

## 2005 Kansas Farm Management Associations

2005 DATA - NE KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY TOTAL CROP ACRES

### Annual ProfitLink Summary

< 301 ACRES

301 - 600 ACRES

59 FARMS

61 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	60,612	88,402		
2 DAIRY AND MILK	29,711	64,257		
3 SHEEP	537	-7		
4 SWINE	10,527	3,291		
5 POULTRY AND EGGS		-2		
6 OTHER LIVESTOCK	-503	-442		
7 CUSTOM FEEDING	932	15,344		
8 FEED PURCHASED	-26,300	-36,532		
9 LIVESTOCK INCOME	\$ 75,514	\$ 134,311		
10 CORN	3,588	9,466		
11 GRAIN SORGHUM	499	744		
12 SOYBEANS	7,163	27,569		
13 SUNFLOWERS	1	290		
14 WHEAT	1,185	4,279		
15 HAY AND FORAGE	7,938	623		
16 OTHER CROP	3,634	2,069		
17 GOVERNMENT PAYMENTS	6,229	17,218		
18 CROP INSURANCE PROCEEDS	85	1,774		
19 OTHER INCOME	2,379	10,018		
20 VALUE OF FARM PRODUCTION	\$ 108,215	\$ 208,360		
21 HIRED LABOR	5,303	9,132		
22 MACHINERY REPAIRS	10,242	15,377		
23 IRRIGATION REPAIRS	1	8		
24 BUILDING REPAIRS	1,490	1,395		
25 INTEREST PAID	7,064	13,281		
26 SEED-OTHER CROP EXPENSE	3,793	9,976		
27 CROP INSURANCE	448	1,871		
28 FERTILIZER-LIME	4,641	12,659		
29 MACHINE HIRE	3,474	7,848		
30 ORGANIZATION FEE, PUBLICATION	2,309	2,265		
31 VET-MED-DRUGS	4,155	7,435		
32 CROP STORAGE-MARKETING	251	492		
33 LIVESTOCK MARKETING-BREEDING	4,342	14,037		
34 DAIRY EXPENSE	2,355	3,735		
35 GAS-FUEL-OIL	4,942	9,433		
36 IRRIGATION ENERGY		4		
37 REAL ESTATE TAXES	2,731	3,457		
38 PERSONAL PROPERTY TAXES	561	393		
39 GENERAL FARM INSURANCE	2,855	3,944		
40 UTILITIES	3,523	3,831		
41 CASH FARM RENT	10,970	15,171		
42 HERBICIDE-INSECTICIDE	2,105	6,837		
43 CONSERVATION	373	666		
44 AUTO EXPENSE	302	300		
45 TOTAL OPERATING EXPENSE	\$ 78,229	\$ 143,549		
46 DEPRECIATION-MACHINERY	6,154	13,094		
47 DEPRECIATION-BUILDINGS	1,840	2,487		
48 TOTAL FARM EXPENSE	\$ 86,223	\$ 159,130		
49 NET FARM INCOME	\$ 21,993	\$ 49,230		
50 UNPAID FAMILY LABOR	953	811		
51 UNPAID OPERATOR LABOR	16,978	25,982		
52 MANAGEMENT CHARGE	6,293	12,214		
53 CURRENT ASSET CHARGE - 8%	9,127	12,007		
54 NONCURRENT ASSET CHARGE - 8%	27,897	33,864		
55 RETURN LABOR-MANAGEMENT	-15,984	2,548		
56 RETURN TO CAPITAL	4,832	23,503		
57 ASSET TURNOVER RATIO	.1829	.2588		
58 OPERATING PROFIT MARGIN RATIO	.0447	.1128		
59 % RETURN ON ASSETS	.0082	.0292		
60 % RETURN ON EQUITY	-.0048	.0178		
61 TOTAL EXPENSE RATIO	.7968	.7637		
62 ADJUSTED TOTAL EXPENSE RATIO	1.0206	.9509		
63 ECONOMIC TOTAL EXPENSE RATIO	1.3628	1.1711		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	151,513	167,648	237,856	264,551
65 NONCURRENT ASSETS	430,164	433,881	550,884	556,943
66 CURRENT LIABILITIES	45,654	45,337	98,905	103,339
67 NONCURRENT LIABILITIES	84,671	81,957	127,626	133,595
68 CURRENT RATIO	3.32	3.70	2.40	2.56
69 DEBT TO ASSET RATIO	.22	.21	.29	.29



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### Annual ProfitLink Summary

601 - 900 ACRES  
45 FARMS

901 - 1,200 ACRES  
29 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	82,413		65,561	
2 DAIRY AND MILK	10,970		5,959	
3 SHEEP				
4 SWINE	11,982		40,376	
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	481		18,508	
7 CUSTOM FEEDING	864		594	
8 FEED PURCHASED	-22,278		-24,540	
9 LIVESTOCK INCOME	\$ 84,433		\$ 106,458	
10 CORN	28,880		53,615	
11 GRAIN SORGHUM	1,123		2,521	
12 SOYBEANS	47,107		89,742	
13 SUNFLOWERS	374		925	
14 WHEAT	7,076		9,587	
15 HAY AND FORAGE	5,663		1,551	
16 OTHER CROP	1,090		3,993	
17 GOVERNMENT PAYMENTS	30,182		46,170	
18 CROP INSURANCE PROCEEDS	2,069		1,640	
19 OTHER INCOME	16,188		19,659	
20 VALUE OF FARM PRODUCTION	\$ 224,186		\$ 335,860	
21 HIRED LABOR	5,853		11,635	
22 MACHINERY REPAIRS	18,386		20,218	
23 IRRIGATION REPAIRS	54		107	
24 BUILDING REPAIRS	2,199		3,225	
25 INTEREST PAID	13,267		13,099	
26 SEED-OTHER CROP EXPENSE	18,353		33,354	
27 CROP INSURANCE	3,472		5,987	
28 FERTILIZER-LIME	21,566		29,343	
29 MACHINE HIRE	5,659		5,566	
30 ORGANIZATION FEE, PUBLICATION	2,710		3,857	
31 VET-MED-DRUGS	4,565		4,287	
32 CROP STORAGE-MARKETING	648		1,138	
33 LIVESTOCK MARKETING-BREEDING	2,150		6,370	
34 DAIRY EXPENSE				
35 GAS-FUEL-OIL	13,783		18,120	
36 IRRIGATION ENERGY			367	
37 REAL ESTATE TAXES	4,238		5,154	
38 PERSONAL PROPERTY TAXES	795		1,154	
39 GENERAL FARM INSURANCE	4,371		6,431	
40 UTILITIES	3,252		5,258	
41 CASH FARM RENT	18,686		28,057	
42 HERBICIDE-INSECTICIDE	9,433		16,226	
43 CONSERVATION	948		921	
44 AUTO EXPENSE	167		774	
45 TOTAL OPERATING EXPENSE	\$ 154,555		\$ 220,649	
46 DEPRECIATION-MACHINERY	15,853		23,706	
47 DEPRECIATION-BUILDINGS	1,650		2,890	
48 TOTAL FARM EXPENSE	\$ 172,058		\$ 247,246	
49 NET FARM INCOME	\$ 52,128		\$ 88,614	
50 UNPAID FAMILY LABOR	150		1,397	
51 UNPAID OPERATOR LABOR	29,220		33,331	
52 MANAGEMENT CHARGE	13,442		20,297	
53 CURRENT ASSET CHARGE - 8%	16,584		21,907	
54 NONCURRENT ASSET CHARGE - 8%	44,283		49,251	
55 RETURN LABOR-MANAGEMENT	-8,889		16,059	
56 RETURN TO CAPITAL	22,583		46,689	
57 ASSET TURNOVER RATIO	.2335		.2990	
58 OPERATING PROFIT MARGIN RATIO	.1007		.1390	
59 % RETURN ON ASSETS	.0235		.0416	
60 % RETURN ON EQUITY	.0122		.0378	
61 TOTAL EXPENSE RATIO	.7675		.7362	
62 ADJUSTED TOTAL EXPENSE RATIO	.9584		.9000	
63 ECONOMIC TOTAL EXPENSE RATIO	1.2300		1.1119	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	280,376	290,955	343,529	384,510
65 NONCURRENT ASSETS	663,398	685,126	744,067	774,130
66 CURRENT LIABILITIES	86,229	70,505	81,785	98,580
67 NONCURRENT LIABILITIES	116,065	125,372	139,835	147,078
68 CURRENT RATIO	3.25	4.13	4.20	3.90
69 DEBT TO ASSET RATIO	.21	.20	.20	.21



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### Annual ProfitLink Summary

1,201 - 1,800 ACRES  
37 FARMS

1,801 - 2,100 ACRES  
9 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	78,071		39,857	
2 DAIRY AND MILK	7,848			
3 SHEEP				
4 SWINE	10,363			
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-2,494		-617	
7 CUSTOM FEEDING	153		370,675	
8 FEED PURCHASED	-26,437		-242,363	
9 LIVESTOCK INCOME	\$ 67,503		\$ 167,552	
10 CORN	97,001		176,027	
11 GRAIN SORGHUM	8,901			
12 SOYBEANS	117,508		200,215	
13 SUNFLOWERS	1,400			
14 WHEAT	12,635		7,089	
15 HAY AND FORAGE	4,380		-5,116	
16 OTHER CROP	3,561		17,132	
17 GOVERNMENT PAYMENTS	67,797		95,951	
18 CROP INSURANCE PROCEEDS	4,385		9,075	
19 OTHER INCOME	31,475		86,763	
20 VALUE OF FARM PRODUCTION	\$ 416,547		\$ 754,688	
21 HIRED LABOR	12,369		74,947	
22 MACHINERY REPAIRS	28,428		52,372	
23 IRRIGATION REPAIRS	1,467		330	
24 BUILDING REPAIRS	1,993		2,964	
25 INTEREST PAID	20,428		44,815	
26 SEED-OTHER CROP EXPENSE	44,075		58,200	
27 CROP INSURANCE	8,255		14,395	
28 FERTILIZER-LIME	40,613		48,794	
29 MACHINE HIRE	11,535		14,835	
30 ORGANIZATION FEE, PUBLICATION	3,439		7,778	
31 VET-MED-DRUGS	3,146		28,722	
32 CROP STORAGE-MARKETING	717		4,016	
33 LIVESTOCK MARKETING-BREEDING	2,942		8,044	
34 DAIRY EXPENSE	675		276	
35 GAS-FUEL-OIL	23,611		41,906	
36 IRRIGATION ENERGY	373		104	
37 REAL ESTATE TAXES	6,481		8,578	
38 PERSONAL PROPERTY TAXES	948		2,052	
39 GENERAL FARM INSURANCE	7,861		12,009	
40 UTILITIES	5,326		10,237	
41 CASH FARM RENT	26,199		40,619	
42 HERBICIDE-INSECTICIDE	23,833		33,309	
43 CONSERVATION	861		8,424	
44 AUTO EXPENSE	197		1,296	
45 TOTAL OPERATING EXPENSE	\$ 275,773		\$ 519,021	
46 DEPRECIATION-MACHINERY	33,288		54,495	
47 DEPRECIATION-BUILDINGS	2,534		9,154	
48 TOTAL FARM EXPENSE	\$ 311,595		\$ 582,670	
49 NET FARM INCOME	\$ 104,952		\$ 172,018	
50 UNPAID FAMILY LABOR	2,311			
51 UNPAID OPERATOR LABOR	33,859		40,500	
52 MANAGEMENT CHARGE	24,040		38,065	
53 CURRENT ASSET CHARGE - 8%	17,404		20,562	
54 NONCURRENT ASSET CHARGE - 8%	53,563		64,218	
55 RETURN LABOR-MANAGEMENT	31,675		87,238	
56 RETURN TO CAPITAL	65,170		138,268	
57 ASSET TURNOVER RATIO	.3201		.4188	
58 OPERATING PROFIT MARGIN RATIO	.1565		.1832	
59 % RETURN ON ASSETS	.0501		.0767	
60 % RETURN ON EQUITY	.0504		.0882	
61 TOTAL EXPENSE RATIO	.7480		.7721	
62 ADJUSTED TOTAL EXPENSE RATIO	.8926		.8762	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0630		.9885	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	357,132	356,344	417,915	475,161
65 NONCURRENT ASSETS	924,630	964,435	1,344,746	1,366,634
66 CURRENT LIABILITIES	137,938	140,435	195,675	183,345
67 NONCURRENT LIABILITIES	277,685	272,312	557,748	548,187
68 CURRENT RATIO	2.59	2.54	2.14	2.59
69 DEBT TO ASSET RATIO	.32	.31	.43	.40



## 2005 Kansas Farm Management Associations

2005 DATA - NE KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY TOTAL CROP ACRES

### Annual ProfitLink Summary

> 2,101 ACRES

24 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	123,488			
2 DAIRY AND MILK	16,268			
3 SHEEP				
4 SWINE	8,095			
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-1,659			
7 CUSTOM FEEDING	11,837			
8 FEED PURCHASED	-30,488			
9 LIVESTOCK INCOME	\$ 127,541			
10 CORN	148,612			
11 GRAIN SORGHUM	8,310			
12 SOYBEANS	186,129			
13 SUNFLOWERS	4,163			
14 WHEAT	18,282			
15 HAY AND FORAGE	3,516			
16 OTHER CROP	13,789			
17 GOVERNMENT PAYMENTS	103,751			
18 CROP INSURANCE PROCEEDS	6,233			
19 OTHER INCOME	55,254			
20 VALUE OF FARM PRODUCTION	\$ 675,580			
21 HIRED LABOR	28,108			
22 MACHINERY REPAIRS	42,923			
23 IRRIGATION REPAIRS	923			
24 BUILDING REPAIRS	2,345			
25 INTEREST PAID	36,735			
26 SEED-OTHER CROP EXPENSE	75,911			
27 CROP INSURANCE	15,692			
28 FERTILIZER-LIME	67,415			
29 MACHINE HIRE	18,292			
30 ORGANIZATION FEE, PUBLICATION	5,773			
31 VET-MED-DRUGS	6,651			
32 CROP STORAGE-MARKETING	1,478			
33 LIVESTOCK MARKETING-BREEDING	7,825			
34 DAIRY EXPENSE	176			
35 GAS-FUEL-OIL	34,756			
36 IRRIGATION ENERGY	715			
37 REAL ESTATE TAXES	7,922			
38 PERSONAL PROPERTY TAXES	1,799			
39 GENERAL FARM INSURANCE	10,620			
40 UTILITIES	7,745			
41 CASH FARM RENT	51,540			
42 HERBICIDE-INSECTICIDE	46,999			
43 CONSERVATION	2,313			
44 AUTO EXPENSE	67			
45 TOTAL OPERATING EXPENSE	\$ 474,724			
46 DEPRECIATION-MACHINERY	48,528			
47 DEPRECIATION-BUILDINGS	8,918			
48 TOTAL FARM EXPENSE	\$ 532,170			
49 NET FARM INCOME	\$ 143,410			
50 UNPAID FAMILY LABOR	3,188			
51 UNPAID OPERATOR LABOR	46,688			
52 MANAGEMENT CHARGE	34,368			
53 CURRENT ASSET CHARGE - 8%	22,128			
54 NONCURRENT ASSET CHARGE - 8%	74,662			
55 RETURN LABOR-MANAGEMENT	43,432			
56 RETURN TO CAPITAL	95,902			
57 ASSET TURNOVER RATIO	.3765			
58 OPERATING PROFIT MARGIN RATIO	.1420			
59 % RETURN ON ASSETS	.0534			
60 % RETURN ON EQUITY	.0489			
61 TOTAL EXPENSE RATIO	.7877			
62 ADJUSTED TOTAL EXPENSE RATIO	.9124			
63 ECONOMIC TOTAL EXPENSE RATIO	1.0557			
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	452,533	519,298		
65 NONCURRENT ASSETS	1,283,515	1,333,495		
66 CURRENT LIABILITIES	224,428	194,204		
67 NONCURRENT LIABILITIES	332,799	417,661		
68 CURRENT RATIO	2.02	2.67		
69 DEBT TO ASSET RATIO	.32	.33		

