

## 2005 Kansas Farm Management Associations

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

### Annual ProfitLink Summary

< 36  
14 FARMS

36 - 40  
20 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	26,647	18,290		
2 DAIRY AND MILK		46,309		
3 SHEEP				
4 SWINE		22		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-1,832	-2,063		
7 CUSTOM FEEDING	176	441		
8 FEED PURCHASED	-2,011	-23,588		
9 LIVESTOCK INCOME	\$ 22,979	\$ 39,409		
10 CORN	24,480	42,715		
11 GRAIN SORGHUM	10,333	17,509		
12 SOYBEANS	27,886	19,351		
13 SUNFLOWERS		676		
14 WHEAT	49,992	62,755		
15 HAY AND FORAGE	20,876	9,496		
16 OTHER CROP		5,523		
17 GOVERNMENT PAYMENTS	25,650	43,053		
18 CROP INSURANCE PROCEEDS	5,131	4,657		
19 OTHER INCOME	40,106	16,311		
20 VALUE OF FARM PRODUCTION	\$ 227,434	\$ 261,456		
21 HIRED LABOR	5,776	14,236		
22 MACHINERY REPAIRS	25,150	26,074		
23 IRRIGATION REPAIRS	433	1,699		
24 BUILDING REPAIRS	854	3,323		
25 INTEREST PAID	10,941	21,321		
26 SEED-OTHER CROP EXPENSE	21,048	22,406		
27 CROP INSURANCE	4,401	7,577		
28 FERTILIZER-LIME	31,256	43,779		
29 MACHINE HIRE	10,074	14,596		
30 ORGANIZATION FEE, PUBLICATION	2,504	2,752		
31 VET-MED-DRUGS	733	2,072		
32 CROP STORAGE-MARKETING	1,099	907		
33 LIVESTOCK MARKETING-BREEDING	1,318	2,125		
34 DAIRY EXPENSE		3,522		
35 GAS-FUEL-OIL	16,763	18,656		
36 IRRIGATION ENERGY	1,591	2,467		
37 REAL ESTATE TAXES	1,488	4,537		
38 PERSONAL PROPERTY TAXES	889	940		
39 GENERAL FARM INSURANCE	3,744	4,449		
40 UTILITIES	2,887	4,435		
41 CASH FARM RENT	10,367	10,568		
42 HERBICIDE-INSECTICIDE	13,447	21,445		
43 CONSERVATION	91	10		
44 AUTO EXPENSE	189	695		
45 TOTAL OPERATING EXPENSE	\$ 167,042	\$ 234,590		
46 DEPRECIATION-MACHINERY	18,467	20,475		
47 DEPRECIATION-BUILDINGS	506	3,261		
48 TOTAL FARM EXPENSE	\$ 186,016	\$ 258,326		
49 NET FARM INCOME	\$ 41,419	\$ 3,130		
50 UNPAID FAMILY LABOR	1,125	1,688		
51 UNPAID OPERATOR LABOR	28,929	31,455		
52 MANAGEMENT CHARGE	10,675	5,988		
53 CURRENT ASSET CHARGE - 8%	5,561	4,909		
54 NONCURRENT ASSET CHARGE - 8%	10,350	31,546		
55 RETURN LABOR-MANAGEMENT	24,383	-35,013		
56 RETURN TO CAPITAL	11,630	-14,680		
57 ASSET TURNOVER RATIO	.6253	.3147		
58 OPERATING PROFIT MARGIN RATIO	.0511	-.0561		
59 % RETURN ON ASSETS	.0320	-.0177		
60 % RETURN ON EQUITY	.0035	-.0790		
61 TOTAL EXPENSE RATIO	.8179	.9880		
62 ADJUSTED TOTAL EXPENSE RATIO	.9970	1.1377		
63 ECONOMIC TOTAL EXPENSE RATIO	1.0669	1.2771		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	134,624	124,347	184,355	199,103
65 NONCURRENT ASSETS	212,584	255,939	622,819	655,234
66 CURRENT LIABILITIES	66,700	53,249	118,005	142,715
67 NONCURRENT LIABILITIES	92,490	117,290	233,226	256,182
68 CURRENT RATIO	2.02	2.34	1.56	1.40
69 DEBT TO ASSET RATIO	.46	.45	.44	.47



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INCOME AND EXPENSE ANALYSIS  
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### Annual ProfitLink Summary

41 - 45  
30 FARMS

46 - 50  
50 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	17,341		31,320	
2 DAIRY AND MILK	32,883		12,182	
3 SHEEP	143		287	
4 SWINE	9,969		-3	
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-236		-633	
7 CUSTOM FEEDING	1,218		2,240	
8 FEED PURCHASED	-15,764		-11,869	
9 LIVESTOCK INCOME	\$ 45,554		\$ 33,524	
10 CORN	29,836		31,995	
11 GRAIN SORGHUM	23,438		21,722	
12 SOYBEANS	26,713		27,249	
13 SUNFLOWERS	2,400		4,296	
14 WHEAT	82,240		77,231	
15 HAY AND FORAGE	7,637		24,893	
16 OTHER CROP	9,477		1,870	
17 GOVERNMENT PAYMENTS	45,623		45,204	
18 CROP INSURANCE PROCEEDS	4,388		3,058	
19 OTHER INCOME	17,786		27,647	
20 VALUE OF FARM PRODUCTION	\$ 295,092		\$ 298,687	
21 HIRED LABOR	13,764		13,218	
22 MACHINERY REPAIRS	23,367		25,048	
23 IRRIGATION REPAIRS	763		1,341	
24 BUILDING REPAIRS	785		1,142	
25 INTEREST PAID	15,631		17,837	
26 SEED-OTHER CROP EXPENSE	23,237		17,888	
27 CROP INSURANCE	6,342		5,538	
28 FERTILIZER-LIME	46,248		38,883	
29 MACHINE HIRE	7,598		14,441	
30 ORGANIZATION FEE, PUBLICATION	2,877		3,447	
31 VET-MED-DRUGS	2,467		1,801	
32 CROP STORAGE-MARKETING	1,187		1,366	
33 LIVESTOCK MARKETING-BREEDING	1,400		2,353	
34 DAIRY EXPENSE	1,721		679	
35 GAS-FUEL-OIL	23,363		21,566	
36 IRRIGATION ENERGY	3,473		2,111	
37 REAL ESTATE TAXES	3,354		4,253	
38 PERSONAL PROPERTY TAXES	592		677	
39 GENERAL FARM INSURANCE	3,658		4,815	
40 UTILITIES	3,110		4,082	
41 CASH FARM RENT	15,948		15,317	
42 HERBICIDE-INSECTICIDE	24,741		20,098	
43 CONSERVATION	321		673	
44 AUTO EXPENSE	540		1,223	
45 TOTAL OPERATING EXPENSE	\$ 226,489		\$ 219,797	
46 DEPRECIATION-MACHINERY	25,304		26,478	
47 DEPRECIATION-BUILDINGS	2,154		1,857	
48 TOTAL FARM EXPENSE	\$ 253,947		\$ 248,131	
49 NET FARM INCOME	\$ 41,146		\$ 50,557	
50 UNPAID FAMILY LABOR	1,200		1,260	
51 UNPAID OPERATOR LABOR	28,440		28,512	
52 MANAGEMENT CHARGE	11,744		13,551	
53 CURRENT ASSET CHARGE - 8%	6,169		7,542	
54 NONCURRENT ASSET CHARGE - 8%	23,383		36,723	
55 RETURN LABOR-MANAGEMENT	10,394		5,032	
56 RETURN TO CAPITAL	15,393		25,070	
57 ASSET TURNOVER RATIO	.4562		.3507	
58 OPERATING PROFIT MARGIN RATIO	.0522		.0839	
59 % RETURN ON ASSETS	.0238		.0294	
60 % RETURN ON EQUITY	-.0006		.0131	
61 TOTAL EXPENSE RATIO	.8606		.8307	
62 ADJUSTED TOTAL EXPENSE RATIO	1.0008		.9758	
63 ECONOMIC TOTAL EXPENSE RATIO	1.1010		1.1240	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	175,154	180,808	174,603	192,076
65 NONCURRENT ASSETS	466,986	470,622	659,070	677,695
66 CURRENT LIABILITIES	93,875	107,859	85,919	92,215
67 NONCURRENT LIABILITIES	175,668	177,366	206,156	212,544
68 CURRENT RATIO	1.87	1.68	2.03	2.08
69 DEBT TO ASSET RATIO	.42	.44	.35	.35



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INCOME AND EXPENSE ANALYSIS  
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### Annual ProfitLink Summary

51 - 55  
47 FARMS

56 - 60  
36 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	38,132		67,356	
2 DAIRY AND MILK	2,606		18,730	
3 SHEEP	84		207	
4 SWINE	-6		2,950	
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-433		-1,548	
7 CUSTOM FEEDING	49		48,165	
8 FEED PURCHASED	-12,608		-48,607	
9 LIVESTOCK INCOME	\$ 27,824		\$ 87,254	
10 CORN	58,814		24,548	
11 GRAIN SORGHUM	23,661		20,909	
12 SOYBEANS	31,382		15,331	
13 SUNFLOWERS	972		355	
14 WHEAT	91,701		77,153	
15 HAY AND FORAGE	28,798		12,385	
16 OTHER CROP	6,489		1,686	
17 GOVERNMENT PAYMENTS	50,765		44,203	
18 CROP INSURANCE PROCEEDS	3,239		4,498	
19 OTHER INCOME	39,379		16,733	
20 VALUE OF FARM PRODUCTION	\$ 363,024		\$ 305,056	
21 HIRED LABOR	16,361		14,902	
22 MACHINERY REPAIRS	31,888		26,903	
23 IRRIGATION REPAIRS	1,870		1,121	
24 BUILDING REPAIRS	2,431		1,384	
25 INTEREST PAID	20,956		20,526	
26 SEED-OTHER CROP EXPENSE	27,660		18,383	
27 CROP INSURANCE	6,262		6,405	
28 FERTILIZER-LIME	53,464		42,005	
29 MACHINE HIRE	20,974		16,672	
30 ORGANIZATION FEE, PUBLICATION	3,660		3,178	
31 VET-MED-DRUGS	3,095		11,196	
32 CROP STORAGE-MARKETING	2,857		901	
33 LIVESTOCK MARKETING-BREEDING	602		4,008	
34 DAIRY EXPENSE	443		1,761	
35 GAS-FUEL-OIL	25,974		21,851	
36 IRRIGATION ENERGY	4,162		2,705	
37 REAL ESTATE TAXES	5,099		3,468	
38 PERSONAL PROPERTY TAXES	982		1,406	
39 GENERAL FARM INSURANCE	6,094		5,193	
40 UTILITIES	5,307		4,209	
41 CASH FARM RENT	14,423		11,992	
42 HERBICIDE-INSECTICIDE	24,883		16,080	
43 CONSERVATION	134		188	
44 AUTO EXPENSE	528		601	
45 TOTAL OPERATING EXPENSE	\$ 280,109		\$ 237,039	
46 DEPRECIATION-MACHINERY	30,258		22,788	
47 DEPRECIATION-BUILDINGS	2,697		2,002	
48 TOTAL FARM EXPENSE	\$ 313,065		\$ 261,829	
49 NET FARM INCOME	\$ 49,959		\$ 43,226	
50 UNPAID FAMILY LABOR	3,447		2,000	
51 UNPAID OPERATOR LABOR	30,447		28,125	
52 MANAGEMENT CHARGE	14,476		12,530	
53 CURRENT ASSET CHARGE - 8%	9,157		11,130	
54 NONCURRENT ASSET CHARGE - 8%	44,052		28,839	
55 RETURN LABOR-MANAGEMENT	-6,698		1,257	
56 RETURN TO CAPITAL	22,545		21,097	
57 ASSET TURNOVER RATIO	.3554		.3501	
58 OPERATING PROFIT MARGIN RATIO	.0621		.0692	
59 % RETURN ON ASSETS	.0221		.0242	
60 % RETURN ON EQUITY	.0024		.0011	
61 TOTAL EXPENSE RATIO	.8624		.8583	
62 ADJUSTED TOTAL EXPENSE RATIO	.9956		.9981	
63 ECONOMIC TOTAL EXPENSE RATIO	1.1422		1.1292	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	228,073	233,150	264,872	271,547
65 NONCURRENT ASSETS	775,170	806,570	599,319	607,165
66 CURRENT LIABILITIES	106,810	125,477	136,576	121,588
67 NONCURRENT LIABILITIES	242,335	238,093	238,613	246,893
68 CURRENT RATIO	2.14	1.86	1.94	2.23
69 DEBT TO ASSET RATIO	.35	.35	.43	.42



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SORTED BY AGE OF OPERATOR

### Annual ProfitLink Summary

61 - 65  
41 FARMS

66 - 70  
27 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	45,014	50,112		
2 DAIRY AND MILK	-144			
3 SHEEP		316		
4 SWINE	433			
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	38	-607		
7 CUSTOM FEEDING	2,044	288		
8 FEED PURCHASED	-8,716	-9,846		
9 LIVESTOCK INCOME	\$ 38,670	\$ 40,264		
10 CORN	21,941	30,137		
11 GRAIN SORGHUM	22,746	29,572		
12 SOYBEANS	28,936	26,914		
13 SUNFLOWERS	-350	1,784		
14 WHEAT	93,120	100,415		
15 HAY AND FORAGE	5,074	10,719		
16 OTHER CROP	4,650	4,093		
17 GOVERNMENT PAYMENTS	44,777	49,476		
18 CROP INSURANCE PROCEEDS	3,917	4,142		
19 OTHER INCOME	18,533	15,903		
20 VALUE OF FARM PRODUCTION	\$ 282,015	\$ 313,420		
21 HIRED LABOR	14,019	15,891		
22 MACHINERY REPAIRS	25,927	26,976		
23 IRRIGATION REPAIRS	2,290	2,093		
24 BUILDING REPAIRS	1,684	1,336		
25 INTEREST PAID	11,839	19,796		
26 SEED-OTHER CROP EXPENSE	19,349	23,189		
27 CROP INSURANCE	6,253	6,390		
28 FERTILIZER-LIME	39,606	55,012		
29 MACHINE HIRE	15,015	21,380		
30 ORGANIZATION FEE, PUBLICATION	3,316	2,828		
31 VET-MED-DRUGS	1,571	1,556		
32 CROP STORAGE-MARKETING	355	1,137		
33 LIVESTOCK MARKETING-BREEDING	1,214	5,759		
34 DAIRY EXPENSE	6			
35 GAS-FUEL-OIL	23,365	21,320		
36 IRRIGATION ENERGY	1,852	1,856		
37 REAL ESTATE TAXES	6,622	6,105		
38 PERSONAL PROPERTY TAXES	1,073	749		
39 GENERAL FARM INSURANCE	5,155	4,611		
40 UTILITIES	3,234	3,452		
41 CASH FARM RENT	14,781	16,297		
42 HERBICIDE-INSECTICIDE	16,489	19,716		
43 CONSERVATION	163	153		
44 AUTO EXPENSE	586	532		
45 TOTAL OPERATING EXPENSE	\$ 215,764	\$ 258,136		
46 DEPRECIATION-MACHINERY	24,372	22,641		
47 DEPRECIATION-BUILDINGS	1,420	1,388		
48 TOTAL FARM EXPENSE	\$ 241,556	\$ 282,165		
49 NET FARM INCOME	\$ 40,459	\$ 31,255		
50 UNPAID FAMILY LABOR	1,537	1,833		
51 UNPAID OPERATOR LABOR	27,790	28,000		
52 MANAGEMENT CHARGE	11,871	11,130		
53 CURRENT ASSET CHARGE - 8%	695	10,378		
54 NONCURRENT ASSET CHARGE - 8%	54,101	64,724		
55 RETURN LABOR-MANAGEMENT	-15,874	-45,681		
56 RETURN TO CAPITAL	11,100	10,087		
57 ASSET TURNOVER RATIO	.2791	.2536		
58 OPERATING PROFIT MARGIN RATIO	.0394	.0322		
59 % RETURN ON ASSETS	.0110	.0082		
60 % RETURN ON EQUITY	-.0011	-.0103		
61 TOTAL EXPENSE RATIO	.8565	.9003		
62 ADJUSTED TOTAL EXPENSE RATIO	1.0026	1.0310		
63 ECONOMIC TOTAL EXPENSE RATIO	1.1969	1.2706		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	182,897	184,267	239,355	195,003
65 NONCURRENT ASSETS	812,937	840,707	1,006,602	1,030,953
66 CURRENT LIABILITIES	176,498	173,295	99,333	75,567
67 NONCURRENT LIABILITIES	149,714	151,394	214,984	204,468
68 CURRENT RATIO	1.04	1.06	2.41	2.58
69 DEBT TO ASSET RATIO	.33	.32	.25	.23



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### Annual ProfitLink Summary

> 70

38 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	35,066			
2 DAIRY AND MILK	-421			
3 SHEEP				
4 SWINE				
5 POULTRY AND EGGS	4			
6 OTHER LIVESTOCK	-175			
7 CUSTOM FEEDING				
8 FEED PURCHASED	-31,774			
9 LIVESTOCK INCOME	\$ 2,701			
10 CORN	22,649			
11 GRAIN SORGHUM	7,823			
12 SOYBEANS	10,230			
13 SUNFLOWERS	112			
14 WHEAT	40,716			
15 HAY AND FORAGE	2,893			
16 OTHER CROP	2,345			
17 GOVERNMENT PAYMENTS	21,701			
18 CROP INSURANCE PROCEEDS	794			
19 OTHER INCOME	6,518			
20 VALUE OF FARM PRODUCTION	\$ 118,482			
21 HIRED LABOR	4,327			
22 MACHINERY REPAIRS	12,127			
23 IRRIGATION REPAIRS	550			
24 BUILDING REPAIRS	472			
25 INTEREST PAID	5,549			
26 SEED-OTHER CROP EXPENSE	-122			
27 CROP INSURANCE	2,909			
28 FERTILIZER-LIME	18,646			
29 MACHINE HIRE	6,098			
30 ORGANIZATION FEE, PUBLICATION	2,227			
31 VET-MED-DRUGS	345			
32 CROP STORAGE-MARKETING	512			
33 LIVESTOCK MARKETING-BREEDING	359			
34 DAIRY EXPENSE				
35 GAS-FUEL-OIL	10,127			
36 IRRIGATION ENERGY	1,399			
37 REAL ESTATE TAXES	4,875			
38 PERSONAL PROPERTY TAXES	1,218			
39 GENERAL FARM INSURANCE	2,959			
40 UTILITIES	1,865			
41 CASH FARM RENT	2,774			
42 HERBICIDE-INSECTICIDE	6,928			
43 CONSERVATION				
44 AUTO EXPENSE	402			
45 TOTAL OPERATING EXPENSE	\$ 86,548			
46 DEPRECIATION-MACHINERY	12,408			
47 DEPRECIATION-BUILDINGS	1,772			
48 TOTAL FARM EXPENSE	\$ 100,728			
49 NET FARM INCOME	\$ 17,755			
50 UNPAID FAMILY LABOR	888			
51 UNPAID OPERATOR LABOR	25,508			
52 MANAGEMENT CHARGE	6,784			
53 CURRENT ASSET CHARGE - 8%	10,287			
54 NONCURRENT ASSET CHARGE - 8%	56,292			
55 RETURN LABOR-MANAGEMENT	-49,713			
56 RETURN TO CAPITAL	-9,877			
57 ASSET TURNOVER RATIO	.1223			
58 OPERATING PROFIT MARGIN RATIO	-.0834			
59 % RETURN ON ASSETS	-.0102			
60 % RETURN ON EQUITY	-.0185			
61 TOTAL EXPENSE RATIO	.8501			
62 ADJUSTED TOTAL EXPENSE RATIO	1.1302			
63 ECONOMIC TOTAL EXPENSE RATIO	1.6921			
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	209,383	235,706		
65 NONCURRENT ASSETS	743,348	749,293		
66 CURRENT LIABILITIES	93,471	94,434		
67 NONCURRENT LIABILITIES	49,787	35,542		
68 CURRENT RATIO	2.24	2.50		
69 DEBT TO ASSET RATIO	.15	.13		

