

2005 Kansas Farm Management Associations

2005 DATA - SE KANSAS
INCOME AND EXPENSE ANALYSIS

Annual ProfitLink Summary

SORTED BY Farm Size by Census Acres

< 181 ACRES

181 - 499 ACRES

14 FARMS

56 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	10,074		20,316	
2 DAIRY AND MILK	11,289		15,909	
3 SHEEP			-120	
4 SWINE			3,807	
5 POULTRY AND EGGS	99,501		9,596	
6 OTHER LIVESTOCK			-141	
7 CUSTOM FEEDING	1,131		218	
8 FEED PURCHASED	-6,457		-12,368	
9 LIVESTOCK INCOME	\$ 115,538		\$ 37,216	
10 CORN	3,157		5,043	
11 GRAIN SORGHUM	99		2,603	
12 SOYBEANS	1,572		11,792	
13 SUNFLOWERS				
14 WHEAT	-66		3,031	
15 HAY AND FORAGE	-1,624		1,685	
16 OTHER CROP	162		365	
17 GOVERNMENT PAYMENTS	1,469		6,201	
18 CROP INSURANCE PROCEEDS	384		1,254	
19 OTHER INCOME	25,633		6,998	
20 VALUE OF FARM PRODUCTION	\$ 146,322		\$ 76,187	
21 HIRED LABOR	9,499		3,272	
22 MACHINERY REPAIRS	10,871		7,279	
23 IRRIGATION REPAIRS			233	
24 BUILDING REPAIRS	1,219		806	
25 INTEREST PAID	14,249		6,037	
26 SEED-OTHER CROP EXPENSE	388		4,043	
27 CROP INSURANCE	291		751	
28 FERTILIZER-LIME	820		5,897	
29 MACHINE HIRE	1,204		1,872	
30 ORGANIZATION FEE, PUBLICATION	2,258		1,277	
31 VET-MED-DRUGS	1,212		1,300	
32 CROP STORAGE-MARKETING	420		144	
33 LIVESTOCK MARKETING-BREEDING	2,032		914	
34 DAIRY EXPENSE	1,308		1,626	
35 GAS-FUEL-OIL	4,636		4,922	
36 IRRIGATION ENERGY			2	
37 REAL ESTATE TAXES	3,499		2,311	
38 PERSONAL PROPERTY TAXES	253		428	
39 GENERAL FARM INSURANCE	4,952		2,400	
40 UTILITIES	24,931		5,044	
41 CASH FARM RENT	1,032		2,159	
42 HERBICIDE-INSECTICIDE	895		2,370	
43 CONSERVATION			461	
44 AUTO EXPENSE	1,936		878	
45 TOTAL OPERATING EXPENSE	\$ 87,905		\$ 56,427	
46 DEPRECIATION-MACHINERY	10,853		6,014	
47 DEPRECIATION-BUILDINGS	9,824		1,502	
48 TOTAL FARM EXPENSE	\$ 108,582		\$ 63,943	
49 NET FARM INCOME	\$ 37,740		\$ 12,244	
50 UNPAID FAMILY LABOR	3,375		563	
51 UNPAID OPERATOR LABOR	20,829		18,466	
52 MANAGEMENT CHARGE	8,202		3,900	
53 CURRENT ASSET CHARGE - 8%	3,100		5,326	
54 NONCURRENT ASSET CHARGE - 8%	4,865		19,602	
55 RETURN LABOR-MANAGEMENT	26,400		-13,247	
56 RETURN TO CAPITAL	19,583		-4,647	
57 ASSET TURNOVER RATIO	.4422		.1810	
58 OPERATING PROFIT MARGIN RATIO	.1338		-.0610	
59 % RETURN ON ASSETS	.0592		-.0110	
60 % RETURN ON EQUITY	.0536		-.0343	
61 TOTAL EXPENSE RATIO	.7421		.8393	
62 ADJUSTED TOTAL EXPENSE RATIO	.9635		1.1402	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0180		1.4674	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	44,361	48,343	83,302	90,161
65 NONCURRENT ASSETS	281,500	287,576	337,675	330,794
66 CURRENT LIABILITIES	7,603	7,596	19,411	20,893
67 NONCURRENT LIABILITIES	233,876	213,587	90,885	87,540
68 CURRENT RATIO	5.84	6.36	4.29	4.32
69 DEBT TO ASSET RATIO	.74	.66	.26	.26

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INCOME AND EXPENSE ANALYSIS

Annual ProfitLink Summary

SORTED BY Farm Size by Census Acres

500 - 999 ACRES

1,000 - 1,999 ACRES

101 FARMS

183 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	52,092		57,096	
2 DAIRY AND MILK	9,659		21,996	
3 SHEEP	227		107	
4 SWINE	5,415		19,195	
5 POULTRY AND EGGS	937		1,484	
6 OTHER LIVESTOCK	677		319	
7 CUSTOM FEEDING	10,082		378	
8 FEED PURCHASED	-19,127		-24,473	
9 LIVESTOCK INCOME	\$ 59,962		\$ 76,102	
10 CORN	13,317		35,729	
11 GRAIN SORGHUM	5,273		6,553	
12 SOYBEANS	23,736		63,763	
13 SUNFLOWERS	18		371	
14 WHEAT	6,869		14,454	
15 HAY AND FORAGE	3,326		5,466	
16 OTHER CROP	1,932		3,628	
17 GOVERNMENT PAYMENTS	13,458		28,352	
18 CROP INSURANCE PROCEEDS	2,264		5,000	
19 OTHER INCOME	9,277		10,762	
20 VALUE OF FARM PRODUCTION	\$ 139,433		\$ 250,182	
21 HIRED LABOR	4,501		6,278	
22 MACHINERY REPAIRS	9,826		17,469	
23 IRRIGATION REPAIRS	8		69	
24 BUILDING REPAIRS	938		2,009	
25 INTEREST PAID	11,211		13,209	
26 SEED-OTHER CROP EXPENSE	9,614		22,352	
27 CROP INSURANCE	1,721		4,121	
28 FERTILIZER-LIME	12,743		28,545	
29 MACHINE HIRE	3,808		7,059	
30 ORGANIZATION FEE, PUBLICATION	1,589		2,011	
31 VET-MED-DRUGS	2,593		3,148	
32 CROP STORAGE-MARKETING	782		1,627	
33 LIVESTOCK MARKETING-BREEDING	4,166		2,603	
34 DAIRY EXPENSE	419		1,835	
35 GAS-FUEL-OIL	8,250		14,137	
36 IRRIGATION ENERGY	40		105	
37 REAL ESTATE TAXES	2,847		4,683	
38 PERSONAL PROPERTY TAXES	556		654	
39 GENERAL FARM INSURANCE	2,632		4,135	
40 UTILITIES	3,219		4,745	
41 CASH FARM RENT	11,219		10,896	
42 HERBICIDE-INSECTICIDE	5,463		13,114	
43 CONSERVATION	443		586	
44 AUTO EXPENSE	912		966	
45 TOTAL OPERATING EXPENSE	\$ 99,501		\$ 166,359	
46 DEPRECIATION-MACHINERY	10,004		21,773	
47 DEPRECIATION-BUILDINGS	1,277		2,988	
48 TOTAL FARM EXPENSE	\$ 110,782		\$ 191,121	
49 NET FARM INCOME	\$ 28,651		\$ 59,062	
50 UNPAID FAMILY LABOR	1,002		1,795	
51 UNPAID OPERATOR LABOR	21,440		26,366	
52 MANAGEMENT CHARGE	7,499		13,831	
53 CURRENT ASSET CHARGE - 8%	7,335		14,921	
54 NONCURRENT ASSET CHARGE - 8%	29,989		45,821	
55 RETURN LABOR-MANAGEMENT	-9,676		-3,475	
56 RETURN TO CAPITAL	9,920		30,279	
57 ASSET TURNOVER RATIO	.2160		.2524	
58 OPERATING PROFIT MARGIN RATIO	.0711		.1210	
59 % RETURN ON ASSETS	.0154		.0305	
60 % RETURN ON EQUITY	-.0028		.0225	
61 TOTAL EXPENSE RATIO	.7945		.7639	
62 ADJUSTED TOTAL EXPENSE RATIO	1.0093		.9318	
63 ECONOMIC TOTAL EXPENSE RATIO	1.2769		1.1746	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	148,408	160,108	246,839	267,679
65 NONCURRENT ASSETS	486,663	495,790	723,066	744,873
66 CURRENT LIABILITIES	60,277	64,861	64,864	76,639
67 NONCURRENT LIABILITIES	117,629	115,106	157,780	164,622
68 CURRENT RATIO	2.46	2.47	3.81	3.49
69 DEBT TO ASSET RATIO	.28	.27	.23	.24

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ANALYSIS OF THE FARM BUSINESS

Annual ProfitLink Summary

SORTED BY Farm Size by Census Acres

500 - 999 ACRES

1,000 - 1,999 ACRES

AVERAGE ASSET & NET WORTH VALUES													
70	BREEDING LIVESTOCK					29,616					42,571		
71	MACHINERY AND EQUIPMENT					27,324					61,736		
72	MOTOR VEHICLES & LISTED PROPE					63,866					112,257		
73	BUILDINGS					12,273					29,124		
74	OWNED LAND					381,510					521,435		
75	TOTAL ASSETS					645,485					991,229		
76	NET WORTH					466,548					759,276		
LABOR													
77	NUMBER OF OPERATORS					.79					.97		
78	NUMBER OF WORKERS					.99					1.29		
79	TOTAL WORK DAYS					176					332		
80	VALUE FARM PRODUCTION/WORKER					139,848					193,587		
81	NET FARM INCOME/WORKER					28,736					45,701		
PER OPERATOR BASIS													
82	TOTAL ASSETS					812,892					1,015,080		
83	VALUE OF FARM PRODUCTION					175,595					256,203		
84	NET FARM INCOME					36,081					60,483		
OTHER FACTORS													
85	% CROP ACRES IRRIGATED					.22					.91		
86	% TILLABLE LAND					59.23					61.31		
87	CROP MACH COST/TOT EXPENSE(%)					23.98					31.49		
ACRES													
88	TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
89	NON-IRRIGATED CROP ACRES	736	101	493	94	539	89	1447	183	680	173	914	172
90	IRRIGATED CROP ACRES	448	98	193	88	364	74	904	178	352	163	664	156
91	TOTAL CROP ACRES	449	98	194	88	364	74	247	6	144	5		
92	PASTURE ACRES	457	79	354	73	398	51	912	178	356	163	669	156
93	FARMSTEAD ACRES	58	72	48	71	61	12	604	153	354	143	450	115
								74	136	70	128	35	32
CROP VALUE, COSTS, ACRES													
94	ACRES	TOTAL		PER CROP ACRE		PER HARV. ACRE		TOTAL		PER CROP ACRE		PER HARV. ACRE	
95	CROP MACHINERY INVESTMENT	436		158.06		154.42		150,176		887		157.20	
96	CROP MACHINERY COST	68,893		60.95		59.54		60,175		67.83		62.99	
97	GROSS CROP VALUE	26,566		188.51		184.17		198,576		217.71		202.18	
98	CROP PRODUCTION COSTS	84,681		150.75		147.27		149,708		165.98		154.14	
		68,415											
NON-IRRIGATED ACRES													
		CNT	AVE.	OWNED		RENTED		AVE.	OWNED		RENTED		
99	CORN	58	147	72	89.6	126	92.2	136	306	136	98.7	230	94.9
100	GRAIN SORGHUM	40	126	79	71.3	107	68.7	79	185	88	77.0	171	70.6
101	SOYBEANS	75	207	87	29.8	176	30.8	162	453	181	32.2	348	28.9
102	SUNFLOWERS	4	50					9	88			85	9.5
103	WHEAT	49	152	79	33.0	139	32.6	114	227	103	35.5	201	36.2
104	OTHER CROPS	7	193	94		220		14	100	44		112	
105	ALFALFA	16	71	13	3.2	99	3.5	35	91	63	3.5	102	3.4
106	OTHER HAY & FORAGE	50	114	93		86		101	121	82		92	
107	VEGETABLES												
108	TRUCK CROPS												
109	FRUIT - FLOWERS - TREES												
IRRIGATED ACRES													
		CNT	AVE.	OWNED		RENTED		AVE.	OWNED		RENTED		
110	CORN	4	226					4	226				
111	GRAIN SORGHUM												
112	SOYBEANS	5	139					5	139			92	30.2
113	SUNFLOWERS												
114	WHEAT												
115	OTHER CROPS												
116	ALFALFA												
117	OTHER HAY & FORAGE												
118	VEGETABLES												
119	TRUCK CROPS												
120	FRUIT - FLOWERS - TREES												
AVERAGE LIVESTOCK INVENTORIES AND SALES													
121	BEEF COWS					33						42	
122	DAIRY COWS					3						6	
123	EWES					1						1	
124	SOWS					2						9	
125	BEEF PURCH. FOR RESALE SALES					111						55	
126	SWINE PURCH. FOR RESALE SALES					14						14	
127	TURKEYS					548						724	

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Annual ProfitLink Summary

SORTED BY Farm Size by Census Acres

2,000 - 4,999 ACRES

> 5,000 ACRES

171 FARMS

27 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	133,311	427,059		
2 DAIRY AND MILK	13,306			
3 SHEEP	-953			
4 SWINE	40,169	136,699		
5 POULTRY AND EGGS	1,504			
6 OTHER LIVESTOCK	162	-3,688		
7 CUSTOM FEEDING	11,155	21,650		
8 FEED PURCHASED	-44,897	-218,448		
9 LIVESTOCK INCOME	\$ 153,757	\$ 363,271		
10 CORN	72,944	164,957		
11 GRAIN SORGHUM	6,888	13,594		
12 SOYBEANS	98,088	162,236		
13 SUNFLOWERS	751			
14 WHEAT	27,143	39,969		
15 HAY AND FORAGE	9,225	46,662		
16 OTHER CROP	8,186	24,944		
17 GOVERNMENT PAYMENTS	47,688	69,711		
18 CROP INSURANCE PROCEEDS	6,943	7,981		
19 OTHER INCOME	6,607	-8,026		
20 VALUE OF FARM PRODUCTION	\$ 438,219	\$ 885,297		
21 HIRED LABOR	17,526	60,175		
22 MACHINERY REPAIRS	29,953	43,625		
23 IRRIGATION REPAIRS	296	558		
24 BUILDING REPAIRS	3,398	11,454		
25 INTEREST PAID	24,991	40,186		
26 SEED-OTHER CROP EXPENSE	34,599	66,732		
27 CROP INSURANCE	5,485	10,517		
28 FERTILIZER-LIME	48,495	90,734		
29 MACHINE HIRE	11,375	21,738		
30 ORGANIZATION FEE, PUBLICATION	3,224	4,534		
31 VET-MED-DRUGS	6,693	14,724		
32 CROP STORAGE-MARKETING	3,322	7,296		
33 LIVESTOCK MARKETING-BREEDING	5,654	6,295		
34 DAIRY EXPENSE	746			
35 GAS-FUEL-OIL	26,043	42,837		
36 IRRIGATION ENERGY	251	60		
37 REAL ESTATE TAXES	6,704	11,224		
38 PERSONAL PROPERTY TAXES	1,021	2,361		
39 GENERAL FARM INSURANCE	5,933	10,243		
40 UTILITIES	7,053	12,798		
41 CASH FARM RENT	33,556	59,225		
42 HERBICIDE-INSECTICIDE	21,096	31,569		
43 CONSERVATION	850	1,801		
44 AUTO EXPENSE	1,158	974		
45 TOTAL OPERATING EXPENSE	\$ 299,422	\$ 551,662		
46 DEPRECIATION-MACHINERY	36,024	59,655		
47 DEPRECIATION-BUILDINGS	4,426	10,212		
48 TOTAL FARM EXPENSE	\$ 339,872	\$ 621,529		
49 NET FARM INCOME	\$ 98,347	\$ 263,769		
50 UNPAID FAMILY LABOR	2,895	4,750		
51 UNPAID OPERATOR LABOR	33,584	32,600		
52 MANAGEMENT CHARGE	23,136	57,382		
53 CURRENT ASSET CHARGE - 8%	22,649	56,154		
54 NONCURRENT ASSET CHARGE - 8%	66,857	114,034		
55 RETURN LABOR-MANAGEMENT	5,947	88,831		
56 RETURN TO CAPITAL	63,724	209,223		
57 ASSET TURNOVER RATIO	.2780	.2863		
58 OPERATING PROFIT MARGIN RATIO	.1454	.2363		
59 % RETURN ON ASSETS	.0404	.0677		
60 % RETURN ON EQUITY	.0346	.0795		
61 TOTAL EXPENSE RATIO	.7756	.7021		
62 ADJUSTED TOTAL EXPENSE RATIO	.9116	.8091		
63 ECONOMIC TOTAL EXPENSE RATIO	1.1159	1.0013		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	452,084	483,030	1,222,482	1,252,789
65 NONCURRENT ASSETS	1,087,958	1,129,092	1,792,790	1,915,566
66 CURRENT LIABILITIES	176,172	192,725	560,905	510,507
67 NONCURRENT LIABILITIES	265,426	280,201	406,446	451,072
68 CURRENT RATIO	2.57	2.51	2.18	2.45
69 DEBT TO ASSET RATIO	.29	.29	.32	.30

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2,000 - 4,999 ACRES

> 5,000 ACRES

AVERAGE ASSET & NET WORTH VALUES																									
70	BREEDING LIVESTOCK											77,654	128,486												
71	MACHINERY AND EQUIPMENT											92,115	151,537												
72	MOTOR VEHICLES & LISTED PROPE											175,336	298,787												
73	BUILDINGS											46,208	108,936												
74	OWNED LAND											774,106	1,278,630												
75	TOTAL ASSETS											1,576,082	3,091,813												
76	NET WORTH											1,118,821	2,127,349												
LABOR																									
77	NUMBER OF OPERATORS											1.24	1.20												
78	NUMBER OF WORKERS											1.94	3.27												
79	TOTAL WORK DAYS											557	990												
80	VALUE FARM PRODUCTION/WORKER											224,829	270,702												
81	NET FARM INCOME/WORKER											50,457	80,654												
PER OPERATOR BASIS																									
82	TOTAL ASSETS											1,267,090	2,560,704												
83	VALUE OF FARM PRODUCTION											352,306	733,222												
84	NET FARM INCOME											79,066	218,459												
OTHER FACTORS																									
85	% CROP ACRES IRRIGATED											1.57	.33												
86	% TILLABLE LAND											47.35	34.39												
87	CROP MACH COST/TOT EXPENSE(%)											28.64	24.25												
ACRES																									
88	TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT	2968	171	1125	164	1934	167	6352	27	2041	24	4538	27
89	NON-IRRIGATED CROP ACRES	1433	165	509	152	1075	148	2261	26	678	24	1848	23												
90	IRRIGATED CROP ACRES	540	7	459	5	297	5																		
91	TOTAL CROP ACRES	1456	165	524	152	1085	148	2268	26	678	24	1857	23												
92	PASTURE ACRES	1627	157	653	144	1187	136	4039	26	1152	23	3569	22												
93	FARMSTEAD ACRES	96	122	92	118	40	23	395	19	326	19	262	5												
CROP VALUE, COSTS, ACRES																									
94	ACRES	TOTAL	PER CROP ACRE	PER HARV. ACRE	TOTAL	PER CROP ACRE	PER HARV. ACRE	TOTAL	PER CROP ACRE	PER HARV. ACRE	TOTAL	PER CROP ACRE	PER HARV. ACRE	1405	1551	2184	2391								
95	CROP MACHINERY INVESTMENT	222,849	158.60	143.68	362,051	165.75	151.42																		
96	CROP MACHINERY COST	97,353	69.28	62.77	150,690	68.99	63.02																		
97	GROSS CROP VALUE	332,787	228.53	207.03	518,031	237.16	216.65																		
98	CROP PRODUCTION COSTS	252,418	171.24	155.13	454,817	192.79	176.13																		
NON-IRRIGATED ACRES																									
		CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD												
99	CORN	127	578	220	99.5	438	96.1	19	987	414	108.3	742	99.8												
100	GRAIN SORGHUM	66	236	91	69.0	204	65.9	6	336			323	66.0												
101	SOYBEANS	135	781	283	30.3	565	28.6	19	1429	545	32.5	1084	29.5												
102	SUNFLOWERS	5	138			104	10.3																		
103	WHEAT	112	336	140	37.4	286	36.2	16	633	243	34.7	498	37.3												
104	OTHER CROPS	20	262	197		173																			
105	ALFALFA	47	47	42	3.6	40	3.5	5	198			156	3.5												
106	OTHER HAY & FORAGE	112	189	110		159		20	267	120		264													
107	VEGETABLES																								
108	TRUCK CROPS																								
109	FRUIT - FLOWERS - TREES																								
IRRIGATED ACRES																									
		CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD												
110	CORN	7	291	337	113.3	139	130.6																		
111	GRAIN SORGHUM																								
112	SOYBEANS	6	294			165	42.0																		
113	SUNFLOWERS																								
114	WHEAT																								
115	OTHER CROPS																								
116	ALFALFA																								
117	OTHER HAY & FORAGE																								
118	VEGETABLES																								
119	TRUCK CROPS																								
120	FRUIT - FLOWERS - TREES																								
AVERAGE LIVESTOCK INVENTORIES AND SALES																									
121	BEEF COWS													96	193										
122	DAIRY COWS													3											
123	EWES																								
124	SOWS													17											
125	BEEF PURCH. FOR RESALE SALES													173	448										
126	SWINE PURCH. FOR RESALE SALES													29											
127	TURKEYS													778											