

## 2004 Kansas Farm Management Associations

2004 DATA - SE KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY VALUE OF FARM PRODUCTION

### Annual ProfitLink Summary

\*\*\* - 100000 \*\*\*

\*\*\* 100001 - 250000 \*\*\*

146 FARMS

201 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	27,816	63,242		
2 DAIRY AND MILK	947	8,349		
3 SHEEP	68	242		
4 SWINE	503	1,576		
5 POULTRY AND EGGS	-34	7,803		
6 OTHER LIVESTOCK	80	-220		
7 CUSTOM FEEDING	889	2,381		
8 FEED PURCHASED	-5,040	-17,294		
9 LIVESTOCK INCOME	\$ 25,229	\$ 66,077		
10 CORN	3,898	18,199		
11 GRAIN SORGHUM	2,327	6,519		
12 SOYBEANS	8,090	33,240		
13 SUNFLOWERS	-29	158		
14 WHEAT	5,526	14,916		
15 HAY AND FORAGE	2,407	5,845		
16 OTHER CROP	1,172	2,032		
17 GOVERNMENT PAYMENTS	5,243	12,662		
18 CROP INSURANCE PROCEEDS	742	2,707		
19 OTHER INCOME	3,035	7,327		
20 VALUE OF FARM PRODUCTION	\$ 57,639	\$ 169,682		
21 HIRED LABOR	425	3,085		
22 MACHINERY REPAIRS	6,184	13,494		
23 IRRIGATION REPAIRS	7	149		
24 BUILDING REPAIRS	613	1,179		
25 INTEREST PAID	4,508	12,193		
26 SEED-OTHER CROP EXPENSE	3,144	11,365		
27 CROP INSURANCE	683	2,489		
28 FERTILIZER-LIME	6,042	14,801		
29 MACHINE HIRE	1,868	4,074		
30 ORGANIZATION FEE, PUBLICATION	1,189	1,652		
31 VET-MED-DRUGS	885	2,288		
32 CROP STORAGE-MARKETING	150	786		
33 LIVESTOCK MARKETING-BREEDING	732	1,775		
34 DAIRY EXPENSE	132	589		
35 GAS-FUEL-OIL	3,838	8,114		
36 IRRIGATION ENERGY		1		
37 REAL ESTATE TAXES	3,181	3,408		
38 PERSONAL PROPERTY TAXES	380	589		
39 GENERAL FARM INSURANCE	1,955	3,248		
40 UTILITIES	1,979	4,335		
41 CASH FARM RENT	3,093	12,592		
42 HERBICIDE-INSECTICIDE	1,925	7,752		
43 CONSERVATION	136	155		
44 AUTO EXPENSE	864	868		
45 TOTAL OPERATING EXPENSE	\$ 43,912	\$ 110,980		
46 DEPRECIATION-MACHINERY	5,722	13,464		
47 DEPRECIATION-BUILDINGS	660	2,224		
48 TOTAL FARM EXPENSE	\$ 50,294	\$ 126,668		
49 NET FARM INCOME	\$ 7,345	\$ 43,014		
50 UNPAID FAMILY LABOR	324	1,825		
51 UNPAID OPERATOR LABOR	19,103	25,388		
52 MANAGEMENT CHARGE	3,169	10,477		
53 CURRENT ASSET CHARGE - 8%	6,124	9,372		
54 NONCURRENT ASSET CHARGE - 8%	20,906	21,322		
55 RETURN LABOR-MANAGEMENT	-20,008	10,496		
56 RETURN TO CAPITAL	-10,744	17,517		
57 ASSET TURNOVER RATIO	.1367	.2810		
58 OPERATING PROFIT MARGIN RATIO	-.1864	.1032		
59 % RETURN ON ASSETS	-.0255	.0290		
60 % RETURN ON EQUITY	-.0451	.0139		
61 TOTAL EXPENSE RATIO	.8726	.7465		
62 ADJUSTED TOTAL EXPENSE RATIO	1.2646	.9686		
63 ECONOMIC TOTAL EXPENSE RATIO	1.7335	1.1495		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	100,126	99,870	173,721	190,014
65 NONCURRENT ASSETS	319,686	323,689	413,632	430,535
66 CURRENT LIABILITIES	23,207	23,699	62,026	67,421
67 NONCURRENT LIABILITIES	61,761	58,975	152,554	158,555
68 CURRENT RATIO	4.31	4.21	2.80	2.82
69 DEBT TO ASSET RATIO	.20	.20	.37	.36



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INCOME AND EXPENSE ANALYSIS  
SORTED BY VALUE OF FARM PRODUCTION

### Annual ProfitLink Summary

\*\*\* 250001 - 500000 \*\*\*

\*\*\* 500001 -

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135 FARMS

84 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	111,149	277,441		
2 DAIRY AND MILK	16,182	62,103		
3 SHEEP	88	2,040		
4 SWINE	8,910	145,599		
5 POULTRY AND EGGS	5,478			
6 OTHER LIVESTOCK	-328	-6,592		
7 CUSTOM FEEDING	9,963	26,560		
8 FEED PURCHASED	-41,050	-172,372		
9 LIVESTOCK INCOME	\$ 110,392	\$ 334,779		
10 CORN	58,060	173,321		
11 GRAIN SORGHUM	15,969	13,800		
12 SOYBEANS	78,482	143,871		
13 SUNFLOWERS	249	439		
14 WHEAT	36,748	75,260		
15 HAY AND FORAGE	10,128	22,014		
16 OTHER CROP	2,447	19,949		
17 GOVERNMENT PAYMENTS	27,330	59,757		
18 CROP INSURANCE PROCEEDS	3,973	9,117		
19 OTHER INCOME	7,638	11,316		
20 VALUE OF FARM PRODUCTION	\$ 351,416	\$ 863,624		
21 HIRED LABOR	9,636	49,468		
22 MACHINERY REPAIRS	21,824	51,396		
23 IRRIGATION REPAIRS	82	464		
24 BUILDING REPAIRS	2,093	6,551		
25 INTEREST PAID	18,544	36,734		
26 SEED-OTHER CROP EXPENSE	25,704	55,541		
27 CROP INSURANCE	5,715	10,232		
28 FERTILIZER-LIME	34,669	68,651		
29 MACHINE HIRE	9,437	14,034		
30 ORGANIZATION FEE, PUBLICATION	2,638	4,387		
31 VET-MED-DRUGS	6,728	12,599		
32 CROP STORAGE-MARKETING	2,146	6,880		
33 LIVESTOCK MARKETING-BREEDING	3,539	11,525		
34 DAIRY EXPENSE	701	4,495		
35 GAS-FUEL-OIL	14,955	31,054		
36 IRRIGATION ENERGY	76	568		
37 REAL ESTATE TAXES	5,508	10,748		
38 PERSONAL PROPERTY TAXES	922	1,926		
39 GENERAL FARM INSURANCE	4,954	10,164		
40 UTILITIES	5,440	13,801		
41 CASH FARM RENT	21,719	56,600		
42 HERBICIDE-INSECTICIDE	15,342	31,836		
43 CONSERVATION	725	1,161		
44 AUTO EXPENSE	1,085	968		
45 TOTAL OPERATING EXPENSE	\$ 214,182	\$ 491,781		
46 DEPRECIATION-MACHINERY	27,780	58,523		
47 DEPRECIATION-BUILDINGS	2,872	10,788		
48 TOTAL FARM EXPENSE	\$ 244,834	\$ 561,092		
49 NET FARM INCOME	\$ 106,582	\$ 302,532		
50 UNPAID FAMILY LABOR	2,933	4,473		
51 UNPAID OPERATOR LABOR	30,940	40,757		
52 MANAGEMENT CHARGE	22,739	62,250		
53 CURRENT ASSET CHARGE - 8%	15,630	40,776		
54 NONCURRENT ASSET CHARGE - 8%	38,465	84,514		
55 RETURN LABOR-MANAGEMENT	49,553	172,769		
56 RETURN TO CAPITAL	68,513	231,786		
57 ASSET TURNOVER RATIO	.3440	.3707		
58 OPERATING PROFIT MARGIN RATIO	.1950	.2684		
59 % RETURN ON ASSETS	.0671	.0995		
60 % RETURN ON EQUITY	.0739	.1245		
61 TOTAL EXPENSE RATIO	.6967	.6497		
62 ADJUSTED TOTAL EXPENSE RATIO	.8578	.7741		
63 ECONOMIC TOTAL EXPENSE RATIO	1.0117	.9192		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	290,589	351,116	790,630	920,201
65 NONCURRENT ASSETS	678,945	722,388	1,428,183	1,519,837
66 CURRENT LIABILITIES	118,545	132,412	330,518	360,919
67 NONCURRENT LIABILITIES	212,370	227,331	420,570	414,598
68 CURRENT RATIO	2.45	2.65	2.39	2.55
69 DEBT TO ASSET RATIO	.34	.34	.34	.32

