

## Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - NC KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY AGE OF OPERATOR

< 36  
12 FARMS

36 - 40  
11 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	69,340	28,064		
2 DAIRY AND MILK	46,211	135,069		
3 SHEEP				
4 SWINE				
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-1,140	190		
7 CUSTOM FEEDING	366			
8 FEED PURCHASED	-33,852	-45,274		
9 LIVESTOCK INCOME	\$ 80,925	\$ 118,049		
10 CORN	2,662	26,662		
11 GRAIN SORGHUM	30,717	36,354		
12 SOYBEANS	25,171	32,209		
13 SUNFLOWERS	140			
14 WHEAT	65,851	59,474		
15 HAY AND FORAGE	17,230	3,836		
16 OTHER CROP	1,456	-518		
17 GOVERNMENT PAYMENTS	15,923	20,636		
18 CROP INSURANCE PROCEEDS	2,974	5,897		
19 MACHINE WORK	4,841	12,232		
20 OTHER INCOME	8,571	4,586		
21 VALUE OF FARM PRODUCTION	\$ 256,461	\$ 319,417		
22 HIRED LABOR	7,962	41,832		
23 MACHINERY REPAIRS	19,347	19,003		
24 IRRIGATION REPAIRS	21	395		
25 BUILDING REPAIRS	368	3,926		
26 INTEREST PAID	19,590	19,857		
27 SEED-OTHER CROP EXPENSE	12,654	16,030		
28 CROP INSURANCE	3,662	4,867		
29 FERTILIZER-LIME	28,638	29,423		
30 MACHINE HIRE	17,791	12,021		
31 ORGANIZATION FEE, PUBLICATION	2,356	3,491		
32 VET-MED-DRUGS	8,963	10,868		
33 CROP STORAGE-MARKETING	600	778		
34 LIVESTOCK MARKETING-BREEDING	5,464	4,758		
35 DAIRY EXPENSE	5,483	12,524		
36 GAS-FUEL-OIL	14,408	13,401		
37 IRRIGATION ENERGY	397	1,148		
38 REAL ESTATE TAXES	2,784	4,510		
39 PERSONAL PROPERTY TAXES	425	496		
40 GENERAL FARM INSURANCE	3,545	4,255		
41 UTILITIES	5,191	12,162		
42 CASH FARM RENT	16,270	20,494		
43 HERBICIDE-INSECTICIDE	13,601	15,082		
44 CONSERVATION	97	353		
45 AUTO EXPENSE	2,310	1,112		
46 TOTAL OPERATING EXPENSE	\$ 191,929	\$ 252,787		
47 DEPRECIATION-MACHINERY	20,950	25,158		
48 DEPRECIATION-BUILDINGS	2,342	6,238		
49 TOTAL FARM EXPENSE	\$ 215,221	\$ 284,182		
50 NET FARM INCOME	\$ 41,240	\$ 35,234		
51 UNPAID FAMILY LABOR	563	614		
52 UNPAID OPERATOR LABOR	27,675	24,791		
53 MANAGEMENT CHARGE	11,099	11,442		
54 CURRENT ASSET CHARGE - 8%	11,507	9,979		
55 NONCURRENT ASSET CHARGE - 8%	20,841	26,570		
56 RETURN LABOR-MANAGEMENT	8,329	-1,928		
57 RETURN TO CAPITAL	21,494	18,245		
58 ASSET TURNOVER RATIO	.3486	.4082		
59 OPERATING PROFIT MARGIN RATIO	.0838	.0571		
60 % RETURN ON ASSETS	.0292	.0233		
61 % RETURN ON EQUITY	.0047	-.0035		
62 TOTAL EXPENSE RATIO	.8392	.8897		
63 ADJUSTED TOTAL EXPENSE RATIO	.9926	1.0050		
64 ECONOMIC TOTAL EXPENSE RATIO	1.1187	1.1195		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	268,108	264,539	268,247	289,808
66 NONCURRENT ASSETS	454,373	484,429	488,931	517,844
67 CURRENT LIABILITIES	117,931	127,029	137,526	171,060
68 NONCURRENT LIABILITIES	205,300	212,467	169,845	172,683
69 CURRENT RATIO	2.27	2.08	1.95	1.69
70 DEBT TO ASSET RATIO	.45	.45	.41	.43



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2006 DATA - NC KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY AGE OF OPERATOR

41 - 45  
24 FARMS

46 - 50  
40 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	43,061		70,318	
2 DAIRY AND MILK	9,900		11,548	
3 SHEEP	902			
4 SWINE	18,918		404	
5 POULTRY AND EGGS	5		-1	
6 OTHER LIVESTOCK	1,067		1,503	
7 CUSTOM FEEDING	175			
8 FEED PURCHASED	-25,142		-24,299	
9 LIVESTOCK INCOME	\$ 48,887		\$ 59,474	
10 CORN	8,176		16,200	
11 GRAIN SORGHUM	25,409		28,404	
12 SOYBEANS	22,591		38,582	
13 SUNFLOWERS	1,039			
14 WHEAT	74,771		67,986	
15 HAY AND FORAGE	24,970		20,213	
16 OTHER CROP	835		2,048	
17 GOVERNMENT PAYMENTS	16,633		20,510	
18 CROP INSURANCE PROCEEDS	6,342		7,723	
19 MACHINE WORK	8,000		2,154	
20 OTHER INCOME	4,768		5,393	
21 VALUE OF FARM PRODUCTION	\$ 242,422		\$ 268,686	
22 HIRED LABOR	7,877		6,097	
23 MACHINERY REPAIRS	23,288		19,768	
24 IRRIGATION REPAIRS	269		250	
25 BUILDING REPAIRS	1,956		2,146	
26 INTEREST PAID	18,049		21,298	
27 SEED-OTHER CROP EXPENSE	14,180		17,114	
28 CROP INSURANCE	4,281		6,936	
29 FERTILIZER-LIME	32,119		33,418	
30 MACHINE HIRE	9,956		11,163	
31 ORGANIZATION FEE, PUBLICATION	2,608		2,982	
32 VET-MED-DRUGS	3,399		5,346	
33 CROP STORAGE-MARKETING	977		829	
34 LIVESTOCK MARKETING-BREEDING	2,562		4,326	
35 DAIRY EXPENSE	2,197		1,050	
36 GAS-FUEL-OIL	18,787		17,994	
37 IRRIGATION ENERGY	23			
38 REAL ESTATE TAXES	2,814		3,717	
39 PERSONAL PROPERTY TAXES	722		1,194	
40 GENERAL FARM INSURANCE	4,449		4,967	
41 UTILITIES	4,727		4,459	
42 CASH FARM RENT	15,478		22,670	
43 HERBICIDE-INSECTICIDE	12,659		14,643	
44 CONSERVATION	300		1,133	
45 AUTO EXPENSE	1,319		1,087	
46 TOTAL OPERATING EXPENSE	\$ 184,998		\$ 204,586	
47 DEPRECIATION-MACHINERY	20,821		21,203	
48 DEPRECIATION-BUILDINGS	1,439		2,350	
49 TOTAL FARM EXPENSE	\$ 207,259		\$ 228,138	
50 NET FARM INCOME	\$ 35,163		\$ 40,548	
51 UNPAID FAMILY LABOR			225	
52 UNPAID OPERATOR LABOR	25,875		28,350	
53 MANAGEMENT CHARGE	10,185		11,545	
54 CURRENT ASSET CHARGE - 8%	9,769		13,263	
55 NONCURRENT ASSET CHARGE - 8%	22,297		26,110	
56 RETURN LABOR-MANAGEMENT	3,097		950	
57 RETURN TO CAPITAL	17,153		21,726	
58 ASSET TURNOVER RATIO	.3374		.3299	
59 OPERATING PROFIT MARGIN RATIO	.0708		.0809	
60 % RETURN ON ASSETS	.0239		.0267	
61 % RETURN ON EQUITY	-.0022		.0009	
62 TOTAL EXPENSE RATIO	.8550		.8491	
63 ADJUSTED TOTAL EXPENSE RATIO	1.0037		.9984	
64 ECONOMIC TOTAL EXPENSE RATIO	1.1360		1.1449	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	218,254	218,264	285,483	294,778
66 NONCURRENT ASSETS	500,682	499,824	517,968	530,785
67 CURRENT LIABILITIES	106,221	86,082	120,480	128,202
68 NONCURRENT LIABILITIES	220,417	222,655	198,417	197,596
69 CURRENT RATIO	2.05	2.54	2.37	2.30
70 DEBT TO ASSET RATIO	.45	.43	.40	.39



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2006 DATA - NC KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY AGE OF OPERATOR

51 - 55  
69 FARMS

56 - 60  
42 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	62,556	120,281		
2 DAIRY AND MILK	16,632	11,210		
3 SHEEP	570			
4 SWINE	11,655	1,370		
5 POULTRY AND EGGS	8	-1		
6 OTHER LIVESTOCK	-72	-1,495		
7 CUSTOM FEEDING	1,302	8,705		
8 FEED PURCHASED	-23,682	-74,663		
9 LIVESTOCK INCOME	\$ 68,969	\$ 65,407		
10 CORN	16,239	7,796		
11 GRAIN SORGHUM	27,963	35,938		
12 SOYBEANS	30,051	30,527		
13 SUNFLOWERS	451	817		
14 WHEAT	87,690	88,046		
15 HAY AND FORAGE	18,050	39,210		
16 OTHER CROP	5,457	2,105		
17 GOVERNMENT PAYMENTS	20,379	21,674		
18 CROP INSURANCE PROCEEDS	7,924	5,833		
19 MACHINE WORK	8,799	10,948		
20 OTHER INCOME	5,809	9,232		
21 VALUE OF FARM PRODUCTION	\$ 297,781	\$ 317,533		
22 HIRED LABOR	12,452	23,339		
23 MACHINERY REPAIRS	21,918	28,403		
24 IRRIGATION REPAIRS	225	518		
25 BUILDING REPAIRS	1,071	2,069		
26 INTEREST PAID	20,150	26,843		
27 SEED-OTHER CROP EXPENSE	17,657	15,543		
28 CROP INSURANCE	6,076	5,448		
29 FERTILIZER-LIME	39,396	34,904		
30 MACHINE HIRE	8,101	13,744		
31 ORGANIZATION FEE, PUBLICATION	3,057	3,249		
32 VET-MED-DRUGS	4,523	5,816		
33 CROP STORAGE-MARKETING	429	2,512		
34 LIVESTOCK MARKETING-BREEDING	3,424	3,351		
35 DAIRY EXPENSE	2,519	894		
36 GAS-FUEL-OIL	18,887	23,363		
37 IRRIGATION ENERGY	72	565		
38 REAL ESTATE TAXES	5,010	5,221		
39 PERSONAL PROPERTY TAXES	869	1,273		
40 GENERAL FARM INSURANCE	4,839	4,893		
41 UTILITIES	5,662	6,372		
42 CASH FARM RENT	26,278	28,399		
43 HERBICIDE-INSECTICIDE	17,785	18,188		
44 CONSERVATION	784	320		
45 AUTO EXPENSE	1,074	902		
46 TOTAL OPERATING EXPENSE	\$ 222,257	\$ 256,129		
47 DEPRECIATION-MACHINERY	22,915	25,523		
48 DEPRECIATION-BUILDINGS	2,410	2,313		
49 TOTAL FARM EXPENSE	\$ 247,582	\$ 283,966		
50 NET FARM INCOME	\$ 50,200	\$ 33,567		
51 UNPAID FAMILY LABOR	1,076	1,500		
52 UNPAID OPERATOR LABOR	28,409	26,293		
53 MANAGEMENT CHARGE	13,465	12,088		
54 CURRENT ASSET CHARGE - 8%	11,114	13,907		
55 NONCURRENT ASSET CHARGE - 8%	34,212	32,754		
56 RETURN LABOR-MANAGEMENT	3,798	-14,594		
57 RETURN TO CAPITAL	27,400	20,530		
58 ASSET TURNOVER RATIO	.3352	.2923		
59 OPERATING PROFIT MARGIN RATIO	.0920	.0647		
60 % RETURN ON ASSETS	.0308	.0189		
61 % RETURN ON EQUITY	.0128	-.0108		
62 TOTAL EXPENSE RATIO	.8314	.8943		
63 ADJUSTED TOTAL EXPENSE RATIO	.9757	1.0199		
64 ECONOMIC TOTAL EXPENSE RATIO	1.1279	1.1668		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	259,760	271,864	443,007	426,860
66 NONCURRENT ASSETS	609,672	635,379	642,659	659,918
67 CURRENT LIABILITIES	126,688	127,080	269,156	253,039
68 NONCURRENT LIABILITIES	196,181	193,577	240,459	243,260
69 CURRENT RATIO	2.05	2.14	1.65	1.69
70 DEBT TO ASSET RATIO	.37	.35	.47	.46



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2006 DATA - NC KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY AGE OF OPERATOR

61 - 65  
37 FARMS

66 - 70  
16 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	70,550	48,758	
2 DAIRY AND MILK	10,365	25,059	
3 SHEEP			
4 SWINE	2,182		
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	282		
7 CUSTOM FEEDING	1,833	153	
8 FEED PURCHASED	-28,900	-18,776	
9 LIVESTOCK INCOME	\$ 56,312	\$ 55,195	
10 CORN	15,110	1,918	
11 GRAIN SORGHUM	41,485	28,565	
12 SOYBEANS	44,160	19,278	
13 SUNFLOWERS	2,536	34	
14 WHEAT	96,098	59,642	
15 HAY AND FORAGE	10,966	6,851	
16 OTHER CROP	6,995	42	
17 GOVERNMENT PAYMENTS	23,754	14,388	
18 CROP INSURANCE PROCEEDS	8,603	3,138	
19 MACHINE WORK	3,316	223	
20 OTHER INCOME	7,218	1,860	
21 VALUE OF FARM PRODUCTION	\$ 316,554	\$ 191,134	
22 HIRED LABOR	13,082	5,514	
23 MACHINERY REPAIRS	22,919	15,957	
24 IRRIGATION REPAIRS	328	931	
25 BUILDING REPAIRS	885	828	
26 INTEREST PAID	21,992	8,075	
27 SEED-OTHER CROP EXPENSE	18,489	11,118	
28 CROP INSURANCE	7,785	3,971	
29 FERTILIZER-LIME	36,911	17,398	
30 MACHINE HIRE	9,012	6,526	
31 ORGANIZATION FEE, PUBLICATION	4,221	1,916	
32 VET-MED-DRUGS	4,368	4,003	
33 CROP STORAGE-MARKETING	117	205	
34 LIVESTOCK MARKETING-BREEDING	2,052	4,934	
35 DAIRY EXPENSE	4,330	1,039	
36 GAS-FUEL-OIL	20,742	13,322	
37 IRRIGATION ENERGY	897	194	
38 REAL ESTATE TAXES	6,296	4,634	
39 PERSONAL PROPERTY TAXES	1,054	420	
40 GENERAL FARM INSURANCE	5,704	3,368	
41 UTILITIES	4,660	4,143	
42 CASH FARM RENT	24,582	15,116	
43 HERBICIDE-INSECTICIDE	16,181	10,174	
44 CONSERVATION	646	40	
45 AUTO EXPENSE	1,133	668	
46 TOTAL OPERATING EXPENSE	\$ 228,384	\$ 134,493	
47 DEPRECIATION-MACHINERY	29,244	16,226	
48 DEPRECIATION-BUILDINGS	1,795	1,421	
49 TOTAL FARM EXPENSE	\$ 259,423	\$ 152,140	
50 NET FARM INCOME	\$ 57,131	\$ 38,994	
51 UNPAID FAMILY LABOR	669	1,688	
52 UNPAID OPERATOR LABOR	30,065	24,975	
53 MANAGEMENT CHARGE	15,046	10,440	
54 CURRENT ASSET CHARGE - 8%	12,269	13,357	
55 NONCURRENT ASSET CHARGE - 8%	51,943	42,409	
56 RETURN LABOR-MANAGEMENT	-7,750	-18,460	
57 RETURN TO CAPITAL	33,344	9,966	
58 ASSET TURNOVER RATIO	.2766	.2299	
59 OPERATING PROFIT MARGIN RATIO	.1053	.0521	
60 % RETURN ON ASSETS	.0291	.0120	
61 % RETURN ON EQUITY	.0141	.0027	
62 TOTAL EXPENSE RATIO	.8195	.7960	
63 ADJUSTED TOTAL EXPENSE RATIO	.9641	.9901	
64 ECONOMIC TOTAL EXPENSE RATIO	1.1670	1.2819	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
65 CURRENT ASSETS	302,764	325,186	243,936
66 NONCURRENT ASSETS	809,429	851,441	595,931
67 CURRENT LIABILITIES	151,011	170,224	85,246
68 NONCURRENT LIABILITIES	177,023	185,270	64,498
69 CURRENT RATIO	2.00	1.91	2.86
70 DEBT TO ASSET RATIO	.29	.30	.18



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2006 DATA - NC KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY AGE OF OPERATOR

> 70  
19 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	14,137		
2 DAIRY AND MILK			
3 SHEEP			
4 SWINE			
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	26		
7 CUSTOM FEEDING			
8 FEED PURCHASED	-2,269		
9 LIVESTOCK INCOME	\$ 11,895		
10 CORN	2,420		
11 GRAIN SORGHUM	13,187		
12 SOYBEANS	14,382		
13 SUNFLOWERS	34		
14 WHEAT	58,926		
15 HAY AND FORAGE	2,453		
16 OTHER CROP	3,181		
17 GOVERNMENT PAYMENTS	10,703		
18 CROP INSURANCE PROCEEDS	744		
19 MACHINE WORK	787		
20 OTHER INCOME	1,572		
21 VALUE OF FARM PRODUCTION	\$ 120,283		
22 HIRED LABOR	1,186		
23 MACHINERY REPAIRS	11,312		
24 IRRIGATION REPAIRS	635		
25 BUILDING REPAIRS	898		
26 INTEREST PAID	5,219		
27 SEED-OTHER CROP EXPENSE	8,249		
28 CROP INSURANCE	2,415		
29 FERTILIZER-LIME	15,421		
30 MACHINE HIRE	5,144		
31 ORGANIZATION FEE, PUBLICATION	1,566		
32 VET-MED-DRUGS	424		
33 CROP STORAGE-MARKETING	319		
34 LIVESTOCK MARKETING-BREEDING	316		
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	8,091		
37 IRRIGATION ENERGY	47		
38 REAL ESTATE TAXES	5,243		
39 PERSONAL PROPERTY TAXES	228		
40 GENERAL FARM INSURANCE	2,963		
41 UTILITIES	2,635		
42 CASH FARM RENT	5,909		
43 HERBICIDE-INSECTICIDE	4,963		
44 CONSERVATION	243		
45 AUTO EXPENSE	1,384		
46 TOTAL OPERATING EXPENSE	\$ 84,811		
47 DEPRECIATION-MACHINERY	9,555		
48 DEPRECIATION-BUILDINGS	521		
49 TOTAL FARM EXPENSE	\$ 94,886		
50 NET FARM INCOME	\$ 25,397		
51 UNPAID FAMILY LABOR	474		
52 UNPAID OPERATOR LABOR	18,474		
53 MANAGEMENT CHARGE	6,820		
54 CURRENT ASSET CHARGE - 8%	7,660		
55 NONCURRENT ASSET CHARGE - 8%	43,972		
56 RETURN LABOR-MANAGEMENT	-26,709		
57 RETURN TO CAPITAL	4,848		
58 ASSET TURNOVER RATIO	.1651		
59 OPERATING PROFIT MARGIN RATIO	.0403		
60 % RETURN ON ASSETS	.0067		
61 % RETURN ON EQUITY	-.0006		
62 TOTAL EXPENSE RATIO	.7889		
63 ADJUSTED TOTAL EXPENSE RATIO	1.0031		
64 ECONOMIC TOTAL EXPENSE RATIO	1.4323		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1                      DECEMBER 31	JANUARY 1                      DECEMBER 31	
65 CURRENT ASSETS	128,896	135,665	
66 NONCURRENT ASSETS	595,972	596,609	
67 CURRENT LIABILITIES	34,630	38,431	
68 NONCURRENT LIABILITIES	46,961	46,318	
69 CURRENT RATIO	3.72	3.53	
70 DEBT TO ASSET RATIO	.11	.12	

