

## 2004 Kansas Farm Management Associations

2004 DATA - SC KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY ECON. TOTAL EXPENSE RATIO

### Annual ProfitLink Summary

HIGH 25%  
77 FARMS

HIGH MIDDLE  
77 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	11,073		18,378	
2 DAIRY AND MILK	258		12,327	
3 SHEEP	63		233	
4 SWINE			-8	
5 POULTRY AND EGGS	1			
6 OTHER LIVESTOCK	-96		471	
7 CUSTOM FEEDING			3,463	
8 FEED PURCHASED	-4,634		-7,781	
9 LIVESTOCK INCOME	\$ 6,665		\$ 27,082	
10 CORN	6,578		26,840	
11 GRAIN SORGHUM	7,841		17,204	
12 SOYBEANS	7,951		20,084	
13 SUNFLOWERS	16		328	
14 WHEAT	38,924		65,389	
15 HAY AND FORAGE	3,647		14,307	
16 OTHER CROP	1,551		5,071	
17 GOVERNMENT PAYMENTS	12,248		23,560	
18 CROP INSURANCE PROCEEDS	3,473		3,468	
19 OTHER INCOME	4,701		17,609	
20 VALUE OF FARM PRODUCTION	\$ 93,595		\$ 220,943	
21 HIRED LABOR	4,310		10,090	
22 MACHINERY REPAIRS	12,318		22,456	
23 IRRIGATION REPAIRS	220		1,657	
24 BUILDING REPAIRS	1,014		1,528	
25 INTEREST PAID	5,581		15,758	
26 SEED-OTHER CROP EXPENSE	6,958		15,100	
27 CROP INSURANCE	2,292		4,783	
28 FERTILIZER-LIME	12,953		31,990	
29 MACHINE HIRE	5,912		13,452	
30 ORGANIZATION FEE, PUBLICATION	2,295		3,663	
31 VET-MED-DRUGS	362		1,182	
32 CROP STORAGE-MARKETING	-1,273		1,357	
33 LIVESTOCK MARKETING-BREEDING	529		1,370	
34 DAIRY EXPENSE			489	
35 GAS-FUEL-OIL	7,963		14,461	
36 IRRIGATION ENERGY	251		1,921	
37 REAL ESTATE TAXES	3,949		3,800	
38 PERSONAL PROPERTY TAXES	437		849	
39 GENERAL FARM INSURANCE	2,901		4,711	
40 UTILITIES	2,104		3,597	
41 CASH FARM RENT	5,059		10,194	
42 HERBICIDE-INSECTICIDE	5,100		11,784	
43 CONSERVATION	72		90	
44 AUTO EXPENSE	676		430	
45 TOTAL OPERATING EXPENSE	\$ 81,984		\$ 176,711	
46 DEPRECIATION-MACHINERY	10,221		21,452	
47 DEPRECIATION-BUILDINGS	1,225		1,961	
48 TOTAL FARM EXPENSE	\$ 93,430		\$ 200,124	
49 NET FARM INCOME	\$ 165		\$ 20,819	
50 UNPAID FAMILY LABOR	1,023		1,578	
51 UNPAID OPERATOR LABOR	26,930		27,491	
52 MANAGEMENT CHARGE	3,300		7,914	
53 CURRENT ASSET CHARGE - 8%	6,620		5,100	
54 NONCURRENT ASSET CHARGE - 8%	38,523		33,123	
55 RETURN LABOR-MANAGEMENT	-46,001		-18,982	
56 RETURN TO CAPITAL	-25,506		-406	
57 ASSET TURNOVER RATIO	.1417		.3016	
58 OPERATING PROFIT MARGIN RATIO	-.2725		-.0018	
59 % RETURN ON ASSETS	-.0386		-.0066	
60 % RETURN ON EQUITY	-.0551		-.0338	
61 TOTAL EXPENSE RATIO	.9982		.9058	
62 ADJUSTED TOTAL EXPENSE RATIO	1.3322		1.0732	
63 ECONOMIC TOTAL EXPENSE RATIO	1.8145		1.2462	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	121,177	109,752	139,734	146,027
65 NONCURRENT ASSETS	540,988	548,848	584,157	595,196
66 CURRENT LIABILITIES	34,330	31,102	73,901	84,367
67 NONCURRENT LIABILITIES	62,544	64,206	178,832	172,442
68 CURRENT RATIO	3.53	3.53	1.89	1.73
69 DEBT TO ASSET RATIO	.15	.14	.35	.35



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INCOME AND EXPENSE ANALYSIS  
SORTED BY ECON. TOTAL EXPENSE RATIO

### Annual ProfitLink Summary

LOW MIDDLE  
77 FARMS

LOW 25%  
75 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	41,184		79,070	
2 DAIRY AND MILK	15,298		15,716	
3 SHEEP	582		33	
4 SWINE	336		8,966	
5 POULTRY AND EGGS	-1			
6 OTHER LIVESTOCK	-221		292	
7 CUSTOM FEEDING	2,023		24,379	
8 FEED PURCHASED	-16,641		-47,296	
9 LIVESTOCK INCOME	\$ 42,559		\$ 81,160	
10 CORN	57,860		43,399	
11 GRAIN SORGHUM	35,465		52,442	
12 SOYBEANS	45,291		37,782	
13 SUNFLOWERS	1,372		2,128	
14 WHEAT	88,369		97,551	
15 HAY AND FORAGE	15,046		21,961	
16 OTHER CROP	743		6,199	
17 GOVERNMENT PAYMENTS	33,838		38,666	
18 CROP INSURANCE PROCEEDS	3,515		12,026	
19 OTHER INCOME	25,026		36,526	
20 VALUE OF FARM PRODUCTION	\$ 349,085		\$ 429,840	
21 HIRED LABOR	16,997		18,341	
22 MACHINERY REPAIRS	30,015		29,729	
23 IRRIGATION REPAIRS	2,256		1,427	
24 BUILDING REPAIRS	1,801		774	
25 INTEREST PAID	18,217		19,595	
26 SEED-OTHER CROP EXPENSE	24,418		22,673	
27 CROP INSURANCE	7,424		8,573	
28 FERTILIZER-LIME	40,677		46,660	
29 MACHINE HIRE	16,460		21,824	
30 ORGANIZATION FEE, PUBLICATION	4,271		3,890	
31 VET-MED-DRUGS	2,605		5,748	
32 CROP STORAGE-MARKETING	1,483		2,271	
33 LIVESTOCK MARKETING-BREEDING	1,658		3,962	
34 DAIRY EXPENSE	692		704	
35 GAS-FUEL-OIL	18,923		18,868	
36 IRRIGATION ENERGY	1,908		2,391	
37 REAL ESTATE TAXES	4,241		3,473	
38 PERSONAL PROPERTY TAXES	972		1,152	
39 GENERAL FARM INSURANCE	5,348		4,633	
40 UTILITIES	5,260		3,930	
41 CASH FARM RENT	15,454		17,876	
42 HERBICIDE-INSECTICIDE	22,260		24,574	
43 CONSERVATION	184		848	
44 AUTO EXPENSE	512		724	
45 TOTAL OPERATING EXPENSE	\$ 244,035		\$ 264,642	
46 DEPRECIATION-MACHINERY	30,971		26,652	
47 DEPRECIATION-BUILDINGS	2,879		1,507	
48 TOTAL FARM EXPENSE	\$ 277,885		\$ 292,800	
49 NET FARM INCOME	\$ 71,200		\$ 137,039	
50 UNPAID FAMILY LABOR	1,461		2,070	
51 UNPAID OPERATOR LABOR	27,351		30,240	
52 MANAGEMENT CHARGE	17,316		28,191	
53 CURRENT ASSET CHARGE - 8%	7,551		9,549	
54 NONCURRENT ASSET CHARGE - 8%	36,753		21,593	
55 RETURN LABOR-MANAGEMENT	25,434		103,827	
56 RETURN TO CAPITAL	43,289		96,134	
57 ASSET TURNOVER RATIO	.3820		.5462	
58 OPERATING PROFIT MARGIN RATIO	.1240		.2237	
59 % RETURN ON ASSETS	.0474		.1222	
60 % RETURN ON EQUITY	.0453		.1966	
61 TOTAL EXPENSE RATIO	.7960		.6812	
62 ADJUSTED TOTAL EXPENSE RATIO	.9282		.8219	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0551		.8944	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	205,514	225,831	249,304	325,074
65 NONCURRENT ASSETS	677,077	719,368	488,319	511,111
66 CURRENT LIABILITIES	117,208	125,360	163,611	172,043
67 NONCURRENT LIABILITIES	235,519	242,094	228,726	230,877
68 CURRENT RATIO	1.75	1.80	1.52	1.89
69 DEBT TO ASSET RATIO	.40	.39	.53	.48



## 2004 Kansas Farm Management Associations

2004 DATA - SC KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY ECON. TOTAL EXPENSE RATIO

### Annual ProfitLink Summary

AVERAGE  
306 FARMS

MY FARM

ITEM	PER FARM		PER FARM	
1 BEEF	37,154			
2 DAIRY AND MILK	10,868			
3 SHEEP	229			
4 SWINE	2,280			
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	110			
7 CUSTOM FEEDING	7,356			
8 FEED PURCHASED	-18,903			
9 LIVESTOCK INCOME	\$ 39,094			
10 CORN	33,606			
11 GRAIN SORGHUM	28,080			
12 SOYBEANS	27,712			
13 SUNFLOWERS	953			
14 WHEAT	72,395			
15 HAY AND FORAGE	13,687			
16 OTHER CROP	3,373			
17 GOVERNMENT PAYMENTS	27,002			
18 CROP INSURANCE PROCEEDS	5,579			
19 OTHER INCOME	20,864			
20 VALUE OF FARM PRODUCTION	\$ 272,343			
21 HIRED LABOR	12,396			
22 MACHINERY REPAIRS	23,590			
23 IRRIGATION REPAIRS	1,390			
24 BUILDING REPAIRS	1,282			
25 INTEREST PAID	14,757			
26 SEED-OTHER CROP EXPENSE	17,252			
27 CROP INSURANCE	5,750			
28 FERTILIZER-LIME	32,981			
29 MACHINE HIRE	14,364			
30 ORGANIZATION FEE, PUBLICATION	3,527			
31 VET-MED-DRUGS	2,453			
32 CROP STORAGE-MARKETING	951			
33 LIVESTOCK MARKETING-BREEDING	1,866			
34 DAIRY EXPENSE	470			
35 GAS-FUEL-OIL	15,029			
36 IRRIGATION ENERGY	1,613			
37 REAL ESTATE TAXES	3,868			
38 PERSONAL PROPERTY TAXES	851			
39 GENERAL FARM INSURANCE	4,397			
40 UTILITIES	3,721			
41 CASH FARM RENT	12,108			
42 HERBICIDE-INSECTICIDE	15,873			
43 CONSERVATION	295			
44 AUTO EXPENSE	585			
45 TOTAL OPERATING EXPENSE	\$ 191,367			
46 DEPRECIATION-MACHINERY	22,296			
47 DEPRECIATION-BUILDINGS	1,896			
48 TOTAL FARM EXPENSE	\$ 215,558			
49 NET FARM INCOME	\$ 56,785			
50 UNPAID FAMILY LABOR	1,529			
51 UNPAID OPERATOR LABOR	27,988			
52 MANAGEMENT CHARGE	14,089			
53 CURRENT ASSET CHARGE - 8%	7,190			
54 NONCURRENT ASSET CHARGE - 8%	32,570			
55 RETURN LABOR-MANAGEMENT	15,496			
56 RETURN TO CAPITAL	27,935			
57 ASSET TURNOVER RATIO	.3522			
58 OPERATING PROFIT MARGIN RATIO	.1026			
59 % RETURN ON ASSETS	.0361			
60 % RETURN ON EQUITY	.0265			
61 TOTAL EXPENSE RATIO	.7915			
62 ADJUSTED TOTAL EXPENSE RATIO	.9516			
63 ECONOMIC TOTAL EXPENSE RATIO	1.0976			
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	178,472	200,864		
65 NONCURRENT ASSETS	573,186	594,170		
66 CURRENT LIABILITIES	96,829	102,768		
67 NONCURRENT LIABILITIES	176,064	177,055		
68 CURRENT RATIO	1.84	1.95		
69 DEBT TO ASSET RATIO	.36	.35		

