETS/LOANS/FINANCIAL RATIOS | JANUARY 1 | DECEMBER 31 |
| 65 CURRENT ASSETS | 213,640 | 219,409 |
| 66 NONCURRENT ASSETS | 847,167 | 848,741 |
| 67 CURRENT LIABILITIES | 45,598 | 40,075 |
| 68 NONCURRENT LIABILITIES | 76,187 | 73,866 |
| 69 CURRENT RATIO | 4.69 | 5.47 |
| 70 DEBT TO ASSET RATIO | .11 | .11 |

