

## Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - NW KANSAS  
INCOME AND EXPENSE ANALYSIS

ADJ. TOTAL EXPENSE RATIO QUARTILES

HIGH 25%  
43 FARMS

HIGH MIDDLE  
43 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	61,011		61,467	
2 DAIRY AND MILK	23		5,287	
3 SHEEP	62		66	
4 SWINE	81			
5 POULTRY AND EGGS	1		29	
6 OTHER LIVESTOCK	1,917		1,959	
7 CUSTOM FEEDING	3,243		1,545	
8 FEED PURCHASED	-46,411		-14,401	
9 LIVESTOCK INCOME	\$ 19,926		\$ 55,952	
10 CORN	68,558		133,805	
11 GRAIN SORGHUM	8,253		12,999	
12 SOYBEANS	8,727		7,673	
13 SUNFLOWERS	10,318		5,304	
14 WHEAT	39,292		57,463	
15 HAY AND FORAGE	7,808		21,012	
16 OTHER CROP	4,620		4,383	
17 GOVERNMENT PAYMENTS	33,600		46,124	
18 CROP INSURANCE PROCEEDS	65,345		56,167	
19 MACHINE WORK	17,070		13,800	
20 OTHER INCOME	-366		-629	
21 VALUE OF FARM PRODUCTION	\$ 283,152		\$ 414,054	
22 HIRED LABOR	18,054		17,263	
23 MACHINERY REPAIRS	22,926		29,887	
24 IRRIGATION REPAIRS	2,146		3,913	
25 BUILDING REPAIRS	1,571		2,218	
26 INTEREST PAID	34,400		30,113	
27 SEED-OTHER CROP EXPENSE	23,551		27,854	
28 CROP INSURANCE	12,256		16,103	
29 FERTILIZER-LIME	36,188		42,664	
30 MACHINE HIRE	21,276		24,840	
31 ORGANIZATION FEE, PUBLICATION	3,809		4,012	
32 VET-MED-DRUGS	3,005		3,788	
33 CROP STORAGE-MARKETING	957		2,499	
34 LIVESTOCK MARKETING-BREEDING	3,498		3,205	
35 DAIRY EXPENSE	730			
36 GAS-FUEL-OIL	19,527		28,446	
37 IRRIGATION ENERGY	13,608		25,384	
38 REAL ESTATE TAXES	4,644		4,878	
39 PERSONAL PROPERTY TAXES	1,134		912	
40 GENERAL FARM INSURANCE	5,955		6,286	
41 UTILITIES	3,785		3,908	
42 CASH FARM RENT	19,489		32,888	
43 HERBICIDE-INSECTICIDE	32,215		37,262	
44 CONSERVATION	326		1,071	
45 AUTO EXPENSE	1,464		1,292	
46 TOTAL OPERATING EXPENSE	\$ 286,516		\$ 350,683	
47 DEPRECIATION-MACHINERY	29,627		27,700	
48 DEPRECIATION-BUILDINGS	5,160		2,026	
49 TOTAL FARM EXPENSE	\$ 321,303		\$ 380,409	
50 NET FARM INCOME	\$ -38,151		\$ 33,645	
51 UNPAID FAMILY LABOR	5,651		3,663	
52 UNPAID OPERATOR LABOR	19,905		24,426	
53 MANAGEMENT CHARGE	204		12,451	
54 CURRENT ASSET CHARGE - 8%	7,982		14,883	
55 NONCURRENT ASSET CHARGE - 8%	53,501		45,285	
56 RETURN LABOR-MANAGEMENT	-105,284		-30,186	
57 RETURN TO CAPITAL	-29,511		23,218	
58 ASSET TURNOVER RATIO	.2093		.3434	
59 OPERATING PROFIT MARGIN RATIO	-.1042		.0561	
60 % RETURN ON ASSETS	-.0218		.0193	
61 % RETURN ON EQUITY	-.0832		-.0092	
62 TOTAL EXPENSE RATIO	1.1347		.9187	
63 ADJUSTED TOTAL EXPENSE RATIO	1.2257		1.0167	
64 ECONOMIC TOTAL EXPENSE RATIO	1.4428		1.1620	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	328,962	336,879	358,507	361,751
66 NONCURRENT ASSETS	1,003,286	1,036,193	837,899	853,516
67 CURRENT LIABILITIES	189,074	277,224	169,566	178,627
68 NONCURRENT LIABILITIES	345,991	355,970	270,804	288,477
69 CURRENT RATIO	1.74	1.22	2.11	2.03
70 DEBT TO ASSET RATIO	.40	.46	.37	.38



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2006 DATA - NW KANSAS  
INCOME AND EXPENSE ANALYSIS

ADJ. TOTAL EXPENSE RATIO QUARTILES

LOW MIDDLE  
43 FARMS

LOW 25%  
42 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	56,561		82,245	
2 DAIRY AND MILK	-23			
3 SHEEP	5			
4 SWINE	50		13	
5 POULTRY AND EGGS			6,421	
6 OTHER LIVESTOCK	1,895		486	
7 CUSTOM FEEDING	3,858		6,481	
8 FEED PURCHASED	-11,509		-31,942	
9 LIVESTOCK INCOME	\$ 50,837		\$ 63,705	
10 CORN	103,811		159,253	
11 GRAIN SORGHUM	14,228		31,830	
12 SOYBEANS	5,972		7,908	
13 SUNFLOWERS	2,074		13,462	
14 WHEAT	66,855		47,772	
15 HAY AND FORAGE	19,937		16,916	
16 OTHER CROP	11,256		6,153	
17 GOVERNMENT PAYMENTS	32,824		40,948	
18 CROP INSURANCE PROCEEDS	44,116		54,110	
19 MACHINE WORK	14,332		24,792	
20 OTHER INCOME	9,979		11,790	
21 VALUE OF FARM PRODUCTION	\$ 376,221		\$ 478,637	
22 HIRED LABOR	12,637		11,129	
23 MACHINERY REPAIRS	23,377		22,580	
24 IRRIGATION REPAIRS	2,361		3,315	
25 BUILDING REPAIRS	1,303		1,043	
26 INTEREST PAID	27,127		22,261	
27 SEED-OTHER CROP EXPENSE	20,798		25,812	
28 CROP INSURANCE	12,548		13,495	
29 FERTILIZER-LIME	29,626		32,706	
30 MACHINE HIRE	20,772		14,339	
31 ORGANIZATION FEE, PUBLICATION	3,733		2,524	
32 VET-MED-DRUGS	2,173		2,391	
33 CROP STORAGE-MARKETING	641		2,445	
34 LIVESTOCK MARKETING-BREEDING	3,534		1,235	
35 DAIRY EXPENSE				
36 GAS-FUEL-OIL	23,531		24,596	
37 IRRIGATION ENERGY	20,528		31,354	
38 REAL ESTATE TAXES	4,304		4,590	
39 PERSONAL PROPERTY TAXES	921		608	
40 GENERAL FARM INSURANCE	5,514		6,759	
41 UTILITIES	3,405		3,923	
42 CASH FARM RENT	20,462		23,436	
43 HERBICIDE-INSECTICIDE	26,918		28,367	
44 CONSERVATION	223		272	
45 AUTO EXPENSE	1,778		1,523	
46 TOTAL OPERATING EXPENSE	\$ 268,215		\$ 280,702	
47 DEPRECIATION-MACHINERY	22,305		35,138	
48 DEPRECIATION-BUILDINGS	3,410		1,821	
49 TOTAL FARM EXPENSE	\$ 293,930		\$ 317,661	
50 NET FARM INCOME	\$ 82,291		\$ 160,977	
51 UNPAID FAMILY LABOR	4,919		5,089	
52 UNPAID OPERATOR LABOR	21,035		21,407	
53 MANAGEMENT CHARGE	19,439		32,628	
54 CURRENT ASSET CHARGE - 8%	13,330		25,548	
55 NONCURRENT ASSET CHARGE - 8%	44,070		60,343	
56 RETURN LABOR-MANAGEMENT	19,972		69,996	
57 RETURN TO CAPITAL	64,026		124,113	
58 ASSET TURNOVER RATIO	.3510		.3409	
59 OPERATING PROFIT MARGIN RATIO	.1702		.2593	
60 % RETURN ON ASSETS	.0597		.0884	
61 % RETURN ON EQUITY	.0514		.0949	
62 TOTAL EXPENSE RATIO	.7813		.6637	
63 ADJUSTED TOTAL EXPENSE RATIO	.9019		.7872	
64 ECONOMIC TOTAL EXPENSE RATIO	1.0545		.9667	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	267,562	309,367	449,338	517,233
66 NONCURRENT ASSETS	770,633	796,185	909,902	931,719
67 CURRENT LIABILITIES	109,132	134,541	166,471	161,406
68 NONCURRENT LIABILITIES	226,545	238,519	172,213	160,823
69 CURRENT RATIO	2.45	2.30	2.70	3.20
70 DEBT TO ASSET RATIO	.32	.34	.25	.22

