

## 2004 Kansas Farm Management Associations

2004 DATA - SC KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY NET FARM INCOME

### Annual ProfitLink Summary

HIGH 25%  
77 FARMS

HIGH MIDDLE  
77 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	90,453	23,874		
2 DAIRY AND MILK	20,788	11,376		
3 SHEEP	582	154		
4 SWINE	8,830	239		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-156	218		
7 CUSTOM FEEDING	19,492	4,347		
8 FEED PURCHASED	-51,258	-10,575		
9 LIVESTOCK INCOME	\$ 88,730	\$ 29,632		
10 CORN	67,691	24,326		
11 GRAIN SORGHUM	58,054	31,186		
12 SOYBEANS	61,519	22,263		
13 SUNFLOWERS	3,066	707		
14 WHEAT	116,333	66,460		
15 HAY AND FORAGE	20,390	18,079		
16 OTHER CROP	5,083	1,675		
17 GOVERNMENT PAYMENTS	47,325	23,772		
18 CROP INSURANCE PROCEEDS	10,815	3,896		
19 OTHER INCOME	49,935	14,618		
20 VALUE OF FARM PRODUCTION	\$ 528,940	\$ 236,613		
21 HIRED LABOR	27,450	6,140		
22 MACHINERY REPAIRS	35,188	22,556		
23 IRRIGATION REPAIRS	2,822	951		
24 BUILDING REPAIRS	1,413	1,096		
25 INTEREST PAID	20,878	13,324		
26 SEED-OTHER CROP EXPENSE	31,494	13,271		
27 CROP INSURANCE	9,879	5,133		
28 FERTILIZER-LIME	56,406	26,517		
29 MACHINE HIRE	25,454	10,425		
30 ORGANIZATION FEE, PUBLICATION	5,877	2,663		
31 VET-MED-DRUGS	5,499	2,214		
32 CROP STORAGE-MARKETING	2,730	1,130		
33 LIVESTOCK MARKETING-BREEDING	4,191	881		
34 DAIRY EXPENSE	984	595		
35 GAS-FUEL-OIL	22,997	13,649		
36 IRRIGATION ENERGY	3,304	1,230		
37 REAL ESTATE TAXES	5,263	3,071		
38 PERSONAL PROPERTY TAXES	1,239	811		
39 GENERAL FARM INSURANCE	6,010	3,681		
40 UTILITIES	5,551	2,949		
41 CASH FARM RENT	21,124	9,751		
42 HERBICIDE-INSECTICIDE	32,090	14,159		
43 CONSERVATION	947	59		
44 AUTO EXPENSE	923	503		
45 TOTAL OPERATING EXPENSE	\$ 329,711	\$ 156,758		
46 DEPRECIATION-MACHINERY	39,432	18,604		
47 DEPRECIATION-BUILDINGS	3,185	1,357		
48 TOTAL FARM EXPENSE	\$ 372,328	\$ 176,719		
49 NET FARM INCOME	\$ 156,612	\$ 59,894		
50 UNPAID FAMILY LABOR	2,659	1,373		
51 UNPAID OPERATOR LABOR	30,331	27,806		
52 MANAGEMENT CHARGE	33,045	13,913		
53 CURRENT ASSET CHARGE - 8%	16,066	5,551		
54 NONCURRENT ASSET CHARGE - 8%	46,040	24,249		
55 RETURN LABOR-MANAGEMENT	91,846	28,720		
56 RETURN TO CAPITAL	111,455	30,125		
57 ASSET TURNOVER RATIO	.4321	.3865		
58 OPERATING PROFIT MARGIN RATIO	.2107	.1273		
59 % RETURN ON ASSETS	.0910	.0492		
60 % RETURN ON EQUITY	.1167	.0451		
61 TOTAL EXPENSE RATIO	.7039	.7469		
62 ADJUSTED TOTAL EXPENSE RATIO	.8288	.9290		
63 ECONOMIC TOTAL EXPENSE RATIO	.9462	1.0549		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	342,765	422,364	137,584	152,754
65 NONCURRENT ASSETS	824,919	858,187	453,985	480,116
66 CURRENT LIABILITIES	176,813	186,658	75,320	76,237
67 NONCURRENT LIABILITIES	265,113	266,981	162,984	164,880
68 CURRENT RATIO	1.94	2.26	1.83	2.00
69 DEBT TO ASSET RATIO	.38	.35	.40	.38



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INCOME AND EXPENSE ANALYSIS  
SORTED BY NET FARM INCOME

### Annual ProfitLink Summary

LOW MIDDLE  
77 FARMS

LOW 25%  
75 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	23,649		9,933	
2 DAIRY AND MILK	5,325		5,854	
3 SHEEP	126		49	
4 SWINE	-8			
5 POULTRY AND EGGS	-2		1	
6 OTHER LIVESTOCK	100		284	
7 CUSTOM FEEDING	2,815		2,647	
8 FEED PURCHASED	-6,837		-6,625	
9 LIVESTOCK INCOME	\$ 25,169		\$ 12,144	
10 CORN	28,444		13,437	
11 GRAIN SORGHUM	13,094		9,503	
12 SOYBEANS	16,907		9,690	
13 SUNFLOWERS	-16		33	
14 WHEAT	52,934		53,359	
15 HAY AND FORAGE	7,622		8,521	
16 OTHER CROP	1,631		5,149	
17 GOVERNMENT PAYMENTS	18,933		17,739	
18 CROP INSURANCE PROCEEDS	3,979		3,573	
19 OTHER INCOME	7,934		10,704	
20 VALUE OF FARM PRODUCTION	\$ 176,630		\$ 143,850	
21 HIRED LABOR	6,779		9,130	
22 MACHINERY REPAIRS	17,177		19,326	
23 IRRIGATION REPAIRS	684		1,096	
24 BUILDING REPAIRS	1,373		1,245	
25 INTEREST PAID	11,813		12,965	
26 SEED-OTHER CROP EXPENSE	12,053		12,056	
27 CROP INSURANCE	3,992		3,948	
28 FERTILIZER-LIME	24,970		23,794	
29 MACHINE HIRE	9,076		12,449	
30 ORGANIZATION FEE, PUBLICATION	2,643		2,911	
31 VET-MED-DRUGS	1,335		719	
32 CROP STORAGE-MARKETING	-629		563	
33 LIVESTOCK MARKETING-BREEDING	1,395		976	
34 DAIRY EXPENSE	254		35	
35 GAS-FUEL-OIL	11,173		12,224	
36 IRRIGATION ENERGY	302		1,616	
37 REAL ESTATE TAXES	3,932		3,190	
38 PERSONAL PROPERTY TAXES	768		577	
39 GENERAL FARM INSURANCE	4,075		3,805	
40 UTILITIES	3,339		3,028	
41 CASH FARM RENT	9,179		8,281	
42 HERBICIDE-INSECTICIDE	9,051		7,986	
43 CONSERVATION	59		109	
44 AUTO EXPENSE	337		575	
45 TOTAL OPERATING EXPENSE	\$ 135,130		\$ 142,603	
46 DEPRECIATION-MACHINERY	16,179		14,772	
47 DEPRECIATION-BUILDINGS	1,757		1,266	
48 TOTAL FARM EXPENSE	\$ 153,066		\$ 158,641	
49 NET FARM INCOME	\$ 23,564		\$ -14,791	
50 UNPAID FAMILY LABOR	1,023		1,050	
51 UNPAID OPERATOR LABOR	27,596		26,172	
52 MANAGEMENT CHARGE	7,693		1,374	
53 CURRENT ASSET CHARGE - 8%	4,047		2,985	
54 NONCURRENT ASSET CHARGE - 8%	34,824		24,967	
55 RETURN LABOR-MANAGEMENT	-16,329		-43,793	
56 RETURN TO CAPITAL	-934		-30,422	
57 ASSET TURNOVER RATIO	.2545		.2580	
58 OPERATING PROFIT MARGIN RATIO	-.0053		-.2115	
59 % RETURN ON ASSETS	-.0013		-.0546	
60 % RETURN ON EQUITY	-.0262		-.1242	
61 TOTAL EXPENSE RATIO	.8666		1.1028	
62 ADJUSTED TOTAL EXPENSE RATIO	1.0722		1.3016	
63 ECONOMIC TOTAL EXPENSE RATIO	1.2922		1.4959	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	116,108	122,375	115,806	103,435
65 NONCURRENT ASSETS	565,472	583,955	445,042	450,694
66 CURRENT LIABILITIES	65,072	72,242	69,396	75,219
67 NONCURRENT LIABILITIES	137,202	141,637	137,966	133,594
68 CURRENT RATIO	1.78	1.69	1.67	1.38
69 DEBT TO ASSET RATIO	.30	.30	.37	.38

