

2004 Kansas Farm Management Associations

2004 DATA - SE KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY ACRES

Annual ProfitLink Summary

*** 501 - 750 *** *** 751 - 1000 ***
62 FARMS 65 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	114,740		107,857	
2 DAIRY AND MILK	43,839		14,353	
3 SHEEP	95		52	
4 SWINE	3,533		1,236	
5 POULTRY AND EGGS	2,022		1,814	
6 OTHER LIVESTOCK	-1,382		481	
7 CUSTOM FEEDING	16,992		852	
8 FEED PURCHASED	-35,238		-32,290	
9 LIVESTOCK INCOME	\$ 144,601		\$ 94,354	
10 CORN	15,456		34,540	
11 GRAIN SORGHUM	4,966		9,228	
12 SOYBEANS	32,242		46,653	
13 SUNFLOWERS	157		212	
14 WHEAT	13,302		25,852	
15 HAY AND FORAGE	18,744		6,009	
16 OTHER CROP	1,867		1,895	
17 GOVERNMENT PAYMENTS	12,911		20,632	
18 CROP INSURANCE PROCEEDS	2,075		3,568	
19 OTHER INCOME	5,264		5,670	
20 VALUE OF FARM PRODUCTION	\$ 251,585		\$ 248,612	
21 HIRED LABOR	11,125		6,183	
22 MACHINERY REPAIRS	17,475		18,269	
23 IRRIGATION REPAIRS	15		164	
24 BUILDING REPAIRS	977		2,285	
25 INTEREST PAID	13,752		15,626	
26 SEED-OTHER CROP EXPENSE	10,934		15,093	
27 CROP INSURANCE	1,888		3,574	
28 FERTILIZER-LIME	18,261		23,059	
29 MACHINE HIRE	6,149		8,194	
30 ORGANIZATION FEE, PUBLICATION	1,841		2,082	
31 VET-MED-DRUGS	5,672		4,937	
32 CROP STORAGE-MARKETING	516		1,143	
33 LIVESTOCK MARKETING-BREEDING	6,666		3,326	
34 DAIRY EXPENSE	3,169		672	
35 GAS-FUEL-OIL	9,775		10,959	
36 IRRIGATION ENERGY			21	
37 REAL ESTATE TAXES	4,826		4,855	
38 PERSONAL PROPERTY TAXES	645		854	
39 GENERAL FARM INSURANCE	4,091		3,714	
40 UTILITIES	4,548		4,336	
41 CASH FARM RENT	25,996		11,944	
42 HERBICIDE-INSECTICIDE	7,251		11,608	
43 CONSERVATION	122		87	
44 AUTO EXPENSE	745		1,144	
45 TOTAL OPERATING EXPENSE	\$ 156,441		\$ 154,132	
46 DEPRECIATION-MACHINERY	14,712		19,631	
47 DEPRECIATION-BUILDINGS	1,833		2,684	
48 TOTAL FARM EXPENSE	\$ 172,987		\$ 176,447	
49 NET FARM INCOME	\$ 78,599		\$ 72,165	
50 UNPAID FAMILY LABOR	2,504		2,008	
51 UNPAID OPERATOR LABOR	28,089		25,920	
52 MANAGEMENT CHARGE	17,234		16,184	
53 CURRENT ASSET CHARGE - 8%	13,914		14,920	
54 NONCURRENT ASSET CHARGE - 8%	36,837		35,112	
55 RETURN LABOR-MANAGEMENT	25,343		20,126	
56 RETURN TO CAPITAL	44,523		43,679	
57 ASSET TURNOVER RATIO	.2848		.2728	
58 OPERATING PROFIT MARGIN RATIO	.1770		.1757	
59 % RETURN ON ASSETS	.0504		.0479	
60 % RETURN ON EQUITY	.0485		.0449	
61 TOTAL EXPENSE RATIO	.6876		.7097	
62 ADJUSTED TOTAL EXPENSE RATIO	.8777		.8872	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0794		1.0884	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	244,608	273,978	274,781	311,301
65 NONCURRENT ASSETS	613,286	634,870	609,420	627,064
66 CURRENT LIABILITIES	76,077	94,652	105,623	107,471
67 NONCURRENT LIABILITIES	170,453	156,772	177,227	181,466
68 CURRENT RATIO	3.22	2.89	2.60	2.90
69 DEBT TO ASSET RATIO	.29	.28	.32	.31

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INCOME AND EXPENSE ANALYSIS
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Annual ProfitLink Summary

*** 1001 - 1250 ***

*** 1251 - 1500 ***

58 FARMS

41 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	75,229	91,921		
2 DAIRY AND MILK		13,882		
3 SHEEP	-3			
4 SWINE	29,117	16,997		
5 POULTRY AND EGGS	2,757			
6 OTHER LIVESTOCK	-961	26		
7 CUSTOM FEEDING	2,677	350		
8 FEED PURCHASED	-26,090	-32,536		
9 LIVESTOCK INCOME	\$ 82,726	\$ 90,641		
10 CORN	42,688	74,948		
11 GRAIN SORGHUM	13,784	17,382		
12 SOYBEANS	63,645	98,395		
13 SUNFLOWERS	130	538		
14 WHEAT	37,310	40,211		
15 HAY AND FORAGE	17,521	7,500		
16 OTHER CROP	3,775	4,611		
17 GOVERNMENT PAYMENTS	24,860	31,143		
18 CROP INSURANCE PROCEEDS	5,173	3,665		
19 OTHER INCOME	5,898	4,899		
20 VALUE OF FARM PRODUCTION	\$ 297,509	\$ 373,934		
21 HIRED LABOR	6,345	10,039		
22 MACHINERY REPAIRS	22,137	23,338		
23 IRRIGATION REPAIRS	98	158		
24 BUILDING REPAIRS	1,832	892		
25 INTEREST PAID	17,241	13,353		
26 SEED-OTHER CROP EXPENSE	22,556	30,752		
27 CROP INSURANCE	5,209	6,355		
28 FERTILIZER-LIME	28,567	40,237		
29 MACHINE HIRE	9,053	7,480		
30 ORGANIZATION FEE, PUBLICATION	2,677	2,604		
31 VET-MED-DRUGS	2,619	4,463		
32 CROP STORAGE-MARKETING	2,826	1,425		
33 LIVESTOCK MARKETING-BREEDING	3,452	1,393		
34 DAIRY EXPENSE		1,769		
35 GAS-FUEL-OIL	13,243	16,412		
36 IRRIGATION ENERGY	18	362		
37 REAL ESTATE TAXES	5,139	4,824		
38 PERSONAL PROPERTY TAXES	812	770		
39 GENERAL FARM INSURANCE	4,820	4,884		
40 UTILITIES	4,980	4,939		
41 CASH FARM RENT	18,147	17,833		
42 HERBICIDE-INSECTICIDE	14,724	19,297		
43 CONSERVATION	628	447		
44 AUTO EXPENSE	768	857		
45 TOTAL OPERATING EXPENSE	\$ 187,891	\$ 214,884		
46 DEPRECIATION-MACHINERY	22,346	33,230		
47 DEPRECIATION-BUILDINGS	3,266	2,807		
48 TOTAL FARM EXPENSE	\$ 213,503	\$ 250,920		
49 NET FARM INCOME	\$ 84,007	\$ 123,013		
50 UNPAID FAMILY LABOR	2,172	2,744		
51 UNPAID OPERATOR LABOR	28,769	33,124		
52 MANAGEMENT CHARGE	18,306	25,655		
53 CURRENT ASSET CHARGE - 8%	13,026	17,273		
54 NONCURRENT ASSET CHARGE - 8%	31,200	40,485		
55 RETURN LABOR-MANAGEMENT	37,608	62,512		
56 RETURN TO CAPITAL	52,000	74,843		
57 ASSET TURNOVER RATIO	.3395	.3722		
58 OPERATING PROFIT MARGIN RATIO	.1748	.2002		
59 % RETURN ON ASSETS	.0593	.0745		
60 % RETURN ON EQUITY	.0629	.0852		
61 TOTAL EXPENSE RATIO	.7176	.6710		
62 ADJUSTED TOTAL EXPENSE RATIO	.8832	.8356		
63 ECONOMIC TOTAL EXPENSE RATIO	1.0318	.9900		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	231,424	283,195	299,322	373,427
65 NONCURRENT ASSETS	608,272	629,975	647,520	688,934
66 CURRENT LIABILITIES	90,290	98,672	113,294	127,624
67 NONCURRENT LIABILITIES	230,351	227,903	156,884	167,452
68 CURRENT RATIO	2.56	2.87	2.64	2.93
69 DEBT TO ASSET RATIO	.38	.36	.29	.28

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Annual ProfitLink Summary

*** 1501 - 1750 *** *** 1751 - ***
26 FARMS 74 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	92,563		159,661	
2 DAIRY AND MILK	57,935		15,309	
3 SHEEP			2,235	
4 SWINE	4,052		137,377	
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-270		-6,469	
7 CUSTOM FEEDING	14,002		4,104	
8 FEED PURCHASED	-58,744		-124,503	
9 LIVESTOCK INCOME	\$ 109,537		\$ 187,714	
10 CORN	94,674		196,052	
11 GRAIN SORGHUM	15,733		24,193	
12 SOYBEANS	105,883		171,787	
13 SUNFLOWERS			591	
14 WHEAT	49,760		85,831	
15 HAY AND FORAGE	2,320		13,163	
16 OTHER CROP	4,488		22,066	
17 GOVERNMENT PAYMENTS	40,623		66,214	
18 CROP INSURANCE PROCEEDS	3,857		11,702	
19 OTHER INCOME	17,559		7,461	
20 VALUE OF FARM PRODUCTION	\$ 444,433		\$ 786,774	
21 HIRED LABOR	11,310		43,267	
22 MACHINERY REPAIRS	26,756		48,752	
23 IRRIGATION REPAIRS	195		505	
24 BUILDING REPAIRS	2,441		6,368	
25 INTEREST PAID	22,004		35,341	
26 SEED-OTHER CROP EXPENSE	38,943		64,395	
27 CROP INSURANCE	7,663		12,934	
28 FERTILIZER-LIME	46,121		76,272	
29 MACHINE HIRE	13,521		10,216	
30 ORGANIZATION FEE, PUBLICATION	3,030		4,028	
31 VET-MED-DRUGS	6,838		5,405	
32 CROP STORAGE-MARKETING	3,911		7,801	
33 LIVESTOCK MARKETING-BREEDING	1,528		5,592	
34 DAIRY EXPENSE	3,180		770	
35 GAS-FUEL-OIL	17,967		32,313	
36 IRRIGATION ENERGY	192		483	
37 REAL ESTATE TAXES	6,490		9,884	
38 PERSONAL PROPERTY TAXES	938		2,085	
39 GENERAL FARM INSURANCE	5,871		9,753	
40 UTILITIES	6,117		11,500	
41 CASH FARM RENT	25,121		40,884	
42 HERBICIDE-INSECTICIDE	19,699		35,520	
43 CONSERVATION	1,499		1,223	
44 AUTO EXPENSE	1,314		1,303	
45 TOTAL OPERATING EXPENSE	\$ 272,650		\$ 466,594	
46 DEPRECIATION-MACHINERY	31,470		61,040	
47 DEPRECIATION-BUILDINGS	3,082		9,362	
48 TOTAL FARM EXPENSE	\$ 307,201		\$ 536,996	
49 NET FARM INCOME	\$ 137,232		\$ 249,778	
50 UNPAID FAMILY LABOR	2,683		4,105	
51 UNPAID OPERATOR LABOR	32,192		40,354	
52 MANAGEMENT CHARGE	28,475		53,160	
53 CURRENT ASSET CHARGE - 8%	15,404		35,516	
54 NONCURRENT ASSET CHARGE - 8%	51,004		71,612	
55 RETURN LABOR-MANAGEMENT	68,142		138,545	
56 RETURN TO CAPITAL	95,885		187,501	
57 ASSET TURNOVER RATIO	.3581		.3829	
58 OPERATING PROFIT MARGIN RATIO	.2157		.2383	
59 % RETURN ON ASSETS	.0773		.0913	
60 % RETURN ON EQUITY	.0890		.1136	
61 TOTAL EXPENSE RATIO	.6912		.6825	
62 ADJUSTED TOTAL EXPENSE RATIO	.8338		.8066	
63 ECONOMIC TOTAL EXPENSE RATIO	.9832		.9428	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	329,515	374,652	685,888	776,504
65 NONCURRENT ASSETS	860,529	917,488	1,269,265	1,377,828
66 CURRENT LIABILITIES	153,488	165,589	276,706	297,797
67 NONCURRENT LIABILITIES	243,474	259,438	417,376	439,408
68 CURRENT RATIO	2.15	2.26	2.48	2.61
69 DEBT TO ASSET RATIO	.33	.33	.36	.34

