

## 2004 Kansas Farm Management Associations

2004 DATA - NW KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY Farm Size by Census Acres

### Annual ProfitLink Summary

181 - 499 ACRES  
7 FARMS

500 - 999 ACRES  
13 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	961		40,654	
2 DAIRY AND MILK			-38	
3 SHEEP	890			
4 SWINE				
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	47		1,316	
7 CUSTOM FEEDING			3,824	
8 FEED PURCHASED	-245		-16,826	
9 LIVESTOCK INCOME	\$ 1,654		\$ 28,929	
10 CORN	1,718		34,977	
11 GRAIN SORGHUM	1,651		9,330	
12 SOYBEANS	3,960		9,218	
13 SUNFLOWERS			6,589	
14 WHEAT	10,692		9,348	
15 HAY AND FORAGE	3,768		-1,058	
16 OTHER CROP	18		1,523	
17 GOVERNMENT PAYMENTS	7,177		17,056	
18 CROP INSURANCE PROCEEDS	8,038		12,909	
19 OTHER INCOME	3,146		9,587	
20 VALUE OF FARM PRODUCTION	\$ 41,822		\$ 138,408	
21 HIRED LABOR	93		4,462	
22 MACHINERY REPAIRS	4,509		9,049	
23 IRRIGATION REPAIRS	2,263		682	
24 BUILDING REPAIRS	411		673	
25 INTEREST PAID	5,763		9,113	
26 SEED-OTHER CROP EXPENSE	2,777		5,826	
27 CROP INSURANCE	1,771		4,505	
28 FERTILIZER-LIME	4,151		7,146	
29 MACHINE HIRE	2,052		7,987	
30 ORGANIZATION FEE, PUBLICATION	914		2,469	
31 VET-MED-DRUGS	7		1,305	
32 CROP STORAGE-MARKETING	31		299	
33 LIVESTOCK MARKETING-BREEDING	69		298	
34 DAIRY EXPENSE			2,438	
35 GAS-FUEL-OIL	3,248		4,642	
36 IRRIGATION ENERGY	4,066		7,200	
37 REAL ESTATE TAXES	1,990		2,681	
38 PERSONAL PROPERTY TAXES	143		282	
39 GENERAL FARM INSURANCE	1,241		1,661	
40 UTILITIES	1,025		1,133	
41 CASH FARM RENT	566		11,499	
42 HERBICIDE-INSECTICIDE	3,846		5,762	
43 CONSERVATION			175	
44 AUTO EXPENSE	623		1,140	
45 TOTAL OPERATING EXPENSE	\$ 41,559		\$ 92,426	
46 DEPRECIATION-MACHINERY	7,246		9,204	
47 DEPRECIATION-BUILDINGS	53		756	
48 TOTAL FARM EXPENSE	\$ 48,858		\$ 102,386	
49 NET FARM INCOME	\$ -7,036		\$ 36,022	
50 UNPAID FAMILY LABOR	643		1,558	
51 UNPAID OPERATOR LABOR	10,029		14,331	
52 MANAGEMENT CHARGE	206		7,861	
53 CURRENT ASSET CHARGE - 8%	3,740		8,191	
54 NONCURRENT ASSET CHARGE - 8%	18,795		14,900	
55 RETURN LABOR-MANAGEMENT	-30,214		11,373	
56 RETURN TO CAPITAL	-12,150		21,386	
57 ASSET TURNOVER RATIO	.1050		.3230	
58 OPERATING PROFIT MARGIN RATIO	-.2905		.1545	
59 % RETURN ON ASSETS	-.0305		.0499	
60 % RETURN ON EQUITY	-.0636		.0425	
61 TOTAL EXPENSE RATIO	1.1682		.7397	
62 ADJUSTED TOTAL EXPENSE RATIO	1.4283		.9113	
63 ECONOMIC TOTAL EXPENSE RATIO	1.9672		1.0782	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	65,244	71,244	122,422	138,848
65 NONCURRENT ASSETS	325,588	334,851	279,147	316,572
66 CURRENT LIABILITIES	23,479	19,510	16,776	39,717
67 NONCURRENT LIABILITIES	88,043	102,529	116,114	107,107
68 CURRENT RATIO	2.78	3.65	7.30	3.50
69 DEBT TO ASSET RATIO	.29	.30	.33	.32



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1,000 - 1,999 ACRES

2,000 - 4,999 ACRES

60 FARMS

87 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	24,515		74,964	
2 DAIRY AND MILK	6,852		-9	
3 SHEEP	3,868		-5	
4 SWINE			-50	
5 POULTRY AND EGGS	3,613		327	
6 OTHER LIVESTOCK	-1,258		-50	
7 CUSTOM FEEDING	2,221		945	
8 FEED PURCHASED	-6,312		-19,770	
9 LIVESTOCK INCOME	\$ 33,500		\$ 56,353	
10 CORN	54,613		76,814	
11 GRAIN SORGHUM	7,751		10,643	
12 SOYBEANS	5,156		10,754	
13 SUNFLOWERS	3,424		3,818	
14 WHEAT	18,408		17,053	
15 HAY AND FORAGE	6,947		3,603	
16 OTHER CROP	3,955		2,506	
17 GOVERNMENT PAYMENTS	26,417		36,509	
18 CROP INSURANCE PROCEEDS	32,669		75,548	
19 OTHER INCOME	14,029		19,115	
20 VALUE OF FARM PRODUCTION	\$ 206,869		\$ 312,715	
21 HIRED LABOR	3,402		14,270	
22 MACHINERY REPAIRS	15,982		22,998	
23 IRRIGATION REPAIRS	2,000		2,548	
24 BUILDING REPAIRS	803		1,230	
25 INTEREST PAID	13,374		20,466	
26 SEED-OTHER CROP EXPENSE	11,700		18,966	
27 CROP INSURANCE	7,079		12,978	
28 FERTILIZER-LIME	13,437		25,943	
29 MACHINE HIRE	8,365		14,659	
30 ORGANIZATION FEE, PUBLICATION	2,650		3,311	
31 VET-MED-DRUGS	1,060		1,947	
32 CROP STORAGE-MARKETING	594		1,370	
33 LIVESTOCK MARKETING-BREEDING	1,102		1,350	
34 DAIRY EXPENSE				
35 GAS-FUEL-OIL	12,708		16,117	
36 IRRIGATION ENERGY	16,839		20,175	
37 REAL ESTATE TAXES	3,336		4,604	
38 PERSONAL PROPERTY TAXES	296		260	
39 GENERAL FARM INSURANCE	3,830		5,915	
40 UTILITIES	2,079		4,352	
41 CASH FARM RENT	10,970		18,482	
42 HERBICIDE-INSECTICIDE	16,299		24,124	
43 CONSERVATION	55		152	
44 AUTO EXPENSE	1,451		1,446	
45 TOTAL OPERATING EXPENSE	\$ 149,410		\$ 237,663	
46 DEPRECIATION-MACHINERY	17,878		22,555	
47 DEPRECIATION-BUILDINGS	1,047		1,975	
48 TOTAL FARM EXPENSE	\$ 168,335		\$ 262,193	
49 NET FARM INCOME	\$ 38,534		\$ 50,522	
50 UNPAID FAMILY LABOR	1,875		2,612	
51 UNPAID OPERATOR LABOR	19,575		21,569	
52 MANAGEMENT CHARGE	9,486		13,607	
53 CURRENT ASSET CHARGE - 8%	6,746		12,308	
54 NONCURRENT ASSET CHARGE - 8%	21,456		37,555	
55 RETURN LABOR-MANAGEMENT	8,457		-1,953	
56 RETURN TO CAPITAL	20,973		33,201	
57 ASSET TURNOVER RATIO	.3432		.3161	
58 OPERATING PROFIT MARGIN RATIO	.1014		.1062	
59 % RETURN ON ASSETS	.0348		.0336	
60 % RETURN ON EQUITY	.0216		.0204	
61 TOTAL EXPENSE RATIO	.8137		.8384	
62 ADJUSTED TOTAL EXPENSE RATIO	.9633		.9593	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0996		1.1187	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	154,226	166,914	279,739	304,326
65 NONCURRENT ASSETS	430,396	453,951	674,463	719,910
66 CURRENT LIABILITIES	80,536	71,949	127,240	149,116
67 NONCURRENT LIABILITIES	164,117	183,843	215,061	240,444
68 CURRENT RATIO	1.91	2.32	2.20	2.04
69 DEBT TO ASSET RATIO	.42	.41	.36	.38



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2004 DATA - NW KANSAS  
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### Annual ProfitLink Summary

SORTED BY Farm Size by Census Acres

> 5,000 ACRES

20 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	122,606			
2 DAIRY AND MILK				
3 SHEEP				
4 SWINE	123			
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	13			
7 CUSTOM FEEDING	3,244			
8 FEED PURCHASED	-20,268			
9 LIVESTOCK INCOME	\$ 105,719			
10 CORN	156,126			
11 GRAIN SORGHUM	27,873			
12 SOYBEANS	16,600			
13 SUNFLOWERS	17,521			
14 WHEAT	35,807			
15 HAY AND FORAGE	2,833			
16 OTHER CROP	5,004			
17 GOVERNMENT PAYMENTS	99,208			
18 CROP INSURANCE PROCEEDS	165,982			
19 OTHER INCOME	45,518			
20 VALUE OF FARM PRODUCTION	\$ 678,190			
21 HIRED LABOR	36,005			
22 MACHINERY REPAIRS	41,132			
23 IRRIGATION REPAIRS	4,280			
24 BUILDING REPAIRS	2,192			
25 INTEREST PAID	33,565			
26 SEED-OTHER CROP EXPENSE	42,581			
27 CROP INSURANCE	29,372			
28 FERTILIZER-LIME	52,946			
29 MACHINE HIRE	25,490			
30 ORGANIZATION FEE, PUBLICATION	4,609			
31 VET-MED-DRUGS	2,523			
32 CROP STORAGE-MARKETING	3,160			
33 LIVESTOCK MARKETING-BREEDING	2,042			
34 DAIRY EXPENSE				
35 GAS-FUEL-OIL	26,670			
36 IRRIGATION ENERGY	37,430			
37 REAL ESTATE TAXES	9,898			
38 PERSONAL PROPERTY TAXES	774			
39 GENERAL FARM INSURANCE	11,120			
40 UTILITIES	5,283			
41 CASH FARM RENT	53,581			
42 HERBICIDE-INSECTICIDE	58,707			
43 CONSERVATION	501			
44 AUTO EXPENSE	2,240			
45 TOTAL OPERATING EXPENSE	\$ 486,102			
46 DEPRECIATION-MACHINERY	47,175			
47 DEPRECIATION-BUILDINGS	5,407			
48 TOTAL FARM EXPENSE	\$ 538,684			
49 NET FARM INCOME	\$ 139,506			
50 UNPAID FAMILY LABOR	3,375			
51 UNPAID OPERATOR LABOR	30,105			
52 MANAGEMENT CHARGE	32,391			
53 CURRENT ASSET CHARGE - 8%	25,507			
54 NONCURRENT ASSET CHARGE - 8%	70,772			
55 RETURN LABOR-MANAGEMENT	39,851			
56 RETURN TO CAPITAL	107,199			
57 ASSET TURNOVER RATIO	.3534			
58 OPERATING PROFIT MARGIN RATIO	.1581			
59 % RETURN ON ASSETS	.0559			
60 % RETURN ON EQUITY	.0612			
61 TOTAL EXPENSE RATIO	.7943			
62 ADJUSTED TOTAL EXPENSE RATIO	.8914			
63 ECONOMIC TOTAL EXPENSE RATIO	1.0334			
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	472,727	529,756		
65 NONCURRENT ASSETS	1,380,124	1,455,573		
66 CURRENT LIABILITIES	169,492	195,308		
67 NONCURRENT LIABILITIES	506,566	559,829		
68 CURRENT RATIO	2.79	2.71		
69 DEBT TO ASSET RATIO	.36	.38		

