

## 2006 Kansas Farm Management Associations

2006 DATA - NC KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY ECON. TOTAL EXPENSE RATIO

### Annual ProfitLink Summary

HIGH 25%  
65 FARMS

HIGH MIDDLE  
65 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	83,915		60,193	
2 DAIRY AND MILK	12,528		23,546	
3 SHEEP	213		154	
4 SWINE	1,943		5,708	
5 POULTRY AND EGGS	-1			
6 OTHER LIVESTOCK	-1,079		-162	
7 CUSTOM FEEDING	1,591		307	
8 FEED PURCHASED	-61,392		-28,214	
9 LIVESTOCK INCOME	\$ 37,717		\$ 61,533	
10 CORN	1,690		10,460	
11 GRAIN SORGHUM	11,552		18,978	
12 SOYBEANS	10,402		23,598	
13 SUNFLOWERS	375		-18	
14 WHEAT	43,553		71,981	
15 HAY AND FORAGE	6,806		10,207	
16 OTHER CROP	2,542		2,988	
17 GOVERNMENT PAYMENTS	12,810		17,298	
18 CROP INSURANCE PROCEEDS	5,126		7,041	
19 OTHER INCOME	4,131		9,722	
20 VALUE OF FARM PRODUCTION	\$ 136,703		\$ 233,788	
21 HIRED LABOR	3,901		11,564	
22 MACHINERY REPAIRS	15,338		18,645	
23 IRRIGATION REPAIRS	473		180	
24 BUILDING REPAIRS	1,349		1,787	
25 INTEREST PAID	15,884		19,746	
26 SEED-OTHER CROP EXPENSE	8,580		14,831	
27 CROP INSURANCE	3,090		5,291	
28 FERTILIZER-LIME	21,303		30,321	
29 MACHINE HIRE	7,596		10,064	
30 ORGANIZATION FEE, PUBLICATION	1,979		2,976	
31 VET-MED-DRUGS	5,452		5,144	
32 CROP STORAGE-MARKETING	313		638	
33 LIVESTOCK MARKETING-BREEDING	2,556		2,901	
34 DAIRY EXPENSE	3,310		3,780	
35 GAS-FUEL-OIL	11,613		16,079	
36 IRRIGATION ENERGY	137		40	
37 REAL ESTATE TAXES	4,730		4,993	
38 PERSONAL PROPERTY TAXES	554		724	
39 GENERAL FARM INSURANCE	3,309		4,231	
40 UTILITIES	3,742		4,491	
41 CASH FARM RENT	10,818		13,520	
42 HERBICIDE-INSECTICIDE	7,794		12,090	
43 CONSERVATION	171		1,099	
44 AUTO EXPENSE	1,036		1,091	
45 TOTAL OPERATING EXPENSE	\$ 135,025		\$ 186,226	
46 DEPRECIATION-MACHINERY	15,653		21,976	
47 DEPRECIATION-BUILDINGS	1,655		2,472	
48 TOTAL FARM EXPENSE	\$ 152,333		\$ 210,674	
49 NET FARM INCOME	\$ -15,629		\$ 23,114	
50 UNPAID FAMILY LABOR	1,212		692	
51 UNPAID OPERATOR LABOR	23,428		24,300	
52 MANAGEMENT CHARGE	1,976		8,535	
53 CURRENT ASSET CHARGE - 8%	12,965		10,522	
54 NONCURRENT ASSET CHARGE - 8%	44,462		42,924	
55 RETURN LABOR-MANAGEMENT	-74,268		-31,024	
56 RETURN TO CAPITAL	-26,360		9,333	
57 ASSET TURNOVER RATIO	.1369		.2381	
58 OPERATING PROFIT MARGIN RATIO	-.1928		.0399	
59 % RETURN ON ASSETS	-.0264		.0095	
60 % RETURN ON EQUITY	-.0588		-.0156	
61 TOTAL EXPENSE RATIO	1.1143		.9011	
62 ADJUSTED TOTAL EXPENSE RATIO	1.3090		1.0445	
63 ECONOMIC TOTAL EXPENSE RATIO	1.7291		1.2732	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	332,820	301,027	270,813	262,655
65 NONCURRENT ASSETS	680,172	683,398	696,440	733,511
66 CURRENT LIABILITIES	155,004	154,717	135,387	135,027
67 NONCURRENT LIABILITIES	129,855	122,153	168,553	188,299
68 CURRENT RATIO	2.15	1.95	2.00	1.95
69 DEBT TO ASSET RATIO	.28	.28	.31	.32



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INCOME AND EXPENSE ANALYSIS  
SORTED BY ECON. TOTAL EXPENSE RATIO

### Annual ProfitLink Summary

LOW MIDDLE  
65 FARMS

LOW 25%  
63 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	57,121		60,227	
2 DAIRY AND MILK	10,619		14,215	
3 SHEEP	571			
4 SWINE	7,073		7,236	
5 POULTRY AND EGGS	10			
6 OTHER LIVESTOCK	430		993	
7 CUSTOM FEEDING	1,070		4,700	
8 FEED PURCHASED	-19,292		-18,726	
9 LIVESTOCK INCOME	\$ 57,602		\$ 68,645	
10 CORN	18,940		13,883	
11 GRAIN SORGHUM	30,696		60,997	
12 SOYBEANS	41,573		39,504	
13 SUNFLOWERS	-6		2,450	
14 WHEAT	78,125		113,406	
15 HAY AND FORAGE	14,175		37,670	
16 OTHER CROP	3,236		4,737	
17 GOVERNMENT PAYMENTS	20,459		24,326	
18 CROP INSURANCE PROCEEDS	4,564		8,560	
19 OTHER INCOME	11,422		15,906	
20 VALUE OF FARM PRODUCTION	\$ 280,787		\$ 390,083	
21 HIRED LABOR	8,810		16,621	
22 MACHINERY REPAIRS	19,591		27,324	
23 IRRIGATION REPAIRS	450		304	
24 BUILDING REPAIRS	1,038		1,235	
25 INTEREST PAID	14,958		24,373	
26 SEED-OTHER CROP EXPENSE	19,956		17,739	
27 CROP INSURANCE	5,330		8,075	
28 FERTILIZER-LIME	35,283		41,292	
29 MACHINE HIRE	7,807		12,381	
30 ORGANIZATION FEE, PUBLICATION	2,930		3,074	
31 VET-MED-DRUGS	3,705		3,959	
32 CROP STORAGE-MARKETING	631		2,116	
33 LIVESTOCK MARKETING-BREEDING	3,275		3,955	
34 DAIRY EXPENSE	1,149		1,197	
35 GAS-FUEL-OIL	17,776		23,456	
36 IRRIGATION ENERGY	343		591	
37 REAL ESTATE TAXES	4,319		4,468	
38 PERSONAL PROPERTY TAXES	805		1,095	
39 GENERAL FARM INSURANCE	4,548		5,626	
40 UTILITIES	4,647		6,473	
41 CASH FARM RENT	26,298		29,850	
42 HERBICIDE-INSECTICIDE	16,567		22,163	
43 CONSERVATION	647		181	
44 AUTO EXPENSE	1,108		1,435	
45 TOTAL OPERATING EXPENSE	\$ 201,969		\$ 258,981	
46 DEPRECIATION-MACHINERY	25,572		23,045	
47 DEPRECIATION-BUILDINGS	1,432		2,391	
48 TOTAL FARM EXPENSE	\$ 228,973		\$ 284,417	
49 NET FARM INCOME	\$ 51,814		\$ 105,666	
50 UNPAID FAMILY LABOR	554		679	
51 UNPAID OPERATOR LABOR	29,160		28,929	
52 MANAGEMENT CHARGE	13,557		22,510	
53 CURRENT ASSET CHARGE - 8%	11,319		12,637	
54 NONCURRENT ASSET CHARGE - 8%	31,011		20,520	
55 RETURN LABOR-MANAGEMENT	8,931		71,831	
56 RETURN TO CAPITAL	23,501		77,922	
57 ASSET TURNOVER RATIO	.3586		.4834	
58 OPERATING PROFIT MARGIN RATIO	.0837		.1998	
59 % RETURN ON ASSETS	.0300		.0966	
60 % RETURN ON EQUITY	.0161		.1292	
61 TOTAL EXPENSE RATIO	.8155		.7291	
62 ADJUSTED TOTAL EXPENSE RATIO	.9696		.8627	
63 ECONOMIC TOTAL EXPENSE RATIO	1.1203		.9477	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	237,505	244,476	285,424	333,496
65 NONCURRENT ASSETS	534,235	549,924	489,739	505,356
66 CURRENT LIABILITIES	100,719	98,297	154,629	148,369
67 NONCURRENT LIABILITIES	158,491	150,400	236,207	245,892
68 CURRENT RATIO	2.36	2.49	1.85	2.25
69 DEBT TO ASSET RATIO	.34	.31	.50	.47

