

Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - NC KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY OWNERSHIP TYPE

CORPORATIONS
26 FARMS

PARTNERSHIP - PARTOWNER
12 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	58,029	72,986		
2 DAIRY AND MILK	72,076	33,412		
3 SHEEP				
4 SWINE	13,954	7,937		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	38	-1,056		
7 CUSTOM FEEDING	270	24,429		
8 FEED PURCHASED	-25,711	-33,327		
9 LIVESTOCK INCOME	\$ 118,656	\$ 104,381		
10 CORN	45,053	30,036		
11 GRAIN SORGHUM	64,324	75,657		
12 SOYBEANS	80,160	34,937		
13 SUNFLOWERS	3,039	140		
14 WHEAT	130,132	112,183		
15 HAY AND FORAGE	37,459	20,413		
16 OTHER CROP	2,826	7,367		
17 GOVERNMENT PAYMENTS	35,451	23,872		
18 CROP INSURANCE PROCEEDS	12,218	11,360		
19 MACHINE WORK	11,596	5,838		
20 OTHER INCOME	7,264	-12,154		
21 VALUE OF FARM PRODUCTION	\$ 548,179	\$ 414,030		
22 HIRED LABOR	55,546	14,266		
23 MACHINERY REPAIRS	39,589	24,488		
24 IRRIGATION REPAIRS	728	172		
25 BUILDING REPAIRS	2,995	1,627		
26 INTEREST PAID	29,212	26,999		
27 SEED-OTHER CROP EXPENSE	33,536	19,160		
28 CROP INSURANCE	11,864	8,962		
29 FERTILIZER-LIME	59,553	44,902		
30 MACHINE HIRE	15,973	13,098		
31 ORGANIZATION FEE, PUBLICATION	5,851	3,134		
32 VET-MED-DRUGS	8,329	8,917		
33 CROP STORAGE-MARKETING	2,783	5,400		
34 LIVESTOCK MARKETING-BREEDING	3,621	5,906		
35 DAIRY EXPENSE	7,848	1,385		
36 GAS-FUEL-OIL	32,952	25,838		
37 IRRIGATION ENERGY	591	340		
38 REAL ESTATE TAXES	6,036	4,706		
39 PERSONAL PROPERTY TAXES	2,156	973		
40 GENERAL FARM INSURANCE	9,437	7,886		
41 UTILITIES	13,826	11,781		
42 CASH FARM RENT	61,883	25,654		
43 HERBICIDE-INSECTICIDE	28,781	23,928		
44 CONSERVATION	1,293	362		
45 AUTO EXPENSE	118	1,227		
46 TOTAL OPERATING EXPENSE	\$ 434,501	\$ 281,112		
47 DEPRECIATION-MACHINERY	41,016	32,755		
48 DEPRECIATION-BUILDINGS	4,690	4,500		
49 TOTAL FARM EXPENSE	\$ 480,208	\$ 318,367		
50 NET FARM INCOME	\$ 67,972	\$ 95,663		
51 UNPAID FAMILY LABOR	1,385	563		
52 UNPAID OPERATOR LABOR	38,319	44,325		
53 MANAGEMENT CHARGE	19,962	22,311		
54 CURRENT ASSET CHARGE - 8%	15,488	15,055		
55 NONCURRENT ASSET CHARGE - 8%	21,342	42,729		
56 RETURN LABOR-MANAGEMENT	29,757	37,316		
57 RETURN TO CAPITAL	37,519	55,464		
58 ASSET TURNOVER RATIO	.6085	.3314		
59 OPERATING PROFIT MARGIN RATIO	.0684	.1340		
60 % RETURN ON ASSETS	.0416	.0444		
61 % RETURN ON EQUITY	.0180	.0394		
62 TOTAL EXPENSE RATIO	.8760	.7689		
63 ADJUSTED TOTAL EXPENSE RATIO	.9848	.9313		
64 ECONOMIC TOTAL EXPENSE RATIO	1.0520	1.0708		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1 DECEMBER 31	JANUARY 1 DECEMBER 31		
65 CURRENT ASSETS	356,178	388,616	383,668	408,666
66 NONCURRENT ASSETS	526,475	530,467	850,503	855,557
67 CURRENT LIABILITIES	161,936	195,653	215,557	200,396
68 NONCURRENT LIABILITIES	279,339	244,047	318,403	319,440
69 CURRENT RATIO	2.20	1.99	1.78	2.04
70 DEBT TO ASSET RATIO	.50	.48	.43	.41

Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - NC KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY OWNERSHIP TYPE

PARTNERSHIP - TENANT
10 FARMS

SINGLE - OWNER
10 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	97,058	51,201		
2 DAIRY AND MILK	13,567	36,989		
3 SHEEP				
4 SWINE	12,628	9,294		
5 POULTRY AND EGGS	55			
6 OTHER LIVESTOCK	-68	200		
7 CUSTOM FEEDING	1,245			
8 FEED PURCHASED	-33,250	-37,454		
9 LIVESTOCK INCOME	\$ 91,236	\$ 60,230		
10 CORN	45,218	4,436		
11 GRAIN SORGHUM	25,843	33,955		
12 SOYBEANS	46,981	13,965		
13 SUNFLOWERS	530			
14 WHEAT	78,636	56,484		
15 HAY AND FORAGE	5,652	20,715		
16 OTHER CROP	5,930	4,728		
17 GOVERNMENT PAYMENTS	22,159	13,090		
18 CROP INSURANCE PROCEEDS	5,276	4,864		
19 MACHINE WORK	14,212	1,892		
20 OTHER INCOME	7,583	4,359		
21 VALUE OF FARM PRODUCTION	\$ 349,255	\$ 218,718		
22 HIRED LABOR	9,543	816		
23 MACHINERY REPAIRS	22,734	18,650		
24 IRRIGATION REPAIRS	1,857	351		
25 BUILDING REPAIRS	294	847		
26 INTEREST PAID	21,047	18,155		
27 SEED-OTHER CROP EXPENSE	21,497	11,878		
28 CROP INSURANCE	6,424	3,551		
29 FERTILIZER-LIME	42,692	19,170		
30 MACHINE HIRE	6,833	6,953		
31 ORGANIZATION FEE, PUBLICATION	3,120	1,849		
32 VET-MED-DRUGS	5,686	2,808		
33 CROP STORAGE-MARKETING	1,409	826		
34 LIVESTOCK MARKETING-BREEDING	11,176	6,576		
35 DAIRY EXPENSE	886	14,867		
36 GAS-FUEL-OIL	21,891	10,387		
37 IRRIGATION ENERGY				
38 REAL ESTATE TAXES	1,920	6,451		
39 PERSONAL PROPERTY TAXES	1,386	514		
40 GENERAL FARM INSURANCE	6,588	3,751		
41 UTILITIES	5,378	3,678		
42 CASH FARM RENT	56,252	7,230		
43 HERBICIDE-INSECTICIDE	20,371	7,724		
44 CONSERVATION	39	8		
45 AUTO EXPENSE	189	1,913		
46 TOTAL OPERATING EXPENSE	\$ 269,212	\$ 148,953		
47 DEPRECIATION-MACHINERY	23,996	13,789		
48 DEPRECIATION-BUILDINGS	1,094	3,013		
49 TOTAL FARM EXPENSE	\$ 294,302	\$ 165,754		
50 NET FARM INCOME	\$ 54,954	\$ 52,964		
51 UNPAID FAMILY LABOR	675	2,700		
52 UNPAID OPERATOR LABOR	44,820	21,060		
53 MANAGEMENT CHARGE	15,507	11,961		
54 CURRENT ASSET CHARGE - 8%	12,969	17,366		
55 NONCURRENT ASSET CHARGE - 8%	9,408	40,492		
56 RETURN LABOR-MANAGEMENT	31,902	-7,593		
57 RETURN TO CAPITAL	14,998	35,399		
58 ASSET TURNOVER RATIO	.5686	.2165		
59 OPERATING PROFIT MARGIN RATIO	.0429	.1618		
60 % RETURN ON ASSETS	.0244	.0350		
61 % RETURN ON EQUITY	-.0216	.0238		
62 TOTAL EXPENSE RATIO	.8427	.7578		
63 ADJUSTED TOTAL EXPENSE RATIO	1.0173	.9212		
64 ECONOMIC TOTAL EXPENSE RATIO	1.0814	1.1857		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	367,030	340,695	278,547	323,610
66 NONCURRENT ASSETS	257,499	263,247	712,724	705,832
67 CURRENT LIABILITIES	222,828	160,682	99,112	68,896
68 NONCURRENT LIABILITIES	126,264	159,273	180,780	225,488
69 CURRENT RATIO	1.65	2.12	2.81	4.70
70 DEBT TO ASSET RATIO	.56	.53	.28	.29

Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - NC KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY OWNERSHIP TYPE

SINGLE - PARTOWNER
195 FARMS

SINGLE - TENANT
18 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	70,935	17,485		
2 DAIRY AND MILK	10,591	16,493		
3 SHEEP	313			
4 SWINE	3,771			
5 POULTRY AND EGGS	1	-4		
6 OTHER LIVESTOCK	142			
7 CUSTOM FEEDING	1,128	93		
8 FEED PURCHASED	-34,592	-7,861		
9 LIVESTOCK INCOME	\$ 52,290	\$ 26,207		
10 CORN	7,489	3,287		
11 GRAIN SORGHUM	24,443	26,959		
12 SOYBEANS	25,623	21,642		
13 SUNFLOWERS	518			
14 WHEAT	73,708	57,440		
15 HAY AND FORAGE	14,751	41,795		
16 OTHER CROP	2,376	9,323		
17 GOVERNMENT PAYMENTS	18,098	12,164		
18 CROP INSURANCE PROCEEDS	5,505	6,203		
19 MACHINE WORK	5,286	6,424		
20 OTHER INCOME	7,587	-11,367		
21 VALUE OF FARM PRODUCTION	\$ 237,674	\$ 200,075		
22 HIRED LABOR	7,523	13,160		
23 MACHINERY REPAIRS	19,523	16,821		
24 IRRIGATION REPAIRS	273	144		
25 BUILDING REPAIRS	1,428	1,097		
26 INTEREST PAID	18,548	13,356		
27 SEED-OTHER CROP EXPENSE	13,197	15,031		
28 CROP INSURANCE	4,805	4,140		
29 FERTILIZER-LIME	30,198	19,659		
30 MACHINE HIRE	9,029	13,175		
31 ORGANIZATION FEE, PUBLICATION	2,500	4,979		
32 VET-MED-DRUGS	4,494	1,543		
33 CROP STORAGE-MARKETING	500	318		
34 LIVESTOCK MARKETING-BREEDING	2,762	504		
35 DAIRY EXPENSE	1,491	975		
36 GAS-FUEL-OIL	16,457	14,129		
37 IRRIGATION ENERGY	329	7		
38 REAL ESTATE TAXES	4,754	2,974		
39 PERSONAL PROPERTY TAXES	728	686		
40 GENERAL FARM INSURANCE	3,877	3,814		
41 UTILITIES	3,961	4,525		
42 CASH FARM RENT	16,493	11,228		
43 HERBICIDE-INSECTICIDE	12,755	15,798		
44 CONSERVATION	549	489		
45 AUTO EXPENSE	1,248	1,316		
46 TOTAL OPERATING EXPENSE	\$ 177,422	\$ 159,871		
47 DEPRECIATION-MACHINERY	20,010	18,696		
48 DEPRECIATION-BUILDINGS	1,807	1,692		
49 TOTAL FARM EXPENSE	\$ 199,239	\$ 180,259		
50 NET FARM INCOME	\$ 38,435	\$ 19,816		
51 UNPAID FAMILY LABOR	738			
52 UNPAID OPERATOR LABOR	24,438	21,600		
53 MANAGEMENT CHARGE	11,008	6,719		
54 CURRENT ASSET CHARGE - 8%	12,047	-1,464		
55 NONCURRENT ASSET CHARGE - 8%	38,711	14,146		
56 RETURN LABOR-MANAGEMENT	-13,061	7,133		
57 RETURN TO CAPITAL	20,798	4,853		
58 ASSET TURNOVER RATIO	.2517	.4987		
59 OPERATING PROFIT MARGIN RATIO	.0875	.0243		
60 % RETURN ON ASSETS	.0220	.0121		
61 % RETURN ON EQUITY	.0035	-.0536		
62 TOTAL EXPENSE RATIO	.8383	.9010		
63 ADJUSTED TOTAL EXPENSE RATIO	.9905	1.0425		
64 ECONOMIC TOTAL EXPENSE RATIO	1.2041	1.1059		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1 DECEMBER 31	JANUARY 1 DECEMBER 31		
65 CURRENT ASSETS	285,441	287,206	97,109	107,633
66 NONCURRENT ASSETS	646,748	669,242	285,740	311,940
67 CURRENT LIABILITIES	134,486	136,994	129,378	111,956
68 NONCURRENT LIABILITIES	176,423	171,784	85,312	158,705
69 CURRENT RATIO	2.12	2.10	.75	.96
70 DEBT TO ASSET RATIO	.33	.32	.56	.65

Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - NC KANSAS
ANALYSIS OF THE FARM BUSINESS
SORTED BY OWNERSHIP TYPE

SINGLE - PARTOWNER

SINGLE - TENANT

AVERAGE ASSET & NET WORTH VALUES													
71	BREEDING LIVESTOCK									62,216	32,373		
72	MACHINERY AND EQUIPMENT									59,574	51,456		
73	MOTOR VEHICLES & LISTED PROPE									97,380	78,408		
74	BUILDINGS									17,542	20,018		
75	OWNED LAND									466,167	139,913		
76	TOTAL ASSETS									944,319	401,211		
77	NET WORTH									634,475	158,535		
LABOR													
78	NUMBER OF OPERATORS									.90	.80		
79	NUMBER OF WORKERS									1.18	1.16		
80	TOTAL WORK DAYS									339	233		
81	VALUE FARM PRODUCTION/WORKER									201,157	171,492		
82	NET FARM INCOME/WORKER									32,530	16,985		
PER OPERATOR BASIS													
83	TOTAL ASSETS									1,043,298	501,514		
84	VALUE OF FARM PRODUCTION									262,586	250,093		
85	NET FARM INCOME									42,464	24,770		
OTHER FACTORS													
86	% CROP ACRES IRRIGATED									1.79	.43		
87	% TILLABLE LAND									60.38	82.80		
88	CROP MACH COST/TOT EXPENSE(%)									30.23	32.14		
ACRES													
		TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
89	TOTAL ACRES	1715	195	554	195	1161	195	1027	18			1027	18
90	NON-IRRIGATED CROP ACRES	1017	195	357	191	681	191	896	17			896	17
91	IRRIGATED CROP ACRES	157	23	150	11	103	19						
92	TOTAL CROP ACRES	1035	195	366	191	691	191	900	17			900	17
93	PASTURE ACRES	801	162	239	152	649	144	384	8			384	8
94	FARMSTEAD ACRES	41	68	27	66	43	23						
CROP VALUE, COSTS, ACRES													
		TOTAL		PER CROP ACRE		PER HARV. ACRE		TOTAL		PER CROP ACRE		PER HARV. ACRE	
95	ACRES			1035		1048				850		883	
96	CROP MACHINERY INVESTMENT	130,816		126.36		124.87		104,835		123.33		118.70	
97	CROP MACHINERY COST	60,229		58.18		57.49		57,938		68.16		65.60	
98	GROSS CROP VALUE	219,126		211.66		209.17		202,451		224.95		216.50	
99	CROP PRODUCTION COSTS	140,042		135.27		133.68		137,856		162.18		156.09	
NON-IRRIGATED ACRES													
		CNT	AVE.	OWNED		RENTED		AVE.		OWNED		RENTED	
			ACRES	ACRES	YIELD	ACRES	YIELD	CNT	ACRES	ACRES	YIELD	ACRES	YIELD
100	CORN	63	127	80	63.8	91	64.8	6	87			87	59.1
101	GRAIN SORGHUM	156	193	80	63.5	156	62.9	14	219			219	65.9
102	SOYBEANS	137	237	100	27.6	175	29.3	12	231			231	23.2
103	SUNFLOWERS	7	102	38	9.9	112	15.3						
104	WHEAT	188	494	172	42.8	354	41.8	16	438			438	43.7
105	OTHER CROPS	23	83	45		95							
106	ALFALFA	140	77	50	2.6	67	2.5	10	132			132	4.2
107	OTHER HAY & FORAGE	162	147	77		101		11	89			89	
108	VEGETABLES												
109	TRUCK CROPS												
110	FRUIT - FLOWERS - TREES												
IRRIGATED ACRES													
		CNT	AVE.	OWNED		RENTED		AVE.		OWNED		RENTED	
			ACRES	ACRES	YIELD	ACRES	YIELD	CNT	ACRES	ACRES	YIELD	ACRES	YIELD
111	CORN	11	105	84	149.9	72	148.6						
112	GRAIN SORGHUM	6	43			35	79.7						
113	SOYBEANS	18	72	64	41.7	56	41.0						
114	SUNFLOWERS												
115	WHEAT	4	111	81	46.9								
116	OTHER CROPS												
117	ALFALFA	5	39										
118	OTHER HAY & FORAGE	5	55										
119	VEGETABLES												
120	TRUCK CROPS												
121	FRUIT - FLOWERS - TREES												
AVERAGE LIVESTOCK INVENTORIES AND SALES													
122	BEEF COWS									49	22		
123	DAIRY COWS									3	6		
124	EWES									3			
125	SOWS									4			
126	BEEF PURCH. FOR RESALE SALES									157	2		
127	SWINE PURCH. FOR RESALE SALES									5			
128	TURKEYS												