

## 2005 Kansas Farm Management Associations

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

### Annual ProfitLink Summary

41 - 45  
13 FARMS

46 - 50  
23 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	41,559	79,249		
2 DAIRY AND MILK				
3 SHEEP	14,765	87		
4 SWINE		-44		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-369	1,542		
7 CUSTOM FEEDING		35,650		
8 FEED PURCHASED	-12,110	-39,516		
9 LIVESTOCK INCOME	\$ 43,845	\$ 76,967		
10 CORN	15,843	80,329		
11 GRAIN SORGHUM	17,164	15,534		
12 SOYBEANS	7,921	15,848		
13 SUNFLOWERS				
14 WHEAT	61,384	86,330		
15 HAY AND FORAGE	488	13,990		
16 OTHER CROP	1,779	32,390		
17 GOVERNMENT PAYMENTS	52,148	81,775		
18 CROP INSURANCE PROCEEDS	14,579	13,055		
19 OTHER INCOME	43,665	45,028		
20 VALUE OF FARM PRODUCTION	\$ 258,816	\$ 461,247		
21 HIRED LABOR	27,401	33,144		
22 MACHINERY REPAIRS	19,311	40,374		
23 IRRIGATION REPAIRS	2,976	8,560		
24 BUILDING REPAIRS	2,216	3,179		
25 INTEREST PAID	17,887	26,418		
26 SEED-OTHER CROP EXPENSE	8,084	28,401		
27 CROP INSURANCE	5,966	7,936		
28 FERTILIZER-LIME	29,216	43,399		
29 MACHINE HIRE	36,017	54,214		
30 ORGANIZATION FEE, PUBLICATION	4,682	6,153		
31 VET-MED-DRUGS	2,653	9,088		
32 CROP STORAGE-MARKETING	5	9,667		
33 LIVESTOCK MARKETING-BREEDING	960	2,796		
34 DAIRY EXPENSE				
35 GAS-FUEL-OIL	15,481	31,053		
36 IRRIGATION ENERGY	17,242	26,655		
37 REAL ESTATE TAXES	5,478	4,844		
38 PERSONAL PROPERTY TAXES	1,046	1,930		
39 GENERAL FARM INSURANCE	4,159	8,036		
40 UTILITIES	7,382	6,653		
41 CASH FARM RENT	21,570	23,967		
42 HERBICIDE-INSECTICIDE	17,690	33,151		
43 CONSERVATION	1	955		
44 AUTO EXPENSE	148	1,093		
45 TOTAL OPERATING EXPENSE	\$ 247,569	\$ 411,667		
46 DEPRECIATION-MACHINERY	16,278	27,963		
47 DEPRECIATION-BUILDINGS	1,074	2,807		
48 TOTAL FARM EXPENSE	\$ 264,920	\$ 442,436		
49 NET FARM INCOME	\$ -6,104	\$ 18,811		
50 UNPAID FAMILY LABOR	519	1,370		
51 UNPAID OPERATOR LABOR	23,885	30,522		
52 MANAGEMENT CHARGE	4,035	9,391		
53 CURRENT ASSET CHARGE - 8%	9,742	4,076		
54 NONCURRENT ASSET CHARGE - 8%	42,243	44,109		
55 RETURN LABOR-MANAGEMENT	-58,608	-30,744		
56 RETURN TO CAPITAL	-16,657	3,946		
57 ASSET TURNOVER RATIO	.2679	.4413		
58 OPERATING PROFIT MARGIN RATIO	-.0644	.0086		
59 % RETURN ON ASSETS	-.0172	.0038		
60 % RETURN ON EQUITY	-.0532	-.0373		
61 TOTAL EXPENSE RATIO	1.0236	.9592		
62 ADJUSTED TOTAL EXPENSE RATIO	1.1335	1.0487		
63 ECONOMIC TOTAL EXPENSE RATIO	1.3343	1.1532		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	207,959	207,174	232,246	305,844
65 NONCURRENT ASSETS	736,709	780,391	734,416	817,857
66 CURRENT LIABILITIES	57,632	113,954	193,089	243,091
67 NONCURRENT LIABILITIES	219,540	241,493	200,236	249,312
68 CURRENT RATIO	3.61	1.82	1.20	1.26
69 DEBT TO ASSET RATIO	.29	.36	.41	.44



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### Annual ProfitLink Summary

51 - 55  
18 FARMS

56 - 60  
16 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	34,996		44,896	
2 DAIRY AND MILK	-9			
3 SHEEP	78		-34	
4 SWINE				
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-113		-764	
7 CUSTOM FEEDING			3,963	
8 FEED PURCHASED	-5,245		-12,564	
9 LIVESTOCK INCOME	\$ 29,708		\$ 35,496	
10 CORN	13,342		31,748	
11 GRAIN SORGHUM	23,922		14,438	
12 SOYBEANS	8,587		3,051	
13 SUNFLOWERS			1,058	
14 WHEAT	70,937		73,582	
15 HAY AND FORAGE	16,480		-3,015	
16 OTHER CROP	412		708	
17 GOVERNMENT PAYMENTS	41,073		55,035	
18 CROP INSURANCE PROCEEDS	2,529		8,301	
19 OTHER INCOME	9,364		12,211	
20 VALUE OF FARM PRODUCTION	\$ 216,354		\$ 232,612	
21 HIRED LABOR	29,328		8,029	
22 MACHINERY REPAIRS	21,867		20,298	
23 IRRIGATION REPAIRS	1,076		1,897	
24 BUILDING REPAIRS	1,547		3,077	
25 INTEREST PAID	9,599		11,542	
26 SEED-OTHER CROP EXPENSE	8,385		10,984	
27 CROP INSURANCE	5,536		6,962	
28 FERTILIZER-LIME	22,637		22,554	
29 MACHINE HIRE	10,467		13,833	
30 ORGANIZATION FEE, PUBLICATION	2,408		2,255	
31 VET-MED-DRUGS	1,345		1,894	
32 CROP STORAGE-MARKETING	734		49	
33 LIVESTOCK MARKETING-BREEDING	659		1,401	
34 DAIRY EXPENSE	6			
35 GAS-FUEL-OIL	21,429		16,578	
36 IRRIGATION ENERGY	7,961		7,327	
37 REAL ESTATE TAXES	5,118		6,961	
38 PERSONAL PROPERTY TAXES	1,273		1,103	
39 GENERAL FARM INSURANCE	4,018		4,674	
40 UTILITIES	3,662		4,425	
41 CASH FARM RENT	11,768		5,426	
42 HERBICIDE-INSECTICIDE	20,472		19,264	
43 CONSERVATION	9		10	
44 AUTO EXPENSE	1,807		732	
45 TOTAL OPERATING EXPENSE	\$ 193,109		\$ 171,274	
46 DEPRECIATION-MACHINERY	17,617		18,073	
47 DEPRECIATION-BUILDINGS	1,899		1,441	
48 TOTAL FARM EXPENSE	\$ 212,625		\$ 190,788	
49 NET FARM INCOME	\$ 3,728		\$ 41,824	
50 UNPAID FAMILY LABOR	750		1,688	
51 UNPAID OPERATOR LABOR	27,300		24,300	
52 MANAGEMENT CHARGE	5,909		11,619	
53 CURRENT ASSET CHARGE - 8%	9,949		15,823	
54 NONCURRENT ASSET CHARGE - 8%	46,621		48,055	
55 RETURN LABOR-MANAGEMENT	-53,591		-23,742	
56 RETURN TO CAPITAL	-20,632		15,759	
57 ASSET TURNOVER RATIO	.2499		.2331	
58 OPERATING PROFIT MARGIN RATIO	-.0954		.0677	
59 % RETURN ON ASSETS	-.0238		.0158	
60 % RETURN ON EQUITY	-.0428		.0053	
61 TOTAL EXPENSE RATIO	.9828		.8202	
62 ADJUSTED TOTAL EXPENSE RATIO	1.1397		.9819	
63 ECONOMIC TOTAL EXPENSE RATIO	1.4012		1.2565	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	198,749	188,385	241,545	269,127
65 NONCURRENT ASSETS	669,972	674,491	737,027	748,259
66 CURRENT LIABILITIES	68,316	70,106	59,711	55,386
67 NONCURRENT LIABILITIES	93,074	85,868	147,533	136,369
68 CURRENT RATIO	2.91	2.69	4.05	4.86
69 DEBT TO ASSET RATIO	.19	.18	.21	.19



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61 - 65  
10 FARMS

66 - 70  
11 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	50,136		16,108	
2 DAIRY AND MILK				
3 SHEEP				
4 SWINE				
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-16,553		-673	
7 CUSTOM FEEDING			3,177	
8 FEED PURCHASED	-6,348		-4,270	
9 LIVESTOCK INCOME	\$ 27,235		\$ 14,342	
10 CORN	42,451		15,990	
11 GRAIN SORGHUM	12,731		18,289	
12 SOYBEANS	15,317		1,970	
13 SUNFLOWERS			-5	
14 WHEAT	48,314		47,056	
15 HAY AND FORAGE	16,285		2,838	
16 OTHER CROP	799		-1,896	
17 GOVERNMENT PAYMENTS	42,414		44,765	
18 CROP INSURANCE PROCEEDS	2,849		4,678	
19 OTHER INCOME	8,780		11,697	
20 VALUE OF FARM PRODUCTION	\$ 217,176		\$ 159,723	
21 HIRED LABOR	10,122		6,058	
22 MACHINERY REPAIRS	11,022		15,806	
23 IRRIGATION REPAIRS	2,528		1,351	
24 BUILDING REPAIRS	895		657	
25 INTEREST PAID	13,329		6,924	
26 SEED-OTHER CROP EXPENSE	12,932		5,428	
27 CROP INSURANCE	6,057		5,639	
28 FERTILIZER-LIME	23,892		20,341	
29 MACHINE HIRE	13,789		7,774	
30 ORGANIZATION FEE, PUBLICATION	1,808		3,846	
31 VET-MED-DRUGS	5,507		1,656	
32 CROP STORAGE-MARKETING	515		107	
33 LIVESTOCK MARKETING-BREEDING	130		32	
34 DAIRY EXPENSE				
35 GAS-FUEL-OIL	12,823		12,343	
36 IRRIGATION ENERGY	16,469		5,166	
37 REAL ESTATE TAXES	4,331		7,236	
38 PERSONAL PROPERTY TAXES	990		746	
39 GENERAL FARM INSURANCE	3,533		4,642	
40 UTILITIES	2,975		3,157	
41 CASH FARM RENT	3,389		1,489	
42 HERBICIDE-INSECTICIDE	15,454		15,155	
43 CONSERVATION	9			
44 AUTO EXPENSE	795		684	
45 TOTAL OPERATING EXPENSE	\$ 163,293		\$ 126,237	
46 DEPRECIATION-MACHINERY	14,546		11,877	
47 DEPRECIATION-BUILDINGS	810		1,349	
48 TOTAL FARM EXPENSE	\$ 178,648		\$ 139,463	
49 NET FARM INCOME	\$ 38,527		\$ 20,261	
50 UNPAID FAMILY LABOR	2,925			
51 UNPAID OPERATOR LABOR	24,840		27,000	
52 MANAGEMENT CHARGE	10,731		7,484	
53 CURRENT ASSET CHARGE - 8%	4,050		10,952	
54 NONCURRENT ASSET CHARGE - 8%	44,154		64,612	
55 RETURN LABOR-MANAGEMENT	-12,601		-55,303	
56 RETURN TO CAPITAL	13,360		-7,300	
57 ASSET TURNOVER RATIO	.2470		.1516	
58 OPERATING PROFIT MARGIN RATIO	.0615		-.0457	
59 % RETURN ON ASSETS	.0152		-.0069	
60 % RETURN ON EQUITY	.0001		-.0151	
61 TOTAL EXPENSE RATIO	.8226		.8732	
62 ADJUSTED TOTAL EXPENSE RATIO	.9999		1.0890	
63 ECONOMIC TOTAL EXPENSE RATIO	1.2218		1.5621	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	256,062	276,535	178,876	192,948
65 NONCURRENT ASSETS	612,399	613,559	852,638	882,358
66 CURRENT LIABILITIES	207,406	223,952	47,833	50,195
67 NONCURRENT LIABILITIES	65,528	56,581	60,089	59,617
68 CURRENT RATIO	1.23	1.23	3.74	3.84
69 DEBT TO ASSET RATIO	.31	.32	.10	.10



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### Annual ProfitLink Summary

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23 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	35,630			
2 DAIRY AND MILK	10,424			
3 SHEEP	-43			
4 SWINE				
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	87			
7 CUSTOM FEEDING				
8 FEED PURCHASED	-10,127			
9 LIVESTOCK INCOME	\$ 35,970			
10 CORN	13,834			
11 GRAIN SORGHUM	12,743			
12 SOYBEANS	5,187			
13 SUNFLOWERS	130			
14 WHEAT	39,545			
15 HAY AND FORAGE	6,077			
16 OTHER CROP	62			
17 GOVERNMENT PAYMENTS	44,792			
18 CROP INSURANCE PROCEEDS	7,128			
19 OTHER INCOME	6,735			
20 VALUE OF FARM PRODUCTION	\$ 172,205			
21 HIRED LABOR	10,225			
22 MACHINERY REPAIRS	14,357			
23 IRRIGATION REPAIRS	1,605			
24 BUILDING REPAIRS	983			
25 INTEREST PAID	7,590			
26 SEED-OTHER CROP EXPENSE	5,533			
27 CROP INSURANCE	3,383			
28 FERTILIZER-LIME	16,421			
29 MACHINE HIRE	15,125			
30 ORGANIZATION FEE, PUBLICATION	2,335			
31 VET-MED-DRUGS	2,619			
32 CROP STORAGE-MARKETING	230			
33 LIVESTOCK MARKETING-BREEDING	1,225			
34 DAIRY EXPENSE	121			
35 GAS-FUEL-OIL	9,721			
36 IRRIGATION ENERGY	6,580			
37 REAL ESTATE TAXES	6,124			
38 PERSONAL PROPERTY TAXES	601			
39 GENERAL FARM INSURANCE	2,999			
40 UTILITIES	3,163			
41 CASH FARM RENT	401			
42 HERBICIDE-INSECTICIDE	13,042			
43 CONSERVATION	314			
44 AUTO EXPENSE	1,052			
45 TOTAL OPERATING EXPENSE	\$ 125,749			
46 DEPRECIATION-MACHINERY	11,460			
47 DEPRECIATION-BUILDINGS	892			
48 TOTAL FARM EXPENSE	\$ 138,101			
49 NET FARM INCOME	\$ 34,103			
50 UNPAID FAMILY LABOR				
51 UNPAID OPERATOR LABOR	25,239			
52 MANAGEMENT CHARGE	9,727			
53 CURRENT ASSET CHARGE - 8%	13,218			
54 NONCURRENT ASSET CHARGE - 8%	57,370			
55 RETURN LABOR-MANAGEMENT	-36,485			
56 RETURN TO CAPITAL	6,727			
57 ASSET TURNOVER RATIO	.1722			
58 OPERATING PROFIT MARGIN RATIO	.0391			
59 % RETURN ON ASSETS	.0067			
60 % RETURN ON EQUITY	-.0010			
61 TOTAL EXPENSE RATIO	.8020			
62 ADJUSTED TOTAL EXPENSE RATIO	1.0050			
63 ECONOMIC TOTAL EXPENSE RATIO	1.4149			
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	211,186	223,423		
65 NONCURRENT ASSETS	778,446	787,368		
66 CURRENT LIABILITIES	51,299	52,861		
67 NONCURRENT LIABILITIES	63,053	68,504		
68 CURRENT RATIO	4.12	4.23		
69 DEBT TO ASSET RATIO	.12	.12		

