

## 2005 Kansas Farm Management Associations

2005 DATA - NW KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY AGE OF OPERATOR

### Annual ProfitLink Summary

< 36  
23 FARMS

36 - 40  
14 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	67,199		23,638	
2 DAIRY AND MILK	57			
3 SHEEP			-22	
4 SWINE			72	
5 POULTRY AND EGGS			1,204	
6 OTHER LIVESTOCK	522		548	
7 CUSTOM FEEDING	261		2,338	
8 FEED PURCHASED	-24,402		-6,297	
9 LIVESTOCK INCOME	\$ 43,636		\$ 21,480	
10 CORN	105,937		127,803	
11 GRAIN SORGHUM	8,739		9,856	
12 SOYBEANS	9,032		7,783	
13 SUNFLOWERS	23,329		29,925	
14 WHEAT	68,660		73,290	
15 HAY AND FORAGE	9,640		5,028	
16 OTHER CROP	5,468		-3,008	
17 GOVERNMENT PAYMENTS	71,916		96,891	
18 CROP INSURANCE PROCEEDS	16,333		24,268	
19 OTHER INCOME	26,414		26,996	
20 VALUE OF FARM PRODUCTION	\$ 389,104		\$ 420,311	
21 HIRED LABOR	9,698		9,150	
22 MACHINERY REPAIRS	24,136		27,962	
23 IRRIGATION REPAIRS	3,442		5,537	
24 BUILDING REPAIRS	1,113		931	
25 INTEREST PAID	22,224		28,749	
26 SEED-OTHER CROP EXPENSE	24,289		33,885	
27 CROP INSURANCE	14,317		17,818	
28 FERTILIZER-LIME	35,807		40,139	
29 MACHINE HIRE	11,015		20,448	
30 ORGANIZATION FEE, PUBLICATION	4,159		2,625	
31 VET-MED-DRUGS	2,123		1,524	
32 CROP STORAGE-MARKETING	3,571		2,310	
33 LIVESTOCK MARKETING-BREEDING	1,636		1,513	
34 DAIRY EXPENSE				
35 GAS-FUEL-OIL	19,323		20,817	
36 IRRIGATION ENERGY	26,328		38,966	
37 REAL ESTATE TAXES	3,517		4,645	
38 PERSONAL PROPERTY TAXES	368		194	
39 GENERAL FARM INSURANCE	4,130		5,632	
40 UTILITIES	3,562		3,005	
41 CASH FARM RENT	31,968		24,892	
42 HERBICIDE-INSECTICIDE	34,081		33,647	
43 CONSERVATION	38		271	
44 AUTO EXPENSE	2,128		1,010	
45 TOTAL OPERATING EXPENSE	\$ 282,973		\$ 325,670	
46 DEPRECIATION-MACHINERY	37,708		25,967	
47 DEPRECIATION-BUILDINGS	2,033		2,600	
48 TOTAL FARM EXPENSE	\$ 322,714		\$ 354,237	
49 NET FARM INCOME	\$ 66,390		\$ 66,075	
50 UNPAID FAMILY LABOR	2,641		2,250	
51 UNPAID OPERATOR LABOR	18,313		20,250	
52 MANAGEMENT CHARGE	15,725		15,914	
53 CURRENT ASSET CHARGE - 8%	9,740		7,433	
54 NONCURRENT ASSET CHARGE - 8%	21,312		43,337	
55 RETURN LABOR-MANAGEMENT	32,696		13,054	
56 RETURN TO CAPITAL	51,934		56,409	
57 ASSET TURNOVER RATIO	.5183		.4028	
58 OPERATING PROFIT MARGIN RATIO	.1335		.1342	
59 % RETURN ON ASSETS	.0692		.0541	
60 % RETURN ON EQUITY	.0765		.0436	
61 TOTAL EXPENSE RATIO	.8294		.8428	
62 ADJUSTED TOTAL EXPENSE RATIO	.9236		.9342	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0034		1.0550	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	254,637	293,528	168,536	220,364
65 NONCURRENT ASSETS	441,070	512,131	840,233	857,833
66 CURRENT LIABILITIES	148,677	155,978	75,526	127,548
67 NONCURRENT LIABILITIES	184,439	235,966	312,660	301,974
68 CURRENT RATIO	1.71	1.88	2.23	1.73
69 DEBT TO ASSET RATIO	.48	.49	.38	.40



## 2005 Kansas Farm Management Associations

2005 DATA - NW KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY AGE OF OPERATOR

### Annual ProfitLink Summary

41 - 45  
16 FARMS

46 - 50  
25 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	72,294		94,875	
2 DAIRY AND MILK				
3 SHEEP	137			
4 SWINE				
5 POULTRY AND EGGS	16,204		-14	
6 OTHER LIVESTOCK	-5,647		180	
7 CUSTOM FEEDING	7,773		4,760	
8 FEED PURCHASED	-16,528		-14,083	
9 LIVESTOCK INCOME	\$ 74,233		\$ 85,718	
10 CORN	94,773		133,326	
11 GRAIN SORGHUM	12,164		15,064	
12 SOYBEANS	16,394		9,956	
13 SUNFLOWERS	29,794		13,475	
14 WHEAT	113,142		100,763	
15 HAY AND FORAGE	12,474		5,284	
16 OTHER CROP	759		11,456	
17 GOVERNMENT PAYMENTS	119,027		118,204	
18 CROP INSURANCE PROCEEDS	18,593		25,249	
19 OTHER INCOME	26,179		20,942	
20 VALUE OF FARM PRODUCTION	\$ 517,532		\$ 539,438	
21 HIRED LABOR	8,190		20,955	
22 MACHINERY REPAIRS	24,679		30,956	
23 IRRIGATION REPAIRS	2,970		5,278	
24 BUILDING REPAIRS	2,545		2,566	
25 INTEREST PAID	35,677		32,982	
26 SEED-OTHER CROP EXPENSE	29,186		38,991	
27 CROP INSURANCE	17,350		18,080	
28 FERTILIZER-LIME	41,787		50,788	
29 MACHINE HIRE	39,535		26,858	
30 ORGANIZATION FEE, PUBLICATION	4,437		3,765	
31 VET-MED-DRUGS	3,287		4,007	
32 CROP STORAGE-MARKETING	3,838		4,059	
33 LIVESTOCK MARKETING-BREEDING	1,704		4,842	
34 DAIRY EXPENSE			1,390	
35 GAS-FUEL-OIL	24,912		32,829	
36 IRRIGATION ENERGY	27,642		34,715	
37 REAL ESTATE TAXES	6,574		5,649	
38 PERSONAL PROPERTY TAXES	684		251	
39 GENERAL FARM INSURANCE	6,775		8,529	
40 UTILITIES	5,066		4,620	
41 CASH FARM RENT	25,511		45,843	
42 HERBICIDE-INSECTICIDE	24,856		36,825	
43 CONSERVATION	93		349	
44 AUTO EXPENSE	2,260		2,281	
45 TOTAL OPERATING EXPENSE	\$ 339,558		\$ 417,410	
46 DEPRECIATION-MACHINERY	40,154		32,361	
47 DEPRECIATION-BUILDINGS	1,852		2,809	
48 TOTAL FARM EXPENSE	\$ 381,564		\$ 452,579	
49 NET FARM INCOME	\$ 135,968		\$ 86,858	
50 UNPAID FAMILY LABOR	6,891		3,510	
51 UNPAID OPERATOR LABOR	24,300		23,760	
52 MANAGEMENT CHARGE	28,967		21,734	
53 CURRENT ASSET CHARGE - 8%	20,365		14,553	
54 NONCURRENT ASSET CHARGE - 8%	50,459		43,212	
55 RETURN LABOR-MANAGEMENT	58,254		25,583	
56 RETURN TO CAPITAL	111,487		70,837	
57 ASSET TURNOVER RATIO	.3524		.4590	
58 OPERATING PROFIT MARGIN RATIO	.2154		.1313	
59 % RETURN ON ASSETS	.0759		.0603	
60 % RETURN ON EQUITY	.0856		.0524	
61 TOTAL EXPENSE RATIO	.7373		.8390	
62 ADJUSTED TOTAL EXPENSE RATIO	.8535		.9298	
63 ECONOMIC TOTAL EXPENSE RATIO	.9904		1.0369	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	375,609	415,693	359,721	386,669
65 NONCURRENT ASSETS	1,047,677	1,098,516	792,033	812,080
66 CURRENT LIABILITIES	136,385	145,798	198,995	183,565
67 NONCURRENT LIABILITIES	430,467	454,243	262,087	261,729
68 CURRENT RATIO	2.75	2.85	1.81	2.11
69 DEBT TO ASSET RATIO	.40	.40	.40	.37



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2005 DATA - NW KANSAS  
INCOME AND EXPENSE ANALYSIS  
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### Annual ProfitLink Summary

51 - 55  
33 FARMS

56 - 60  
20 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	74,928		89,717	
2 DAIRY AND MILK	8,359			
3 SHEEP	205			
4 SWINE				
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-655		551	
7 CUSTOM FEEDING	1,230		297	
8 FEED PURCHASED	-13,565		-59,991	
9 LIVESTOCK INCOME	\$ 70,501		\$ 30,575	
10 CORN	44,339		62,518	
11 GRAIN SORGHUM	8,682		35,033	
12 SOYBEANS	7,258		6,707	
13 SUNFLOWERS	12,702		11,289	
14 WHEAT	61,213		75,860	
15 HAY AND FORAGE	2,468		13,500	
16 OTHER CROP	8		6,148	
17 GOVERNMENT PAYMENTS	62,413		100,290	
18 CROP INSURANCE PROCEEDS	14,504		20,029	
19 OTHER INCOME	11,637		38,293	
20 VALUE OF FARM PRODUCTION	\$ 295,725		\$ 400,241	
21 HIRED LABOR	9,137		26,571	
22 MACHINERY REPAIRS	17,473		29,192	
23 IRRIGATION REPAIRS	1,699		1,379	
24 BUILDING REPAIRS	996		1,806	
25 INTEREST PAID	18,266		35,303	
26 SEED-OTHER CROP EXPENSE	14,089		28,474	
27 CROP INSURANCE	8,975		13,140	
28 FERTILIZER-LIME	26,905		40,683	
29 MACHINE HIRE	14,608		32,896	
30 ORGANIZATION FEE, PUBLICATION	2,510		5,070	
31 VET-MED-DRUGS	2,329		1,683	
32 CROP STORAGE-MARKETING	609		745	
33 LIVESTOCK MARKETING-BREEDING	2,487		2,904	
34 DAIRY EXPENSE				
35 GAS-FUEL-OIL	17,261		23,906	
36 IRRIGATION ENERGY	15,976		13,134	
37 REAL ESTATE TAXES	4,099		7,021	
38 PERSONAL PROPERTY TAXES	287		551	
39 GENERAL FARM INSURANCE	5,036		8,463	
40 UTILITIES	2,833		3,760	
41 CASH FARM RENT	18,492		13,702	
42 HERBICIDE-INSECTICIDE	16,691		34,667	
43 CONSERVATION	301		373	
44 AUTO EXPENSE	1,783		1,730	
45 TOTAL OPERATING EXPENSE	\$ 202,844		\$ 327,153	
46 DEPRECIATION-MACHINERY	20,843		33,582	
47 DEPRECIATION-BUILDINGS	1,707		6,252	
48 TOTAL FARM EXPENSE	\$ 225,394		\$ 366,987	
49 NET FARM INCOME	\$ 70,331		\$ 33,254	
50 UNPAID FAMILY LABOR	4,091		2,250	
51 UNPAID OPERATOR LABOR	20,700		21,060	
52 MANAGEMENT CHARGE	16,571		12,600	
53 CURRENT ASSET CHARGE - 8%	13,741		11,151	
54 NONCURRENT ASSET CHARGE - 8%	33,613		68,405	
55 RETURN LABOR-MANAGEMENT	18,887		-48,552	
56 RETURN TO CAPITAL	47,236		32,647	
57 ASSET TURNOVER RATIO	.3316		.2572	
58 OPERATING PROFIT MARGIN RATIO	.1597		.0816	
59 % RETURN ON ASSETS	.0530		.0210	
60 % RETURN ON EQUITY	.0489		-.0027	
61 TOTAL EXPENSE RATIO	.7622		.9169	
62 ADJUSTED TOTAL EXPENSE RATIO	.9020		1.0066	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0622		1.2054	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	280,811	327,577	360,449	333,502
65 NONCURRENT ASSETS	583,414	591,595	1,181,017	1,237,075
66 CURRENT LIABILITIES	125,355	139,520	215,935	199,252
67 NONCURRENT LIABILITIES	165,861	168,831	341,411	366,563
68 CURRENT RATIO	2.24	2.35	1.67	1.67
69 DEBT TO ASSET RATIO	.34	.34	.36	.36



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SORTED BY AGE OF OPERATOR

### Annual ProfitLink Summary

61 - 65  
15 FARMS

66 - 70  
12 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	46,914		139,871	
2 DAIRY AND MILK				
3 SHEEP				
4 SWINE			207	
5 POULTRY AND EGGS			46	
6 OTHER LIVESTOCK	1,251			
7 CUSTOM FEEDING			5,938	
8 FEED PURCHASED	-4,733		-50,205	
9 LIVESTOCK INCOME	\$ 43,431		\$ 95,857	
10 CORN	60,462		63,478	
11 GRAIN SORGHUM	13,952		2,188	
12 SOYBEANS	4,570		7,693	
13 SUNFLOWERS	4,931		5,866	
14 WHEAT	68,264		45,408	
15 HAY AND FORAGE	-440		2,976	
16 OTHER CROP	683		-3,800	
17 GOVERNMENT PAYMENTS	87,300		69,196	
18 CROP INSURANCE PROCEEDS	20,248		20,686	
19 OTHER INCOME	12,020		22,449	
20 VALUE OF FARM PRODUCTION	\$ 315,422		\$ 331,996	
21 HIRED LABOR	8,753		17,384	
22 MACHINERY REPAIRS	21,160		23,975	
23 IRRIGATION REPAIRS	1,992		855	
24 BUILDING REPAIRS	748		1,227	
25 INTEREST PAID	24,134		26,279	
26 SEED-OTHER CROP EXPENSE	17,961		18,733	
27 CROP INSURANCE	10,498		8,712	
28 FERTILIZER-LIME	31,262		21,450	
29 MACHINE HIRE	13,004		20,087	
30 ORGANIZATION FEE, PUBLICATION	4,099		4,296	
31 VET-MED-DRUGS	1,308		4,098	
32 CROP STORAGE-MARKETING	417		269	
33 LIVESTOCK MARKETING-BREEDING	968		1,406	
34 DAIRY EXPENSE				
35 GAS-FUEL-OIL	17,843		21,772	
36 IRRIGATION ENERGY	15,369		20,142	
37 REAL ESTATE TAXES	5,645		6,138	
38 PERSONAL PROPERTY TAXES	145		268	
39 GENERAL FARM INSURANCE	6,240		7,458	
40 UTILITIES	2,503		4,161	
41 CASH FARM RENT	8,482		29,672	
42 HERBICIDE-INSECTICIDE	18,345		21,188	
43 CONSERVATION	539		16	
44 AUTO EXPENSE	1,316		813	
45 TOTAL OPERATING EXPENSE	\$ 212,732		\$ 260,397	
46 DEPRECIATION-MACHINERY	24,204		23,941	
47 DEPRECIATION-BUILDINGS	1,570		3,142	
48 TOTAL FARM EXPENSE	\$ 238,506		\$ 287,479	
49 NET FARM INCOME	\$ 76,916		\$ 44,517	
50 UNPAID FAMILY LABOR	2,550		1,500	
51 UNPAID OPERATOR LABOR	18,900		19,575	
52 MANAGEMENT CHARGE	18,086		13,508	
53 CURRENT ASSET CHARGE - 8%	10,467		23,332	
54 NONCURRENT ASSET CHARGE - 8%	64,604		48,356	
55 RETURN LABOR-MANAGEMENT	-706		-28,670	
56 RETURN TO CAPITAL	61,514		36,213	
57 ASSET TURNOVER RATIO	.2401		.2592	
58 OPERATING PROFIT MARGIN RATIO	.1950		.1091	
59 % RETURN ON ASSETS	.0468		.0283	
60 % RETURN ON EQUITY	.0398		.0111	
61 TOTAL EXPENSE RATIO	.7561		.8659	
62 ADJUSTED TOTAL EXPENSE RATIO	.8815		.9701	
63 ECONOMIC TOTAL EXPENSE RATIO	1.1195		1.1860	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	253,537	282,942	483,914	564,657
65 NONCURRENT ASSETS	1,020,374	1,070,090	753,830	759,040
66 CURRENT LIABILITIES	128,755	146,037	244,859	220,424
67 NONCURRENT LIABILITIES	236,862	238,500	151,256	152,725
68 CURRENT RATIO	1.97	1.94	1.98	2.56
69 DEBT TO ASSET RATIO	.29	.28	.32	.28



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INCOME AND EXPENSE ANALYSIS  
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### Annual ProfitLink Summary

> 70

26 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	28,805			
2 DAIRY AND MILK				
3 SHEEP				
4 SWINE				
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-54			
7 CUSTOM FEEDING				
8 FEED PURCHASED	-5,609			
9 LIVESTOCK INCOME	\$ 23,142			
10 CORN	18,719			
11 GRAIN SORGHUM	2,505			
12 SOYBEANS	1,146			
13 SUNFLOWERS	505			
14 WHEAT	43,536			
15 HAY AND FORAGE	4,203			
16 OTHER CROP	1,034			
17 GOVERNMENT PAYMENTS	37,086			
18 CROP INSURANCE PROCEEDS	8,116			
19 OTHER INCOME	5,059			
20 VALUE OF FARM PRODUCTION	\$ 145,051			
21 HIRED LABOR	6,471			
22 MACHINERY REPAIRS	10,453			
23 IRRIGATION REPAIRS	1,141			
24 BUILDING REPAIRS	992			
25 INTEREST PAID	4,502			
26 SEED-OTHER CROP EXPENSE	4,859			
27 CROP INSURANCE	4,160			
28 FERTILIZER-LIME	12,749			
29 MACHINE HIRE	10,236			
30 ORGANIZATION FEE, PUBLICATION	2,817			
31 VET-MED-DRUGS	867			
32 CROP STORAGE-MARKETING	2,378			
33 LIVESTOCK MARKETING-BREEDING	347			
34 DAIRY EXPENSE				
35 GAS-FUEL-OIL	8,192			
36 IRRIGATION ENERGY	3,794			
37 REAL ESTATE TAXES	4,551			
38 PERSONAL PROPERTY TAXES	2			
39 GENERAL FARM INSURANCE	4,356			
40 UTILITIES	1,509			
41 CASH FARM RENT	6,898			
42 HERBICIDE-INSECTICIDE	7,630			
43 CONSERVATION	812			
44 AUTO EXPENSE	813			
45 TOTAL OPERATING EXPENSE	\$ 100,529			
46 DEPRECIATION-MACHINERY	10,887			
47 DEPRECIATION-BUILDINGS	657			
48 TOTAL FARM EXPENSE	\$ 112,073			
49 NET FARM INCOME	\$ 32,978			
50 UNPAID FAMILY LABOR	1,038			
51 UNPAID OPERATOR LABOR	11,319			
52 MANAGEMENT CHARGE	8,731			
53 CURRENT ASSET CHARGE - 8%	15,280			
54 NONCURRENT ASSET CHARGE - 8%	61,681			
55 RETURN LABOR-MANAGEMENT	-45,022			
56 RETURN TO CAPITAL	16,392			
57 ASSET TURNOVER RATIO	.1404			
58 OPERATING PROFIT MARGIN RATIO	.1130			
59 % RETURN ON ASSETS	.0159			
60 % RETURN ON EQUITY	.0124			
61 TOTAL EXPENSE RATIO	.7726			
62 ADJUSTED TOTAL EXPENSE RATIO	.9180			
63 ECONOMIC TOTAL EXPENSE RATIO	1.4486			
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	206,461	237,394		
65 NONCURRENT ASSETS	810,198	811,920		
66 CURRENT LIABILITIES	32,433	29,411		
67 NONCURRENT LIABILITIES	44,121	35,964		
68 CURRENT RATIO	6.37	8.07		
69 DEBT TO ASSET RATIO	.08	.06		

