

## Kansas Farm Management Associations 2006 Annual ProfitLink Summary

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

< 501 ACRES  
17 FARMS

501 - 1,000 ACRES  
23 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	53,867	25,464	
2 DAIRY AND MILK	59		
3 SHEEP	87	175	
4 SWINE			
5 POULTRY AND EGGS		11,728	
6 OTHER LIVESTOCK	400	-611	
7 CUSTOM FEEDING	6,284	1,017	
8 FEED PURCHASED	-14,042	-6,863	
9 LIVESTOCK INCOME	\$ 46,655	\$ 30,909	
10 CORN	4,921	26,954	
11 GRAIN SORGHUM	1,906	6,466	
12 SOYBEANS	978	4,496	
13 SUNFLOWERS		108	
14 WHEAT	3,451	20,084	
15 HAY AND FORAGE	4,168	10,069	
16 OTHER CROP	99	-402	
17 GOVERNMENT PAYMENTS	5,629	12,863	
18 CROP INSURANCE PROCEEDS	4,735	33,564	
19 MACHINE WORK	8,437	7,205	
20 OTHER INCOME	6,804	3,644	
21 VALUE OF FARM PRODUCTION	\$ 87,783	\$ 155,959	
22 HIRED LABOR	2,542	1,083	
23 MACHINERY REPAIRS	9,458	9,579	
24 IRRIGATION REPAIRS	239	1,386	
25 BUILDING REPAIRS	1,518	1,393	
26 INTEREST PAID	12,856	15,264	
27 SEED-OTHER CROP EXPENSE	1,628	8,138	
28 CROP INSURANCE	1,271	5,515	
29 FERTILIZER-LIME	3,023	13,316	
30 MACHINE HIRE	2,809	5,706	
31 ORGANIZATION FEE, PUBLICATION	2,343	1,630	
32 VET-MED-DRUGS	2,958	943	
33 CROP STORAGE-MARKETING	12	160	
34 LIVESTOCK MARKETING-BREEDING	2,568	975	
35 DAIRY EXPENSE		1,365	
36 GAS-FUEL-OIL	5,751	9,676	
37 IRRIGATION ENERGY	1,081	5,176	
38 REAL ESTATE TAXES	2,024	2,154	
39 PERSONAL PROPERTY TAXES	366	553	
40 GENERAL FARM INSURANCE	2,350	2,881	
41 UTILITIES	1,954	2,316	
42 CASH FARM RENT	9,164	10,014	
43 HERBICIDE-INSECTICIDE	3,196	8,718	
44 CONSERVATION	14	346	
45 AUTO EXPENSE	1,236	1,340	
46 TOTAL OPERATING EXPENSE	\$ 70,362	\$ 109,628	
47 DEPRECIATION-MACHINERY	7,070	10,899	
48 DEPRECIATION-BUILDINGS	361	969	
49 TOTAL FARM EXPENSE	\$ 77,793	\$ 121,496	
50 NET FARM INCOME	\$ 9,990	\$ 34,462	
51 UNPAID FAMILY LABOR	2,118	2,935	
52 UNPAID OPERATOR LABOR	13,976	17,491	
53 MANAGEMENT CHARGE	4,011	8,158	
54 CURRENT ASSET CHARGE - 8%	7,874	6,471	
55 NONCURRENT ASSET CHARGE - 8%	15,885	15,490	
56 RETURN LABOR-MANAGEMENT	-15,888	9,567	
57 RETURN TO CAPITAL	2,741	21,142	
58 ASSET TURNOVER RATIO	.1943	.3232	
59 OPERATING PROFIT MARGIN RATIO	.0312	.1356	
60 % RETURN ON ASSETS	.0061	.0438	
61 % RETURN ON EQUITY	-.0341	.0214	
62 TOTAL EXPENSE RATIO	.8862	.7790	
63 ADJUSTED TOTAL EXPENSE RATIO	1.1152	.9623	
64 ECONOMIC TOTAL EXPENSE RATIO	1.3859	1.1031	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
	DECEMBER 31		DECEMBER 31
65 CURRENT ASSETS	163,385	163,000	137,489
66 NONCURRENT ASSETS	285,084	292,116	340,356
67 CURRENT LIABILITIES	65,630	63,896	55,412
68 NONCURRENT LIABILITIES	86,393	93,670	153,371
69 CURRENT RATIO	2.49	2.55	2.48
70 DEBT TO ASSET RATIO	.34	.35	.44



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

1,001 - 1,500 ACRES  
32 FARMS

1,501 - 2,000 ACRES  
26 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	59,970	58,565		
2 DAIRY AND MILK	7,104			
3 SHEEP				
4 SWINE	78			
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	3,563	4,044		
7 CUSTOM FEEDING	6,639	1,749		
8 FEED PURCHASED	-13,770	-19,769		
9 LIVESTOCK INCOME	\$ 63,585	\$ 44,590		
10 CORN	67,830	66,910		
11 GRAIN SORGHUM	14,365	12,922		
12 SOYBEANS	1,942	10,110		
13 SUNFLOWERS	1,007	2,899		
14 WHEAT	35,209	42,257		
15 HAY AND FORAGE	24,083	8,873		
16 OTHER CROP	1,981	56		
17 GOVERNMENT PAYMENTS	24,941	31,109		
18 CROP INSURANCE PROCEEDS	31,774	39,845		
19 MACHINE WORK	16,429	13,067		
20 OTHER INCOME	6,368	3,117		
21 VALUE OF FARM PRODUCTION	\$ 289,515	\$ 275,755		
22 HIRED LABOR	6,607	5,948		
23 MACHINERY REPAIRS	23,389	16,254		
24 IRRIGATION REPAIRS	1,836	1,270		
25 BUILDING REPAIRS	1,052	914		
26 INTEREST PAID	22,858	18,043		
27 SEED-OTHER CROP EXPENSE	14,214	13,529		
28 CROP INSURANCE	8,044	12,600		
29 FERTILIZER-LIME	18,677	27,617		
30 MACHINE HIRE	13,472	11,337		
31 ORGANIZATION FEE, PUBLICATION	2,667	2,876		
32 VET-MED-DRUGS	2,290	2,641		
33 CROP STORAGE-MARKETING	886	945		
34 LIVESTOCK MARKETING-BREEDING	5,200	1,966		
35 DAIRY EXPENSE				
36 GAS-FUEL-OIL	19,546	18,233		
37 IRRIGATION ENERGY	19,553	13,909		
38 REAL ESTATE TAXES	4,368	3,614		
39 PERSONAL PROPERTY TAXES	640	731		
40 GENERAL FARM INSURANCE	5,286	4,957		
41 UTILITIES	2,668	2,590		
42 CASH FARM RENT	11,946	16,349		
43 HERBICIDE-INSECTICIDE	20,857	18,857		
44 CONSERVATION	111	724		
45 AUTO EXPENSE	1,759	918		
46 TOTAL OPERATING EXPENSE	\$ 207,925	\$ 196,823		
47 DEPRECIATION-MACHINERY	19,873	24,713		
48 DEPRECIATION-BUILDINGS	1,998	1,198		
49 TOTAL FARM EXPENSE	\$ 229,795	\$ 222,733		
50 NET FARM INCOME	\$ 59,720	\$ 53,021		
51 UNPAID FAMILY LABOR	4,078	2,856		
52 UNPAID OPERATOR LABOR	20,503	21,496		
53 MANAGEMENT CHARGE	14,693	13,634		
54 CURRENT ASSET CHARGE - 8%	18,102	11,816		
55 NONCURRENT ASSET CHARGE - 8%	51,975	41,998		
56 RETURN LABOR-MANAGEMENT	-14,436	-3,648		
57 RETURN TO CAPITAL	43,304	33,078		
58 ASSET TURNOVER RATIO	.2467	.2799		
59 OPERATING PROFIT MARGIN RATIO	.1496	.1200		
60 % RETURN ON ASSETS	.0369	.0336		
61 % RETURN ON EQUITY	.0233	.0224		
62 TOTAL EXPENSE RATIO	.7937	.8077		
63 ADJUSTED TOTAL EXPENSE RATIO	.9294	.9455		
64 ECONOMIC TOTAL EXPENSE RATIO	1.1714	1.1406		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	309,757	320,931	273,428	287,513
66 NONCURRENT ASSETS	842,805	873,313	698,506	711,084
67 CURRENT LIABILITIES	80,482	97,649	128,805	136,744
68 NONCURRENT LIABILITIES	210,352	206,390	184,086	175,544
69 CURRENT RATIO	3.85	3.29	2.12	2.10
70 DEBT TO ASSET RATIO	.25	.25	.32	.31



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

2,001 - 2,500 ACRES  
14 FARMS

2,501 - 3,000 ACRES  
17 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	143,998	39,812	
2 DAIRY AND MILK			
3 SHEEP			
4 SWINE			
5 POULTRY AND EGGS	90		
6 OTHER LIVESTOCK	3,718		
7 CUSTOM FEEDING	551	7,325	
8 FEED PURCHASED	-62,414	-8,864	
9 LIVESTOCK INCOME	\$ 85,942	\$ 38,273	
10 CORN	109,303	88,531	
11 GRAIN SORGHUM	11,294	25,552	
12 SOYBEANS	7,315	8,481	
13 SUNFLOWERS	31,893	11,615	
14 WHEAT	46,540	45,908	
15 HAY AND FORAGE	13,249	27,290	
16 OTHER CROP	430	5,221	
17 GOVERNMENT PAYMENTS	43,860	40,568	
18 CROP INSURANCE PROCEEDS	70,126	76,747	
19 MACHINE WORK	33,211	22,454	
20 OTHER INCOME	9,542	8,735	
21 VALUE OF FARM PRODUCTION	\$ 462,704	\$ 399,375	
22 HIRED LABOR	14,955	14,964	
23 MACHINERY REPAIRS	30,953	26,153	
24 IRRIGATION REPAIRS	2,979	4,914	
25 BUILDING REPAIRS	1,112	1,047	
26 INTEREST PAID	33,199	19,850	
27 SEED-OTHER CROP EXPENSE	24,408	22,175	
28 CROP INSURANCE	13,356	15,193	
29 FERTILIZER-LIME	31,739	28,948	
30 MACHINE HIRE	24,859	16,769	
31 ORGANIZATION FEE, PUBLICATION	3,367	2,941	
32 VET-MED-DRUGS	4,841	1,022	
33 CROP STORAGE-MARKETING	924	2,070	
34 LIVESTOCK MARKETING-BREEDING	1,412	1,126	
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	35,039	26,895	
37 IRRIGATION ENERGY	27,941	27,683	
38 REAL ESTATE TAXES	4,297	3,594	
39 PERSONAL PROPERTY TAXES	438	1,333	
40 GENERAL FARM INSURANCE	7,885	5,838	
41 UTILITIES	5,178	2,694	
42 CASH FARM RENT	37,112	28,517	
43 HERBICIDE-INSECTICIDE	31,244	28,159	
44 CONSERVATION	170	859	
45 AUTO EXPENSE	1,203	1,346	
46 TOTAL OPERATING EXPENSE	\$ 338,610	\$ 284,089	
47 DEPRECIATION-MACHINERY	36,320	26,581	
48 DEPRECIATION-BUILDINGS	1,432	1,700	
49 TOTAL FARM EXPENSE	\$ 376,362	\$ 312,370	
50 NET FARM INCOME	\$ 86,341	\$ 87,005	
51 UNPAID FAMILY LABOR	5,625	4,897	
52 UNPAID OPERATOR LABOR	22,757	22,076	
53 MANAGEMENT CHARGE	21,898	20,463	
54 CURRENT ASSET CHARGE - 8%	27,123	11,432	
55 NONCURRENT ASSET CHARGE - 8%	43,374	48,206	
56 RETURN LABOR-MANAGEMENT	10,219	22,470	
57 RETURN TO CAPITAL	69,260	59,419	
58 ASSET TURNOVER RATIO	.3201	.3770	
59 OPERATING PROFIT MARGIN RATIO	.1497	.1488	
60 % RETURN ON ASSETS	.0479	.0561	
61 % RETURN ON EQUITY	.0409	.0531	
62 TOTAL EXPENSE RATIO	.8134	.7821	
63 ADJUSTED TOTAL EXPENSE RATIO	.9221	.9009	
64 ECONOMIC TOTAL EXPENSE RATIO	1.0744	1.0503	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
65 CURRENT ASSETS	613,385	628,243	236,075
66 NONCURRENT ASSETS	815,387	834,230	806,039
67 CURRENT LIABILITIES	267,964	295,583	121,162
68 NONCURRENT LIABILITIES	289,356	275,905	200,224
69 CURRENT RATIO	2.29	2.13	1.95
70 DEBT TO ASSET RATIO	.39	.39	.31
			.28



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

3,001 - 3,500 ACRES  
12 FARMS

> 3,501 ACRES  
30 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	73,760		87,731	
2 DAIRY AND MILK	-83			
3 SHEEP	17			
4 SWINE			122	
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	357		10	
7 CUSTOM FEEDING	6,012		1,715	
8 FEED PURCHASED	-30,011		-57,185	
9 LIVESTOCK INCOME	\$ 50,052		\$ 32,392	
10 CORN	197,585		327,800	
11 GRAIN SORGHUM	13,674		37,639	
12 SOYBEANS	1,474		19,494	
13 SUNFLOWERS	7,518		16,068	
14 WHEAT	58,264		138,818	
15 HAY AND FORAGE	29,869		16,513	
16 OTHER CROP	5,973		30,194	
17 GOVERNMENT PAYMENTS	51,876		87,822	
18 CROP INSURANCE PROCEEDS	88,397		104,739	
19 MACHINE WORK	17,007		25,321	
20 OTHER INCOME	-6,632		6,491	
21 VALUE OF FARM PRODUCTION	\$ 515,057		\$ 843,291	
22 HIRED LABOR	25,186		44,309	
23 MACHINERY REPAIRS	35,333		45,682	
24 IRRIGATION REPAIRS	2,994		7,081	
25 BUILDING REPAIRS	1,249		3,305	
26 INTEREST PAID	39,819		60,840	
27 SEED-OTHER CROP EXPENSE	41,526		65,012	
28 CROP INSURANCE	18,344		30,897	
29 FERTILIZER-LIME	53,892		92,722	
30 MACHINE HIRE	40,136		48,629	
31 ORGANIZATION FEE, PUBLICATION	4,419		7,174	
32 VET-MED-DRUGS	3,312		4,904	
33 CROP STORAGE-MARKETING	2,786		4,683	
34 LIVESTOCK MARKETING-BREEDING	2,561		4,628	
35 DAIRY EXPENSE				
36 GAS-FUEL-OIL	27,126		47,155	
37 IRRIGATION ENERGY	25,833		52,656	
38 REAL ESTATE TAXES	6,056		9,189	
39 PERSONAL PROPERTY TAXES	873		1,848	
40 GENERAL FARM INSURANCE	8,639		10,993	
41 UTILITIES	4,266		7,775	
42 CASH FARM RENT	20,968		55,564	
43 HERBICIDE-INSECTICIDE	42,874		83,109	
44 CONSERVATION	867		770	
45 AUTO EXPENSE	1,241		2,411	
46 TOTAL OPERATING EXPENSE	\$ 410,302		\$ 691,333	
47 DEPRECIATION-MACHINERY	42,354		59,401	
48 DEPRECIATION-BUILDINGS	8,509		8,586	
49 TOTAL FARM EXPENSE	\$ 461,165		\$ 759,319	
50 NET FARM INCOME	\$ 53,891		\$ 83,972	
51 UNPAID FAMILY LABOR	5,438		9,675	
52 UNPAID OPERATOR LABOR	24,300		28,980	
53 MANAGEMENT CHARGE	17,621		26,801	
54 CURRENT ASSET CHARGE - 8%	14,338		23,802	
55 NONCURRENT ASSET CHARGE - 8%	65,191		102,891	
56 RETURN LABOR-MANAGEMENT	-31,075		-52,396	
57 RETURN TO CAPITAL	46,352		79,356	
58 ASSET TURNOVER RATIO	.3299		.3322	
59 OPERATING PROFIT MARGIN RATIO	.0900		.0941	
60 % RETURN ON ASSETS	.0297		.0313	
61 % RETURN ON EQUITY	.0066		.0117	
62 TOTAL EXPENSE RATIO	.8954		.9004	
63 ADJUSTED TOTAL EXPENSE RATIO	.9873		.9780	
64 ECONOMIC TOTAL EXPENSE RATIO	1.1417		1.1283	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	406,214	439,184	650,072	766,554
66 NONCURRENT ASSETS	1,127,623	1,149,906	1,802,299	1,857,493
67 CURRENT LIABILITIES	220,468	266,484	344,486	477,082
68 NONCURRENT LIABILITIES	301,169	346,574	530,467	557,052
69 CURRENT RATIO	1.84	1.65	1.89	1.61
70 DEBT TO ASSET RATIO	.34	.39	.36	.39

