

## 2004 Kansas Farm Management Associations

2004 DATA - NE KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY VALUE OF FARM PRODUCTION

### Annual ProfitLink Summary

\*\*\* - 100000 \*\*\*

\*\*\* 100001 - 250000 \*\*\*

87 FARMS

94 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	25,021		56,731	
2 DAIRY AND MILK	1,533		16,504	
3 SHEEP	479		1,766	
4 SWINE	225		4,142	
5 POULTRY AND EGGS			5	
6 OTHER LIVESTOCK	321		-1,490	
7 CUSTOM FEEDING	63		5,227	
8 FEED PURCHASED	-7,246		-20,802	
9 LIVESTOCK INCOME	\$ 20,397		\$ 62,083	
10 CORN	7,092		29,478	
11 GRAIN SORGHUM	1,811		4,557	
12 SOYBEANS	13,624		37,216	
13 SUNFLOWERS	28		152	
14 WHEAT	3,577		9,985	
15 HAY AND FORAGE	707		3,414	
16 OTHER CROP	68		2,439	
17 GOVERNMENT PAYMENTS	4,914		13,845	
18 CROP INSURANCE PROCEEDS	1,203		1,189	
19 OTHER INCOME	2,966		8,796	
20 VALUE OF FARM PRODUCTION	\$ 56,389		\$ 173,154	
21 HIRED LABOR	1,098		4,004	
22 MACHINERY REPAIRS	6,440		13,345	
23 IRRIGATION REPAIRS	43		505	
24 BUILDING REPAIRS	803		1,356	
25 INTEREST PAID	4,420		9,622	
26 SEED-OTHER CROP EXPENSE	3,999		12,355	
27 CROP INSURANCE	944		3,047	
28 FERTILIZER-LIME	5,593		14,140	
29 MACHINE HIRE	2,406		5,177	
30 ORGANIZATION FEE, PUBLICATION	1,168		2,082	
31 VET-MED-DRUGS	932		3,443	
32 CROP STORAGE-MARKETING	151		511	
33 LIVESTOCK MARKETING-BREEDING	898		2,675	
34 DAIRY EXPENSE	79		1,176	
35 GAS-FUEL-OIL	3,536		7,941	
36 IRRIGATION ENERGY			32	
37 REAL ESTATE TAXES	2,687		3,396	
38 PERSONAL PROPERTY TAXES	295		635	
39 GENERAL FARM INSURANCE	2,335		3,824	
40 UTILITIES	2,016		3,153	
41 CASH FARM RENT	3,618		13,536	
42 HERBICIDE-INSECTICIDE	2,785		7,246	
43 CONSERVATION	325		181	
44 AUTO EXPENSE	333		366	
45 TOTAL OPERATING EXPENSE	\$ 46,906		\$ 113,746	
46 DEPRECIATION-MACHINERY	4,920		11,697	
47 DEPRECIATION-BUILDINGS	1,041		1,270	
48 TOTAL FARM EXPENSE	\$ 52,867		\$ 126,714	
49 NET FARM INCOME	\$ 3,522		\$ 46,440	
50 UNPAID FAMILY LABOR	233		766	
51 UNPAID OPERATOR LABOR	19,676		26,368	
52 MANAGEMENT CHARGE	2,537		10,924	
53 CURRENT ASSET CHARGE - 8%	5,454		9,734	
54 NONCURRENT ASSET CHARGE - 8%	19,511		23,306	
55 RETURN LABOR-MANAGEMENT	-21,675		12,635	
56 RETURN TO CAPITAL	-14,504		18,004	
57 ASSET TURNOVER RATIO	.1446		.2954	
58 OPERATING PROFIT MARGIN RATIO	-.2572		.1040	
59 % RETURN ON ASSETS	-.0372		.0307	
60 % RETURN ON EQUITY	-.0606		.0203	
61 TOTAL EXPENSE RATIO	.9375		.7318	
62 ADJUSTED TOTAL EXPENSE RATIO	1.3356		.9516	
63 ECONOMIC TOTAL EXPENSE RATIO	1.7783		1.1424	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	88,988	95,691	168,619	198,789
65 NONCURRENT ASSETS	293,478	301,675	399,799	405,110
66 CURRENT LIABILITIES	23,513	24,820	59,292	64,769
67 NONCURRENT LIABILITIES	50,019	57,371	114,431	107,839
68 CURRENT RATIO	3.78	3.86	2.84	3.07
69 DEBT TO ASSET RATIO	.19	.21	.31	.29

## 2004 Kansas Farm Management Associations

2004 DATA - NE KANSAS

ANALYSIS OF THE FARM BUSINESS

### Annual ProfitLink Summary

SORTED BY VALUE OF FARM PRODUCTION

\*\*\* - 100000 \*\*\*

\*\*\* 100001 - 250000 \*\*\*

AVERAGE ASSET & NET WORTH VALUES															
70	BREEDING LIVESTOCK											47,656			
71	MACHINERY AND EQUIPMENT											42,878			
72	MOTOR VEHICLES & LISTED PROPE											64,789			
73	BUILDINGS											13,184			
74	OWNED LAND											270,336			
75	TOTAL ASSETS											586,159			
76	NET WORTH											412,993			
LABOR															
77	NUMBER OF OPERATORS											.97			
78	NUMBER OF WORKERS											1.13			
79	TOTAL WORK DAYS											216			
80	VALUE FARM PRODUCTION/WORKER											152,259			
81	NET FARM INCOME/WORKER											40,836			
PER OPERATOR BASIS															
82	TOTAL ASSETS											600,206			
83	VALUE OF FARM PRODUCTION											177,304			
84	NET FARM INCOME											47,553			
OTHER FACTORS															
85	% CROP ACRES IRRIGATED											.80			
86	% TILLABLE LAND											49.27			
87	CROP MACH COST/TOT EXPENSE(%)											26.25			
ACRES															
88	TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT		
89	NON-IRRIGATED CROP ACRES	589	87	372	81	340	62	1207	94	464	78	868	89		
90	IRRIGATED CROP ACRES	265	84	170	71	186	55	590	94	230	73	450	86		
91	TOTAL CROP ACRES	265	84	170	71	186	55	595	94	235	73	451	86		
92	PASTURE ACRES	362	74	236	69	263	40	737	74	288	59	671	56		
93	FARMSTEAD ACRES	42	51	39	47	36	9	56	53	43	49	98	9		
CROP VALUE, COSTS, ACRES															
94	ACRES	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE					
95	CROP MACHINERY INVESTMENT	40,308	157.31	168.46	85,506	143.80	143.73	85,506	143.80	143.73					
96	CROP MACHINERY COST	15,435	60.24	64.51	33,266	55.95	55.92	33,266	55.95	55.92					
97	GROSS CROP VALUE	52,664	200.81	215.04	143,608	241.51	241.40	143,608	241.51	241.40					
98	CROP PRODUCTION COSTS	36,292	140.01	149.93	82,050	137.99	137.92	82,050	137.99	137.92					
NON-IRRIGATED ACRES															
		CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD		
99	CORN	48	77	69	141.7	61	142.0	79	173	75	147.7	148	151.8		
100	GRAIN SORGHUM	27	55	40	85.0	43	86.7	27	133	87	106.6	106	92.5		
101	SOYBEANS	62	110	80	42.6	92	42.9	83	233	106	46.8	183	45.5		
102	SUNFLOWERS														
103	WHEAT	49	61	38	47.3	63	40.2	62	134	79	50.0	102	47.1		
104	OTHER CROPS	10	22	24		20		8	43			47			
105	ALFALFA	22	33	32	4.4	22	3.6	36	50	38	4.2	40	6.6		
106	OTHER HAY & FORAGE	62	79	40		80		67	124	60		106			
107	VEGETABLES														
108	TRUCK CROPS														
109	FRUIT - FLOWERS - TREES														
IRRIGATED ACRES															
		CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD		
110	CORN														
111	GRAIN SORGHUM														
112	SOYBEANS														
113	SUNFLOWERS														
114	WHEAT														
115	OTHER CROPS														
116	ALFALFA														
117	OTHER HAY & FORAGE														
118	VEGETABLES														
119	TRUCK CROPS														
120	FRUIT - FLOWERS - TREES														
AVERAGE LIVESTOCK INVENTORIES AND SALES															
121	BEEF COWS													31	42
122	DAIRY COWS													1	5
123	EWES													2	15
124	SOWS													1	1
125	BEEF PURCH. FOR RESALE SALES													26	78
126	SWINE PURCH. FOR RESALE SALES													28	28
127	TURKEYS														

## 2004 Kansas Farm Management Associations

2004 DATA - NE KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY VALUE OF FARM PRODUCTION

### Annual ProfitLink Summary

\*\*\* 250001 - 500000 \*\*\*

\*\*\* 500001 -

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89 FARMS

51 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	109,657	168,434		
2 DAIRY AND MILK	22,280	60,529		
3 SHEEP	-4			
4 SWINE	12,958	73,029		
5 POULTRY AND EGGS	869	49		
6 OTHER LIVESTOCK	-3,006	9,323		
7 CUSTOM FEEDING	2,335	92,748		
8 FEED PURCHASED	-38,701	-150,407		
9 LIVESTOCK INCOME	\$ 106,386	\$ 253,706		
10 CORN	73,874	148,219		
11 GRAIN SORGHUM	7,215	10,666		
12 SOYBEANS	87,022	165,739		
13 SUNFLOWERS	415	1,285		
14 WHEAT	13,878	25,419		
15 HAY AND FORAGE	5,405	7,276		
16 OTHER CROP	1,020	764		
17 GOVERNMENT PAYMENTS	26,698	49,178		
18 CROP INSURANCE PROCEEDS	3,213	4,188		
19 OTHER INCOME	20,216	69,998		
20 VALUE OF FARM PRODUCTION	\$ 345,342	\$ 736,438		
21 HIRED LABOR	13,045	39,694		
22 MACHINERY REPAIRS	22,474	48,698		
23 IRRIGATION REPAIRS	242	207		
24 BUILDING REPAIRS	2,098	4,178		
25 INTEREST PAID	16,330	38,893		
26 SEED-OTHER CROP EXPENSE	29,037	50,604		
27 CROP INSURANCE	7,051	14,965		
28 FERTILIZER-LIME	26,919	47,843		
29 MACHINE HIRE	7,509	20,403		
30 ORGANIZATION FEE, PUBLICATION	2,854	6,847		
31 VET-MED-DRUGS	6,110	13,589		
32 CROP STORAGE-MARKETING	498	2,296		
33 LIVESTOCK MARKETING-BREEDING	3,817	25,269		
34 DAIRY EXPENSE	1,605	2,735		
35 GAS-FUEL-OIL	15,216	25,971		
36 IRRIGATION ENERGY	111	82		
37 REAL ESTATE TAXES	4,938	6,613		
38 PERSONAL PROPERTY TAXES	1,274	1,870		
39 GENERAL FARM INSURANCE	5,887	12,136		
40 UTILITIES	4,557	10,179		
41 CASH FARM RENT	24,099	53,948		
42 HERBICIDE-INSECTICIDE	16,856	36,794		
43 CONSERVATION	525	2,238		
44 AUTO EXPENSE	416	595		
45 TOTAL OPERATING EXPENSE	\$ 213,469	\$ 466,646		
46 DEPRECIATION-MACHINERY	22,662	42,472		
47 DEPRECIATION-BUILDINGS	2,475	7,870		
48 TOTAL FARM EXPENSE	\$ 238,606	\$ 516,988		
49 NET FARM INCOME	\$ 106,736	\$ 219,449		
50 UNPAID FAMILY LABOR	2,503	1,632		
51 UNPAID OPERATOR LABOR	33,431	45,953		
52 MANAGEMENT CHARGE	23,002	45,020		
53 CURRENT ASSET CHARGE - 8%	16,777	20,714		
54 NONCURRENT ASSET CHARGE - 8%	38,428	46,422		
55 RETURN LABOR-MANAGEMENT	49,028	150,680		
56 RETURN TO CAPITAL	64,130	165,737		
57 ASSET TURNOVER RATIO	.3489	.4871		
58 OPERATING PROFIT MARGIN RATIO	.1857	.2251		
59 % RETURN ON ASSETS	.0648	.1096		
60 % RETURN ON EQUITY	.0693	.1511		
61 TOTAL EXPENSE RATIO	.6909	.7020		
62 ADJUSTED TOTAL EXPENSE RATIO	.8616	.8278		
63 ECONOMIC TOTAL EXPENSE RATIO	1.0214	.9189		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	275,132	334,582	495,587	609,664
65 NONCURRENT ASSETS	657,838	711,887	923,655	994,944
66 CURRENT LIABILITIES	85,578	104,717	280,613	306,782
67 NONCURRENT LIABILITIES	198,123	210,895	348,852	409,193
68 CURRENT RATIO	3.21	3.20	1.77	1.99
69 DEBT TO ASSET RATIO	.30	.30	.44	.45

