

## 2004 Kansas Farm Management Associations

2004 DATA - SE KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY AGE OF OPERATOR

### Annual ProfitLink Summary

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	37 FARMS		32 FARMS	
ITEM	PER FARM		PER FARM	
1 BEEF	59,984		87,952	
2 DAIRY AND MILK	3,377		3,934	
3 SHEEP	-3			
4 SWINE			14,674	
5 POULTRY AND EGGS	13,186		8,681	
6 OTHER LIVESTOCK	-1,047		409	
7 CUSTOM FEEDING	14,304		3,871	
8 FEED PURCHASED	-14,424		-45,714	
9 LIVESTOCK INCOME	\$ 75,376		\$ 73,807	
10 CORN	38,411		73,722	
11 GRAIN SORGHUM	9,860		4,940	
12 SOYBEANS	30,610		63,410	
13 SUNFLOWERS	952		5	
14 WHEAT	22,254		32,304	
15 HAY AND FORAGE	14,005		4,640	
16 OTHER CROP	1,930		3,249	
17 GOVERNMENT PAYMENTS	15,900		23,905	
18 CROP INSURANCE PROCEEDS	2,145		1,376	
19 OTHER INCOME	12,606		14,742	
20 VALUE OF FARM PRODUCTION	\$ 224,050		\$ 296,098	
21 HIRED LABOR	3,276		7,602	
22 MACHINERY REPAIRS	14,416		18,998	
23 IRRIGATION REPAIRS	389		39	
24 BUILDING REPAIRS	1,317		1,398	
25 INTEREST PAID	14,194		20,649	
26 SEED-OTHER CROP EXPENSE	11,069		27,235	
27 CROP INSURANCE	3,418		4,620	
28 FERTILIZER-LIME	20,166		31,007	
29 MACHINE HIRE	4,645		8,425	
30 ORGANIZATION FEE, PUBLICATION	1,760		2,095	
31 VET-MED-DRUGS	3,924		5,129	
32 CROP STORAGE-MARKETING	1,561		2,725	
33 LIVESTOCK MARKETING-BREEDING	885		3,023	
34 DAIRY EXPENSE			237	
35 GAS-FUEL-OIL	8,606		12,492	
36 IRRIGATION ENERGY	18		1	
37 REAL ESTATE TAXES	1,660		2,943	
38 PERSONAL PROPERTY TAXES	646		598	
39 GENERAL FARM INSURANCE	2,520		3,838	
40 UTILITIES	4,727		5,240	
41 CASH FARM RENT	25,317		25,594	
42 HERBICIDE-INSECTICIDE	9,135		12,965	
43 CONSERVATION	17		795	
44 AUTO EXPENSE	1,237		1,427	
45 TOTAL OPERATING EXPENSE	\$ 134,903		\$ 199,075	
46 DEPRECIATION-MACHINERY	17,691		25,691	
47 DEPRECIATION-BUILDINGS	3,745		3,231	
48 TOTAL FARM EXPENSE	\$ 156,339		\$ 227,997	
49 NET FARM INCOME	\$ 67,711		\$ 68,101	
50 UNPAID FAMILY LABOR	1,216		2,180	
51 UNPAID OPERATOR LABOR	23,935		25,903	
52 MANAGEMENT CHARGE	14,236		15,530	
53 CURRENT ASSET CHARGE - 8%	7,552		10,488	
54 NONCURRENT ASSET CHARGE - 8%	7,661		9,871	
55 RETURN LABOR-MANAGEMENT	51,281		45,562	
56 RETURN TO CAPITAL	42,517		45,136	
57 ASSET TURNOVER RATIO	.4850		.4582	
58 OPERATING PROFIT MARGIN RATIO	.1898		.1524	
59 % RETURN ON ASSETS	.0920		.0698	
60 % RETURN ON EQUITY	.1489		.0962	
61 TOTAL EXPENSE RATIO	.6978		.7700	
62 ADJUSTED TOTAL EXPENSE RATIO	.8736		.9173	
63 ECONOMIC TOTAL EXPENSE RATIO	.9415		.9861	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	149,782	194,241	260,531	306,199
65 NONCURRENT ASSETS	271,735	308,190	339,677	386,078
66 CURRENT LIABILITIES	65,369	89,843	142,960	161,572
67 NONCURRENT LIABILITIES	189,925	198,464	227,288	251,680
68 CURRENT RATIO	2.29	2.16	1.82	1.90
69 DEBT TO ASSET RATIO	.61	.57	.62	.60







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### Annual ProfitLink Summary

\*\*\* 51 - 55 \*\*\*                      \*\*\* 56 - 60 \*\*\*  
89 FARMS                                      87 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	89,286		128,204	
2 DAIRY AND MILK	38,965		17,452	
3 SHEEP				
4 SWINE	1,481		50,237	
5 POULTRY AND EGGS	3,087		7,343	
6 OTHER LIVESTOCK	-1,690		-4,066	
7 CUSTOM FEEDING	9,977		3,664	
8 FEED PURCHASED	-32,421		-83,400	
9 LIVESTOCK INCOME	\$ 108,685		\$ 119,436	
10 CORN	60,780		73,640	
11 GRAIN SORGHUM	14,685		6,619	
12 SOYBEANS	70,467		59,589	
13 SUNFLOWERS	372		189	
14 WHEAT	35,780		31,733	
15 HAY AND FORAGE	4,355		19,611	
16 OTHER CROP	8,786		7,503	
17 GOVERNMENT PAYMENTS	26,083		27,591	
18 CROP INSURANCE PROCEEDS	7,046		4,688	
19 OTHER INCOME	5,646		4,567	
20 VALUE OF FARM PRODUCTION	\$ 342,685		\$ 355,165	
21 HIRED LABOR	12,532		18,650	
22 MACHINERY REPAIRS	23,888		27,100	
23 IRRIGATION REPAIRS	62		206	
24 BUILDING REPAIRS	1,645		2,462	
25 INTEREST PAID	18,332		24,376	
26 SEED-OTHER CROP EXPENSE	25,422		25,536	
27 CROP INSURANCE	5,423		4,676	
28 FERTILIZER-LIME	33,386		28,290	
29 MACHINE HIRE	6,112		7,552	
30 ORGANIZATION FEE, PUBLICATION	2,230		2,336	
31 VET-MED-DRUGS	5,936		4,359	
32 CROP STORAGE-MARKETING	2,390		2,667	
33 LIVESTOCK MARKETING-BREEDING	1,976		2,644	
34 DAIRY EXPENSE	2,745		1,444	
35 GAS-FUEL-OIL	14,636		16,037	
36 IRRIGATION ENERGY	61		169	
37 REAL ESTATE TAXES	4,673		6,295	
38 PERSONAL PROPERTY TAXES	809		995	
39 GENERAL FARM INSURANCE	4,533		5,861	
40 UTILITIES	5,703		7,533	
41 CASH FARM RENT	20,860		19,708	
42 HERBICIDE-INSECTICIDE	16,901		13,915	
43 CONSERVATION	360		750	
44 AUTO EXPENSE	939		919	
45 TOTAL OPERATING EXPENSE	\$ 211,555		\$ 224,481	
46 DEPRECIATION-MACHINERY	27,132		25,714	
47 DEPRECIATION-BUILDINGS	2,114		5,618	
48 TOTAL FARM EXPENSE	\$ 240,802		\$ 255,814	
49 NET FARM INCOME	\$ 101,883		\$ 99,352	
50 UNPAID FAMILY LABOR	1,593		2,612	
51 UNPAID OPERATOR LABOR	31,399		26,752	
52 MANAGEMENT CHARGE	21,979		23,004	
53 CURRENT ASSET CHARGE - 8%	13,374		15,097	
54 NONCURRENT ASSET CHARGE - 8%	35,615		37,792	
55 RETURN LABOR-MANAGEMENT	51,301		43,850	
56 RETURN TO CAPITAL	65,244		71,360	
57 ASSET TURNOVER RATIO	.3612		.3126	
58 OPERATING PROFIT MARGIN RATIO	.1904		.2009	
59 % RETURN ON ASSETS	.0688		.0628	
60 % RETURN ON EQUITY	.0766		.0711	
61 TOTAL EXPENSE RATIO	.7027		.7203	
62 ADJUSTED TOTAL EXPENSE RATIO	.8631		.8677	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0061		1.0166	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	265,519	317,214	342,986	380,564
65 NONCURRENT ASSETS	632,276	682,450	758,286	790,467
66 CURRENT LIABILITIES	115,729	132,646	165,852	180,271
67 NONCURRENT LIABILITIES	207,721	216,631	301,274	302,675
68 CURRENT RATIO	2.29	2.39	2.07	2.11
69 DEBT TO ASSET RATIO	.36	.35	.42	.41



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### Annual ProfitLink Summary

\*\*\* 61 - 65 \*\*\*                      \*\*\* 66 - 70 \*\*\*  
63 FARMS                                      50 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	99,335		97,429	
2 DAIRY AND MILK	22,280		14,320	
3 SHEEP	703		62	
4 SWINE	10,373		5,152	
5 POULTRY AND EGGS	1,756		-100	
6 OTHER LIVESTOCK	-178		-42	
7 CUSTOM FEEDING	4,659		2,376	
8 FEED PURCHASED	-32,217		-34,796	
9 LIVESTOCK INCOME	\$ 106,711		\$ 84,402	
10 CORN	58,901		13,398	
11 GRAIN SORGHUM	7,809		3,798	
12 SOYBEANS	78,485		34,462	
13 SUNFLOWERS	99			
14 WHEAT	33,528		14,183	
15 HAY AND FORAGE	3,718		5,360	
16 OTHER CROP	2,332		1,292	
17 GOVERNMENT PAYMENTS	25,724		10,911	
18 CROP INSURANCE PROCEEDS	2,791		2,550	
19 OTHER INCOME	6,262		1,585	
20 VALUE OF FARM PRODUCTION	\$ 326,361		\$ 171,941	
21 HIRED LABOR	10,982		5,964	
22 MACHINERY REPAIRS	19,849		12,860	
23 IRRIGATION REPAIRS	75		346	
24 BUILDING REPAIRS	2,272		2,054	
25 INTEREST PAID	11,226		11,133	
26 SEED-OTHER CROP EXPENSE	23,649		7,495	
27 CROP INSURANCE	4,650		2,207	
28 FERTILIZER-LIME	32,243		15,296	
29 MACHINE HIRE	6,064		5,178	
30 ORGANIZATION FEE, PUBLICATION	2,655		1,904	
31 VET-MED-DRUGS	4,557		3,392	
32 CROP STORAGE-MARKETING	1,478		380	
33 LIVESTOCK MARKETING-BREEDING	2,979		3,011	
34 DAIRY EXPENSE	1,737		644	
35 GAS-FUEL-OIL	14,134		7,544	
36 IRRIGATION ENERGY	196			
37 REAL ESTATE TAXES	6,188		4,604	
38 PERSONAL PROPERTY TAXES	976		575	
39 GENERAL FARM INSURANCE	5,288		3,270	
40 UTILITIES	4,829		3,569	
41 CASH FARM RENT	16,735		10,332	
42 HERBICIDE-INSECTICIDE	14,577		5,716	
43 CONSERVATION	359		268	
44 AUTO EXPENSE	804		665	
45 TOTAL OPERATING EXPENSE	\$ 188,502		\$ 108,407	
46 DEPRECIATION-MACHINERY	27,131		13,035	
47 DEPRECIATION-BUILDINGS	2,964		1,798	
48 TOTAL FARM EXPENSE	\$ 218,598		\$ 123,240	
49 NET FARM INCOME	\$ 107,764		\$ 48,700	
50 UNPAID FAMILY LABOR	2,143		1,215	
51 UNPAID OPERATOR LABOR	31,071		23,112	
52 MANAGEMENT CHARGE	23,073		11,620	
53 CURRENT ASSET CHARGE - 8%	21,084		11,267	
54 NONCURRENT ASSET CHARGE - 8%	51,864		35,337	
55 RETURN LABOR-MANAGEMENT	32,674		881	
56 RETURN TO CAPITAL	62,703		23,886	
57 ASSET TURNOVER RATIO	.2848		.2180	
58 OPERATING PROFIT MARGIN RATIO	.1921		.1389	
59 % RETURN ON ASSETS	.0547		.0303	
60 % RETURN ON EQUITY	.0565		.0219	
61 TOTAL EXPENSE RATIO	.6698		.7168	
62 ADJUSTED TOTAL EXPENSE RATIO	.8423		.9258	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0658		1.1969	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	353,335	386,924	209,840	233,277
65 NONCURRENT ASSETS	753,393	797,941	562,125	572,020
66 CURRENT LIABILITIES	106,311	106,860	79,803	81,639
67 NONCURRENT LIABILITIES	119,471	135,273	126,849	123,874
68 CURRENT RATIO	3.32	3.62	2.63	2.86
69 DEBT TO ASSET RATIO	.20	.20	.27	.26



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### Annual ProfitLink Summary

\*\*\* 71 - \*\*\*      \*\*\* - \*\*\*

87 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	66,984		
2 DAIRY AND MILK	5,610		
3 SHEEP	114		
4 SWINE	68,548		
5 POULTRY AND EGGS	1,244		
6 OTHER LIVESTOCK	190		
7 CUSTOM FEEDING	1,277		
8 FEED PURCHASED	-40,070		
9 LIVESTOCK INCOME	\$ 103,897		
10 CORN	21,018		
11 GRAIN SORGHUM	8,600		
12 SOYBEANS	29,255		
13 SUNFLOWERS	4		
14 WHEAT	19,261		
15 HAY AND FORAGE	6,128		
16 OTHER CROP	4,885		
17 GOVERNMENT PAYMENTS	15,097		
18 CROP INSURANCE PROCEEDS	1,759		
19 OTHER INCOME	1,703		
20 VALUE OF FARM PRODUCTION	\$ 211,605		
21 HIRED LABOR	14,420		
22 MACHINERY REPAIRS	13,655		
23 IRRIGATION REPAIRS	109		
24 BUILDING REPAIRS	2,658		
25 INTEREST PAID	6,093		
26 SEED-OTHER CROP EXPENSE	11,217		
27 CROP INSURANCE	1,983		
28 FERTILIZER-LIME	16,409		
29 MACHINE HIRE	4,272		
30 ORGANIZATION FEE, PUBLICATION	1,903		
31 VET-MED-DRUGS	2,853		
32 CROP STORAGE-MARKETING	1,243		
33 LIVESTOCK MARKETING-BREEDING	2,857		
34 DAIRY EXPENSE	209		
35 GAS-FUEL-OIL	8,305		
36 IRRIGATION ENERGY	230		
37 REAL ESTATE TAXES	5,026		
38 PERSONAL PROPERTY TAXES	834		
39 GENERAL FARM INSURANCE	3,460		
40 UTILITIES	5,299		
41 CASH FARM RENT	10,563		
42 HERBICIDE-INSECTICIDE	6,357		
43 CONSERVATION	343		
44 AUTO EXPENSE	781		
45 TOTAL OPERATING EXPENSE	\$ 121,078		
46 DEPRECIATION-MACHINERY	13,724		
47 DEPRECIATION-BUILDINGS	2,833		
48 TOTAL FARM EXPENSE	\$ 137,635		
49 NET FARM INCOME	\$ 73,970		
50 UNPAID FAMILY LABOR	1,319		
51 UNPAID OPERATOR LABOR	24,766		
52 MANAGEMENT CHARGE	16,292		
53 CURRENT ASSET CHARGE - 8%	18,332		
54 NONCURRENT ASSET CHARGE - 8%	44,824		
55 RETURN LABOR-MANAGEMENT	9,495		
56 RETURN TO CAPITAL	37,686		
57 ASSET TURNOVER RATIO	.2336		
58 OPERATING PROFIT MARGIN RATIO	.1781		
59 % RETURN ON ASSETS	.0416		
60 % RETURN ON EQUITY	.0400		
61 TOTAL EXPENSE RATIO	.6504		
62 ADJUSTED TOTAL EXPENSE RATIO	.8507		
63 ECONOMIC TOTAL EXPENSE RATIO	1.1492		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1      DECEMBER 31	JANUARY 1      DECEMBER 31	
64 CURRENT ASSETS	254,482	279,931	
65 NONCURRENT ASSETS	633,596	643,970	
66 CURRENT LIABILITIES	38,650	37,474	
67 NONCURRENT LIABILITIES	82,447	74,508	
68 CURRENT RATIO	6.58	7.47	
69 DEBT TO ASSET RATIO	.14	.12	

