

## Kansas Farm Management Associations 2006 Annual ProfitLink Summary

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

< 36  
10 FARMS

36 - 40  
13 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	49,927	76,226		
2 DAIRY AND MILK	-1,780	21,161		
3 SHEEP		2,722		
4 SWINE	-70	26,590		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	965	198		
7 CUSTOM FEEDING		6,354		
8 FEED PURCHASED	-9,221	-40,653		
9 LIVESTOCK INCOME	\$ 39,821	\$ 92,598		
10 CORN	69,998	49,346		
11 GRAIN SORGHUM	11,180	6,513		
12 SOYBEANS	66,671	44,348		
13 SUNFLOWERS	1,692	2,365		
14 WHEAT	5,245	9,516		
15 HAY AND FORAGE	5,294	13,238		
16 OTHER CROP	821	92		
17 GOVERNMENT PAYMENTS	14,859	13,656		
18 CROP INSURANCE PROCEEDS	696	3,515		
19 MACHINE WORK	12,362	10,924		
20 OTHER INCOME	16,336	8,998		
21 VALUE OF FARM PRODUCTION	\$ 244,974	\$ 255,109		
22 HIRED LABOR	283	3,636		
23 MACHINERY REPAIRS	14,672	18,288		
24 IRRIGATION REPAIRS	265	126		
25 BUILDING REPAIRS	239	775		
26 INTEREST PAID	11,799	16,041		
27 SEED-OTHER CROP EXPENSE	20,416	17,182		
28 CROP INSURANCE	4,605	2,896		
29 FERTILIZER-LIME	18,075	23,359		
30 MACHINE HIRE	3,864	6,839		
31 ORGANIZATION FEE, PUBLICATION	2,935	2,994		
32 VET-MED-DRUGS	2,218	3,859		
33 CROP STORAGE-MARKETING	1,613	2,322		
34 LIVESTOCK MARKETING-BREEDING	5,077	1,790		
35 DAIRY EXPENSE		2,026		
36 GAS-FUEL-OIL	11,377	15,973		
37 IRRIGATION ENERGY	398	97		
38 REAL ESTATE TAXES	780	1,526		
39 PERSONAL PROPERTY TAXES	834	1,201		
40 GENERAL FARM INSURANCE	3,611	4,208		
41 UTILITIES	2,267	3,721		
42 CASH FARM RENT	38,005	21,708		
43 HERBICIDE-INSECTICIDE	13,646	12,914		
44 CONSERVATION	63	35		
45 AUTO EXPENSE	439	213		
46 TOTAL OPERATING EXPENSE	\$ 157,482	\$ 163,727		
47 DEPRECIATION-MACHINERY	17,380	23,445		
48 DEPRECIATION-BUILDINGS	1,735	6,542		
49 TOTAL FARM EXPENSE	\$ 176,596	\$ 193,713		
50 NET FARM INCOME	\$ 68,378	\$ 61,395		
51 UNPAID FAMILY LABOR	450	1,558		
52 UNPAID OPERATOR LABOR	27,810	31,154		
53 MANAGEMENT CHARGE	15,951	15,167		
54 CURRENT ASSET CHARGE - 8%	14,482	13,535		
55 NONCURRENT ASSET CHARGE - 8%	9,962	13,584		
56 RETURN LABOR-MANAGEMENT	43,484	32,718		
57 RETURN TO CAPITAL	35,966	29,557		
58 ASSET TURNOVER RATIO	.4722	.4134		
59 OPERATING PROFIT MARGIN RATIO	.1468	.1159		
60 % RETURN ON ASSETS	.0693	.0479		
61 % RETURN ON EQUITY	.0791	.0399		
62 TOTAL EXPENSE RATIO	.7209	.7593		
63 ADJUSTED TOTAL EXPENSE RATIO	.9013	.9470		
64 ECONOMIC TOTAL EXPENSE RATIO	1.0011	1.0533		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	266,306	315,055	248,821	254,460
66 NONCURRENT ASSETS	220,915	235,222	336,144	394,765
67 CURRENT LIABILITIES	99,330	119,978	82,400	82,496
68 NONCURRENT LIABILITIES	102,566	104,519	164,062	227,239
69 CURRENT RATIO	2.68	2.63	3.02	3.08
70 DEBT TO ASSET RATIO	.41	.41	.42	.48



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

41 - 45  
22 FARMS

46 - 50  
34 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	63,569	61,562	
2 DAIRY AND MILK	22,463	33,439	
3 SHEEP			
4 SWINE	12,950	26,429	
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	-425	600	
7 CUSTOM FEEDING	480	20,584	
8 FEED PURCHASED	-24,432	-46,406	
9 LIVESTOCK INCOME	\$ 74,605	\$ 96,208	
10 CORN	67,521	68,002	
11 GRAIN SORGHUM	1,675	9,252	
12 SOYBEANS	66,737	82,092	
13 SUNFLOWERS	3,322		
14 WHEAT	12,092	23,438	
15 HAY AND FORAGE	6,807	7,114	
16 OTHER CROP	730	1,419	
17 GOVERNMENT PAYMENTS	19,620	20,292	
18 CROP INSURANCE PROCEEDS	6,920	10,297	
19 MACHINE WORK	3,280	7,556	
20 OTHER INCOME	22,234	26,922	
21 VALUE OF FARM PRODUCTION	\$ 285,545	\$ 352,592	
22 HIRED LABOR	12,426	13,203	
23 MACHINERY REPAIRS	17,420	23,094	
24 IRRIGATION REPAIRS	44	249	
25 BUILDING REPAIRS	1,783	3,366	
26 INTEREST PAID	18,503	20,388	
27 SEED-OTHER CROP EXPENSE	28,209	28,491	
28 CROP INSURANCE	6,356	8,165	
29 FERTILIZER-LIME	25,584	33,014	
30 MACHINE HIRE	9,743	8,469	
31 ORGANIZATION FEE, PUBLICATION	2,719	2,861	
32 VET-MED-DRUGS	4,123	11,530	
33 CROP STORAGE-MARKETING	691	1,135	
34 LIVESTOCK MARKETING-BREEDING	1,827	5,573	
35 DAIRY EXPENSE	3,012	1,982	
36 GAS-FUEL-OIL	16,403	20,848	
37 IRRIGATION ENERGY	60	480	
38 REAL ESTATE TAXES	3,581	3,578	
39 PERSONAL PROPERTY TAXES	1,112	1,592	
40 GENERAL FARM INSURANCE	5,249	6,701	
41 UTILITIES	4,717	5,798	
42 CASH FARM RENT	26,931	25,073	
43 HERBICIDE-INSECTICIDE	10,435	21,197	
44 CONSERVATION	910	2,152	
45 AUTO EXPENSE	73	463	
46 TOTAL OPERATING EXPENSE	\$ 201,910	\$ 249,402	
47 DEPRECIATION-MACHINERY	21,106	22,823	
48 DEPRECIATION-BUILDINGS	3,324	6,967	
49 TOTAL FARM EXPENSE	\$ 226,340	\$ 279,192	
50 NET FARM INCOME	\$ 59,205	\$ 73,400	
51 UNPAID FAMILY LABOR	1,227	2,051	
52 UNPAID OPERATOR LABOR	28,964	28,509	
53 MANAGEMENT CHARGE	14,780	17,968	
54 CURRENT ASSET CHARGE - 8%	14,975	17,189	
55 NONCURRENT ASSET CHARGE - 8%	40,351	37,387	
56 RETURN LABOR-MANAGEMENT	2,652	16,773	
57 RETURN TO CAPITAL	32,737	45,259	
58 ASSET TURNOVER RATIO	.3002	.3567	
59 OPERATING PROFIT MARGIN RATIO	.1146	.1284	
60 % RETURN ON ASSETS	.0344	.0458	
61 % RETURN ON EQUITY	.0206	.0365	
62 TOTAL EXPENSE RATIO	.7927	.7918	
63 ADJUSTED TOTAL EXPENSE RATIO	.9502	.9295	
64 ECONOMIC TOTAL EXPENSE RATIO	1.1439	1.0842	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
65 CURRENT ASSETS	301,648	291,330	292,645
66 NONCURRENT ASSETS	639,193	670,081	658,541
67 CURRENT LIABILITIES	116,508	102,105	83,814
68 NONCURRENT LIABILITIES	153,325	147,184	204,992
69 CURRENT RATIO	2.59	2.85	3.49
70 DEBT TO ASSET RATIO	.29	.26	.32



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

51 - 55  
44 FARMS

56 - 60  
40 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	119,649	75,843		
2 DAIRY AND MILK	32,551	43,017		
3 SHEEP		3,783		
4 SWINE	2,424	1,432		
5 POULTRY AND EGGS		1		
6 OTHER LIVESTOCK	-895	-1,163		
7 CUSTOM FEEDING	95,747	8,172		
8 FEED PURCHASED	-98,553	-27,147		
9 LIVESTOCK INCOME	\$ 150,922	\$ 103,939		
10 CORN	60,601	80,822		
11 GRAIN SORGHUM	506	2,775		
12 SOYBEANS	51,645	83,742		
13 SUNFLOWERS	388	-1,055		
14 WHEAT	11,254	15,548		
15 HAY AND FORAGE	9,521	8,943		
16 OTHER CROP	6,859	975		
17 GOVERNMENT PAYMENTS	21,335	26,414		
18 CROP INSURANCE PROCEEDS	7,311	5,063		
19 MACHINE WORK	9,989	4,104		
20 OTHER INCOME	20,413	19,515		
21 VALUE OF FARM PRODUCTION	\$ 350,744	\$ 350,784		
22 HIRED LABOR	23,619	15,211		
23 MACHINERY REPAIRS	25,822	25,671		
24 IRRIGATION REPAIRS	314	155		
25 BUILDING REPAIRS	2,448	2,081		
26 INTEREST PAID	22,710	25,773		
27 SEED-OTHER CROP EXPENSE	24,947	33,038		
28 CROP INSURANCE	5,912	9,361		
29 FERTILIZER-LIME	26,108	30,252		
30 MACHINE HIRE	8,663	10,715		
31 ORGANIZATION FEE, PUBLICATION	3,790	4,049		
32 VET-MED-DRUGS	17,824	5,068		
33 CROP STORAGE-MARKETING	377	993		
34 LIVESTOCK MARKETING-BREEDING	26,875	4,631		
35 DAIRY EXPENSE	1,572	3,881		
36 GAS-FUEL-OIL	20,041	23,791		
37 IRRIGATION ENERGY	620	580		
38 REAL ESTATE TAXES	4,676	6,440		
39 PERSONAL PROPERTY TAXES	943	917		
40 GENERAL FARM INSURANCE	6,406	6,821		
41 UTILITIES	5,735	6,907		
42 CASH FARM RENT	30,478	22,011		
43 HERBICIDE-INSECTICIDE	15,250	19,007		
44 CONSERVATION	892	1,662		
45 AUTO EXPENSE	139	245		
46 TOTAL OPERATING EXPENSE	\$ 276,162	\$ 259,259		
47 DEPRECIATION-MACHINERY	23,886	26,963		
48 DEPRECIATION-BUILDINGS	4,255	4,905		
49 TOTAL FARM EXPENSE	\$ 304,302	\$ 291,126		
50 NET FARM INCOME	\$ 46,441	\$ 59,658		
51 UNPAID FAMILY LABOR	767	1,238		
52 UNPAID OPERATOR LABOR	30,559	33,075		
53 MANAGEMENT CHARGE	14,155	16,686		
54 CURRENT ASSET CHARGE - 8%	18,419	16,537		
55 NONCURRENT ASSET CHARGE - 8%	37,425	67,984		
56 RETURN LABOR-MANAGEMENT	-10,170	-26,100		
57 RETURN TO CAPITAL	23,670	34,432		
58 ASSET TURNOVER RATIO	.3324	.2357		
59 OPERATING PROFIT MARGIN RATIO	.0675	.0982		
60 % RETURN ON ASSETS	.0224	.0231		
61 % RETURN ON EQUITY	.0014	.0082		
62 TOTAL EXPENSE RATIO	.8676	.8299		
63 ADJUSTED TOTAL EXPENSE RATIO	.9973	.9753		
64 ECONOMIC TOTAL EXPENSE RATIO	1.1565	1.2163		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	374,697	381,799	397,032	405,074
66 NONCURRENT ASSETS	667,675	685,951	1,054,501	1,120,038
67 CURRENT LIABILITIES	145,221	150,796	183,859	204,834
68 NONCURRENT LIABILITIES	217,139	200,861	229,513	245,436
69 CURRENT RATIO	2.58	2.53	2.16	1.98
70 DEBT TO ASSET RATIO	.35	.33	.28	.30



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

61 - 65  
34 FARMS

66 - 70  
28 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	31,630	79,590		
2 DAIRY AND MILK	106	2,797		
3 SHEEP	29			
4 SWINE	12,902	4,166		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	19,171	517		
7 CUSTOM FEEDING	15,478	601		
8 FEED PURCHASED	-17,979	-26,641		
9 LIVESTOCK INCOME	\$ 61,336	\$ 61,030		
10 CORN	87,386	56,754		
11 GRAIN SORGHUM	8,265	5,349		
12 SOYBEANS	96,604	59,215		
13 SUNFLOWERS	-144			
14 WHEAT	15,921	11,808		
15 HAY AND FORAGE	4,813	12,596		
16 OTHER CROP	8,096	636		
17 GOVERNMENT PAYMENTS	24,757	16,455		
18 CROP INSURANCE PROCEEDS	2,634	3,849		
19 MACHINE WORK	4,915	5,773		
20 OTHER INCOME	9,663	9,716		
21 VALUE OF FARM PRODUCTION	\$ 324,248	\$ 243,181		
22 HIRED LABOR	17,219	12,385		
23 MACHINERY REPAIRS	18,660	16,273		
24 IRRIGATION REPAIRS	452	42		
25 BUILDING REPAIRS	2,983	2,035		
26 INTEREST PAID	19,979	15,064		
27 SEED-OTHER CROP EXPENSE	32,985	21,908		
28 CROP INSURANCE	6,519	5,691		
29 FERTILIZER-LIME	35,581	23,270		
30 MACHINE HIRE	9,546	7,097		
31 ORGANIZATION FEE, PUBLICATION	4,777	3,057		
32 VET-MED-DRUGS	4,620	5,431		
33 CROP STORAGE-MARKETING	745	647		
34 LIVESTOCK MARKETING-BREEDING	3,944	3,825		
35 DAIRY EXPENSE		526		
36 GAS-FUEL-OIL	17,684	15,598		
37 IRRIGATION ENERGY	90	468		
38 REAL ESTATE TAXES	5,165	4,366		
39 PERSONAL PROPERTY TAXES	1,331	737		
40 GENERAL FARM INSURANCE	5,967	4,899		
41 UTILITIES	5,467	3,949		
42 CASH FARM RENT	25,657	18,990		
43 HERBICIDE-INSECTICIDE	19,613	8,856		
44 CONSERVATION	2,307	1,137		
45 AUTO EXPENSE	567	346		
46 TOTAL OPERATING EXPENSE	\$ 241,858	\$ 176,598		
47 DEPRECIATION-MACHINERY	23,915	17,551		
48 DEPRECIATION-BUILDINGS	3,615	1,556		
49 TOTAL FARM EXPENSE	\$ 269,388	\$ 195,705		
50 NET FARM INCOME	\$ 54,860	\$ 47,476		
51 UNPAID FAMILY LABOR	1,059	643		
52 UNPAID OPERATOR LABOR	30,097	26,421		
53 MANAGEMENT CHARGE	15,141	13,820		
54 CURRENT ASSET CHARGE - 8%	16,297	19,176		
55 NONCURRENT ASSET CHARGE - 8%	46,074	52,704		
56 RETURN LABOR-MANAGEMENT	-8,570	-25,047		
57 RETURN TO CAPITAL	28,542	21,655		
58 ASSET TURNOVER RATIO	.3001	.2142		
59 OPERATING PROFIT MARGIN RATIO	.0880	.0890		
60 % RETURN ON ASSETS	.0264	.0191		
61 % RETURN ON EQUITY	.0110	.0073		
62 TOTAL EXPENSE RATIO	.8308	.8048		
63 ADJUSTED TOTAL EXPENSE RATIO	.9736	.9729		
64 ECONOMIC TOTAL EXPENSE RATIO	1.1659	1.2685		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	287,267	322,327	301,679	333,607
66 NONCURRENT ASSETS	758,540	793,032	808,189	827,195
67 CURRENT LIABILITIES	93,694	108,471	69,016	86,878
68 NONCURRENT LIABILITIES	196,918	202,817	153,635	164,146
69 CURRENT RATIO	3.07	2.97	4.37	3.84
70 DEBT TO ASSET RATIO	.28	.28	.20	.22



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

> 70  
22 FARMS

ITEM	PER FARM	PER FARM
1 BEEF	75,141	
2 DAIRY AND MILK		
3 SHEEP		
4 SWINE	7,582	
5 POULTRY AND EGGS		
6 OTHER LIVESTOCK		
7 CUSTOM FEEDING		
8 FEED PURCHASED	-21,557	
9 LIVESTOCK INCOME	\$ 61,166	
10 CORN	32,583	
11 GRAIN SORGHUM	1,059	
12 SOYBEANS	32,283	
13 SUNFLOWERS		
14 WHEAT	10,326	
15 HAY AND FORAGE	3,550	
16 OTHER CROP	921	
17 GOVERNMENT PAYMENTS	11,790	
18 CROP INSURANCE PROCEEDS	1,531	
19 MACHINE WORK	1,448	
20 OTHER INCOME	4,180	
21 VALUE OF FARM PRODUCTION	\$ 160,838	
22 HIRED LABOR	2,973	
23 MACHINERY REPAIRS	12,984	
24 IRRIGATION REPAIRS	303	
25 BUILDING REPAIRS	972	
26 INTEREST PAID	6,541	
27 SEED-OTHER CROP EXPENSE	12,853	
28 CROP INSURANCE	4,796	
29 FERTILIZER-LIME	21,509	
30 MACHINE HIRE	7,540	
31 ORGANIZATION FEE, PUBLICATION	2,441	
32 VET-MED-DRUGS	3,722	
33 CROP STORAGE-MARKETING	194	
34 LIVESTOCK MARKETING-BREEDING	4,027	
35 DAIRY EXPENSE		
36 GAS-FUEL-OIL	12,663	
37 IRRIGATION ENERGY	330	
38 REAL ESTATE TAXES	4,698	
39 PERSONAL PROPERTY TAXES	527	
40 GENERAL FARM INSURANCE	3,191	
41 UTILITIES	2,787	
42 CASH FARM RENT	11,660	
43 HERBICIDE-INSECTICIDE	8,668	
44 CONSERVATION	1,263	
45 AUTO EXPENSE	158	
46 TOTAL OPERATING EXPENSE	\$ 126,802	
47 DEPRECIATION-MACHINERY	9,830	
48 DEPRECIATION-BUILDINGS	663	
49 TOTAL FARM EXPENSE	\$ 137,294	
50 NET FARM INCOME	\$ 23,544	
51 UNPAID FAMILY LABOR	614	
52 UNPAID OPERATOR LABOR	23,809	
53 MANAGEMENT CHARGE	8,411	
54 CURRENT ASSET CHARGE - 8%	15,625	
55 NONCURRENT ASSET CHARGE - 8%	64,071	
56 RETURN LABOR-MANAGEMENT	-56,766	
57 RETURN TO CAPITAL	-2,750	
58 ASSET TURNOVER RATIO	.1412	
59 OPERATING PROFIT MARGIN RATIO	-.0171	
60 % RETURN ON ASSETS	-.0024	
61 % RETURN ON EQUITY	-.0093	
62 TOTAL EXPENSE RATIO	.8536	
63 ADJUSTED TOTAL EXPENSE RATIO	1.0578	
64 ECONOMIC TOTAL EXPENSE RATIO	1.5533	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	242,243	249,139
66 NONCURRENT ASSETS	889,031	897,373
67 CURRENT LIABILITIES	48,597	52,165
68 NONCURRENT LIABILITIES	92,257	92,361
69 CURRENT RATIO	4.98	4.78
70 DEBT TO ASSET RATIO	.12	.13

