

Kansas Farm Management Associations 2006 Annual ProfitLink Summary

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

< 401 ACRES
36 FARMS

401 - 800 ACRES
54 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	11,044	12,819		
2 DAIRY AND MILK	33,714	11,647		
3 SHEEP	411	60		
4 SWINE	11,768			
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	4	84		
7 CUSTOM FEEDING	1,508			
8 FEED PURCHASED	-22,112	-6,599		
9 LIVESTOCK INCOME	\$ 36,338	\$ 18,012		
10 CORN	445	25,512		
11 GRAIN SORGHUM	2,548	9,830		
12 SOYBEANS	2,859	11,781		
13 SUNFLOWERS	138	-44		
14 WHEAT	16,145	39,166		
15 HAY AND FORAGE	4,636	5,041		
16 OTHER CROP	-87	1,538		
17 GOVERNMENT PAYMENTS	4,370	10,826		
18 CROP INSURANCE PROCEEDS	1,306	4,568		
19 MACHINE WORK	3,790	4,625		
20 OTHER INCOME	3,315	8,727		
21 VALUE OF FARM PRODUCTION	\$ 75,804	\$ 139,582		
22 HIRED LABOR	1,990	2,747		
23 MACHINERY REPAIRS	6,559	11,585		
24 IRRIGATION REPAIRS	99	749		
25 BUILDING REPAIRS	911	959		
26 INTEREST PAID	5,014	6,982		
27 SEED-OTHER CROP EXPENSE	2,770	9,021		
28 CROP INSURANCE	705	2,157		
29 FERTILIZER-LIME	5,856	16,505		
30 MACHINE HIRE	7,267	5,167		
31 ORGANIZATION FEE, PUBLICATION	1,490	1,875		
32 VET-MED-DRUGS	1,414	806		
33 CROP STORAGE-MARKETING	81	-613		
34 LIVESTOCK MARKETING-BREEDING	1,655	707		
35 DAIRY EXPENSE	3,880	1,242		
36 GAS-FUEL-OIL	5,722	10,831		
37 IRRIGATION ENERGY	286	1,626		
38 REAL ESTATE TAXES	2,260	3,824		
39 PERSONAL PROPERTY TAXES	378	514		
40 GENERAL FARM INSURANCE	1,636	2,583		
41 UTILITIES	1,766	2,517		
42 CASH FARM RENT	3,165	7,055		
43 HERBICIDE-INSECTICIDE	2,583	6,555		
44 CONSERVATION	12	244		
45 AUTO EXPENSE	283	453		
46 TOTAL OPERATING EXPENSE	\$ 57,785	\$ 96,090		
47 DEPRECIATION-MACHINERY	6,209	9,469		
48 DEPRECIATION-BUILDINGS	2,772	994		
49 TOTAL FARM EXPENSE	\$ 66,766	\$ 106,554		
50 NET FARM INCOME	\$ 9,038	\$ 33,029		
51 UNPAID FAMILY LABOR	750	708		
52 UNPAID OPERATOR LABOR	21,600	25,950		
53 MANAGEMENT CHARGE	3,428	8,507		
54 CURRENT ASSET CHARGE - 8%	5,023	7,230		
55 NONCURRENT ASSET CHARGE - 8%	16,722	32,256		
56 RETURN LABOR-MANAGEMENT	-13,458	-7,165		
57 RETURN TO CAPITAL	-11,727	4,845		
58 ASSET TURNOVER RATIO	.2192	.2360		
59 OPERATING PROFIT MARGIN RATIO	-.1547	.0347		
60 % RETURN ON ASSETS	-.0339	.0082		
61 % RETURN ON EQUITY	-.0616	-.0043		
62 TOTAL EXPENSE RATIO	.8808	.7634		
63 ADJUSTED TOTAL EXPENSE RATIO	1.2208	1.0153		
64 ECONOMIC TOTAL EXPENSE RATIO	1.5077	1.2982		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	77,062	80,380	111,549	128,593
66 NONCURRENT ASSETS	265,121	268,980	471,722	471,050
67 CURRENT LIABILITIES	15,382	16,482	29,563	29,834
68 NONCURRENT LIABILITIES	54,661	61,385	72,298	64,081
69 CURRENT RATIO	5.01	4.88	3.77	4.31
70 DEBT TO ASSET RATIO	.20	.22	.17	.16

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

801 - 1,200 ACRES
59 FARMS

1,201 - 1,600 ACRES
58 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	23,396	21,405	
2 DAIRY AND MILK	3,729	-7	
3 SHEEP	78	201	
4 SWINE	3,118	4,632	
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	54	25	
7 CUSTOM FEEDING	756	2,318	
8 FEED PURCHASED	-8,364	-9,175	
9 LIVESTOCK INCOME	\$ 22,768	\$ 19,399	
10 CORN	19,165	51,132	
11 GRAIN SORGHUM	15,085	32,462	
12 SOYBEANS	14,261	29,240	
13 SUNFLOWERS	139	90	
14 WHEAT	62,260	78,918	
15 HAY AND FORAGE	29,150	23,574	
16 OTHER CROP	2,837	1,814	
17 GOVERNMENT PAYMENTS	16,191	24,762	
18 CROP INSURANCE PROCEEDS	6,505	9,713	
19 MACHINE WORK	13,427	6,951	
20 OTHER INCOME	14,961	10,754	
21 VALUE OF FARM PRODUCTION	\$ 216,749	\$ 288,809	
22 HIRED LABOR	6,795	6,304	
23 MACHINERY REPAIRS	18,617	21,351	
24 IRRIGATION REPAIRS	809	1,742	
25 BUILDING REPAIRS	1,509	1,259	
26 INTEREST PAID	11,110	17,048	
27 SEED-OTHER CROP EXPENSE	14,198	20,508	
28 CROP INSURANCE	3,336	5,851	
29 FERTILIZER-LIME	29,682	36,432	
30 MACHINE HIRE	7,170	14,196	
31 ORGANIZATION FEE, PUBLICATION	2,560	3,356	
32 VET-MED-DRUGS	1,145	1,192	
33 CROP STORAGE-MARKETING	490	441	
34 LIVESTOCK MARKETING-BREEDING	685	490	
35 DAIRY EXPENSE	216		
36 GAS-FUEL-OIL	17,959	21,746	
37 IRRIGATION ENERGY	2,117	5,140	
38 REAL ESTATE TAXES	3,922	4,904	
39 PERSONAL PROPERTY TAXES	559	719	
40 GENERAL FARM INSURANCE	3,863	5,050	
41 UTILITIES	2,988	3,337	
42 CASH FARM RENT	10,415	10,318	
43 HERBICIDE-INSECTICIDE	12,864	16,802	
44 CONSERVATION	69	51	
45 AUTO EXPENSE	1,105	640	
46 TOTAL OPERATING EXPENSE	\$ 154,184	\$ 198,876	
47 DEPRECIATION-MACHINERY	16,020	21,849	
48 DEPRECIATION-BUILDINGS	1,301	1,995	
49 TOTAL FARM EXPENSE	\$ 171,505	\$ 222,719	
50 NET FARM INCOME	\$ 45,244	\$ 66,090	
51 UNPAID FAMILY LABOR	2,174	2,987	
52 UNPAID OPERATOR LABOR	27,915	27,838	
53 MANAGEMENT CHARGE	11,573	15,929	
54 CURRENT ASSET CHARGE - 8%	8,259	8,460	
55 NONCURRENT ASSET CHARGE - 8%	33,767	50,502	
56 RETURN LABOR-MANAGEMENT	1,043	4,142	
57 RETURN TO CAPITAL	14,691	36,384	
58 ASSET TURNOVER RATIO	.3040	.2801	
59 OPERATING PROFIT MARGIN RATIO	.0678	.1260	
60 % RETURN ON ASSETS	.0206	.0353	
61 % RETURN ON EQUITY	.0068	.0262	
62 TOTAL EXPENSE RATIO	.7913	.7712	
63 ADJUSTED TOTAL EXPENSE RATIO	.9835	.9330	
64 ECONOMIC TOTAL EXPENSE RATIO	1.1774	1.1372	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
65 CURRENT ASSETS	160,405	170,348	186,599
66 NONCURRENT ASSETS	531,125	564,265	810,541
67 CURRENT LIABILITIES	56,523	67,742	95,530
68 NONCURRENT LIABILITIES	123,434	127,771	195,712
69 CURRENT RATIO	2.84	2.51	1.95
70 DEBT TO ASSET RATIO	.26	.27	.29

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

1,601 - 2,000 ACRES
39 FARMS

2,001 - 2,400 ACRES
20 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	24,971	45,678		
2 DAIRY AND MILK	18,464	22,890		
3 SHEEP		194		
4 SWINE				
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	77	-423		
7 CUSTOM FEEDING	2,103	2,361		
8 FEED PURCHASED	-17,184	-24,987		
9 LIVESTOCK INCOME	\$ 28,430	\$ 45,714		
10 CORN	64,916	82,368		
11 GRAIN SORGHUM	46,760	24,892		
12 SOYBEANS	37,943	42,428		
13 SUNFLOWERS	-655	300		
14 WHEAT	113,924	127,204		
15 HAY AND FORAGE	14,210	36,702		
16 OTHER CROP	16,882	22,408		
17 GOVERNMENT PAYMENTS	28,103	37,422		
18 CROP INSURANCE PROCEEDS	12,452	11,426		
19 MACHINE WORK	7,555	5,735		
20 OTHER INCOME	11,029	18,440		
21 VALUE OF FARM PRODUCTION	\$ 381,550	\$ 455,039		
22 HIRED LABOR	14,238	20,481		
23 MACHINERY REPAIRS	26,729	30,634		
24 IRRIGATION REPAIRS	1,089	2,114		
25 BUILDING REPAIRS	2,344	1,847		
26 INTEREST PAID	21,295	22,060		
27 SEED-OTHER CROP EXPENSE	27,080	33,875		
28 CROP INSURANCE	6,586	10,318		
29 FERTILIZER-LIME	45,023	61,435		
30 MACHINE HIRE	25,952	15,701		
31 ORGANIZATION FEE, PUBLICATION	5,026	4,830		
32 VET-MED-DRUGS	1,899	3,566		
33 CROP STORAGE-MARKETING	1,010	408		
34 LIVESTOCK MARKETING-BREEDING	548	5,408		
35 DAIRY EXPENSE	606	3,672		
36 GAS-FUEL-OIL	23,169	36,984		
37 IRRIGATION ENERGY	8,503	3,857		
38 REAL ESTATE TAXES	4,555	5,590		
39 PERSONAL PROPERTY TAXES	1,007	1,419		
40 GENERAL FARM INSURANCE	4,961	6,941		
41 UTILITIES	4,521	5,208		
42 CASH FARM RENT	20,447	16,416		
43 HERBICIDE-INSECTICIDE	26,377	28,509		
44 CONSERVATION	40	83		
45 AUTO EXPENSE	415	1,577		
46 TOTAL OPERATING EXPENSE	\$ 273,423	\$ 322,931		
47 DEPRECIATION-MACHINERY	26,553	38,981		
48 DEPRECIATION-BUILDINGS	2,627	3,204		
49 TOTAL FARM EXPENSE	\$ 302,603	\$ 365,116		
50 NET FARM INCOME	\$ 78,946	\$ 89,924		
51 UNPAID FAMILY LABOR	1,154	900		
52 UNPAID OPERATOR LABOR	28,385	29,700		
53 MANAGEMENT CHARGE	18,852	22,239		
54 CURRENT ASSET CHARGE - 8%	9,163	18,110		
55 NONCURRENT ASSET CHARGE - 8%	42,843	59,239		
56 RETURN LABOR-MANAGEMENT	25,786	11,675		
57 RETURN TO CAPITAL	51,851	59,145		
58 ASSET TURNOVER RATIO	.3789	.3389		
59 OPERATING PROFIT MARGIN RATIO	.1359	.1300		
60 % RETURN ON ASSETS	.0515	.0440		
61 % RETURN ON EQUITY	.0470	.0384		
62 TOTAL EXPENSE RATIO	.7931	.8024		
63 ADJUSTED TOTAL EXPENSE RATIO	.9199	.9185		
64 ECONOMIC TOTAL EXPENSE RATIO	1.0562	1.0885		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	202,958	238,234	383,777	439,822
66 NONCURRENT ASSETS	769,021	803,551	920,663	941,275
67 CURRENT LIABILITIES	94,648	117,462	177,906	192,941
68 NONCURRENT LIABILITIES	250,310	251,181	184,179	196,788
69 CURRENT RATIO	2.14	2.03	2.16	2.28
70 DEBT TO ASSET RATIO	.35	.35	.28	.28

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

2,401 - 2,800 ACRES
23 FARMS

> 2,801 ACRES
31 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	75,362	41,599		
2 DAIRY AND MILK	750			
3 SHEEP				
4 SWINE				
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-1,755	-1,455		
7 CUSTOM FEEDING	121,175	2,378		
8 FEED PURCHASED	-90,674	-16,352		
9 LIVESTOCK INCOME	\$ 104,858	\$ 26,170		
10 CORN	66,056	145,730		
11 GRAIN SORGHUM	50,959	81,949		
12 SOYBEANS	30,670	104,746		
13 SUNFLOWERS	5,418	1,048		
14 WHEAT	163,934	223,296		
15 HAY AND FORAGE	46,864	28,716		
16 OTHER CROP	12,969	25,328		
17 GOVERNMENT PAYMENTS	41,163	59,080		
18 CROP INSURANCE PROCEEDS	17,476	12,360		
19 MACHINE WORK	23,360	35,415		
20 OTHER INCOME	30,614	32,020		
21 VALUE OF FARM PRODUCTION	\$ 594,341	\$ 775,858		
22 HIRED LABOR	34,107	53,234		
23 MACHINERY REPAIRS	49,559	59,192		
24 IRRIGATION REPAIRS	2,057	2,080		
25 BUILDING REPAIRS	855	2,230		
26 INTEREST PAID	39,930	43,366		
27 SEED-OTHER CROP EXPENSE	34,694	60,765		
28 CROP INSURANCE	10,940	15,574		
29 FERTILIZER-LIME	71,438	115,553		
30 MACHINE HIRE	37,625	37,129		
31 ORGANIZATION FEE, PUBLICATION	5,682	6,943		
32 VET-MED-DRUGS	28,030	6,902		
33 CROP STORAGE-MARKETING	2,732	2,477		
34 LIVESTOCK MARKETING-BREEDING	4,125	6,336		
35 DAIRY EXPENSE				
36 GAS-FUEL-OIL	44,120	66,593		
37 IRRIGATION ENERGY	5,566	7,673		
38 REAL ESTATE TAXES	5,659	8,550		
39 PERSONAL PROPERTY TAXES	2,147	1,427		
40 GENERAL FARM INSURANCE	7,046	9,578		
41 UTILITIES	4,991	9,271		
42 CASH FARM RENT	27,430	38,710		
43 HERBICIDE-INSECTICIDE	39,279	55,836		
44 CONSERVATION	443	442		
45 AUTO EXPENSE	803	1,079		
46 TOTAL OPERATING EXPENSE	\$ 459,258	\$ 610,941		
47 DEPRECIATION-MACHINERY	40,592	61,743		
48 DEPRECIATION-BUILDINGS	3,930	4,760		
49 TOTAL FARM EXPENSE	\$ 503,780	\$ 677,443		
50 NET FARM INCOME	\$ 90,560	\$ 98,415		
51 UNPAID FAMILY LABOR	3,326	1,815		
52 UNPAID OPERATOR LABOR	30,522	33,968		
53 MANAGEMENT CHARGE	23,694	27,939		
54 CURRENT ASSET CHARGE - 8%	7,435	-779		
55 NONCURRENT ASSET CHARGE - 8%	54,832	77,142		
56 RETURN LABOR-MANAGEMENT	24,967	20,237		
57 RETURN TO CAPITAL	72,949	78,060		
58 ASSET TURNOVER RATIO	.4249	.4350		
59 OPERATING PROFIT MARGIN RATIO	.1227	.1006		
60 % RETURN ON ASSETS	.0522	.0438		
61 % RETURN ON EQUITY	.0424	.0363		
62 TOTAL EXPENSE RATIO	.8476	.8732		
63 ADJUSTED TOTAL EXPENSE RATIO	.9444	.9553		
64 ECONOMIC TOTAL EXPENSE RATIO	1.0492	1.0537		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1 DECEMBER 31	JANUARY 1 DECEMBER 31		
65 CURRENT ASSETS	359,256	395,161	369,294	423,927
66 NONCURRENT ASSETS	1,014,203	1,028,862	1,382,866	1,391,054
67 CURRENT LIABILITIES	282,982	285,555	389,647	423,038
68 NONCURRENT LIABILITIES	328,821	343,444	420,640	424,741
69 CURRENT RATIO	1.27	1.38	.95	1.00
70 DEBT TO ASSET RATIO	.45	.44	.46	.47

