

## 2004 Kansas Farm Management Associations

2004 DATA - SC KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY OWNERSHIP TYPE

### Annual ProfitLink Summary

CORPORATIONS  
16 FARMS

PARTNERSHIP - OWNER  
19 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	67,900		56,887	
2 DAIRY AND MILK			46,013	
3 SHEEP	86			
4 SWINE	1,434			
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-336		-92	
7 CUSTOM FEEDING	9,375		5,823	
8 FEED PURCHASED	-25,029		-31,293	
9 LIVESTOCK INCOME	\$ 53,429		\$ 77,337	
10 CORN	62,614		57,614	
11 GRAIN SORGHUM	41,197		69,702	
12 SOYBEANS	26,657		68,729	
13 SUNFLOWERS	1,589		-96	
14 WHEAT	103,889		112,095	
15 HAY AND FORAGE	20,856		10,754	
16 OTHER CROP	754		12,013	
17 GOVERNMENT PAYMENTS	41,032		52,173	
18 CROP INSURANCE PROCEEDS	4,804		9,532	
19 OTHER INCOME	32,177		48,385	
20 VALUE OF FARM PRODUCTION	\$ 388,998		\$ 518,237	
21 HIRED LABOR	27,233		37,160	
22 MACHINERY REPAIRS	28,521		39,619	
23 IRRIGATION REPAIRS	1,153		1,354	
24 BUILDING REPAIRS	3,131		735	
25 INTEREST PAID	11,683		13,006	
26 SEED-OTHER CROP EXPENSE	22,226		29,540	
27 CROP INSURANCE	5,003		10,130	
28 FERTILIZER-LIME	50,413		61,875	
29 MACHINE HIRE	17,397		29,626	
30 ORGANIZATION FEE, PUBLICATION	5,366		8,067	
31 VET-MED-DRUGS	3,760		1,467	
32 CROP STORAGE-MARKETING	1,036		5,005	
33 LIVESTOCK MARKETING-BREEDING	1,136		1,564	
34 DAIRY EXPENSE			2,663	
35 GAS-FUEL-OIL	18,621		32,326	
36 IRRIGATION ENERGY	2,365		3,372	
37 REAL ESTATE TAXES	4,298		4,179	
38 PERSONAL PROPERTY TAXES	690		1,219	
39 GENERAL FARM INSURANCE	7,235		7,475	
40 UTILITIES	7,424		4,556	
41 CASH FARM RENT	25,868		25,308	
42 HERBICIDE-INSECTICIDE	28,412		35,168	
43 CONSERVATION			43	
44 AUTO EXPENSE	341		859	
45 TOTAL OPERATING EXPENSE	\$ 273,315		\$ 356,317	
46 DEPRECIATION-MACHINERY	33,131		39,472	
47 DEPRECIATION-BUILDINGS	4,352		1,542	
48 TOTAL FARM EXPENSE	\$ 310,797		\$ 397,332	
49 NET FARM INCOME	\$ 78,201		\$ 120,906	
50 UNPAID FAMILY LABOR	703		592	
51 UNPAID OPERATOR LABOR	30,881		49,453	
52 MANAGEMENT CHARGE	19,457		28,415	
53 CURRENT ASSET CHARGE - 8%	12,438		19,679	
54 NONCURRENT ASSET CHARGE - 8%	47,652		32,543	
55 RETURN LABOR-MANAGEMENT	17,408		68,091	
56 RETURN TO CAPITAL	38,843		55,453	
57 ASSET TURNOVER RATIO	.3837		.5768	
58 OPERATING PROFIT MARGIN RATIO	.0999		.1070	
59 % RETURN ON ASSETS	.0383		.0617	
60 % RETURN ON EQUITY	.0362		.0650	
61 TOTAL EXPENSE RATIO	.7990		.7667	
62 ADJUSTED TOTAL EXPENSE RATIO	.9302		.9181	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0847		1.0189	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	296,387	309,732	319,163	365,188
65 NONCURRENT ASSETS	703,601	717,928	542,855	569,841
66 CURRENT LIABILITIES	148,565	146,616	95,108	97,268
67 NONCURRENT LIABILITIES	107,967	122,266	145,593	153,525
68 CURRENT RATIO	1.99	2.11	3.36	3.75
69 DEBT TO ASSET RATIO	.26	.26	.28	.27



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SINGLE - OWNER  
12 FARMS

SINGLE - PARTOWNER  
205 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	91,642	35,049		
2 DAIRY AND MILK	38,300	9,002		
3 SHEEP		256		
4 SWINE		3,295		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	1,887	99		
7 CUSTOM FEEDING		9,548		
8 FEED PURCHASED	-82,985	-17,120		
9 LIVESTOCK INCOME	\$ 48,845	\$ 40,128		
10 CORN	37,526	31,757		
11 GRAIN SORGHUM	7,278	26,399		
12 SOYBEANS	18,193	24,733		
13 SUNFLOWERS		1,268		
14 WHEAT	24,667	74,250		
15 HAY AND FORAGE	2,070	14,901		
16 OTHER CROP	1,290	3,208		
17 GOVERNMENT PAYMENTS	16,301	26,425		
18 CROP INSURANCE PROCEEDS	1,914	5,183		
19 OTHER INCOME	4,797	17,047		
20 VALUE OF FARM PRODUCTION	\$ 162,881	\$ 265,300		
21 HIRED LABOR	3,583	10,124		
22 MACHINERY REPAIRS	9,882	23,896		
23 IRRIGATION REPAIRS	1,764	1,595		
24 BUILDING REPAIRS	1,017	1,341		
25 INTEREST PAID	10,205	17,116		
26 SEED-OTHER CROP EXPENSE	10,927	16,040		
27 CROP INSURANCE	2,879	5,977		
28 FERTILIZER-LIME	15,161	32,091		
29 MACHINE HIRE	10,435	13,231		
30 ORGANIZATION FEE, PUBLICATION	1,847	3,219		
31 VET-MED-DRUGS	744	3,050		
32 CROP STORAGE-MARKETING	1,293	561		
33 LIVESTOCK MARKETING-BREEDING	393	2,296		
34 DAIRY EXPENSE	1,457	369		
35 GAS-FUEL-OIL	5,766	14,801		
36 IRRIGATION ENERGY	801	1,543		
37 REAL ESTATE TAXES	6,909	4,165		
38 PERSONAL PROPERTY TAXES	1,129	900		
39 GENERAL FARM INSURANCE	3,214	4,174		
40 UTILITIES	1,363	3,718		
41 CASH FARM RENT	1,814	10,694		
42 HERBICIDE-INSECTICIDE	6,923	15,097		
43 CONSERVATION	27	431		
44 AUTO EXPENSE	433	607		
45 TOTAL OPERATING EXPENSE	\$ 99,967	\$ 187,036		
46 DEPRECIATION-MACHINERY	14,551	21,473		
47 DEPRECIATION-BUILDINGS	4,184	1,559		
48 TOTAL FARM EXPENSE	\$ 118,702	\$ 210,069		
49 NET FARM INCOME	\$ 44,180	\$ 55,232		
50 UNPAID FAMILY LABOR	2,063	1,910		
51 UNPAID OPERATOR LABOR	19,575	26,618		
52 MANAGEMENT CHARGE	11,256	13,680		
53 CURRENT ASSET CHARGE - 8%	17,889	5,865		
54 NONCURRENT ASSET CHARGE - 8%	47,022	35,687		
55 RETURN LABOR-MANAGEMENT	-22,794	11,770		
56 RETURN TO CAPITAL	21,490	30,140		
57 ASSET TURNOVER RATIO	.1354	.3212		
58 OPERATING PROFIT MARGIN RATIO	.1319	.1136		
59 % RETURN ON ASSETS	.0179	.0365		
60 % RETURN ON EQUITY	.0139	.0251		
61 TOTAL EXPENSE RATIO	.7288	.7918		
62 ADJUSTED TOTAL EXPENSE RATIO	.9307	.9509		
63 ECONOMIC TOTAL EXPENSE RATIO	1.3292	1.1075		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	425,445	472,089	164,955	184,355
65 NONCURRENT ASSETS	741,963	767,254	638,564	664,025
66 CURRENT LIABILITIES	209,817	240,502	97,226	105,461
67 NONCURRENT LIABILITIES	168,966	164,696	204,557	205,854
68 CURRENT RATIO	2.03	1.96	1.70	1.75
69 DEBT TO ASSET RATIO	.32	.33	.38	.37



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SINGLE - TENANT  
48 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	15,996			
2 DAIRY AND MILK	3,048			
3 SHEEP	336			
4 SWINE	-13			
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-53			
7 CUSTOM FEEDING	687			
8 FEED PURCHASED	-4,467			
9 LIVESTOCK INCOME	\$ 15,533			
10 CORN	21,939			
11 GRAIN SORGHUM	16,680			
12 SOYBEANS	21,215			
13 SUNFLOWERS	171			
14 WHEAT	42,509			
15 HAY AND FORAGE	11,506			
16 OTHER CROP	2,469			
17 GOVERNMENT PAYMENTS	16,611			
18 CROP INSURANCE PROCEEDS	6,638			
19 OTHER INCOME	17,130			
20 VALUE OF FARM PRODUCTION	\$ 172,402			
21 HIRED LABOR	6,034			
22 MACHINERY REPAIRS	16,928			
23 IRRIGATION REPAIRS	687			
24 BUILDING REPAIRS	439			
25 INTEREST PAID	7,528			
26 SEED-OTHER CROP EXPENSE	12,912			
27 CROP INSURANCE	3,534			
28 FERTILIZER-LIME	23,032			
29 MACHINE HIRE	10,687			
30 ORGANIZATION FEE, PUBLICATION	2,565			
31 VET-MED-DRUGS	473			
32 CROP STORAGE-MARKETING	630			
33 LIVESTOCK MARKETING-BREEDING	763			
34 DAIRY EXPENSE				
35 GAS-FUEL-OIL	10,142			
36 IRRIGATION ENERGY	1,163			
37 REAL ESTATE TAXES	1,067			
38 PERSONAL PROPERTY TAXES	505			
39 GENERAL FARM INSURANCE	3,081			
40 UTILITIES	2,429			
41 CASH FARM RENT	10,263			
42 HERBICIDE-INSECTICIDE	8,785			
43 CONSERVATION	14			
44 AUTO EXPENSE	495			
45 TOTAL OPERATING EXPENSE	\$ 124,157			
46 DEPRECIATION-MACHINERY	13,001			
47 DEPRECIATION-BUILDINGS	746			
48 TOTAL FARM EXPENSE	\$ 137,904			
49 NET FARM INCOME	\$ 34,498			
50 UNPAID FAMILY LABOR	47			
51 UNPAID OPERATOR LABOR	26,044			
52 MANAGEMENT CHARGE	8,925			
53 CURRENT ASSET CHARGE - 8%	3,552			
54 NONCURRENT ASSET CHARGE - 8%	11,102			
55 RETURN LABOR-MANAGEMENT	19,797			
56 RETURN TO CAPITAL	7,010			
57 ASSET TURNOVER RATIO	.5575			
58 OPERATING PROFIT MARGIN RATIO	.0407			
59 % RETURN ON ASSETS	.0227			
60 % RETURN ON EQUITY	-.0028			
61 TOTAL EXPENSE RATIO	.7999			
62 ADJUSTED TOTAL EXPENSE RATIO	1.0030			
63 ECONOMIC TOTAL EXPENSE RATIO	1.0880			
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	89,767	111,199		
65 NONCURRENT ASSETS	205,668	211,837		
66 CURRENT LIABILITIES	59,897	52,268		
67 NONCURRENT LIABILITIES	71,415	68,548		
68 CURRENT RATIO	1.50	2.13		
69 DEBT TO ASSET RATIO	.44	.37		

