

2004 Kansas Farm Management Associations

2004 DATA - NE KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY ACRES

Annual ProfitLink Summary

*** - 250 *** *** 251 - 500 ***

	70 FARMS		66 FARMS	
ITEM	PER FARM		PER FARM	
1 BEEF	75,885		88,110	
2 DAIRY AND MILK	20,876		29,658	
3 SHEEP	623		2,485	
4 SWINE	8,876		18,462	
5 POULTRY AND EGGS	1,104		45	
6 OTHER LIVESTOCK	-3,846		-3,197	
7 CUSTOM FEEDING	6,710		5,560	
8 FEED PURCHASED	-39,186		-38,706	
9 LIVESTOCK INCOME	\$ 71,042		\$ 102,417	
10 CORN	3,888		17,517	
11 GRAIN SORGHUM	1,242		1,216	
12 SOYBEANS	6,167		22,291	
13 SUNFLOWERS	35		217	
14 WHEAT	2,127		5,596	
15 HAY AND FORAGE	1,085		4,119	
16 OTHER CROP	3,015		1,064	
17 GOVERNMENT PAYMENTS	3,665		9,935	
18 CROP INSURANCE PROCEEDS	780		1,062	
19 OTHER INCOME	4,078		7,904	
20 VALUE OF FARM PRODUCTION	\$ 97,123		\$ 173,338	
21 HIRED LABOR	4,916		5,861	
22 MACHINERY REPAIRS	9,317		10,708	
23 IRRIGATION REPAIRS	44		693	
24 BUILDING REPAIRS	779		1,509	
25 INTEREST PAID	8,904		11,376	
26 SEED-OTHER CROP EXPENSE	2,690		6,781	
27 CROP INSURANCE	489		1,832	
28 FERTILIZER-LIME	4,587		10,369	
29 MACHINE HIRE	3,495		6,708	
30 ORGANIZATION FEE, PUBLICATION	1,582		2,096	
31 VET-MED-DRUGS	6,197		3,880	
32 CROP STORAGE-MARKETING	211		221	
33 LIVESTOCK MARKETING-BREEDING	2,681		15,923	
34 DAIRY EXPENSE	1,202		2,191	
35 GAS-FUEL-OIL	4,445		6,540	
36 IRRIGATION ENERGY			27	
37 REAL ESTATE TAXES	2,392		3,533	
38 PERSONAL PROPERTY TAXES	417		346	
39 GENERAL FARM INSURANCE	2,717		3,534	
40 UTILITIES	3,210		3,242	
41 CASH FARM RENT	11,498		11,813	
42 HERBICIDE-INSECTICIDE	1,814		4,889	
43 CONSERVATION	46		432	
44 AUTO EXPENSE	576		298	
45 TOTAL OPERATING EXPENSE	\$ 74,209		\$ 114,799	
46 DEPRECIATION-MACHINERY	5,974		9,804	
47 DEPRECIATION-BUILDINGS	1,648		2,751	
48 TOTAL FARM EXPENSE	\$ 81,831		\$ 127,354	
49 NET FARM INCOME	\$ 15,292		\$ 45,984	
50 UNPAID FAMILY LABOR	932		375	
51 UNPAID OPERATOR LABOR	22,063		23,032	
52 MANAGEMENT CHARGE	5,122		10,534	
53 CURRENT ASSET CHARGE - 8%	7,835		9,152	
54 NONCURRENT ASSET CHARGE - 8%	15,189		23,994	
55 RETURN LABOR-MANAGEMENT	-8,664		12,463	
56 RETURN TO CAPITAL	-3,922		23,418	
57 ASSET TURNOVER RATIO	.2168		.2841	
58 OPERATING PROFIT MARGIN RATIO	-.0404		.1351	
59 % RETURN ON ASSETS	-.0088		.0384	
60 % RETURN ON EQUITY	-.0446		.0291	
61 TOTAL EXPENSE RATIO	.8426		.7347	
62 ADJUSTED TOTAL EXPENSE RATIO	1.1321		.9305	
63 ECONOMIC TOTAL EXPENSE RATIO	1.3691		1.1217	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	148,530	174,338	193,457	220,103
65 NONCURRENT ASSETS	286,032	287,226	398,974	407,881
66 CURRENT LIABILITIES	59,665	67,334	86,487	98,276
67 NONCURRENT LIABILITIES	97,807	95,731	101,919	105,086
68 CURRENT RATIO	2.49	2.59	2.24	2.24
69 DEBT TO ASSET RATIO	.36	.35	.32	.32

2004 Kansas Farm Management Associations

2004 DATA - NE KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY ACRES

Annual ProfitLink Summary

*** 501 - 750 *** *** 751 - 1000 ***
46 FARMS 31 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	53,027		115,330	
2 DAIRY AND MILK	53,426		984	
3 SHEEP			-13	
4 SWINE	5,294		39,497	
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-69		-915	
7 CUSTOM FEEDING	571		2,631	
8 FEED PURCHASED	-39,184		-36,242	
9 LIVESTOCK INCOME	\$ 73,064		\$ 121,271	
10 CORN	42,028		40,726	
11 GRAIN SORGHUM	3,328		6,676	
12 SOYBEANS	44,176		52,903	
13 SUNFLOWERS			714	
14 WHEAT	8,678		16,850	
15 HAY AND FORAGE	2,253		10,711	
16 OTHER CROP	247		-236	
17 GOVERNMENT PAYMENTS	15,643		19,329	
18 CROP INSURANCE PROCEEDS	1,785		983	
19 OTHER INCOME	10,257		16,445	
20 VALUE OF FARM PRODUCTION	\$ 201,458		\$ 286,373	
21 HIRED LABOR	6,748		10,551	
22 MACHINERY REPAIRS	17,512		19,253	
23 IRRIGATION REPAIRS	61		158	
24 BUILDING REPAIRS	1,398		2,698	
25 INTEREST PAID	9,020		9,737	
26 SEED-OTHER CROP EXPENSE	14,098		19,178	
27 CROP INSURANCE	3,000		4,846	
28 FERTILIZER-LIME	14,663		23,483	
29 MACHINE HIRE	4,454		6,621	
30 ORGANIZATION FEE, PUBLICATION	2,074		2,898	
31 VET-MED-DRUGS	3,004		4,971	
32 CROP STORAGE-MARKETING	458		715	
33 LIVESTOCK MARKETING-BREEDING	3,035		4,083	
34 DAIRY EXPENSE	2,733			
35 GAS-FUEL-OIL	9,223		13,168	
36 IRRIGATION ENERGY	79		75	
37 REAL ESTATE TAXES	3,596		4,980	
38 PERSONAL PROPERTY TAXES	568		996	
39 GENERAL FARM INSURANCE	4,210		5,561	
40 UTILITIES	3,311		3,707	
41 CASH FARM RENT	13,429		23,257	
42 HERBICIDE-INSECTICIDE	8,341		12,537	
43 CONSERVATION	490		147	
44 AUTO EXPENSE	323		351	
45 TOTAL OPERATING EXPENSE	\$ 125,830		\$ 173,967	
46 DEPRECIATION-MACHINERY	14,313		16,253	
47 DEPRECIATION-BUILDINGS	1,500		1,986	
48 TOTAL FARM EXPENSE	\$ 141,644		\$ 192,206	
49 NET FARM INCOME	\$ 59,815		\$ 94,167	
50 UNPAID FAMILY LABOR	783		73	
51 UNPAID OPERATOR LABOR	29,172		33,794	
52 MANAGEMENT CHARGE	13,363		20,430	
53 CURRENT ASSET CHARGE - 8%	11,968		18,382	
54 NONCURRENT ASSET CHARGE - 8%	24,604		43,704	
55 RETURN LABOR-MANAGEMENT	22,461		32,008	
56 RETURN TO CAPITAL	25,517		49,608	
57 ASSET TURNOVER RATIO	.3207		.2941	
58 OPERATING PROFIT MARGIN RATIO	.1267		.1732	
59 % RETURN ON ASSETS	.0406		.0510	
60 % RETURN ON EQUITY	.0361		.0514	
61 TOTAL EXPENSE RATIO	.7031		.6712	
62 ADJUSTED TOTAL EXPENSE RATIO	.9181		.8608	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0996		1.0776	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	184,085	226,856	294,864	343,418
65 NONCURRENT ASSETS	412,551	432,991	642,219	666,725
66 CURRENT LIABILITIES	55,859	55,880	84,551	94,183
67 NONCURRENT LIABILITIES	114,153	116,300	105,410	110,922
68 CURRENT RATIO	3.30	4.06	3.49	3.65
69 DEBT TO ASSET RATIO	.28	.26	.20	.20

2004 Kansas Farm Management Associations

2004 DATA - NE KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY ACRES

Annual ProfitLink Summary

*** 1001 - 1250 ***

*** 1251 - 1500 ***

27 FARMS

22 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	64,243		140,318	
2 DAIRY AND MILK			13,725	
3 SHEEP				
4 SWINE	19,229		16,572	
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	22,472		-2,923	
7 CUSTOM FEEDING	465		402	
8 FEED PURCHASED	-18,892		-46,937	
9 LIVESTOCK INCOME	\$ 87,518		\$ 121,158	
10 CORN	76,380		70,128	
11 GRAIN SORGHUM	11,653		10,732	
12 SOYBEANS	91,157		108,894	
13 SUNFLOWERS	7		843	
14 WHEAT	17,422		14,723	
15 HAY AND FORAGE	3,201		2,013	
16 OTHER CROP	-635		1,449	
17 GOVERNMENT PAYMENTS	25,639		31,398	
18 CROP INSURANCE PROCEEDS	3,986		5,413	
19 OTHER INCOME	20,214		36,183	
20 VALUE OF FARM PRODUCTION	\$ 336,541		\$ 402,933	
21 HIRED LABOR	12,958		12,603	
22 MACHINERY REPAIRS	19,933		27,174	
23 IRRIGATION REPAIRS	222		111	
24 BUILDING REPAIRS	1,930		3,361	
25 INTEREST PAID	11,509		20,216	
26 SEED-OTHER CROP EXPENSE	29,468		35,811	
27 CROP INSURANCE	7,778		7,938	
28 FERTILIZER-LIME	28,236		26,622	
29 MACHINE HIRE	5,847		10,775	
30 ORGANIZATION FEE, PUBLICATION	2,904		4,046	
31 VET-MED-DRUGS	3,559		4,234	
32 CROP STORAGE-MARKETING	662		1,278	
33 LIVESTOCK MARKETING-BREEDING	4,391		4,131	
34 DAIRY EXPENSE			1,025	
35 GAS-FUEL-OIL	13,323		17,726	
36 IRRIGATION ENERGY	52		11	
37 REAL ESTATE TAXES	4,484		5,771	
38 PERSONAL PROPERTY TAXES	830		909	
39 GENERAL FARM INSURANCE	5,064		7,801	
40 UTILITIES	4,308		5,231	
41 CASH FARM RENT	27,577		20,402	
42 HERBICIDE-INSECTICIDE	16,903		20,495	
43 CONSERVATION	1,047		839	
44 AUTO EXPENSE	434		587	
45 TOTAL OPERATING EXPENSE	\$ 203,420		\$ 239,098	
46 DEPRECIATION-MACHINERY	22,032		23,444	
47 DEPRECIATION-BUILDINGS	2,341		3,058	
48 TOTAL FARM EXPENSE	\$ 227,793		\$ 265,600	
49 NET FARM INCOME	\$ 108,748		\$ 137,333	
50 UNPAID FAMILY LABOR	3,000		1,739	
51 UNPAID OPERATOR LABOR	30,500		38,291	
52 MANAGEMENT CHARGE	22,868		28,447	
53 CURRENT ASSET CHARGE - 8%	16,253		16,693	
54 NONCURRENT ASSET CHARGE - 8%	31,378		45,935	
55 RETURN LABOR-MANAGEMENT	58,117		72,966	
56 RETURN TO CAPITAL	63,889		89,073	
57 ASSET TURNOVER RATIO	.4052		.3425	
58 OPERATING PROFIT MARGIN RATIO	.1898		.2211	
59 % RETURN ON ASSETS	.0769		.0757	
60 % RETURN ON EQUITY	.0880		.0880	
61 TOTAL EXPENSE RATIO	.6769		.6592	
62 ADJUSTED TOTAL EXPENSE RATIO	.8444		.8291	
63 ECONOMIC TOTAL EXPENSE RATIO	.9859		.9845	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	246,415	303,551	334,415	389,434
65 NONCURRENT ASSETS	531,957	579,124	776,028	853,305
66 CURRENT LIABILITIES	64,322	79,324	139,014	167,512
67 NONCURRENT LIABILITIES	156,509	170,122	226,773	254,176
68 CURRENT RATIO	3.83	3.83	2.41	2.32
69 DEBT TO ASSET RATIO	.28	.28	.33	.34

2004 Kansas Farm Management Associations

2004 DATA - NE KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY ACRES

Annual ProfitLink Summary

*** 1501 - 1750 ***

*** 1751 - ***

14 FARMS

45 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	21,401	79,920		
2 DAIRY AND MILK	-54	12,148		
3 SHEEP				
4 SWINE		24,337		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	280	1,360		
7 CUSTOM FEEDING		99,308		
8 FEED PURCHASED	-3,909	-86,220		
9 LIVESTOCK INCOME	\$ 17,718	\$ 130,853		
10 CORN	121,837	168,601		
11 GRAIN SORGHUM	4,645	13,980		
12 SOYBEANS	126,226	192,937		
13 SUNFLOWERS		1,368		
14 WHEAT	17,567	28,917		
15 HAY AND FORAGE	8,736	4,402		
16 OTHER CROP	1,289	1,040		
17 GOVERNMENT PAYMENTS	37,931	54,849		
18 CROP INSURANCE PROCEEDS	5,681	3,833		
19 OTHER INCOME	42,366	60,675		
20 VALUE OF FARM PRODUCTION	\$ 383,996	\$ 661,455		
21 HIRED LABOR	10,525	33,655		
22 MACHINERY REPAIRS	26,851	45,007		
23 IRRIGATION REPAIRS	692	192		
24 BUILDING REPAIRS	1,995	3,133		
25 INTEREST PAID	24,202	34,239		
26 SEED-OTHER CROP EXPENSE	43,053	57,981		
27 CROP INSURANCE	11,915	16,990		
28 FERTILIZER-LIME	44,545	50,490		
29 MACHINE HIRE	12,845	16,280		
30 ORGANIZATION FEE, PUBLICATION	3,689	5,494		
31 VET-MED-DRUGS	914	10,163		
32 CROP STORAGE-MARKETING	1,106	1,970		
33 LIVESTOCK MARKETING-BREEDING	239	5,344		
34 DAIRY EXPENSE		503		
35 GAS-FUEL-OIL	16,962	26,011		
36 IRRIGATION ENERGY	253	91		
37 REAL ESTATE TAXES	5,818	6,219		
38 PERSONAL PROPERTY TAXES	2,391	2,427		
39 GENERAL FARM INSURANCE	6,866	11,366		
40 UTILITIES	5,505	8,490		
41 CASH FARM RENT	9,272	49,709		
42 HERBICIDE-INSECTICIDE	21,577	41,525		
43 CONSERVATION	344	2,130		
44 AUTO EXPENSE	200	389		
45 TOTAL OPERATING EXPENSE	\$ 251,759	\$ 429,798		
46 DEPRECIATION-MACHINERY	31,138	43,033		
47 DEPRECIATION-BUILDINGS	1,329	5,669		
48 TOTAL FARM EXPENSE	\$ 284,226	\$ 478,501		
49 NET FARM INCOME	\$ 99,770	\$ 182,954		
50 UNPAID FAMILY LABOR	3,054	2,400		
51 UNPAID OPERATOR LABOR	30,857	43,500		
52 MANAGEMENT CHARGE	22,113	38,580		
53 CURRENT ASSET CHARGE - 8%	12,393	15,258		
54 NONCURRENT ASSET CHARGE - 8%	41,185	46,845		
55 RETURN LABOR-MANAGEMENT	43,139	118,451		
56 RETURN TO CAPITAL	67,948	132,713		
57 ASSET TURNOVER RATIO	.3527	.4966		
58 OPERATING PROFIT MARGIN RATIO	.1770	.2006		
59 % RETURN ON ASSETS	.0624	.0996		
60 % RETURN ON EQUITY	.0653	.1269		
61 TOTAL EXPENSE RATIO	.7402	.7234		
62 ADJUSTED TOTAL EXPENSE RATIO	.8861	.8511		
63 ECONOMIC TOTAL EXPENSE RATIO	1.0256	.9450		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	246,390	288,417	336,001	428,196
65 NONCURRENT ASSETS	786,703	856,030	912,839	987,126
66 CURRENT LIABILITIES	97,440	127,538	184,718	198,023
67 NONCURRENT LIABILITIES	300,408	312,712	333,781	395,071
68 CURRENT RATIO	2.53	2.26	1.82	2.16
69 DEBT TO ASSET RATIO	.39	.38	.42	.42

