

## Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - NE KANSAS  
INCOME AND EXPENSE ANALYSIS

ADJ. TOTAL EXPENSE RATIO QUARTILES

HIGH 25%  
62 FARMS

HIGH MIDDLE  
62 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	75,584	77,768		
2 DAIRY AND MILK	27,891	33,423		
3 SHEEP	16	3,012		
4 SWINE	1,069	4,638		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-1,225	-309		
7 CUSTOM FEEDING	7,413	15,582		
8 FEED PURCHASED	-41,212	-34,235		
9 LIVESTOCK INCOME	\$ 69,536	\$ 99,878		
10 CORN	22,500	37,337		
11 GRAIN SORGHUM	1,792	3,312		
12 SOYBEANS	26,786	53,379		
13 SUNFLOWERS	-469	91		
14 WHEAT	7,027	18,299		
15 HAY AND FORAGE	3,961	8,342		
16 OTHER CROP	4,277	816		
17 GOVERNMENT PAYMENTS	10,097	17,653		
18 CROP INSURANCE PROCEEDS	3,614	7,268		
19 MACHINE WORK	3,412	5,613		
20 OTHER INCOME	-428	8,161		
21 VALUE OF FARM PRODUCTION	\$ 152,104	\$ 260,151		
22 HIRED LABOR	11,732	10,718		
23 MACHINERY REPAIRS	16,001	20,727		
24 IRRIGATION REPAIRS	116	40		
25 BUILDING REPAIRS	1,798	1,900		
26 INTEREST PAID	19,262	18,474		
27 SEED-OTHER CROP EXPENSE	15,042	22,788		
28 CROP INSURANCE	3,692	6,009		
29 FERTILIZER-LIME	16,490	25,774		
30 MACHINE HIRE	8,340	8,028		
31 ORGANIZATION FEE, PUBLICATION	2,837	3,280		
32 VET-MED-DRUGS	5,647	9,164		
33 CROP STORAGE-MARKETING	495	671		
34 LIVESTOCK MARKETING-BREEDING	3,800	19,509		
35 DAIRY EXPENSE	1,666	2,302		
36 GAS-FUEL-OIL	12,863	16,964		
37 IRRIGATION ENERGY	284	260		
38 REAL ESTATE TAXES	4,155	3,431		
39 PERSONAL PROPERTY TAXES	935	860		
40 GENERAL FARM INSURANCE	4,858	4,838		
41 UTILITIES	5,155	4,339		
42 CASH FARM RENT	18,615	19,424		
43 HERBICIDE-INSECTICIDE	6,734	11,900		
44 CONSERVATION	884	849		
45 AUTO EXPENSE	306	310		
46 TOTAL OPERATING EXPENSE	\$ 161,708	\$ 212,560		
47 DEPRECIATION-MACHINERY	16,798	18,772		
48 DEPRECIATION-BUILDINGS	5,297	1,995		
49 TOTAL FARM EXPENSE	\$ 183,803	\$ 233,326		
50 NET FARM INCOME	\$ -31,699	\$ 26,825		
51 UNPAID FAMILY LABOR	944	1,052		
52 UNPAID OPERATOR LABOR	24,605	30,658		
53 MANAGEMENT CHARGE	13	10,069		
54 CURRENT ASSET CHARGE - 8%	11,906	14,170		
55 NONCURRENT ASSET CHARGE - 8%	46,420	40,590		
56 RETURN LABOR-MANAGEMENT	-90,968	-28,987		
57 RETURN TO CAPITAL	-37,999	3,519		
58 ASSET TURNOVER RATIO	.1494	.2689		
59 OPERATING PROFIT MARGIN RATIO	-.2498	.0135		
60 % RETURN ON ASSETS	-.0373	.0036		
61 % RETURN ON EQUITY	-.0785	-.0218		
62 TOTAL EXPENSE RATIO	1.2084	.8969		
63 ADJUSTED TOTAL EXPENSE RATIO	1.3765	1.0575		
64 ECONOMIC TOTAL EXPENSE RATIO	1.7599	1.2680		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	293,546	258,971	286,179	281,920
66 NONCURRENT ASSETS	733,471	749,790	668,356	698,537
67 CURRENT LIABILITIES	125,540	129,337	102,603	111,258
68 NONCURRENT LIABILITIES	157,127	165,636	173,630	178,524
69 CURRENT RATIO	2.34	2.00	2.79	2.53
70 DEBT TO ASSET RATIO	.28	.29	.29	.30



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2006 DATA - NE KANSAS  
INCOME AND EXPENSE ANALYSIS  
ADJ. TOTAL EXPENSE RATIO QUARTILES

LOW MIDDLE  
62 FARMS

LOW 25%  
61 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	66,084		75,937	
2 DAIRY AND MILK	16,984		4,407	
3 SHEEP				
4 SWINE	15,556		17,970	
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	10,961		316	
7 CUSTOM FEEDING	71,695		84	
8 FEED PURCHASED	-67,082		-18,901	
9 LIVESTOCK INCOME	\$ 114,197		\$ 79,812	
10 CORN	99,390		105,628	
11 GRAIN SORGHUM	8,410		4,875	
12 SOYBEANS	99,161		92,774	
13 SUNFLOWERS	408		1,457	
14 WHEAT	13,222		17,465	
15 HAY AND FORAGE	10,726		9,179	
16 OTHER CROP	1,971		4,751	
17 GOVERNMENT PAYMENTS	28,560		24,812	
18 CROP INSURANCE PROCEEDS	7,664		2,629	
19 MACHINE WORK	7,736		8,521	
20 OTHER INCOME	28,784		29,379	
21 VALUE OF FARM PRODUCTION	\$ 420,230		\$ 381,282	
22 HIRED LABOR	22,874		9,961	
23 MACHINERY REPAIRS	26,107		19,604	
24 IRRIGATION REPAIRS	672		92	
25 BUILDING REPAIRS	2,937		2,057	
26 INTEREST PAID	25,368		12,943	
27 SEED-OTHER CROP EXPENSE	36,401		30,350	
28 CROP INSURANCE	9,145		7,439	
29 FERTILIZER-LIME	37,117		31,828	
30 MACHINE HIRE	9,842		8,258	
31 ORGANIZATION FEE, PUBLICATION	4,728		3,006	
32 VET-MED-DRUGS	13,604		2,808	
33 CROP STORAGE-MARKETING	799		1,350	
34 LIVESTOCK MARKETING-BREEDING	7,656		1,333	
35 DAIRY EXPENSE	1,537		947	
36 GAS-FUEL-OIL	23,986		19,750	
37 IRRIGATION ENERGY	934		84	
38 REAL ESTATE TAXES	5,270		4,845	
39 PERSONAL PROPERTY TAXES	1,410		975	
40 GENERAL FARM INSURANCE	6,872		6,095	
41 UTILITIES	6,589		4,281	
42 CASH FARM RENT	35,232		23,713	
43 HERBICIDE-INSECTICIDE	23,544		19,285	
44 CONSERVATION	2,088		1,658	
45 AUTO EXPENSE	354		209	
46 TOTAL OPERATING EXPENSE	\$ 305,066		\$ 212,873	
47 DEPRECIATION-MACHINERY	27,681		23,732	
48 DEPRECIATION-BUILDINGS	5,321		3,195	
49 TOTAL FARM EXPENSE	\$ 338,068		\$ 239,800	
50 NET FARM INCOME	\$ 82,163		\$ 141,482	
51 UNPAID FAMILY LABOR	1,379		1,033	
52 UNPAID OPERATOR LABOR	32,139		29,921	
53 MANAGEMENT CHARGE	20,532		29,046	
54 CURRENT ASSET CHARGE - 8%	18,051		23,041	
55 NONCURRENT ASSET CHARGE - 8%	42,668		52,671	
56 RETURN LABOR-MANAGEMENT	20,065		64,738	
57 RETURN TO CAPITAL	53,480		94,426	
58 ASSET TURNOVER RATIO	.3632		.3210	
59 OPERATING PROFIT MARGIN RATIO	.1273		.2477	
60 % RETURN ON ASSETS	.0462		.0795	
61 % RETURN ON EQUITY	.0370		.0861	
62 TOTAL EXPENSE RATIO	.8045		.6289	
63 ADJUSTED TOTAL EXPENSE RATIO	.9331		.7863	
64 ECONOMIC TOTAL EXPENSE RATIO	1.0776		.9849	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	350,405	388,897	339,791	410,703
66 NONCURRENT ASSETS	773,544	801,405	781,881	843,083
67 CURRENT LIABILITIES	130,054	157,975	85,251	89,222
68 NONCURRENT LIABILITIES	256,009	252,241	145,626	162,572
69 CURRENT RATIO	2.69	2.46	3.99	4.60
70 DEBT TO ASSET RATIO	.34	.34	.21	.20

