

## 2005 Kansas Farm Management Associations

2005 DATA - SE KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY ECON. TOTAL EXPENSE RATIO

### Annual ProfitLink Summary

HIGH 25%  
138 FARMS

HIGH MIDDLE  
138 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	55,055		75,983	
2 DAIRY AND MILK	1,174		16,006	
3 SHEEP	-26		142	
4 SWINE	373		162	
5 POULTRY AND EGGS	686		1,646	
6 OTHER LIVESTOCK	93		58	
7 CUSTOM FEEDING	3,591		1,479	
8 FEED PURCHASED	-17,684		-22,124	
9 LIVESTOCK INCOME	\$ 43,263		\$ 73,353	
10 CORN	7,527		32,752	
11 GRAIN SORGHUM	2,077		5,459	
12 SOYBEANS	13,473		52,820	
13 SUNFLOWERS			96	
14 WHEAT	3,689		12,294	
15 HAY AND FORAGE	3,501		6,181	
16 OTHER CROP	1,067		1,893	
17 GOVERNMENT PAYMENTS	10,727		24,938	
18 CROP INSURANCE PROCEEDS	1,900		4,515	
19 OTHER INCOME	2,875		7,189	
20 VALUE OF FARM PRODUCTION	\$ 90,099		\$ 221,490	
21 HIRED LABOR	1,955		7,722	
22 MACHINERY REPAIRS	9,945		17,611	
23 IRRIGATION REPAIRS	30		164	
24 BUILDING REPAIRS	1,224		2,062	
25 INTEREST PAID	7,672		12,325	
26 SEED-OTHER CROP EXPENSE	6,801		18,948	
27 CROP INSURANCE	1,043		3,071	
28 FERTILIZER-LIME	10,236		28,169	
29 MACHINE HIRE	4,668		7,080	
30 ORGANIZATION FEE, PUBLICATION	1,720		1,791	
31 VET-MED-DRUGS	2,616		3,831	
32 CROP STORAGE-MARKETING	226		955	
33 LIVESTOCK MARKETING-BREEDING	1,850		2,521	
34 DAIRY EXPENSE	88		967	
35 GAS-FUEL-OIL	7,204		14,699	
36 IRRIGATION ENERGY	2		101	
37 REAL ESTATE TAXES	4,536		5,159	
38 PERSONAL PROPERTY TAXES	456		660	
39 GENERAL FARM INSURANCE	2,628		4,155	
40 UTILITIES	2,611		4,688	
41 CASH FARM RENT	6,321		13,106	
42 HERBICIDE-INSECTICIDE	3,485		12,006	
43 CONSERVATION	180		605	
44 AUTO EXPENSE	890		926	
45 TOTAL OPERATING EXPENSE	\$ 78,387		\$ 163,323	
46 DEPRECIATION-MACHINERY	9,681		22,878	
47 DEPRECIATION-BUILDINGS	1,062		2,657	
48 TOTAL FARM EXPENSE	\$ 89,130		\$ 188,858	
49 NET FARM INCOME	\$ 969		\$ 32,632	
50 UNPAID FAMILY LABOR	962		1,810	
51 UNPAID OPERATOR LABOR	21,209		25,943	
52 MANAGEMENT CHARGE	3,452		10,068	
53 CURRENT ASSET CHARGE - 8%	10,564		16,396	
54 NONCURRENT ASSET CHARGE - 8%	54,298		53,386	
55 RETURN LABOR-MANAGEMENT	-64,855		-38,960	
56 RETURN TO CAPITAL	-16,983		7,136	
57 ASSET TURNOVER RATIO	.0956		.2007	
58 OPERATING PROFIT MARGIN RATIO	-.1885		.0322	
59 % RETURN ON ASSETS	-.0180		.0065	
60 % RETURN ON EQUITY	-.0304		-.0059	
61 TOTAL EXPENSE RATIO	.9893		.8527	
62 ADJUSTED TOTAL EXPENSE RATIO	1.2736		1.0234	
63 ECONOMIC TOTAL EXPENSE RATIO	1.9935		1.3385	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	187,855	182,325	283,201	293,085
65 NONCURRENT ASSETS	755,446	759,904	809,272	821,357
66 CURRENT LIABILITIES	51,831	54,242	75,539	90,837
67 NONCURRENT LIABILITIES	82,056	75,853	146,952	149,032
68 CURRENT RATIO	3.62	3.36	3.75	3.23
69 DEBT TO ASSET RATIO	.14	.14	.20	.22

## 2005 Kansas Farm Management Associations

### Annual ProfitLink Summary

2005 DATA - SE KANSAS  
ANALYSIS OF THE FARM BUSINESS  
SORTED BY ECON. TOTAL EXPENSE RATIO

HIGH 25%

HIGH MIDDLE

AVERAGE ASSET & NET WORTH VALUES													
70 BREEDING LIVESTOCK						44,698						50,312	
71 MACHINERY AND EQUIPMENT						30,139						62,220	
72 MOTOR VEHICLES & LISTED PROPE						60,109						122,647	
73 BUILDINGS						11,274						24,178	
74 OWNED LAND						647,844						598,016	
75 TOTAL ASSETS						942,765						1,103,457	
76 NET WORTH						810,774						872,277	
LABOR													
77 NUMBER OF OPERATORS						.78						.96	
78 NUMBER OF WORKERS						.90						1.30	
79 TOTAL WORK DAYS						161						310	
80 VALUE FARM PRODUCTION/WORKER						100,110						169,526	
81 NET FARM INCOME/WORKER						1,076						24,976	
PER OPERATOR BASIS													
82 TOTAL ASSETS						1,200,199						1,148,395	
83 VALUE OF FARM PRODUCTION						114,702						230,510	
84 NET FARM INCOME						1,233						33,961	
OTHER FACTORS													
85 % CROP ACRES IRRIGATED						.95						1.44	
86 % TILLABLE LAND						28.48						45.76	
87 CROP MACH COST/TOT EXPENSE(%)						28.71						32.61	
ACRES													
88 TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT	
89 NON-IRRIGATED CROP ACRES	1247	138	838	137	660	102	1780	138	763	131	1121	130	
90 IRRIGATED CROP ACRES	385	126	261	124	238	68	821	135	382	121	547	118	
91 TOTAL CROP ACRES	389	126	265	124	238	68	323	5					
92 PASTURE ACRES	888	130	582	129	645	78	833	135	387	121	556	118	
93 FARMSTEAD ACRES	75	103	71	98	55	14	1026	122	412	111	864	92	
							76	106	72	102	26	25	
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
95 CROP MACHINERY INVESTMENT	61,708	355	173.71	345	178.85	158,544	815	194.63	868	182.74			
96 CROP MACHINERY COST	25,592	72.04	74.17			61,582	75.60	70.98					
97 GROSS CROP VALUE	60,337	157.54	162.20			170,757	205.07	192.54					
98 CROP PRODUCTION COSTS	57,623	157.51	162.17			145,749	176.33	165.56					
NON-IRRIGATED ACRES													
	CNT	AVE.	OWNED	RENTED			AVE.	OWNED	RENTED				
99 CORN	60	141	81	81.2	148	77.3	94	159	94.8	207	93.9		
100 GRAIN SORGHUM	47	85	64	60.0	69	63.5	52	82	74.9	150	65.3		
101 SOYBEANS	82	181	113	30.5	147	28.4	115	431	228	30.8	270	28.6	
102 SUNFLOWERS							4	50					
103 WHEAT	58	108	82	29.7	80	32.0	80	207	106	34.9	180	33.8	
104 OTHER CROPS	9	83	77		42		8	68	40		45		
105 ALFALFA	21	57	41	3.3	59	3.2	32	70	54	3.2	69	3.2	
106 OTHER HAY & FORAGE	90	128	113		64		81	137	82		117		
107 VEGETABLES													
108 TRUCK CROPS													
109 FRUIT - FLOWERS - TREES													
IRRIGATED ACRES													
	CNT	AVE.	OWNED	RENTED			AVE.	OWNED	RENTED				
110 CORN	4	203											
111 GRAIN SORGHUM													
112 SOYBEANS	5	220							171	33.8			
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						57						61	
122 DAIRY COWS												5	
123 EWES						3						1	
124 SOWS												96	
125 BEEF PURCH. FOR RESALE SALES						52						96	
126 SWINE PURCH. FOR RESALE SALES												1,034	
127 TURKEYS						401						1,034	

## 2005 Kansas Farm Management Associations

2005 DATA - SE KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY ECON. TOTAL EXPENSE RATIO

### Annual ProfitLink Summary

LOW MIDDLE  
138 FARMS

LOW 25%  
138 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	90,300		150,514	
2 DAIRY AND MILK	27,183		15,963	
3 SHEEP	162		-1,199	
4 SWINE	2,947		104,000	
5 POULTRY AND EGGS	5,102		11,072	
6 OTHER LIVESTOCK	1,123		-936	
7 CUSTOM FEEDING	14,124		6,947	
8 FEED PURCHASED	-29,051		-81,641	
9 LIVESTOCK INCOME	\$ 111,889		\$ 204,721	
10 CORN	59,437		82,438	
11 GRAIN SORGHUM	9,590		7,685	
12 SOYBEANS	89,407		104,457	
13 SUNFLOWERS	1,007		333	
14 WHEAT	27,543		23,344	
15 HAY AND FORAGE	6,677		14,404	
16 OTHER CROP	8,586		9,868	
17 GOVERNMENT PAYMENTS	38,421		48,757	
18 CROP INSURANCE PROCEEDS	5,847		6,738	
19 OTHER INCOME	6,952		16,102	
20 VALUE OF FARM PRODUCTION	\$ 365,358		\$ 518,847	
21 HIRED LABOR	15,844		21,880	
22 MACHINERY REPAIRS	23,462		29,045	
23 IRRIGATION REPAIRS	153		321	
24 BUILDING REPAIRS	2,141		4,826	
25 INTEREST PAID	22,976		25,474	
26 SEED-OTHER CROP EXPENSE	32,011		36,527	
27 CROP INSURANCE	5,440		6,359	
28 FERTILIZER-LIME	42,008		47,087	
29 MACHINE HIRE	9,269		10,362	
30 ORGANIZATION FEE, PUBLICATION	2,568		3,380	
31 VET-MED-DRUGS	5,214		6,237	
32 CROP STORAGE-MARKETING	2,998		4,196	
33 LIVESTOCK MARKETING-BREEDING	5,153		5,792	
34 DAIRY EXPENSE	2,372		1,030	
35 GAS-FUEL-OIL	21,882		24,118	
36 IRRIGATION ENERGY	114		275	
37 REAL ESTATE TAXES	4,753		5,642	
38 PERSONAL PROPERTY TAXES	984		1,102	
39 GENERAL FARM INSURANCE	4,748		6,711	
40 UTILITIES	6,535		10,635	
41 CASH FARM RENT	30,286		27,097	
42 HERBICIDE-INSECTICIDE	18,787		20,481	
43 CONSERVATION	662		1,248	
44 AUTO EXPENSE	1,381		930	
45 TOTAL OPERATING EXPENSE	\$ 261,740		\$ 300,753	
46 DEPRECIATION-MACHINERY	28,783		34,705	
47 DEPRECIATION-BUILDINGS	3,707		6,559	
48 TOTAL FARM EXPENSE	\$ 294,230		\$ 342,016	
49 NET FARM INCOME	\$ 71,128		\$ 176,831	
50 UNPAID FAMILY LABOR	2,511		2,918	
51 UNPAID OPERATOR LABOR	29,700		31,402	
52 MANAGEMENT CHARGE	17,302		35,318	
53 CURRENT ASSET CHARGE - 8%	15,697		24,025	
54 NONCURRENT ASSET CHARGE - 8%	45,532		43,100	
55 RETURN LABOR-MANAGEMENT	7,389		106,788	
56 RETURN TO CAPITAL	44,591		132,667	
57 ASSET TURNOVER RATIO	.3152		.3861	
58 OPERATING PROFIT MARGIN RATIO	.1220		.2557	
59 % RETURN ON ASSETS	.0385		.0987	
60 % RETURN ON EQUITY	.0282		.1278	
61 TOTAL EXPENSE RATIO	.8053		.6592	
62 ADJUSTED TOTAL EXPENSE RATIO	.9408		.7934	
63 ECONOMIC TOTAL EXPENSE RATIO	1.1084		.9228	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	321,835	334,853	480,732	547,023
65 NONCURRENT ASSETS	806,129	855,236	808,653	851,417
66 CURRENT LIABILITIES	129,387	134,888	210,063	217,075
67 NONCURRENT LIABILITIES	250,066	273,007	285,275	297,305
68 CURRENT RATIO	2.49	2.48	2.29	2.52
69 DEBT TO ASSET RATIO	.34	.34	.38	.37

