

## Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - SC KANSAS  
INCOME AND EXPENSE ANALYSIS  
NET FARM INCOME QUANTILES

HIGH 25%  
80 FARMS

HIGH MIDDLE  
80 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	38,866	29,443		
2 DAIRY AND MILK	10,448	10,707		
3 SHEEP	75	324		
4 SWINE	5,041	962		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-224	66		
7 CUSTOM FEEDING	5,192	1,909		
8 FEED PURCHASED	-14,433	-14,364		
9 LIVESTOCK INCOME	\$ 44,965	\$ 29,048		
10 CORN	108,740	38,251		
11 GRAIN SORGHUM	55,824	30,418		
12 SOYBEANS	53,337	31,986		
13 SUNFLOWERS	195	1,525		
14 WHEAT	132,233	100,164		
15 HAY AND FORAGE	49,965	14,019		
16 OTHER CROP	7,702	10,889		
17 GOVERNMENT PAYMENTS	38,653	24,375		
18 CROP INSURANCE PROCEEDS	8,235	9,825		
19 MACHINE WORK	15,388	9,960		
20 OTHER INCOME	22,052	15,134		
21 VALUE OF FARM PRODUCTION	\$ 537,288	\$ 315,594		
22 HIRED LABOR	19,693	10,746		
23 MACHINERY REPAIRS	33,135	25,726		
24 IRRIGATION REPAIRS	2,126	637		
25 BUILDING REPAIRS	1,659	1,452		
26 INTEREST PAID	19,145	16,964		
27 SEED-OTHER CROP EXPENSE	31,197	20,861		
28 CROP INSURANCE	8,202	6,501		
29 FERTILIZER-LIME	64,095	40,334		
30 MACHINE HIRE	23,730	12,832		
31 ORGANIZATION FEE, PUBLICATION	4,474	3,313		
32 VET-MED-DRUGS	3,270	2,939		
33 CROP STORAGE-MARKETING	622	517		
34 LIVESTOCK MARKETING-BREEDING	2,867	1,273		
35 DAIRY EXPENSE	1,179	968		
36 GAS-FUEL-OIL	37,041	23,220		
37 IRRIGATION ENERGY	7,649	4,042		
38 REAL ESTATE TAXES	5,905	5,367		
39 PERSONAL PROPERTY TAXES	1,324	786		
40 GENERAL FARM INSURANCE	6,773	5,100		
41 UTILITIES	4,809	3,723		
42 CASH FARM RENT	25,014	12,355		
43 HERBICIDE-INSECTICIDE	29,362	22,469		
44 CONSERVATION	211	175		
45 AUTO EXPENSE	871	752		
46 TOTAL OPERATING EXPENSE	\$ 334,350	\$ 223,052		
47 DEPRECIATION-MACHINERY	35,077	26,346		
48 DEPRECIATION-BUILDINGS	2,357	2,292		
49 TOTAL FARM EXPENSE	\$ 371,784	\$ 251,690		
50 NET FARM INCOME	\$ 165,504	\$ 63,904		
51 UNPAID FAMILY LABOR	2,503	1,941		
52 UNPAID OPERATOR LABOR	31,050	27,945		
53 MANAGEMENT CHARGE	34,468	15,958		
54 CURRENT ASSET CHARGE - 8%	19,346	5,933		
55 NONCURRENT ASSET CHARGE - 8%	64,001	49,175		
56 RETURN LABOR-MANAGEMENT	79,654	6,855		
57 RETURN TO CAPITAL	116,627	35,024		
58 ASSET TURNOVER RATIO	.3819	.3214		
59 OPERATING PROFIT MARGIN RATIO	.2171	.1110		
60 % RETURN ON ASSETS	.0829	.0357		
61 % RETURN ON EQUITY	.0936	.0262		
62 TOTAL EXPENSE RATIO	.6920	.7975		
63 ADJUSTED TOTAL EXPENSE RATIO	.8186	.9428		
64 ECONOMIC TOTAL EXPENSE RATIO	.9737	1.1174		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	320,842	406,830	195,777	228,642
66 NONCURRENT ASSETS	1,027,070	1,058,775	764,227	775,464
67 CURRENT LIABILITIES	116,758	127,268	133,492	142,603
68 NONCURRENT LIABILITIES	242,191	243,631	153,539	156,776
69 CURRENT RATIO	2.75	3.20	1.47	1.60
70 DEBT TO ASSET RATIO	.27	.25	.30	.30

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2006 DATA - SC KANSAS  
ANALYSIS OF THE FARM BUSINESS  
NET FARM INCOME QUANTILES

HIGH 25%

HIGH MIDDLE

AVERAGE ASSET & NET WORTH VALUES												
71 BREEDING LIVESTOCK	50,366				37,083							
72 MACHINERY AND EQUIPMENT	128,766				88,711							
73 MOTOR VEHICLES & LISTED PROPE	197,385				146,304							
74 BUILDINGS	22,818				22,245							
75 OWNED LAND	665,416				494,412							
76 TOTAL ASSETS	1,406,759				982,055							
77 NET WORTH	1,041,835				688,851							
LABOR												
78 NUMBER OF OPERATORS	1.15				1.03							
79 NUMBER OF WORKERS	1.85				1.35							
80 TOTAL WORK DAYS	519				366							
81 VALUE FARM PRODUCTION/WORKER	290,230				233,341							
82 NET FARM INCOME/WORKER	89,401				47,249							
PER OPERATOR BASIS												
83 TOTAL ASSETS	1,223,268				948,846							
84 VALUE OF FARM PRODUCTION	467,207				304,921							
85 NET FARM INCOME	143,916				61,743							
OTHER FACTORS												
86 % CROP ACRES IRRIGATED	18.06				11.12							
87 % TILLABLE LAND	87.04				85.62							
88 CROP MACH COST/TOT EXPENSE(%)	36.34				36.24							
ACRES												
89 TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
90 NON-IRRIGATED CROP ACRES	1724	79	502	59	1421	75	1374	79	473	58	1096	74
91 IRRIGATED CROP ACRES	577	52	371	30	429	44	438	31	245	15	367	27
92 TOTAL CROP ACRES	2077	80	679	60	1650	76	1546	79	527	59	1214	75
93 PASTURE ACRES	636	36	202	24	694	26	390	47	148	39	330	38
94 FARMSTEAD ACRES	49	38	27	32	72	14	49	45	31	39	65	15
CROP VALUE, COSTS, ACRES												
95 ACRES	TOTAL	PER CROP ACRE	PER HARV. ACRE				TOTAL	PER CROP ACRE	PER HARV. ACRE			
96 CROP MACHINERY INVESTMENT	310,580	149.52	148.86				223,430	146.33	145.91			
97 CROP MACHINERY COST	135,101	65.04	64.75				91,224	59.74	59.57			
98 GROSS CROP VALUE	564,241	271.63	270.44				349,456	226.00	225.36			
99 CROP PRODUCTION COSTS	319,797	153.95	153.28				221,711	143.38	142.98			
NON-IRRIGATED ACRES												
	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
100 CORN	45	140	98	57.4	107	61.4	30	176	82	59.9	162	66.5
101 GRAIN SORGHUM	62	444	221	66.8	364	58.4	58	288	102	57.0	268	59.5
102 SOYBEANS	48	203	77	26.4	183	26.6	44	304	121	27.7	271	25.5
103 SUNFLOWERS												
104 WHEAT	77	981	268	37.7	852	39.6	77	800	311	36.7	644	39.4
105 OTHER CROPS	6	367			367		11	108	51		104	
106 ALFALFA	40	206	81	2.8	204	2.8	42	113	55	2.6	110	2.9
107 OTHER HAY & FORAGE	33	143	53		166		39	76	35		79	
108 VEGETABLES												
109 TRUCK CROPS												
110 FRUIT - FLOWERS - TREES												
IRRIGATED ACRES												
	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
111 CORN	45	357	262	178.5	251	179.0	27	238	144	171.4	227	171.1
112 GRAIN SORGHUM	8	83			66	81.3	4	106			90	90.0
113 SOYBEANS	39	242	172	57.3	226	57.4	24	211	127	55.4	200	51.7
114 SUNFLOWERS												
115 WHEAT	20	166	210	50.2	130	51.4	13	159	98	57.2	135	55.8
116 OTHER CROPS												
117 ALFALFA	11	174	135	4.8	155	5.5	4	195			176	4.4
118 OTHER HAY & FORAGE	6	102	118				5	116			94	
119 VEGETABLES												
120 TRUCK CROPS												
121 FRUIT - FLOWERS - TREES												
AVERAGE LIVESTOCK INVENTORIES AND SALES												
122 BEEF COWS	38				25							
123 DAIRY COWS	2				3							
124 EWES	1											
125 SOWS												
126 BEEF PURCH. FOR RESALE SALES	37				44							
127 SWINE PURCH. FOR RESALE SALES	64				11							
128 TURKEYS												

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INCOME AND EXPENSE ANALYSIS  
NET FARM INCOME QUANTILES

LOW MIDDLE  
80 FARMS

LOW 25%  
80 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	16,141	23,324		
2 DAIRY AND MILK	9,438	10,125		
3 SHEEP	70	8		
4 SWINE	4,950			
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-65	-796		
7 CUSTOM FEEDING	1,562	31,628		
8 FEED PURCHASED	-10,846	-34,611		
9 LIVESTOCK INCOME	\$ 21,252	\$ 29,677		
10 CORN	19,408	29,927		
11 GRAIN SORGHUM	17,960	13,664		
12 SOYBEANS	14,293	19,850		
13 SUNFLOWERS	126	74		
14 WHEAT	66,065	59,370		
15 HAY AND FORAGE	13,630	7,169		
16 OTHER CROP	3,283	9,908		
17 GOVERNMENT PAYMENTS	15,617	18,306		
18 CROP INSURANCE PROCEEDS	7,645	8,547		
19 MACHINE WORK	11,475	8,503		
20 OTHER INCOME	8,073	12,151		
21 VALUE OF FARM PRODUCTION	\$ 198,827	\$ 217,144		
22 HIRED LABOR	7,503	16,885		
23 MACHINERY REPAIRS	16,677	22,317		
24 IRRIGATION REPAIRS	858	1,247		
25 BUILDING REPAIRS	1,404	1,282		
26 INTEREST PAID	11,364	24,230		
27 SEED-OTHER CROP EXPENSE	15,055	20,752		
28 CROP INSURANCE	3,708	5,036		
29 FERTILIZER-LIME	27,620	32,654		
30 MACHINE HIRE	12,681	14,876		
31 ORGANIZATION FEE, PUBLICATION	2,869	3,583		
32 VET-MED-DRUGS	865	8,367		
33 CROP STORAGE-MARKETING	702	804		
34 LIVESTOCK MARKETING-BREEDING	619	2,583		
35 DAIRY EXPENSE	1,124	686		
36 GAS-FUEL-OIL	17,054	20,612		
37 IRRIGATION ENERGY	1,468	3,038		
38 REAL ESTATE TAXES	3,492	3,840		
39 PERSONAL PROPERTY TAXES	570	787		
40 GENERAL FARM INSURANCE	3,397	3,611		
41 UTILITIES	3,017	4,101		
42 CASH FARM RENT	9,808	11,129		
43 HERBICIDE-INSECTICIDE	14,439	13,901		
44 CONSERVATION	168	44		
45 AUTO EXPENSE	559	775		
46 TOTAL OPERATING EXPENSE	\$ 157,021	\$ 217,139		
47 DEPRECIATION-MACHINERY	15,298	18,406		
48 DEPRECIATION-BUILDINGS	2,135	2,596		
49 TOTAL FARM EXPENSE	\$ 174,454	\$ 238,141		
50 NET FARM INCOME	\$ 24,372	\$ -20,997		
51 UNPAID FAMILY LABOR	1,575	1,013		
52 UNPAID OPERATOR LABOR	26,899	25,313		
53 MANAGEMENT CHARGE	7,935	1,396		
54 CURRENT ASSET CHARGE - 8%	4,406	511		
55 NONCURRENT ASSET CHARGE - 8%	27,938	31,053		
56 RETURN LABOR-MANAGEMENT	-9,546	-53,573		
57 RETURN TO CAPITAL	-672	-24,488		
58 ASSET TURNOVER RATIO	.3382	.2815		
59 OPERATING PROFIT MARGIN RATIO	-.0034	-.1128		
60 % RETURN ON ASSETS	-.0011	-.0317		
61 % RETURN ON EQUITY	-.0298	-.1235		
62 TOTAL EXPENSE RATIO	.8774	1.0967		
63 ADJUSTED TOTAL EXPENSE RATIO	1.0605	1.2244		
64 ECONOMIC TOTAL EXPENSE RATIO	1.2232	1.3697		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	122,838	125,219	165,372	150,210
66 NONCURRENT ASSETS	455,875	471,881	602,398	624,737
67 CURRENT LIABILITIES	69,126	68,785	141,409	161,400
68 NONCURRENT LIABILITIES	112,206	117,107	223,991	226,812
69 CURRENT RATIO	1.78	1.82	1.17	.93
70 DEBT TO ASSET RATIO	.31	.31	.48	.50

