

## Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - SC KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY AGE OF OPERATOR

< 36  
18 FARMS

36 - 40  
18 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	39,247	24,272		
2 DAIRY AND MILK	-2,792	53,017		
3 SHEEP				
4 SWINE		55		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	196	-609		
7 CUSTOM FEEDING	4,815	3,630		
8 FEED PURCHASED	-11,071	-30,281		
9 LIVESTOCK INCOME	\$ 30,395	\$ 50,084		
10 CORN	16,959	77,695		
11 GRAIN SORGHUM	14,115	16,164		
12 SOYBEANS	15,964	32,925		
13 SUNFLOWERS				
14 WHEAT	52,863	69,619		
15 HAY AND FORAGE	41,774	20,572		
16 OTHER CROP	2,150	11,474		
17 GOVERNMENT PAYMENTS	13,626	27,364		
18 CROP INSURANCE PROCEEDS	16,770	12,090		
19 MACHINE WORK	15,271	5,792		
20 OTHER INCOME	11,122	46,027		
21 VALUE OF FARM PRODUCTION	\$ 231,009	\$ 369,804		
22 HIRED LABOR	2,308	16,665		
23 MACHINERY REPAIRS	19,490	30,470		
24 IRRIGATION REPAIRS	142	1,343		
25 BUILDING REPAIRS	928	3,145		
26 INTEREST PAID	10,895	20,442		
27 SEED-OTHER CROP EXPENSE	15,255	33,769		
28 CROP INSURANCE	3,782	5,817		
29 FERTILIZER-LIME	23,871	53,131		
30 MACHINE HIRE	12,213	21,595		
31 ORGANIZATION FEE, PUBLICATION	2,433	4,882		
32 VET-MED-DRUGS	2,207	2,785		
33 CROP STORAGE-MARKETING	216	2,858		
34 LIVESTOCK MARKETING-BREEDING	857	1,740		
35 DAIRY EXPENSE		7,319		
36 GAS-FUEL-OIL	18,810	26,117		
37 IRRIGATION ENERGY	2,763	3,379		
38 REAL ESTATE TAXES	906	3,029		
39 PERSONAL PROPERTY TAXES	928	1,102		
40 GENERAL FARM INSURANCE	3,437	6,329		
41 UTILITIES	2,020	7,277		
42 CASH FARM RENT	16,819	16,217		
43 HERBICIDE-INSECTICIDE	9,497	23,629		
44 CONSERVATION	40	60		
45 AUTO EXPENSE	158	945		
46 TOTAL OPERATING EXPENSE	\$ 149,974	\$ 294,044		
47 DEPRECIATION-MACHINERY	15,964	22,152		
48 DEPRECIATION-BUILDINGS	703	5,050		
49 TOTAL FARM EXPENSE	\$ 166,641	\$ 321,246		
50 NET FARM INCOME	\$ 64,369	\$ 48,558		
51 UNPAID FAMILY LABOR	875	1,625		
52 UNPAID OPERATOR LABOR	26,400	31,500		
53 MANAGEMENT CHARGE	14,165	13,551		
54 CURRENT ASSET CHARGE - 8%	7,149	5,696		
55 NONCURRENT ASSET CHARGE - 8%	7,832	22,959		
56 RETURN LABOR-MANAGEMENT	48,513	18,278		
57 RETURN TO CAPITAL	33,824	22,324		
58 ASSET TURNOVER RATIO	.6003	.5150		
59 OPERATING PROFIT MARGIN RATIO	.1464	.0604		
60 % RETURN ON ASSETS	.0879	.0311		
61 % RETURN ON EQUITY	.1224	.0053		
62 TOTAL EXPENSE RATIO	.7214	.8687		
63 ADJUSTED TOTAL EXPENSE RATIO	.9007	.9949		
64 ECONOMIC TOTAL EXPENSE RATIO	.9656	1.0724		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	136,346	164,574	203,841	224,817
66 NONCURRENT ASSETS	206,077	262,658	494,001	513,563
67 CURRENT LIABILITIES	52,428	69,764	141,705	144,546
68 NONCURRENT LIABILITIES	118,747	154,189	205,184	228,416
69 CURRENT RATIO	2.60	2.36	1.44	1.56
70 DEBT TO ASSET RATIO	.50	.52	.50	.51



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2006 DATA - SC KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY AGE OF OPERATOR

41 - 45  
29 FARMS

46 - 50  
49 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	18,123	27,506		
2 DAIRY AND MILK	43,606	15,495		
3 SHEEP		92		
4 SWINE	9,240	-5		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-419	-11		
7 CUSTOM FEEDING		8,736		
8 FEED PURCHASED	-23,926	-22,636		
9 LIVESTOCK INCOME	\$ 46,624	\$ 29,177		
10 CORN	38,099	45,531		
11 GRAIN SORGHUM	29,671	28,393		
12 SOYBEANS	26,999	34,946		
13 SUNFLOWERS	905	1,951		
14 WHEAT	94,371	100,912		
15 HAY AND FORAGE	20,182	21,800		
16 OTHER CROP	8,547	14,259		
17 GOVERNMENT PAYMENTS	23,138	26,246		
18 CROP INSURANCE PROCEEDS	9,446	8,182		
19 MACHINE WORK	4,198	14,266		
20 OTHER INCOME	12,435	13,849		
21 VALUE OF FARM PRODUCTION	\$ 314,616	\$ 339,512		
22 HIRED LABOR	12,477	11,709		
23 MACHINERY REPAIRS	19,767	28,347		
24 IRRIGATION REPAIRS	1,005	670		
25 BUILDING REPAIRS	1,169	1,154		
26 INTEREST PAID	19,100	22,396		
27 SEED-OTHER CROP EXPENSE	21,787	25,003		
28 CROP INSURANCE	6,366	6,502		
29 FERTILIZER-LIME	39,752	44,311		
30 MACHINE HIRE	8,257	13,001		
31 ORGANIZATION FEE, PUBLICATION	2,765	3,778		
32 VET-MED-DRUGS	3,209	3,338		
33 CROP STORAGE-MARKETING	248	1,294		
34 LIVESTOCK MARKETING-BREEDING	2,456	3,015		
35 DAIRY EXPENSE	3,019	1,200		
36 GAS-FUEL-OIL	23,223	26,369		
37 IRRIGATION ENERGY	5,912	3,996		
38 REAL ESTATE TAXES	2,724	3,416		
39 PERSONAL PROPERTY TAXES	655	1,039		
40 GENERAL FARM INSURANCE	4,130	4,982		
41 UTILITIES	3,870	3,493		
42 CASH FARM RENT	18,178	18,096		
43 HERBICIDE-INSECTICIDE	22,629	22,993		
44 CONSERVATION		329		
45 AUTO EXPENSE	409	1,365		
46 TOTAL OPERATING EXPENSE	\$ 223,107	\$ 251,798		
47 DEPRECIATION-MACHINERY	26,511	25,765		
48 DEPRECIATION-BUILDINGS	4,108	1,377		
49 TOTAL FARM EXPENSE	\$ 253,726	\$ 278,940		
50 NET FARM INCOME	\$ 60,890	\$ 60,572		
51 UNPAID FAMILY LABOR	1,164	2,066		
52 UNPAID OPERATOR LABOR	27,000	29,369		
53 MANAGEMENT CHARGE	15,305	15,519		
54 CURRENT ASSET CHARGE - 8%	8,586	6,904		
55 NONCURRENT ASSET CHARGE - 8%	26,000	26,568		
56 RETURN LABOR-MANAGEMENT	25,141	25,033		
57 RETURN TO CAPITAL	36,521	36,014		
58 ASSET TURNOVER RATIO	.4323	.4460		
59 OPERATING PROFIT MARGIN RATIO	.1161	.1061		
60 % RETURN ON ASSETS	.0502	.0473		
61 % RETURN ON EQUITY	.0403	.0325		
62 TOTAL EXPENSE RATIO	.8065	.8216		
63 ADJUSTED TOTAL EXPENSE RATIO	.9446	.9599		
64 ECONOMIC TOTAL EXPENSE RATIO	1.0546	1.0585		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	213,192	226,035	200,531	203,434
66 NONCURRENT ASSETS	501,455	514,797	548,587	569,981
67 CURRENT LIABILITIES	104,230	120,350	113,240	118,118
68 NONCURRENT LIABILITIES	194,059	172,196	228,445	225,923
69 CURRENT RATIO	2.05	1.88	1.77	1.72
70 DEBT TO ASSET RATIO	.42	.39	.46	.44



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2006 DATA - SC KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY AGE OF OPERATOR

51 - 55  
53 FARMS

56 - 60  
36 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	21,696	30,159		
2 DAIRY AND MILK	5,986	227		
3 SHEEP	120	120		
4 SWINE	6,818	4,701		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	287	7		
7 CUSTOM FEEDING				
8 FEED PURCHASED	-8,183	-9,349		
9 LIVESTOCK INCOME	\$ 26,724	\$ 25,866		
10 CORN	65,165	64,947		
11 GRAIN SORGHUM	33,944	26,565		
12 SOYBEANS	42,828	26,853		
13 SUNFLOWERS	880			
14 WHEAT	100,420	90,648		
15 HAY AND FORAGE	29,916	27,158		
16 OTHER CROP	7,274	15,690		
17 GOVERNMENT PAYMENTS	27,205	25,273		
18 CROP INSURANCE PROCEEDS	6,241	9,336		
19 MACHINE WORK	18,042	10,599		
20 OTHER INCOME	16,207	8,284		
21 VALUE OF FARM PRODUCTION	\$ 374,845	\$ 331,218		
22 HIRED LABOR	16,883	9,572		
23 MACHINERY REPAIRS	26,211	30,421		
24 IRRIGATION REPAIRS	1,923	1,340		
25 BUILDING REPAIRS	1,595	1,464		
26 INTEREST PAID	17,934	22,305		
27 SEED-OTHER CROP EXPENSE	26,756	22,804		
28 CROP INSURANCE	5,462	7,263		
29 FERTILIZER-LIME	49,859	44,491		
30 MACHINE HIRE	19,500	15,713		
31 ORGANIZATION FEE, PUBLICATION	4,064	3,271		
32 VET-MED-DRUGS	1,351	4,109		
33 CROP STORAGE-MARKETING	675	-874		
34 LIVESTOCK MARKETING-BREEDING	500	879		
35 DAIRY EXPENSE	725			
36 GAS-FUEL-OIL	28,077	25,894		
37 IRRIGATION ENERGY	5,062	5,285		
38 REAL ESTATE TAXES	4,623	5,351		
39 PERSONAL PROPERTY TAXES	818	1,231		
40 GENERAL FARM INSURANCE	5,381	5,150		
41 UTILITIES	3,690	5,499		
42 CASH FARM RENT	15,581	12,562		
43 HERBICIDE-INSECTICIDE	25,773	20,084		
44 CONSERVATION	50	91		
45 AUTO EXPENSE	775	400		
46 TOTAL OPERATING EXPENSE	\$ 263,268	\$ 244,305		
47 DEPRECIATION-MACHINERY	28,201	26,667		
48 DEPRECIATION-BUILDINGS	2,722	1,688		
49 TOTAL FARM EXPENSE	\$ 294,191	\$ 272,659		
50 NET FARM INCOME	\$ 80,654	\$ 58,558		
51 UNPAID FAMILY LABOR	2,208	2,313		
52 UNPAID OPERATOR LABOR	29,904	26,250		
53 MANAGEMENT CHARGE	19,155	15,136		
54 CURRENT ASSET CHARGE - 8%	9,375	9,014		
55 NONCURRENT ASSET CHARGE - 8%	45,130	47,355		
56 RETURN LABOR-MANAGEMENT	23,942	-123		
57 RETURN TO CAPITAL	47,322	37,165		
58 ASSET TURNOVER RATIO	.3857	.3056		
59 OPERATING PROFIT MARGIN RATIO	.1262	.1122		
60 % RETURN ON ASSETS	.0487	.0343		
61 % RETURN ON EQUITY	.0431	.0211		
62 TOTAL EXPENSE RATIO	.7848	.8232		
63 ADJUSTED TOTAL EXPENSE RATIO	.9216	.9551		
64 ECONOMIC TOTAL EXPENSE RATIO	1.0670	1.1253		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	195,260	222,474	247,101	309,579
66 NONCURRENT ASSETS	753,314	772,650	797,764	813,375
67 CURRENT LIABILITIES	91,249	92,120	150,939	180,389
68 NONCURRENT LIABILITIES	200,532	197,182	207,731	219,537
69 CURRENT RATIO	2.14	2.42	1.64	1.72
70 DEBT TO ASSET RATIO	.31	.29	.34	.36



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2006 DATA - SC KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY AGE OF OPERATOR

61 - 65  
43 FARMS

66 - 70  
29 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	46,698	37,887		
2 DAIRY AND MILK	-2	145		
3 SHEEP	23	724		
4 SWINE		2,654		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-839	-991		
7 CUSTOM FEEDING	61,469			
8 FEED PURCHASED	-48,022	-12,316		
9 LIVESTOCK INCOME	\$ 59,327	\$ 28,103		
10 CORN	26,982	55,708		
11 GRAIN SORGHUM	32,729	57,562		
12 SOYBEANS	25,492	29,643		
13 SUNFLOWERS	190	-881		
14 WHEAT	99,756	101,022		
15 HAY AND FORAGE	15,222	22,198		
16 OTHER CROP	6,235	2,105		
17 GOVERNMENT PAYMENTS	22,736	30,851		
18 CROP INSURANCE PROCEEDS	9,814	8,033		
19 MACHINE WORK	12,159	6,338		
20 OTHER INCOME	12,752	13,462		
21 VALUE OF FARM PRODUCTION	\$ 323,394	\$ 354,144		
22 HIRED LABOR	18,120	21,742		
23 MACHINERY REPAIRS	26,038	25,515		
24 IRRIGATION REPAIRS	1,071	1,443		
25 BUILDING REPAIRS	1,871	1,728		
26 INTEREST PAID	22,526	17,703		
27 SEED-OTHER CROP EXPENSE	18,832	18,535		
28 CROP INSURANCE	6,717	4,417		
29 FERTILIZER-LIME	41,419	42,449		
30 MACHINE HIRE	19,316	25,244		
31 ORGANIZATION FEE, PUBLICATION	3,894	4,097		
32 VET-MED-DRUGS	13,945	1,785		
33 CROP STORAGE-MARKETING	561	1,513		
34 LIVESTOCK MARKETING-BREEDING	1,401	6,590		
35 DAIRY EXPENSE				
36 GAS-FUEL-OIL	29,238	20,623		
37 IRRIGATION ENERGY	2,311	4,658		
38 REAL ESTATE TAXES	5,297	8,541		
39 PERSONAL PROPERTY TAXES	757	967		
40 GENERAL FARM INSURANCE	4,237	5,372		
41 UTILITIES	2,916	5,895		
42 CASH FARM RENT	13,777	13,336		
43 HERBICIDE-INSECTICIDE	20,078	18,295		
44 CONSERVATION	51	704		
45 AUTO EXPENSE	1,007	620		
46 TOTAL OPERATING EXPENSE	\$ 255,379	\$ 251,772		
47 DEPRECIATION-MACHINERY	22,848	25,305		
48 DEPRECIATION-BUILDINGS	2,200	2,073		
49 TOTAL FARM EXPENSE	\$ 280,428	\$ 279,150		
50 NET FARM INCOME	\$ 42,966	\$ 74,994		
51 UNPAID FAMILY LABOR	1,360	2,483		
52 UNPAID OPERATOR LABOR	26,686	27,931		
53 MANAGEMENT CHARGE	12,537	18,797		
54 CURRENT ASSET CHARGE - 8%	6,247	1,518		
55 NONCURRENT ASSET CHARGE - 8%	40,905	92,639		
56 RETURN LABOR-MANAGEMENT	-5,546	-21,646		
57 RETURN TO CAPITAL	24,908	43,487		
58 ASSET TURNOVER RATIO	.3303	.2219		
59 OPERATING PROFIT MARGIN RATIO	.0770	.1228		
60 % RETURN ON ASSETS	.0254	.0272		
61 % RETURN ON EQUITY	.0040	.0219		
62 TOTAL EXPENSE RATIO	.8671	.7882		
63 ADJUSTED TOTAL EXPENSE RATIO	.9926	.9272		
64 ECONOMIC TOTAL EXPENSE RATIO	1.1384	1.1931		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	210,493	227,716	245,884	312,371
66 NONCURRENT ASSETS	750,996	769,259	1,293,447	1,340,911
67 CURRENT LIABILITIES	144,117	137,916	233,699	286,601
68 NONCURRENT LIABILITIES	242,996	254,637	163,466	154,907
69 CURRENT RATIO	1.46	1.65	1.05	1.09
70 DEBT TO ASSET RATIO	.40	.39	.26	.27



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2006 DATA - SC KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY AGE OF OPERATOR

> 70  
45 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	5,844		
2 DAIRY AND MILK			
3 SHEEP	24		
4 SWINE			
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	-269		
7 CUSTOM FEEDING			
8 FEED PURCHASED	-4,457		
9 LIVESTOCK INCOME	\$ 1,141		
10 CORN	46,639		
11 GRAIN SORGHUM	17,791		
12 SOYBEANS	21,991		
13 SUNFLOWERS	55		
14 WHEAT	65,238		
15 HAY AND FORAGE	3,230		
16 OTHER CROP	1,584		
17 GOVERNMENT PAYMENTS	18,605		
18 CROP INSURANCE PROCEEDS	4,977		
19 MACHINE WORK	8,481		
20 OTHER INCOME	9,532		
21 VALUE OF FARM PRODUCTION	\$ 199,263		
22 HIRED LABOR	10,222		
23 MACHINERY REPAIRS	13,844		
24 IRRIGATION REPAIRS	1,392		
25 BUILDING REPAIRS	717		
26 INTEREST PAID	6,341		
27 SEED-OTHER CROP EXPENSE	15,634		
28 CROP INSURANCE	5,153		
29 FERTILIZER-LIME	26,887		
30 MACHINE HIRE	10,726		
31 ORGANIZATION FEE, PUBLICATION	2,726		
32 VET-MED-DRUGS	394		
33 CROP STORAGE-MARKETING	296		
34 LIVESTOCK MARKETING-BREEDING	271		
35 DAIRY EXPENSE	2		
36 GAS-FUEL-OIL	17,429		
37 IRRIGATION ENERGY	2,778		
38 REAL ESTATE TAXES	5,733		
39 PERSONAL PROPERTY TAXES	501		
40 GENERAL FARM INSURANCE	3,606		
41 UTILITIES	2,475		
42 CASH FARM RENT	8,864		
43 HERBICIDE-INSECTICIDE	12,258		
44 CONSERVATION	29		
45 AUTO EXPENSE	471		
46 TOTAL OPERATING EXPENSE	\$ 148,746		
47 DEPRECIATION-MACHINERY	16,041		
48 DEPRECIATION-BUILDINGS	2,232		
49 TOTAL FARM EXPENSE	\$ 167,019		
50 NET FARM INCOME	\$ 32,244		
51 UNPAID FAMILY LABOR	1,150		
52 UNPAID OPERATOR LABOR	25,440		
53 MANAGEMENT CHARGE	9,624		
54 CURRENT ASSET CHARGE - 8%	10,292		
55 NONCURRENT ASSET CHARGE - 8%	58,249		
56 RETURN LABOR-MANAGEMENT	-37,446		
57 RETURN TO CAPITAL	2,371		
58 ASSET TURNOVER RATIO	.2102		
59 OPERATING PROFIT MARGIN RATIO	.0119		
60 % RETURN ON ASSETS	.0025		
61 % RETURN ON EQUITY	-.0046		
62 TOTAL EXPENSE RATIO	.8382		
63 ADJUSTED TOTAL EXPENSE RATIO	1.0199		
64 ECONOMIC TOTAL EXPENSE RATIO	1.3639		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1                      DECEMBER 31	JANUARY 1                      DECEMBER 31	
65 CURRENT ASSETS	151,738	167,850	
66 NONCURRENT ASSETS	788,742	787,599	
67 CURRENT LIABILITIES	34,504	27,793	
68 NONCURRENT LIABILITIES	57,911	62,214	
69 CURRENT RATIO	4.40	6.04	
70 DEBT TO ASSET RATIO	.10	.09	

