

Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - KANSAS

INCOME AND EXPENSE ANALYSIS

SORTED BY VALUE OF FARM PRODUCTION

< 100,001
326 FARMS

100,001 - 250,000
588 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	21,073	49,454		
2 DAIRY AND MILK	2,148	6,041		
3 SHEEP	135	406		
4 SWINE	315	3,928		
5 POULTRY AND EGGS		1,903		
6 OTHER LIVESTOCK	331	180		
7 CUSTOM FEEDING	1,580	2,485		
8 FEED PURCHASED	-9,055	-20,932		
9 LIVESTOCK INCOME	\$ 16,525	\$ 43,464		
10 CORN	3,719	16,982		
11 GRAIN SORGHUM	3,237	11,391		
12 SOYBEANS	6,067	20,542		
13 SUNFLOWERS	10	229		
14 WHEAT	11,349	36,906		
15 HAY AND FORAGE	3,086	9,329		
16 OTHER CROP	675	1,914		
17 GOVERNMENT PAYMENTS	6,138	13,887		
18 CROP INSURANCE PROCEEDS	2,435	6,572		
19 MACHINE WORK	1,973	3,803		
20 OTHER INCOME	2,898	4,905		
21 VALUE OF FARM PRODUCTION	\$ 58,112	\$ 169,925		
22 HIRED LABOR	1,031	4,507		
23 MACHINERY REPAIRS	6,541	14,707		
24 IRRIGATION REPAIRS	153	332		
25 BUILDING REPAIRS	743	1,365		
26 INTEREST PAID	5,765	13,101		
27 SEED-OTHER CROP EXPENSE	3,254	11,481		
28 CROP INSURANCE	1,109	3,575		
29 FERTILIZER-LIME	6,385	19,048		
30 MACHINE HIRE	3,360	6,851		
31 ORGANIZATION FEE, PUBLICATION	1,539	2,065		
32 VET-MED-DRUGS	1,120	2,570		
33 CROP STORAGE-MARKETING	184	541		
34 LIVESTOCK MARKETING-BREEDING	748	1,912		
35 DAIRY EXPENSE	179	731		
36 GAS-FUEL-OIL	5,760	13,009		
37 IRRIGATION ENERGY	187	963		
38 REAL ESTATE TAXES	3,005	3,712		
39 PERSONAL PROPERTY TAXES	390	657		
40 GENERAL FARM INSURANCE	2,170	3,474		
41 UTILITIES	1,995	3,704		
42 CASH FARM RENT	3,615	11,597		
43 HERBICIDE-INSECTICIDE	2,677	9,812		
44 CONSERVATION	310	363		
45 AUTO EXPENSE	721	935		
46 TOTAL OPERATING EXPENSE	\$ 52,944	\$ 131,014		
47 DEPRECIATION-MACHINERY	5,938	14,317		
48 DEPRECIATION-BUILDINGS	739	1,480		
49 TOTAL FARM EXPENSE	\$ 59,621	\$ 146,811		
50 NET FARM INCOME	\$ -1,508	\$ 23,114		
51 UNPAID FAMILY LABOR	387	1,508		
52 UNPAID OPERATOR LABOR	18,610	25,186		
53 MANAGEMENT CHARGE	2,049	7,865		
54 CURRENT ASSET CHARGE - 8%	6,081	9,748		
55 NONCURRENT ASSET CHARGE - 8%	29,568	35,686		
56 RETURN LABOR-MANAGEMENT	-37,544	-23,828		
57 RETURN TO CAPITAL	-16,789	1,656		
58 ASSET TURNOVER RATIO	.1087	.2184		
59 OPERATING PROFIT MARGIN RATIO	-.2889	.0097		
60 % RETURN ON ASSETS	-.0314	.0021		
61 % RETURN ON EQUITY	-.0506	-.0202		
62 TOTAL EXPENSE RATIO	1.0260	.8640		
63 ADJUSTED TOTAL EXPENSE RATIO	1.3881	1.0674		
64 ECONOMIC TOTAL EXPENSE RATIO	2.0016	1.3347		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	106,404	102,741	205,955	201,736
66 NONCURRENT ASSETS	427,927	431,826	566,051	582,183
67 CURRENT LIABILITIES	28,144	28,986	81,835	82,161
68 NONCURRENT LIABILITIES	61,625	58,918	127,393	128,689
69 CURRENT RATIO	3.78	3.54	2.52	2.46
70 DEBT TO ASSET RATIO	.17	.16	.27	.27

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ANALYSIS OF THE FARM BUSINESS

SORTED BY VALUE OF FARM PRODUCTION

< 100,001

100,001 - 250,000

AVERAGE ASSET & NET WORTH VALUES													
71	BREEDING LIVESTOCK									26,124	45,908		
72	MACHINERY AND EQUIPMENT									21,487	45,431		
73	MOTOR VEHICLES & LISTED PROPE									41,749	82,152		
74	BUILDINGS									8,144	14,296		
75	OWNED LAND									349,619	420,945		
76	TOTAL ASSETS									534,449	777,962		
77	NET WORTH									445,612	567,923		
LABOR													
78	NUMBER OF OPERATORS									.68	.93		
79	NUMBER OF WORKERS									.73	1.15		
80	TOTAL WORK DAYS									106	254		
81	VALUE FARM PRODUCTION/WORKER									78,543	147,674		
82	NET FARM INCOME/WORKER									-2,039	20,087		
PER OPERATOR BASIS													
83	TOTAL ASSETS									775,390	833,987		
84	VALUE OF FARM PRODUCTION									84,311	182,162		
85	NET FARM INCOME									-2,188	24,778		
OTHER FACTORS													
86	% CROP ACRES IRRIGATED									3.91	3.50		
87	% TILLABLE LAND									46.50	55.71		
88	CROP MACH COST/TOT EXPENSE(%)									31.57	31.02		
ACRES													
		TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
89	TOTAL ACRES	824	326	528	287	471	249	1627	588	650	508	1129	555
90	NON-IRRIGATED CROP ACRES	392	306	261	259	264	199	888	579	330	486	673	526
91	IRRIGATED CROP ACRES	233	21	222	15	222	7	207	90	150	56	190	54
92	TOTAL CROP ACRES	407	307	273	259	271	200	920	579	346	487	690	528
93	PASTURE ACRES	542	250	330	221	423	148	911	448	398	375	725	357
94	FARMSTEAD ACRES	53	158	52	149	23	26	54	287	47	260	40	82
CROP VALUE, COSTS, ACRES													
		TOTAL	PER CROP ACRE	PER HARV. ACRE				TOTAL	PER CROP ACRE	PER HARV. ACRE			
95	ACRES		383	306					906	831			
96	CROP MACHINERY INVESTMENT	46,721	121.87	152.83				104,666	115.49	125.98			
97	CROP MACHINERY COST	18,825	49.10	61.58				45,540	50.25	54.81			
98	GROSS CROP VALUE	53,295	132.62	166.31				158,571	173.19	188.91			
99	CROP PRODUCTION COSTS	40,582	103.91	130.31				106,768	115.81	126.32			
NON-IRRIGATED ACRES													
		CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
100	CORN	85	70	59	71.1	56	77.7	261	171	83	76.9	137	71.9
101	GRAIN SORGHUM	94	100	72	50.3	80	45.4	294	183	88	54.8	159	53.4
102	SOYBEANS	152	114	78	23.9	92	22.7	357	270	116	25.7	215	25.3
103	SUNFLOWERS							16	116	64	8.7	105	31.9
104	WHEAT	212	177	115	33.8	155	34.3	475	419	158	36.2	337	36.1
105	OTHER CROPS	22	54	55		31		46	74	50		78	
106	ALFALFA	69	38	29	2.4	39	2.5	207	78	45	2.5	79	2.7
107	OTHER HAY & FORAGE	173	122	105		78		382	140	78		117	
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	12	130	120	142.2			51	116	85	165.0	107	168.1
112	GRAIN SORGHUM	5	89					13	79	75	83.9	66	90.4
113	SOYBEANS	11	109	111	44.0			41	111	86	48.9	109	44.1
114	SUNFLOWERS												
115	WHEAT	8	95	87	42.8			28	127	150	44.4	104	41.7
116	OTHER CROPS							4	117				
117	ALFALFA	4	90					13	146	72	3.8	155	3.2
118	OTHER HAY & FORAGE	5	42	46				25	90	97		68	
119	VEGETABLES												
120	TRUCK CROPS												
121	FRUIT - FLOWERS - TREES												
AVERAGE LIVESTOCK INVENTORIES AND SALES													
122	BEEF COWS				28						43		
123	DAIRY COWS				1						2		
124	EWES				2						3		
125	SOWS										3		
126	BEEF PURCH. FOR RESALE SALES				26						79		
127	SWINE PURCH. FOR RESALE SALES				3						10		
128	TURKEYS										1,169		

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INCOME AND EXPENSE ANALYSIS

SORTED BY VALUE OF FARM PRODUCTION

250,001 - 500,000

477 FARMS

> 500,001

251 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	70,012	130,339	
2 DAIRY AND MILK	22,313	36,681	
3 SHEEP	349	29	
4 SWINE	5,713	53,257	
5 POULTRY AND EGGS	1,986	1,529	
6 OTHER LIVESTOCK	286	1,297	
7 CUSTOM FEEDING	4,374	42,373	
8 FEED PURCHASED	-29,083	-103,097	
9 LIVESTOCK INCOME	\$ 75,950	\$ 162,409	
10 CORN	58,745	210,714	
11 GRAIN SORGHUM	23,428	36,284	
12 SOYBEANS	47,133	108,358	
13 SUNFLOWERS	1,130	4,793	
14 WHEAT	67,980	114,094	
15 HAY AND FORAGE	19,367	34,530	
16 OTHER CROP	6,091	16,514	
17 GOVERNMENT PAYMENTS	27,423	56,939	
18 CROP INSURANCE PROCEEDS	14,940	31,815	
19 MACHINE WORK	8,636	26,773	
20 OTHER INCOME	1,559	25,822	
21 VALUE OF FARM PRODUCTION	\$ 352,382	\$ 829,046	
22 HIRED LABOR	13,558	51,374	
23 MACHINERY REPAIRS	27,145	51,956	
24 IRRIGATION REPAIRS	1,065	2,794	
25 BUILDING REPAIRS	1,995	5,063	
26 INTEREST PAID	22,389	49,811	
27 SEED-OTHER CROP EXPENSE	25,740	63,077	
28 CROP INSURANCE	8,169	16,760	
29 FERTILIZER-LIME	40,543	91,460	
30 MACHINE HIRE	12,903	32,754	
31 ORGANIZATION FEE, PUBLICATION	3,491	6,817	
32 VET-MED-DRUGS	4,301	15,709	
33 CROP STORAGE-MARKETING	1,393	4,745	
34 LIVESTOCK MARKETING-BREEDING	3,005	14,498	
35 DAIRY EXPENSE	1,646	3,051	
36 GAS-FUEL-OIL	24,418	49,701	
37 IRRIGATION ENERGY	4,509	17,216	
38 REAL ESTATE TAXES	5,301	8,873	
39 PERSONAL PROPERTY TAXES	1,070	2,095	
40 GENERAL FARM INSURANCE	5,734	11,419	
41 UTILITIES	5,015	12,180	
42 CASH FARM RENT	23,646	53,055	
43 HERBICIDE-INSECTICIDE	21,258	51,002	
44 CONSERVATION	976	1,862	
45 AUTO EXPENSE	938	1,039	
46 TOTAL OPERATING EXPENSE	\$ 260,207	\$ 618,309	
47 DEPRECIATION-MACHINERY	27,537	63,106	
48 DEPRECIATION-BUILDINGS	2,883	10,168	
49 TOTAL FARM EXPENSE	\$ 290,627	\$ 691,583	
50 NET FARM INCOME	\$ 61,755	\$ 137,462	
51 UNPAID FAMILY LABOR	2,472	3,595	
52 UNPAID OPERATOR LABOR	29,468	37,079	
53 MANAGEMENT CHARGE	16,373	34,668	
54 CURRENT ASSET CHARGE - 8%	14,971	29,591	
55 NONCURRENT ASSET CHARGE - 8%	48,665	87,466	
56 RETURN LABOR-MANAGEMENT	-4,353	16,811	
57 RETURN TO CAPITAL	35,831	111,932	
58 ASSET TURNOVER RATIO	.3051	.3624	
59 OPERATING PROFIT MARGIN RATIO	.1017	.1350	
60 % RETURN ON ASSETS	.0310	.0489	
61 % RETURN ON EQUITY	.0169	.0425	
62 TOTAL EXPENSE RATIO	.8248	.8342	
63 ADJUSTED TOTAL EXPENSE RATIO	.9619	.9251	
64 ECONOMIC TOTAL EXPENSE RATIO	1.1424	1.0663	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
	DECEMBER 31		DECEMBER 31
65 CURRENT ASSETS	316,094	333,444	704,804
66 NONCURRENT ASSETS	818,231	841,978	1,525,746
67 CURRENT LIABILITIES	134,246	141,021	346,313
68 NONCURRENT LIABILITIES	220,471	223,111	452,144
69 CURRENT RATIO	2.35	2.36	2.04
70 DEBT TO ASSET RATIO	.31	.31	.36

