

2004 Kansas Farm Management Associations

2004 DATA - SE KANSAS
INCOME AND EXPENSE ANALYSIS

Annual ProfitLink Summary

SORTED BY Farm Size by Census Acres

< 181 ACRES

181 - 499 ACRES

15 FARMS

54 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	5,482	22,468		
2 DAIRY AND MILK	9,155	20,826		
3 SHEEP	-7	182		
4 SWINE		5,014		
5 POULTRY AND EGGS	69,478	14,712		
6 OTHER LIVESTOCK	-2	-270		
7 CUSTOM FEEDING	1,174	774		
8 FEED PURCHASED	-4,954	-12,076		
9 LIVESTOCK INCOME	\$ 80,325	\$ 51,630		
10 CORN	3,942	3,766		
11 GRAIN SORGHUM	75	2,653		
12 SOYBEANS	6,059	8,219		
13 SUNFLOWERS				
14 WHEAT	1,227	6,014		
15 HAY AND FORAGE	3,096	2,011		
16 OTHER CROP	3,011	416		
17 GOVERNMENT PAYMENTS	2,749	4,495		
18 CROP INSURANCE PROCEEDS	497	695		
19 OTHER INCOME	17,184	2,830		
20 VALUE OF FARM PRODUCTION	\$ 118,165	\$ 82,730		
21 HIRED LABOR	7,500	3,584		
22 MACHINERY REPAIRS	8,174	6,566		
23 IRRIGATION REPAIRS		64		
24 BUILDING REPAIRS	987	688		
25 INTEREST PAID	14,483	6,415		
26 SEED-OTHER CROP EXPENSE	1,536	3,110		
27 CROP INSURANCE	363	575		
28 FERTILIZER-LIME	2,286	5,307		
29 MACHINE HIRE	1,651	2,282		
30 ORGANIZATION FEE, PUBLICATION	1,603	1,087		
31 VET-MED-DRUGS	964	1,453		
32 CROP STORAGE-MARKETING	156	68		
33 LIVESTOCK MARKETING-BREEDING	775	1,147		
34 DAIRY EXPENSE	1,287	1,376		
35 GAS-FUEL-OIL	3,870	3,754		
36 IRRIGATION ENERGY		1		
37 REAL ESTATE TAXES	2,844	2,133		
38 PERSONAL PROPERTY TAXES	678	478		
39 GENERAL FARM INSURANCE	3,325	2,800		
40 UTILITIES	15,449	5,574		
41 CASH FARM RENT	1,457	2,920		
42 HERBICIDE-INSECTICIDE	995	2,111		
43 CONSERVATION		134		
44 AUTO EXPENSE	978	1,120		
45 TOTAL OPERATING EXPENSE	\$ 71,361	\$ 54,748		
46 DEPRECIATION-MACHINERY	9,807	5,471		
47 DEPRECIATION-BUILDINGS	9,292	1,908		
48 TOTAL FARM EXPENSE	\$ 90,459	\$ 62,127		
49 NET FARM INCOME	\$ 27,705	\$ 20,604		
50 UNPAID FAMILY LABOR	2,250	375		
51 UNPAID OPERATOR LABOR	23,760	19,000		
52 MANAGEMENT CHARGE	6,638	5,078		
53 CURRENT ASSET CHARGE - 8%	2,378	4,239		
54 NONCURRENT ASSET CHARGE - 8%	5,498	11,134		
55 RETURN LABOR-MANAGEMENT	17,580	4,856		
56 RETURN TO CAPITAL	9,541	2,566		
57 ASSET TURNOVER RATIO	.3315	.2796		
58 OPERATING PROFIT MARGIN RATIO	.0807	.0310		
59 % RETURN ON ASSETS	.0268	.0087		
60 % RETURN ON EQUITY	-.0502	-.0200		
61 TOTAL EXPENSE RATIO	.7655	.7510		
62 ADJUSTED TOTAL EXPENSE RATIO	1.0418	1.0465		
63 ECONOMIC TOTAL EXPENSE RATIO	1.1085	1.2323		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	53,331	44,341	73,972	79,803
65 NONCURRENT ASSETS	311,798	303,447	218,545	219,421
66 CURRENT LIABILITIES	22,121	16,101	25,989	21,820
67 NONCURRENT LIABILITIES	244,986	232,818	82,230	77,383
68 CURRENT RATIO	2.41	2.75	2.85	3.66
69 DEBT TO ASSET RATIO	.73	.72	.37	.33

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2004 DATA - SE KANSAS
ANALYSIS OF THE FARM BUSINESS
SORTED BY Farm Size by Census Acres

< 181 ACRES

181 - 499 ACRES

AVERAGE ASSET & NET WORTH VALUES											
70	BREEDING LIVESTOCK									15,525	22,256
71	MACHINERY AND EQUIPMENT									33,716	19,625
72	MOTOR VEHICLES & LISTED PROPE									41,581	36,147
73	BUILDINGS									82,103	18,784
74	OWNED LAND									120,356	135,239
75	TOTAL ASSETS									356,458	295,871
76	NET WORTH									98,446	192,159
LABOR											
77	NUMBER OF OPERATORS									.88	.70
78	NUMBER OF WORKERS									1.57	.85
79	TOTAL WORK DAYS									217	126
80	VALUE FARM PRODUCTION/WORKER									75,105	96,489
81	NET FARM INCOME/WORKER									17,609	24,030
PER OPERATOR BASIS											
82	TOTAL ASSETS									405,066	420,448
83	VALUE OF FARM PRODUCTION									134,278	117,564
84	NET FARM INCOME									31,483	29,279
OTHER FACTORS											
85	% CROP ACRES IRRIGATED									6.14	.53
86	% TILLABLE LAND									55.84	58.58
87	CROP MACH COST/TOT EXPENSE(%)									7.91	22.79
ACRES											
88	TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT
		94	13	72	11	72	6	341	54	235	49
89	NON-IRRIGATED CROP ACRES	71	9	59	8			210	51	138	44
90	IRRIGATED CROP ACRES										
91	TOTAL CROP ACRES	76	9	59	8			211	51	139	44
92	PASTURE ACRES	43	11	34	8			158	42	119	38
93	FARMSTEAD ACRES							36	28	34	26
CROP VALUE, COSTS, ACRES											
94	ACRES	TOTAL		PER CROP ACRE	PER HARV.ACRE			TOTAL	PER CROP ACRE	PER HARV.ACRE	
				46	53				200	205	
95	CROP MACHINERY INVESTMENT	16,046		351.90	304.41			35,545	178.02	173.56	
96	CROP MACHINERY COST	7,152		156.85	135.69			14,158	70.91	69.13	
97	GROSS CROP VALUE	18,150		238.82	206.59			37,769	182.15	177.59	
98	CROP PRODUCTION COSTS	20,022		380.53	329.18			31,171	153.22	149.39	
NON-IRRIGATED ACRES											
		CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD
99	CORN							17	76	56	129.5
100	GRAIN SORGHUM							19	87	66	91.9
101	SOYBEANS	5	66	67	21.1			31	102	64	30.8
102	SUNFLOWERS										
103	WHEAT							31	88	66	35.2
104	OTHER CROPS										
105	ALFALFA							9	48	45	3.4
106	OTHER HAY & FORAGE							25	63	61	
107	VEGETABLES										47
108	TRUCK CROPS										
109	FRUIT - FLOWERS - TREES										
IRRIGATED ACRES											
		CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD
110	CORN										
111	GRAIN SORGHUM										
112	SOYBEANS										
113	SUNFLOWERS										
114	WHEAT										
115	OTHER CROPS										
116	ALFALFA										
117	OTHER HAY & FORAGE										
118	VEGETABLES										
119	TRUCK CROPS										
120	FRUIT - FLOWERS - TREES										
AVERAGE LIVESTOCK INVENTORIES AND SALES											
121	BEEF COWS									8	19
122	DAIRY COWS									3	6
123	EWES										1
124	SOWS										2
125	BEEF PURCH. FOR RESALE SALES									1	33
126	SWINE PURCH. FOR RESALE SALES										
127	TURKEYS									43,936	8,179

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

Annual ProfitLink Summary

500 - 999 ACRES
116 FARMS

1,000 - 1,999 ACRES
189 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	53,111		49,168	
2 DAIRY AND MILK	9,726		22,174	
3 SHEEP	408			
4 SWINE	7,719		9,134	
5 POULTRY AND EGGS	2,684		820	
6 OTHER LIVESTOCK	-308		-347	
7 CUSTOM FEEDING	11,357		3,002	
8 FEED PURCHASED	-21,203		-20,990	
9 LIVESTOCK INCOME	\$ 63,495		\$ 62,961	
10 CORN	13,813		38,526	
11 GRAIN SORGHUM	5,256		9,622	
12 SOYBEANS	20,647		54,944	
13 SUNFLOWERS	193		159	
14 WHEAT	10,977		27,560	
15 HAY AND FORAGE	2,884		5,509	
16 OTHER CROP	2,251		1,892	
17 GOVERNMENT PAYMENTS	9,851		19,146	
18 CROP INSURANCE PROCEEDS	1,159		2,706	
19 OTHER INCOME	8,425		8,213	
20 VALUE OF FARM PRODUCTION	\$ 138,952		\$ 231,239	
21 HIRED LABOR	3,589		5,189	
22 MACHINERY REPAIRS	10,896		16,286	
23 IRRIGATION REPAIRS	23		132	
24 BUILDING REPAIRS	749		1,386	
25 INTEREST PAID	8,882		11,881	
26 SEED-OTHER CROP EXPENSE	6,781		17,750	
27 CROP INSURANCE	1,675		4,104	
28 FERTILIZER-LIME	10,547		24,057	
29 MACHINE HIRE	3,459		7,020	
30 ORGANIZATION FEE, PUBLICATION	1,758		1,977	
31 VET-MED-DRUGS	2,906		3,156	
32 CROP STORAGE-MARKETING	556		1,519	
33 LIVESTOCK MARKETING-BREEDING	3,485		2,083	
34 DAIRY EXPENSE	559		1,649	
35 GAS-FUEL-OIL	6,324		10,139	
36 IRRIGATION ENERGY	2		52	
37 REAL ESTATE TAXES	3,692		4,173	
38 PERSONAL PROPERTY TAXES	550		667	
39 GENERAL FARM INSURANCE	2,648		3,855	
40 UTILITIES	3,190		4,075	
41 CASH FARM RENT	9,229		10,307	
42 HERBICIDE-INSECTICIDE	4,970		10,526	
43 CONSERVATION	239		340	
44 AUTO EXPENSE	731		980	
45 TOTAL OPERATING EXPENSE	\$ 87,441		\$ 143,303	
46 DEPRECIATION-MACHINERY	10,711		18,802	
47 DEPRECIATION-BUILDINGS	1,557		2,283	
48 TOTAL FARM EXPENSE	\$ 99,708		\$ 164,389	
49 NET FARM INCOME	\$ 39,244		\$ 66,851	
50 UNPAID FAMILY LABOR	1,261		1,893	
51 UNPAID OPERATOR LABOR	22,647		26,457	
52 MANAGEMENT CHARGE	9,136		14,653	
53 CURRENT ASSET CHARGE - 8%	8,083		11,477	
54 NONCURRENT ASSET CHARGE - 8%	22,571		28,852	
55 RETURN LABOR-MANAGEMENT	7,330		24,628	
56 RETURN TO CAPITAL	15,082		35,729	
57 ASSET TURNOVER RATIO	.2516		.3232	
58 OPERATING PROFIT MARGIN RATIO	.1085		.1545	
59 % RETURN ON ASSETS	.0273		.0499	
60 % RETURN ON EQUITY	.0162		.0473	
61 TOTAL EXPENSE RATIO	.7176		.7109	
62 ADJUSTED TOTAL EXPENSE RATIO	.9554		.8969	
63 ECONOMIC TOTAL EXPENSE RATIO	1.1760		1.0713	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	142,910	158,873	189,187	218,602
65 NONCURRENT ASSETS	396,734	406,210	501,220	521,883
66 CURRENT LIABILITIES	46,379	53,334	58,384	62,483
67 NONCURRENT LIABILITIES	121,600	117,073	151,409	150,385
68 CURRENT RATIO	3.08	2.98	3.24	3.50
69 DEBT TO ASSET RATIO	.31	.30	.30	.29

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INCOME AND EXPENSE ANALYSIS

Annual ProfitLink Summary

SORTED BY Farm Size by Census Acres

2,000 - 4,999 ACRES

> 5,000 ACRES

164 FARMS

28 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	173,085		355,279	
2 DAIRY AND MILK	15,159		5,371	
3 SHEEP	118		5,908	
4 SWINE	36,125		178,797	
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-2,121		-5,951	
7 CUSTOM FEEDING	8,280		31,505	
8 FEED PURCHASED	-78,628		-149,466	
9 LIVESTOCK INCOME	\$ 152,018		\$ 421,443	
10 CORN	83,066		137,686	
11 GRAIN SORGHUM	12,129		14,402	
12 SOYBEANS	82,794		130,363	
13 SUNFLOWERS	289		-70	
14 WHEAT	41,215		53,688	
15 HAY AND FORAGE	15,564		23,554	
16 OTHER CROP	8,217		19,696	
17 GOVERNMENT PAYMENTS	33,058		55,459	
18 CROP INSURANCE PROCEEDS	5,143		15,004	
19 OTHER INCOME	6,261		-2,482	
20 VALUE OF FARM PRODUCTION	\$ 439,753		\$ 868,744	
21 HIRED LABOR	16,389		62,404	
22 MACHINERY REPAIRS	28,019		52,297	
23 IRRIGATION REPAIRS	289		87	
24 BUILDING REPAIRS	3,079		9,051	
25 INTEREST PAID	24,556		29,689	
26 SEED-OTHER CROP EXPENSE	30,559		54,825	
27 CROP INSURANCE	5,849		9,473	
28 FERTILIZER-LIME	38,898		65,493	
29 MACHINE HIRE	6,828		19,596	
30 ORGANIZATION FEE, PUBLICATION	2,745		4,269	
31 VET-MED-DRUGS	6,922		14,066	
32 CROP STORAGE-MARKETING	3,380		4,840	
33 LIVESTOCK MARKETING-BREEDING	4,862		8,588	
34 DAIRY EXPENSE	852			
35 GAS-FUEL-OIL	18,812		29,388	
36 IRRIGATION ENERGY	171		714	
37 REAL ESTATE TAXES	6,741		11,268	
38 PERSONAL PROPERTY TAXES	969		2,690	
39 GENERAL FARM INSURANCE	5,783		9,849	
40 UTILITIES	6,207		12,970	
41 CASH FARM RENT	35,033		61,621	
42 HERBICIDE-INSECTICIDE	18,916		28,125	
43 CONSERVATION	518		2,223	
44 AUTO EXPENSE	905		1,244	
45 TOTAL OPERATING EXPENSE	\$ 267,283		\$ 494,769	
46 DEPRECIATION-MACHINERY	33,151		54,735	
47 DEPRECIATION-BUILDINGS	3,952		11,954	
48 TOTAL FARM EXPENSE	\$ 304,386		\$ 561,458	
49 NET FARM INCOME	\$ 135,367		\$ 307,287	
50 UNPAID FAMILY LABOR	2,922		5,304	
51 UNPAID OPERATOR LABOR	33,849		33,268	
52 MANAGEMENT CHARGE	29,793		63,509	
53 CURRENT ASSET CHARGE - 8%	21,683		49,488	
54 NONCURRENT ASSET CHARGE - 8%	50,841		90,608	
55 RETURN LABOR-MANAGEMENT	59,921		161,887	
56 RETURN TO CAPITAL	93,358		234,896	
57 ASSET TURNOVER RATIO	.3169		.3559	
58 OPERATING PROFIT MARGIN RATIO	.2123		.2704	
59 % RETURN ON ASSETS	.0673		.0962	
60 % RETURN ON EQUITY	.0759		.1172	
61 TOTAL EXPENSE RATIO	.6922		.6463	
62 ADJUSTED TOTAL EXPENSE RATIO	.8435		.7638	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0085		.9251	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	444,131	504,622	900,453	1,071,219
65 NONCURRENT ASSETS	881,018	945,449	1,418,645	1,491,949
66 CURRENT LIABILITIES	193,389	213,297	348,465	386,000
67 NONCURRENT LIABILITIES	265,675	289,763	331,088	314,304
68 CURRENT RATIO	2.30	2.37	2.58	2.78
69 DEBT TO ASSET RATIO	.35	.35	.29	.27

