

## Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - NE KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY TOTAL CROP ACRES

< 301 ACRES  
52 FARMS

301 - 600 ACRES  
57 FARMS

| ITEM                             | PER FARM  | PER FARM    |             |
|----------------------------------|-----------|-------------|-------------|
| 1 BEEF                           | 50,599    | 85,646      |             |
| 2 DAIRY AND MILK                 | 18,198    | 50,421      |             |
| 3 SHEEP                          | 699       | 2,655       |             |
| 4 SWINE                          | 12,188    | 999         |             |
| 5 POULTRY AND EGGS               |           |             |             |
| 6 OTHER LIVESTOCK                | -458      | 342         |             |
| 7 CUSTOM FEEDING                 | 17,261    | 10,483      |             |
| 8 FEED PURCHASED                 | -34,511   | -42,563     |             |
| 9 LIVESTOCK INCOME               | \$ 63,976 | \$ 107,984  |             |
| 10 CORN                          | 5,907     | 21,636      |             |
| 11 GRAIN SORGHUM                 | 424       | 1,574       |             |
| 12 SOYBEANS                      | 7,600     | 27,907      |             |
| 13 SUNFLOWERS                    |           | 324         |             |
| 14 WHEAT                         | 2,463     | 6,569       |             |
| 15 HAY AND FORAGE                | 1,105     | 6,793       |             |
| 16 OTHER CROP                    | 4,242     | 733         |             |
| 17 GOVERNMENT PAYMENTS           | 3,543     | 10,814      |             |
| 18 CROP INSURANCE PROCEEDS       | 90        | 2,742       |             |
| 19 MACHINE WORK                  | 1,232     | 2,387       |             |
| 20 OTHER INCOME                  | 4,883     | 6,419       |             |
| 21 VALUE OF FARM PRODUCTION      | \$ 95,464 | \$ 195,882  |             |
| 22 HIRED LABOR                   | 7,648     | 9,207       |             |
| 23 MACHINERY REPAIRS             | 9,566     | 14,309      |             |
| 24 IRRIGATION REPAIRS            |           | 4           |             |
| 25 BUILDING REPAIRS              | 1,560     | 1,239       |             |
| 26 INTEREST PAID                 | 8,187     | 16,394      |             |
| 27 SEED-OTHER CROP EXPENSE       | 2,420     | 10,314      |             |
| 28 CROP INSURANCE                | 542       | 2,212       |             |
| 29 FERTILIZER-LIME               | 5,592     | 13,466      |             |
| 30 MACHINE HIRE                  | 5,179     | 7,346       |             |
| 31 ORGANIZATION FEE, PUBLICATION | 2,311     | 2,107       |             |
| 32 VET-MED-DRUGS                 | 8,223     | 6,256       |             |
| 33 CROP STORAGE-MARKETING        | 267       | 312         |             |
| 34 LIVESTOCK MARKETING-BREEDING  | 2,543     | 21,790      |             |
| 35 DAIRY EXPENSE                 | 1,490     | 4,645       |             |
| 36 GAS-FUEL-OIL                  | 5,332     | 10,914      |             |
| 37 IRRIGATION ENERGY             | 41        | 9           |             |
| 38 REAL ESTATE TAXES             | 2,245     | 3,149       |             |
| 39 PERSONAL PROPERTY TAXES       | 720       | 572         |             |
| 40 GENERAL FARM INSURANCE        | 2,739     | 4,048       |             |
| 41 UTILITIES                     | 4,008     | 3,788       |             |
| 42 CASH FARM RENT                | 11,057    | 14,571      |             |
| 43 HERBICIDE-INSECTICIDE         | 2,025     | 5,806       |             |
| 44 CONSERVATION                  | 563       | 710         |             |
| 45 AUTO EXPENSE                  | 283       | 227         |             |
| 46 TOTAL OPERATING EXPENSE       | \$ 84,543 | \$ 153,393  |             |
| 47 DEPRECIATION-MACHINERY        | 6,004     | 13,760      |             |
| 48 DEPRECIATION-BUILDINGS        | 1,198     | 4,500       |             |
| 49 TOTAL FARM EXPENSE            | \$ 91,744 | \$ 171,652  |             |
| 50 NET FARM INCOME               | \$ 3,720  | \$ 24,230   |             |
| 51 UNPAID FAMILY LABOR           | 1,082     | 513         |             |
| 52 UNPAID OPERATOR LABOR         | 17,135    | 26,432      |             |
| 53 MANAGEMENT CHARGE             | 3,593     | 8,495       |             |
| 54 CURRENT ASSET CHARGE - 8%     | 9,953     | 13,606      |             |
| 55 NONCURRENT ASSET CHARGE - 8%  | 28,234    | 38,599      |             |
| 56 RETURN LABOR-MANAGEMENT       | -35,550   | -28,487     |             |
| 57 RETURN TO CAPITAL             | -9,903    | 5,185       |             |
| 58 ASSET TURNOVER RATIO          | .1575     | .2183       |             |
| 59 OPERATING PROFIT MARGIN RATIO | -.1037    | .0265       |             |
| 60 % RETURN ON ASSETS            | -.0163    | .0058       |             |
| 61 % RETURN ON EQUITY            | -.0379    | -.0172      |             |
| 62 TOTAL EXPENSE RATIO           | .9610     | .8763       |             |
| 63 ADJUSTED TOTAL EXPENSE RATIO  | 1.1895    | 1.0572      |             |
| 64 ECONOMIC TOTAL EXPENSE RATIO  | 1.5895    | 1.3237      |             |
| ASSETS/LOANS/FINANCIAL RATIOS    | JANUARY 1 | DECEMBER 31 | JANUARY 1   |
|                                  |           |             | DECEMBER 31 |
| 65 CURRENT ASSETS                | 192,977   | 181,315     | 280,368     |
| 66 NONCURRENT ASSETS             | 417,747   | 419,993     | 601,250     |
| 67 CURRENT LIABILITIES           | 62,806    | 62,656      | 111,693     |
| 68 NONCURRENT LIABILITIES        | 65,888    | 65,994      | 127,667     |
| 69 CURRENT RATIO                 | 3.07      | 2.89        | 2.51        |
| 70 DEBT TO ASSET RATIO           | .21       | .21         | .27         |



## Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - NE KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY TOTAL CROP ACRES

601 - 900 ACRES  
46 FARMS

901 - 1,200 ACRES  
27 FARMS

| ITEM                             | PER FARM   | PER FARM    |             |
|----------------------------------|------------|-------------|-------------|
| 1 BEEF                           | 86,053     | 86,706      |             |
| 2 DAIRY AND MILK                 | 16,944     | 576         |             |
| 3 SHEEP                          |            |             |             |
| 4 SWINE                          | 8,854      | 40,249      |             |
| 5 POULTRY AND EGGS               |            |             |             |
| 6 OTHER LIVESTOCK                | -180       | 23,865      |             |
| 7 CUSTOM FEEDING                 | 1,778      | 940         |             |
| 8 FEED PURCHASED                 | -31,629    | -30,427     |             |
| 9 LIVESTOCK INCOME               | \$ 81,819  | \$ 121,908  |             |
| 10 CORN                          | 52,238     | 71,326      |             |
| 11 GRAIN SORGHUM                 | 3,513      | 10,170      |             |
| 12 SOYBEANS                      | 48,945     | 81,938      |             |
| 13 SUNFLOWERS                    | 371        | 1,553       |             |
| 14 WHEAT                         | 11,616     | 16,249      |             |
| 15 HAY AND FORAGE                | 13,389     | 5,951       |             |
| 16 OTHER CROP                    | 1,046      | 512         |             |
| 17 GOVERNMENT PAYMENTS           | 15,266     | 23,106      |             |
| 18 CROP INSURANCE PROCEEDS       | 3,581      | 4,139       |             |
| 19 MACHINE WORK                  | 8,134      | 7,589       |             |
| 20 OTHER INCOME                  | 831        | 15,364      |             |
| 21 VALUE OF FARM PRODUCTION      | \$ 240,749 | \$ 359,805  |             |
| 22 HIRED LABOR                   | 7,013      | 14,933      |             |
| 23 MACHINERY REPAIRS             | 19,826     | 19,062      |             |
| 24 IRRIGATION REPAIRS            | 82         | 625         |             |
| 25 BUILDING REPAIRS              | 2,347      | 4,707       |             |
| 26 INTEREST PAID                 | 13,858     | 18,081      |             |
| 27 SEED-OTHER CROP EXPENSE       | 19,990     | 26,855      |             |
| 28 CROP INSURANCE                | 4,998      | 7,269       |             |
| 29 FERTILIZER-LIME               | 23,158     | 31,708      |             |
| 30 MACHINE HIRE                  | 5,970      | 7,605       |             |
| 31 ORGANIZATION FEE, PUBLICATION | 2,499      | 4,118       |             |
| 32 VET-MED-DRUGS                 | 4,553      | 5,107       |             |
| 33 CROP STORAGE-MARKETING        | 533        | 1,001       |             |
| 34 LIVESTOCK MARKETING-BREEDING  | 1,569      | 9,006       |             |
| 35 DAIRY EXPENSE                 | 694        |             |             |
| 36 GAS-FUEL-OIL                  | 16,927     | 19,275      |             |
| 37 IRRIGATION ENERGY             | 307        | 972         |             |
| 38 REAL ESTATE TAXES             | 3,569      | 6,275       |             |
| 39 PERSONAL PROPERTY TAXES       | 888        | 796         |             |
| 40 GENERAL FARM INSURANCE        | 4,757      | 5,719       |             |
| 41 UTILITIES                     | 3,854      | 5,546       |             |
| 42 CASH FARM RENT                | 18,139     | 35,314      |             |
| 43 HERBICIDE-INSECTICIDE         | 9,850      | 18,511      |             |
| 44 CONSERVATION                  | 1,380      | 1,058       |             |
| 45 AUTO EXPENSE                  | 340        | 523         |             |
| 46 TOTAL OPERATING EXPENSE       | \$ 167,100 | \$ 244,067  |             |
| 47 DEPRECIATION-MACHINERY        | 18,486     | 23,312      |             |
| 48 DEPRECIATION-BUILDINGS        | 2,978      | 3,243       |             |
| 49 TOTAL FARM EXPENSE            | \$ 188,565 | \$ 270,622  |             |
| 50 NET FARM INCOME               | \$ 52,185  | \$ 89,183   |             |
| 51 UNPAID FAMILY LABOR           | 880        | 1,333       |             |
| 52 UNPAID OPERATOR LABOR         | 31,578     | 30,300      |             |
| 53 MANAGEMENT CHARGE             | 13,764     | 21,573      |             |
| 54 CURRENT ASSET CHARGE - 8%     | 18,807     | 25,529      |             |
| 55 NONCURRENT ASSET CHARGE - 8%  | 38,249     | 52,024      |             |
| 56 RETURN LABOR-MANAGEMENT       | -5,752     | 10,296      |             |
| 57 RETURN TO CAPITAL             | 19,819     | 54,058      |             |
| 58 ASSET TURNOVER RATIO          | .2603      | .2860       |             |
| 59 OPERATING PROFIT MARGIN RATIO | .0823      | .1502       |             |
| 60 % RETURN ON ASSETS            | .0214      | .0430       |             |
| 61 % RETURN ON EQUITY            | .0084      | .0371       |             |
| 62 TOTAL EXPENSE RATIO           | .7832      | .7521       |             |
| 63 ADJUSTED TOTAL EXPENSE RATIO  | .9752      | .9000       |             |
| 64 ECONOMIC TOTAL EXPENSE RATIO  | 1.2122     | 1.1156      |             |
| ASSETS/LOANS/FINANCIAL RATIOS    | JANUARY 1  | DECEMBER 31 | JANUARY 1   |
|                                  |            |             | DECEMBER 31 |
| 65 CURRENT ASSETS                | 295,136    | 315,473     | 438,786     |
| 66 NONCURRENT ASSETS             | 606,201    | 633,096     | 775,925     |
| 67 CURRENT LIABILITIES           | 67,810     | 72,617      | 136,610     |
| 68 NONCURRENT LIABILITIES        | 139,529    | 143,546     | 151,187     |
| 69 CURRENT RATIO                 | 4.35       | 4.34        | 3.21        |
| 70 DEBT TO ASSET RATIO           | .23        | .23         | .24         |



## Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - NE KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY TOTAL CROP ACRES

1,201 - 1,800 ACRES  
27 FARMS

1,801 - 2,100 ACRES  
15 FARMS

| ITEM                             | PER FARM   | PER FARM    |           |             |
|----------------------------------|------------|-------------|-----------|-------------|
| 1 BEEF                           | 57,418     | 53,331      |           |             |
| 2 DAIRY AND MILK                 | 8,733      | 3,982       |           |             |
| 3 SHEEP                          |            |             |           |             |
| 4 SWINE                          | 931        | 2,523       |           |             |
| 5 POULTRY AND EGGS               |            | 1           |           |             |
| 6 OTHER LIVESTOCK                | -760       |             |           |             |
| 7 CUSTOM FEEDING                 | 472        | 331         |           |             |
| 8 FEED PURCHASED                 | -14,581    | -9,582      |           |             |
| 9 LIVESTOCK INCOME               | \$ 52,213  | \$ 50,587   |           |             |
| 10 CORN                          | 103,144    | 153,343     |           |             |
| 11 GRAIN SORGHUM                 | 13,792     | 1,906       |           |             |
| 12 SOYBEANS                      | 112,515    | 167,506     |           |             |
| 13 SUNFLOWERS                    | 274        |             |           |             |
| 14 WHEAT                         | 24,080     | 27,310      |           |             |
| 15 HAY AND FORAGE                | 11,568     | 10,142      |           |             |
| 16 OTHER CROP                    | 11,047     | 873         |           |             |
| 17 GOVERNMENT PAYMENTS           | 29,821     | 37,689      |           |             |
| 18 CROP INSURANCE PROCEEDS       | 7,929      | 21,642      |           |             |
| 19 MACHINE WORK                  | 10,333     | 5,245       |           |             |
| 20 OTHER INCOME                  | 20,748     | 34,047      |           |             |
| 21 VALUE OF FARM PRODUCTION      | \$ 397,463 | \$ 510,290  |           |             |
| 22 HIRED LABOR                   | 11,113     | 21,759      |           |             |
| 23 MACHINERY REPAIRS             | 26,496     | 29,101      |           |             |
| 24 IRRIGATION REPAIRS            | 557        | 533         |           |             |
| 25 BUILDING REPAIRS              | 2,193      | 1,286       |           |             |
| 26 INTEREST PAID                 | 25,493     | 23,946      |           |             |
| 27 SEED-OTHER CROP EXPENSE       | 39,421     | 59,080      |           |             |
| 28 CROP INSURANCE                | 10,146     | 14,072      |           |             |
| 29 FERTILIZER-LIME               | 38,756     | 57,138      |           |             |
| 30 MACHINE HIRE                  | 13,569     | 10,749      |           |             |
| 31 ORGANIZATION FEE, PUBLICATION | 4,258      | 4,103       |           |             |
| 32 VET-MED-DRUGS                 | 2,636      | 2,263       |           |             |
| 33 CROP STORAGE-MARKETING        | 875        | 2,108       |           |             |
| 34 LIVESTOCK MARKETING-BREEDING  | 918        | 540         |           |             |
| 35 DAIRY EXPENSE                 | 874        |             |           |             |
| 36 GAS-FUEL-OIL                  | 25,013     | 32,646      |           |             |
| 37 IRRIGATION ENERGY             | 170        | 1,238       |           |             |
| 38 REAL ESTATE TAXES             | 5,633      | 6,902       |           |             |
| 39 PERSONAL PROPERTY TAXES       | 1,676      | 1,854       |           |             |
| 40 GENERAL FARM INSURANCE        | 8,750      | 7,426       |           |             |
| 41 UTILITIES                     | 4,901      | 8,285       |           |             |
| 42 CASH FARM RENT                | 33,650     | 35,943      |           |             |
| 43 HERBICIDE-INSECTICIDE         | 20,247     | 34,820      |           |             |
| 44 CONSERVATION                  | 1,532      | 3,355       |           |             |
| 45 AUTO EXPENSE                  | 143        | 317         |           |             |
| 46 TOTAL OPERATING EXPENSE       | \$ 279,017 | \$ 359,462  |           |             |
| 47 DEPRECIATION-MACHINERY        | 29,335     | 42,275      |           |             |
| 48 DEPRECIATION-BUILDINGS        | 3,107      | 3,474       |           |             |
| 49 TOTAL FARM EXPENSE            | \$ 311,459 | \$ 405,211  |           |             |
| 50 NET FARM INCOME               | \$ 86,005  | \$ 105,079  |           |             |
| 51 UNPAID FAMILY LABOR           | 1,750      | 1,200       |           |             |
| 52 UNPAID OPERATOR LABOR         | 33,300     | 36,000      |           |             |
| 53 MANAGEMENT CHARGE             | 21,186     | 26,340      |           |             |
| 54 CURRENT ASSET CHARGE - 8%     | 15,673     | 26,370      |           |             |
| 55 NONCURRENT ASSET CHARGE - 8%  | 53,763     | 81,740      |           |             |
| 56 RETURN LABOR-MANAGEMENT       | 14,818     | -4,231      |           |             |
| 57 RETURN TO CAPITAL             | 55,262     | 65,486      |           |             |
| 58 ASSET TURNOVER RATIO          | .3170      | .2927       |           |             |
| 59 OPERATING PROFIT MARGIN RATIO | .1390      | .1283       |           |             |
| 60 % RETURN ON ASSETS            | .0441      | .0376       |           |             |
| 61 % RETURN ON EQUITY            | .0343      | .0307       |           |             |
| 62 TOTAL EXPENSE RATIO           | .7836      | .7941       |           |             |
| 63 ADJUSTED TOTAL EXPENSE RATIO  | .9251      | .9186       |           |             |
| 64 ECONOMIC TOTAL EXPENSE RATIO  | 1.0998     | 1.1305      |           |             |
| ASSETS/LOANS/FINANCIAL RATIOS    | JANUARY 1  | DECEMBER 31 | JANUARY 1 | DECEMBER 31 |
| 65 CURRENT ASSETS                | 320,688    | 362,750     | 418,425   | 448,116     |
| 66 NONCURRENT ASSETS             | 899,822    | 924,678     | 1,301,274 | 1,318,814   |
| 67 CURRENT LIABILITIES           | 133,172    | 158,437     | 89,647    | 117,650     |
| 68 NONCURRENT LIABILITIES        | 249,280    | 231,145     | 304,567   | 272,025     |
| 69 CURRENT RATIO                 | 2.41       | 2.29        | 4.67      | 3.81        |
| 70 DEBT TO ASSET RATIO           | .31        | .30         | .23       | .22         |



## Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - NE KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY TOTAL CROP ACRES

> 2,101 ACRES  
23 FARMS

| ITEM                             | PER FARM   | PER FARM    |
|----------------------------------|------------|-------------|
| 1 BEEF                           | 90,194     |             |
| 2 DAIRY AND MILK                 | 9,238      |             |
| 3 SHEEP                          |            |             |
| 4 SWINE                          | 7,253      |             |
| 5 POULTRY AND EGGS               |            |             |
| 6 OTHER LIVESTOCK                | -329       |             |
| 7 CUSTOM FEEDING                 | 185,036    |             |
| 8 FEED PURCHASED                 | -128,486   |             |
| 9 LIVESTOCK INCOME               | \$ 162,905 |             |
| 10 CORN                          | 233,094    |             |
| 11 GRAIN SORGHUM                 | 8,102      |             |
| 12 SOYBEANS                      | 207,706    |             |
| 13 SUNFLOWERS                    | 254        |             |
| 14 WHEAT                         | 39,999     |             |
| 15 HAY AND FORAGE                | 13,133     |             |
| 16 OTHER CROP                    | 4,008      |             |
| 17 GOVERNMENT PAYMENTS           | 65,548     |             |
| 18 CROP INSURANCE PROCEEDS       | 14,523     |             |
| 19 MACHINE WORK                  | 18,354     |             |
| 20 OTHER INCOME                  | 83,146     |             |
| 21 VALUE OF FARM PRODUCTION      | \$ 850,773 |             |
| 22 HIRED LABOR                   | 49,697     |             |
| 23 MACHINERY REPAIRS             | 52,175     |             |
| 24 IRRIGATION REPAIRS            | 565        |             |
| 25 BUILDING REPAIRS              | 3,112      |             |
| 26 INTEREST PAID                 | 50,809     |             |
| 27 SEED-OTHER CROP EXPENSE       | 93,251     |             |
| 28 CROP INSURANCE                | 24,208     |             |
| 29 FERTILIZER-LIME               | 86,081     |             |
| 30 MACHINE HIRE                  | 18,837     |             |
| 31 ORGANIZATION FEE, PUBLICATION | 9,256      |             |
| 32 VET-MED-DRUGS                 | 30,281     |             |
| 33 CROP STORAGE-MARKETING        | 2,856      |             |
| 34 LIVESTOCK MARKETING-BREEDING  | 12,119     |             |
| 35 DAIRY EXPENSE                 | 58         |             |
| 36 GAS-FUEL-OIL                  | 51,205     |             |
| 37 IRRIGATION ENERGY             | 1,330      |             |
| 38 REAL ESTATE TAXES             | 9,005      |             |
| 39 PERSONAL PROPERTY TAXES       | 2,295      |             |
| 40 GENERAL FARM INSURANCE        | 13,263     |             |
| 41 UTILITIES                     | 10,886     |             |
| 42 CASH FARM RENT                | 58,618     |             |
| 43 HERBICIDE-INSECTICIDE         | 57,967     |             |
| 44 CONSERVATION                  | 3,676      |             |
| 45 AUTO EXPENSE                  | 299        |             |
| 46 TOTAL OPERATING EXPENSE       | \$ 641,849 |             |
| 47 DEPRECIATION-MACHINERY        | 59,424     |             |
| 48 DEPRECIATION-BUILDINGS        | 12,937     |             |
| 49 TOTAL FARM EXPENSE            | \$ 714,210 |             |
| 50 NET FARM INCOME               | \$ 136,563 |             |
| 51 UNPAID FAMILY LABOR           | 1,957      |             |
| 52 UNPAID OPERATOR LABOR         | 49,422     |             |
| 53 MANAGEMENT CHARGE             | 35,480     |             |
| 54 CURRENT ASSET CHARGE - 8%     | 20,655     |             |
| 55 NONCURRENT ASSET CHARGE - 8%  | 75,774     |             |
| 56 RETURN LABOR-MANAGEMENT       | 38,177     |             |
| 57 RETURN TO CAPITAL             | 100,513    |             |
| 58 ASSET TURNOVER RATIO          | .4068      |             |
| 59 OPERATING PROFIT MARGIN RATIO | .1181      |             |
| 60 % RETURN ON ASSETS            | .0481      |             |
| 61 % RETURN ON EQUITY            | .0412      |             |
| 62 TOTAL EXPENSE RATIO           | .8395      |             |
| 63 ADJUSTED TOTAL EXPENSE RATIO  | .9416      |             |
| 64 ECONOMIC TOTAL EXPENSE RATIO  | 1.0549     |             |
| ASSETS/LOANS/FINANCIAL RATIOS    | JANUARY 1  | DECEMBER 31 |
|                                  | JANUARY 1  | DECEMBER 31 |
| 65 CURRENT ASSETS                | 522,654    | 578,858     |
| 66 NONCURRENT ASSETS             | 1,474,962  | 1,606,573   |
| 67 CURRENT LIABILITIES           | 262,092    | 323,036     |
| 68 NONCURRENT LIABILITIES        | 554,784    | 632,410     |
| 69 CURRENT RATIO                 | 1.99       | 1.79        |
| 70 DEBT TO ASSET RATIO           | .41        | .44         |

