

## Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - NW KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY OWNERSHIP TYPE

CORPORATIONS  
19 FARMS

PARTNERSHIP - OWNER  
7 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	126,098		59,266	
2 DAIRY AND MILK				
3 SHEEP				
4 SWINE	-18		79	
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	41		-71	
7 CUSTOM FEEDING	2,204		1,451	
8 FEED PURCHASED	-89,459		-5,742	
9 LIVESTOCK INCOME	\$ 38,867		\$ 54,983	
10 CORN	224,147		542,216	
11 GRAIN SORGHUM	22,087		53,423	
12 SOYBEANS	20,934		2,945	
13 SUNFLOWERS	23,043		564	
14 WHEAT	115,888		88,348	
15 HAY AND FORAGE	19,956		9,434	
16 OTHER CROP	11,660		57,315	
17 GOVERNMENT PAYMENTS	67,652		84,161	
18 CROP INSURANCE PROCEEDS	107,082		63,553	
19 MACHINE WORK	40,859		12,617	
20 OTHER INCOME	16,701		586	
21 VALUE OF FARM PRODUCTION	\$ 708,877		\$ 970,143	
22 HIRED LABOR	49,741		39,042	
23 MACHINERY REPAIRS	41,553		44,871	
24 IRRIGATION REPAIRS	4,840		13,023	
25 BUILDING REPAIRS	2,413		1,596	
26 INTEREST PAID	54,948		53,386	
27 SEED-OTHER CROP EXPENSE	57,453		76,454	
28 CROP INSURANCE	25,494		34,442	
29 FERTILIZER-LIME	83,725		111,171	
30 MACHINE HIRE	40,134		25,682	
31 ORGANIZATION FEE, PUBLICATION	7,037		3,057	
32 VET-MED-DRUGS	7,406		1,243	
33 CROP STORAGE-MARKETING	3,169		7,214	
34 LIVESTOCK MARKETING-BREEDING	6,861		1,813	
35 DAIRY EXPENSE				
36 GAS-FUEL-OIL	40,958		60,221	
37 IRRIGATION ENERGY	38,352		92,734	
38 REAL ESTATE TAXES	7,194		5,074	
39 PERSONAL PROPERTY TAXES	1,776		2,024	
40 GENERAL FARM INSURANCE	10,245		11,714	
41 UTILITIES	7,220		8,716	
42 CASH FARM RENT	49,780		88,225	
43 HERBICIDE-INSECTICIDE	82,370		72,272	
44 CONSERVATION	550		853	
45 AUTO EXPENSE	1,395		3,220	
46 TOTAL OPERATING EXPENSE	\$ 624,613		\$ 758,048	
47 DEPRECIATION-MACHINERY	58,661		67,610	
48 DEPRECIATION-BUILDINGS	11,774		1,695	
49 TOTAL FARM EXPENSE	\$ 695,048		\$ 827,353	
50 NET FARM INCOME	\$ 13,829		\$ 142,790	
51 UNPAID FAMILY LABOR	8,526		16,714	
52 UNPAID OPERATOR LABOR	30,553		28,929	
53 MANAGEMENT CHARGE	14,947		35,979	
54 CURRENT ASSET CHARGE - 8%	27,499		14,526	
55 NONCURRENT ASSET CHARGE - 8%	84,663		54,048	
56 RETURN LABOR-MANAGEMENT	-106,859		57,502	
57 RETURN TO CAPITAL	14,751		114,553	
58 ASSET TURNOVER RATIO	.3048		.5820	
59 OPERATING PROFIT MARGIN RATIO	.0208		.1181	
60 % RETURN ON ASSETS	.0063		.0687	
61 % RETURN ON EQUITY	-.0287		.0714	
62 TOTAL EXPENSE RATIO	.9805		.8528	
63 ADJUSTED TOTAL EXPENSE RATIO	1.0567		.9370	
64 ECONOMIC TOTAL EXPENSE RATIO	1.2149		1.0076	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	677,811	768,382	579,136	717,623
66 NONCURRENT ASSETS	1,581,320	1,623,929	1,006,109	1,030,716
67 CURRENT LIABILITIES	286,208	472,521	420,219	513,388
68 NONCURRENT LIABILITIES	539,709	548,973	354,693	330,941
69 CURRENT RATIO	2.37	1.63	1.38	1.40
70 DEBT TO ASSET RATIO	.37	.43	.49	.48



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INCOME AND EXPENSE ANALYSIS  
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SINGLE - OWNER  
10 FARMS

SINGLE - PARTOWNER  
126 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF		54,110	
2 DAIRY AND MILK		1,796	
3 SHEEP		45	
4 SWINE		47	
5 POULTRY AND EGGS		2,151	
6 OTHER LIVESTOCK	780	2,041	
7 CUSTOM FEEDING		4,698	
8 FEED PURCHASED	-95	-15,491	
9 LIVESTOCK INCOME	\$ 685	\$ 49,397	
10 CORN	25,922	86,903	
11 GRAIN SORGHUM	1,688	15,815	
12 SOYBEANS	2,764	6,413	
13 SUNFLOWERS		5,725	
14 WHEAT	21,031	45,834	
15 HAY AND FORAGE	3,637	17,843	
16 OTHER CROP	-83	2,329	
17 GOVERNMENT PAYMENTS	18,789	33,805	
18 CROP INSURANCE PROCEEDS	8,183	50,008	
19 MACHINE WORK	1,043	13,536	
20 OTHER INCOME	5,109	4,124	
21 VALUE OF FARM PRODUCTION	\$ 88,768	\$ 331,732	
22 HIRED LABOR	3,011	9,062	
23 MACHINERY REPAIRS	6,094	22,290	
24 IRRIGATION REPAIRS	258	2,443	
25 BUILDING REPAIRS	886	1,526	
26 INTEREST PAID	1,789	25,559	
27 SEED-OTHER CROP EXPENSE	3,238	18,766	
28 CROP INSURANCE	2,676	11,882	
29 FERTILIZER-LIME	9,117	26,718	
30 MACHINE HIRE	4,549	18,260	
31 ORGANIZATION FEE, PUBLICATION	2,514	3,222	
32 VET-MED-DRUGS	116	2,346	
33 CROP STORAGE-MARKETING	209	1,318	
34 LIVESTOCK MARKETING-BREEDING	97	2,741	
35 DAIRY EXPENSE		249	
36 GAS-FUEL-OIL	5,118	20,257	
37 IRRIGATION ENERGY	3,565	18,368	
38 REAL ESTATE TAXES	5,150	4,413	
39 PERSONAL PROPERTY TAXES	161	775	
40 GENERAL FARM INSURANCE	2,952	5,603	
41 UTILITIES	1,906	3,034	
42 CASH FARM RENT	1,201	17,521	
43 HERBICIDE-INSECTICIDE	3,398	23,387	
44 CONSERVATION	659	461	
45 AUTO EXPENSE	589	1,525	
46 TOTAL OPERATING EXPENSE	\$ 59,249	\$ 241,724	
47 DEPRECIATION-MACHINERY	2,752	24,372	
48 DEPRECIATION-BUILDINGS	300	2,274	
49 TOTAL FARM EXPENSE	\$ 62,301	\$ 268,370	
50 NET FARM INCOME	\$ 26,467	\$ 63,361	
51 UNPAID FAMILY LABOR	675	4,214	
52 UNPAID OPERATOR LABOR	8,910	21,086	
53 MANAGEMENT CHARGE	6,691	15,861	
54 CURRENT ASSET CHARGE - 8%	12,433	13,943	
55 NONCURRENT ASSET CHARGE - 8%	64,516	47,416	
56 RETURN LABOR-MANAGEMENT	-51,157	-2,213	
57 RETURN TO CAPITAL	11,980	47,759	
58 ASSET TURNOVER RATIO	.0880	.2930	
59 OPERATING PROFIT MARGIN RATIO	.1350	.1440	
60 % RETURN ON ASSETS	.0119	.0422	
61 % RETURN ON EQUITY	.0106	.0289	
62 TOTAL EXPENSE RATIO	.7018	.8090	
63 ADJUSTED TOTAL EXPENSE RATIO	.8852	.9331	
64 ECONOMIC TOTAL EXPENSE RATIO	1.7521	1.1180	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
65 CURRENT ASSETS	178,013	162,971	290,979
66 NONCURRENT ASSETS	839,687	836,623	821,898
67 CURRENT LIABILITIES	16,683	13,463	123,223
68 NONCURRENT LIABILITIES	32,713	30,708	235,414
69 CURRENT RATIO	10.67	12.10	2.36
70 DEBT TO ASSET RATIO	.05	.04	.32



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2006 DATA - NW KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY OWNERSHIP TYPE

SINGLE - TENANT  
9 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	169,374		
2 DAIRY AND MILK	111		
3 SHEEP			
4 SWINE			
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	367		
7 CUSTOM FEEDING			
8 FEED PURCHASED	-84,287		
9 LIVESTOCK INCOME	\$ 85,564		
10 CORN	65,644		
11 GRAIN SORGHUM	6,596		
12 SOYBEANS	4,453		
13 SUNFLOWERS	18,128		
14 WHEAT	26,225		
15 HAY AND FORAGE	8,579		
16 OTHER CROP	23,800		
17 GOVERNMENT PAYMENTS	26,395		
18 CROP INSURANCE PROCEEDS	59,144		
19 MACHINE WORK	44,936		
20 OTHER INCOME	-1,175		
21 VALUE OF FARM PRODUCTION	\$ 368,290		
22 HIRED LABOR	15,467		
23 MACHINERY REPAIRS	27,942		
24 IRRIGATION REPAIRS	867		
25 BUILDING REPAIRS	509		
26 INTEREST PAID	24,375		
27 SEED-OTHER CROP EXPENSE	18,354		
28 CROP INSURANCE	8,484		
29 FERTILIZER-LIME	23,509		
30 MACHINE HIRE	21,100		
31 ORGANIZATION FEE, PUBLICATION	1,849		
32 VET-MED-DRUGS	4,419		
33 CROP STORAGE-MARKETING	1		
34 LIVESTOCK MARKETING-BREEDING	301		
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	33,834		
37 IRRIGATION ENERGY	16,492		
38 REAL ESTATE TAXES	834		
39 PERSONAL PROPERTY TAXES	665		
40 GENERAL FARM INSURANCE	3,918		
41 UTILITIES	4,714		
42 CASH FARM RENT	37,032		
43 HERBICIDE-INSECTICIDE	31,639		
44 CONSERVATION	3		
45 AUTO EXPENSE	1,310		
46 TOTAL OPERATING EXPENSE	\$ 277,618		
47 DEPRECIATION-MACHINERY	23,745		
48 DEPRECIATION-BUILDINGS	779		
49 TOTAL FARM EXPENSE	\$ 302,142		
50 NET FARM INCOME	\$ 66,148		
51 UNPAID FAMILY LABOR	1,000		
52 UNPAID OPERATOR LABOR	20,100		
53 MANAGEMENT CHARGE	16,570		
54 CURRENT ASSET CHARGE - 8%	13,779		
55 NONCURRENT ASSET CHARGE - 8%	7,859		
56 RETURN LABOR-MANAGEMENT	43,510		
57 RETURN TO CAPITAL	52,852		
58 ASSET TURNOVER RATIO	.5131		
59 OPERATING PROFIT MARGIN RATIO	.1435		
60 % RETURN ON ASSETS	.0736		
61 % RETURN ON EQUITY	.1053		
62 TOTAL EXPENSE RATIO	.8204		
63 ADJUSTED TOTAL EXPENSE RATIO	.9227		
64 ECONOMIC TOTAL EXPENSE RATIO	.9814		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1                      DECEMBER 31	JANUARY 1                      DECEMBER 31	
65 CURRENT ASSETS	506,968	556,202	
66 NONCURRENT ASSETS	164,462	208,036	
67 CURRENT LIABILITIES	337,064	381,622	
68 NONCURRENT LIABILITIES	85,547	90,488	
69 CURRENT RATIO	1.50	1.46	
70 DEBT TO ASSET RATIO	.63	.62	

