

Kansas Farm Management Associations 2006 Annual ProfitLink Summary

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

< 301 ACRES
146 FARMS

301 - 600 ACRES
85 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	69,826	69,945		
2 DAIRY AND MILK	5,371	14,822		
3 SHEEP	-13	244		
4 SWINE	2,076	5,137		
5 POULTRY AND EGGS	11,514			
6 OTHER LIVESTOCK	-115	777		
7 CUSTOM FEEDING	15,748	1,923		
8 FEED PURCHASED	-33,543	-32,110		
9 LIVESTOCK INCOME	\$ 70,864	\$ 60,737		
10 CORN	2,262	11,957		
11 GRAIN SORGHUM	507	2,742		
12 SOYBEANS	3,917	19,897		
13 SUNFLOWERS	4			
14 WHEAT	3,457	10,897		
15 HAY AND FORAGE	4,707	13,190		
16 OTHER CROP	785	1,710		
17 GOVERNMENT PAYMENTS	3,414	8,631		
18 CROP INSURANCE PROCEEDS	407	1,716		
19 MACHINE WORK	2,535	2,982		
20 OTHER INCOME	9,325	2,073		
21 VALUE OF FARM PRODUCTION	\$ 102,184	\$ 136,533		
22 HIRED LABOR	4,875	5,259		
23 MACHINERY REPAIRS	9,427	10,458		
24 IRRIGATION REPAIRS	60	69		
25 BUILDING REPAIRS	1,492	1,679		
26 INTEREST PAID	9,758	11,930		
27 SEED-OTHER CROP EXPENSE	1,935	8,627		
28 CROP INSURANCE	334	1,554		
29 FERTILIZER-LIME	5,194	12,511		
30 MACHINE HIRE	3,318	5,191		
31 ORGANIZATION FEE, PUBLICATION	1,787	1,587		
32 VET-MED-DRUGS	4,789	4,297		
33 CROP STORAGE-MARKETING	104	473		
34 LIVESTOCK MARKETING-BREEDING	3,110	3,216		
35 DAIRY EXPENSE	565	632		
36 GAS-FUEL-OIL	7,571	9,438		
37 IRRIGATION ENERGY		36		
38 REAL ESTATE TAXES	3,268	3,343		
39 PERSONAL PROPERTY TAXES	425	793		
40 GENERAL FARM INSURANCE	2,727	3,191		
41 UTILITIES	5,550	3,473		
42 CASH FARM RENT	13,854	13,840		
43 HERBICIDE-INSECTICIDE	1,453	5,449		
44 CONSERVATION	460	332		
45 AUTO EXPENSE	900	945		
46 TOTAL OPERATING EXPENSE	\$ 82,956	\$ 108,322		
47 DEPRECIATION-MACHINERY	9,146	11,867		
48 DEPRECIATION-BUILDINGS	2,006	1,599		
49 TOTAL FARM EXPENSE	\$ 94,108	\$ 121,788		
50 NET FARM INCOME	\$ 8,076	\$ 14,745		
51 UNPAID FAMILY LABOR	1,233	1,138		
52 UNPAID OPERATOR LABOR	20,953	23,474		
53 MANAGEMENT CHARGE	4,549	6,290		
54 CURRENT ASSET CHARGE - 8%	8,616	12,297		
55 NONCURRENT ASSET CHARGE - 8%	32,666	40,159		
56 RETURN LABOR-MANAGEMENT	-34,438	-38,850		
57 RETURN TO CAPITAL	-8,900	-4,227		
58 ASSET TURNOVER RATIO	.1498	.1618		
59 OPERATING PROFIT MARGIN RATIO	-.0871	-.0310		
60 % RETURN ON ASSETS	-.0130	-.0050		
61 % RETURN ON EQUITY	-.0362	-.0246		
62 TOTAL EXPENSE RATIO	.9210	.8920		
63 ADJUSTED TOTAL EXPENSE RATIO	1.1826	1.1183		
64 ECONOMIC TOTAL EXPENSE RATIO	1.5866	1.5025		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	177,111	170,530	222,447	219,318
66 NONCURRENT ASSETS	502,115	514,477	616,140	630,238
67 CURRENT LIABILITIES	65,441	66,801	64,954	69,387
68 NONCURRENT LIABILITIES	99,280	100,669	121,073	121,329
69 CURRENT RATIO	2.71	2.55	3.42	3.16
70 DEBT TO ASSET RATIO	.24	.24	.22	.22

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

601 - 900 ACRES
71 FARMS

901 - 1,200 ACRES
73 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	94,847	67,283	
2 DAIRY AND MILK	37,692	37,119	
3 SHEEP	115	-16	
4 SWINE		28,827	
5 POULTRY AND EGGS	-45	1,598	
6 OTHER LIVESTOCK	625	1,177	
7 CUSTOM FEEDING	5,848	1,941	
8 FEED PURCHASED	-43,987	-35,139	
9 LIVESTOCK INCOME	\$ 95,095	\$ 102,790	
10 CORN	34,004	53,849	
11 GRAIN SORGHUM	3,359	8,949	
12 SOYBEANS	31,823	52,311	
13 SUNFLOWERS	531	81	
14 WHEAT	28,316	34,516	
15 HAY AND FORAGE	6,544	20,487	
16 OTHER CROP	1,595	6,326	
17 GOVERNMENT PAYMENTS	14,943	19,753	
18 CROP INSURANCE PROCEEDS	4,157	5,573	
19 MACHINE WORK	2,155	12,067	
20 OTHER INCOME	4,004	-29,282	
21 VALUE OF FARM PRODUCTION	\$ 226,526	\$ 287,420	
22 HIRED LABOR	8,772	8,363	
23 MACHINERY REPAIRS	18,433	21,976	
24 IRRIGATION REPAIRS	48	361	
25 BUILDING REPAIRS	2,644	1,559	
26 INTEREST PAID	18,171	21,260	
27 SEED-OTHER CROP EXPENSE	19,051	25,190	
28 CROP INSURANCE	3,249	6,025	
29 FERTILIZER-LIME	27,346	35,696	
30 MACHINE HIRE	7,797	9,278	
31 ORGANIZATION FEE, PUBLICATION	2,269	2,587	
32 VET-MED-DRUGS	5,603	4,242	
33 CROP STORAGE-MARKETING	1,045	2,843	
34 LIVESTOCK MARKETING-BREEDING	3,964	3,187	
35 DAIRY EXPENSE	3,231		
36 GAS-FUEL-OIL	15,387	20,402	
37 IRRIGATION ENERGY		66	
38 REAL ESTATE TAXES	4,641	5,324	
39 PERSONAL PROPERTY TAXES	807	1,110	
40 GENERAL FARM INSURANCE	4,087	4,574	
41 UTILITIES	4,948	5,140	
42 CASH FARM RENT	16,669	16,971	
43 HERBICIDE-INSECTICIDE	11,313	14,614	
44 CONSERVATION	711	670	
45 AUTO EXPENSE	991	1,019	
46 TOTAL OPERATING EXPENSE	\$ 181,177	\$ 212,457	
47 DEPRECIATION-MACHINERY	18,067	25,482	
48 DEPRECIATION-BUILDINGS	2,559	3,946	
49 TOTAL FARM EXPENSE	\$ 201,803	\$ 241,885	
50 NET FARM INCOME	\$ 24,723	\$ 45,535	
51 UNPAID FAMILY LABOR	1,806	2,158	
52 UNPAID OPERATOR LABOR	26,696	27,185	
53 MANAGEMENT CHARGE	8,896	13,006	
54 CURRENT ASSET CHARGE - 8%	15,071	16,533	
55 NONCURRENT ASSET CHARGE - 8%	48,733	54,241	
56 RETURN LABOR-MANAGEMENT	-40,887	-27,397	
57 RETURN TO CAPITAL	5,496	24,447	
58 ASSET TURNOVER RATIO	.2142	.2360	
59 OPERATING PROFIT MARGIN RATIO	.0243	.0851	
60 % RETURN ON ASSETS	.0052	.0201	
61 % RETURN ON EQUITY	-.0159	.0036	
62 TOTAL EXPENSE RATIO	.8909	.8416	
63 ADJUSTED TOTAL EXPENSE RATIO	1.0560	.9889	
64 ECONOMIC TOTAL EXPENSE RATIO	1.3376	1.2352	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
65 CURRENT ASSETS	283,787	286,444	364,926
66 NONCURRENT ASSETS	759,107	785,443	849,136
67 CURRENT LIABILITIES	93,068	100,397	154,766
68 NONCURRENT LIABILITIES	155,203	171,029	186,270
69 CURRENT RATIO	3.05	2.85	2.36
70 DEBT TO ASSET RATIO	.24	.25	.28

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

1,201 - 1,500 ACRES
35 FARMS

1,501 - 1,800 ACRES
36 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	74,658	69,289	
2 DAIRY AND MILK	21,104	31,868	
3 SHEEP			
4 SWINE	42,956		
5 POULTRY AND EGGS	7,126		
6 OTHER LIVESTOCK	-7,563	-132	
7 CUSTOM FEEDING	9,982	2,028	
8 FEED PURCHASED	-40,680	-30,219	
9 LIVESTOCK INCOME	\$ 107,584	\$ 72,834	
10 CORN	72,212	102,215	
11 GRAIN SORGHUM	6,591	12,286	
12 SOYBEANS	76,503	72,029	
13 SUNFLOWERS	119	-2	
14 WHEAT	47,679	65,808	
15 HAY AND FORAGE	9,517	15,460	
16 OTHER CROP	3,199	7,651	
17 GOVERNMENT PAYMENTS	22,388	29,916	
18 CROP INSURANCE PROCEEDS	5,938	10,178	
19 MACHINE WORK	5,411	6,316	
20 OTHER INCOME	-1,119	9,794	
21 VALUE OF FARM PRODUCTION	\$ 356,023	\$ 404,486	
22 HIRED LABOR	15,124	14,068	
23 MACHINERY REPAIRS	28,931	31,351	
24 IRRIGATION REPAIRS		134	
25 BUILDING REPAIRS	5,530	2,168	
26 INTEREST PAID	29,523	27,538	
27 SEED-OTHER CROP EXPENSE	34,287	44,384	
28 CROP INSURANCE	5,985	8,197	
29 FERTILIZER-LIME	44,755	55,978	
30 MACHINE HIRE	8,066	9,600	
31 ORGANIZATION FEE, PUBLICATION	3,228	3,026	
32 VET-MED-DRUGS	6,067	4,072	
33 CROP STORAGE-MARKETING	1,650	3,417	
34 LIVESTOCK MARKETING-BREEDING	7,470	1,737	
35 DAIRY EXPENSE	2,914	1,249	
36 GAS-FUEL-OIL	21,680	27,279	
37 IRRIGATION ENERGY	47	180	
38 REAL ESTATE TAXES	5,417	6,932	
39 PERSONAL PROPERTY TAXES	1,121	1,234	
40 GENERAL FARM INSURANCE	6,008	6,464	
41 UTILITIES	8,949	6,500	
42 CASH FARM RENT	23,102	23,199	
43 HERBICIDE-INSECTICIDE	19,377	26,438	
44 CONSERVATION	527	4,056	
45 AUTO EXPENSE	1,051	1,227	
46 TOTAL OPERATING EXPENSE	\$ 280,807	\$ 310,429	
47 DEPRECIATION-MACHINERY	29,829	41,718	
48 DEPRECIATION-BUILDINGS	6,440	3,324	
49 TOTAL FARM EXPENSE	\$ 317,076	\$ 355,470	
50 NET FARM INCOME	\$ 38,947	\$ 49,015	
51 UNPAID FAMILY LABOR	2,507	2,563	
52 UNPAID OPERATOR LABOR	32,246	31,500	
53 MANAGEMENT CHARGE	12,858	15,440	
54 CURRENT ASSET CHARGE - 8%	17,921	22,460	
55 NONCURRENT ASSET CHARGE - 8%	57,108	65,970	
56 RETURN LABOR-MANAGEMENT	-38,589	-41,977	
57 RETURN TO CAPITAL	20,860	27,051	
58 ASSET TURNOVER RATIO	.2635	.2693	
59 OPERATING PROFIT MARGIN RATIO	.0586	.0669	
60 % RETURN ON ASSETS	.0154	.0180	
61 % RETURN ON EQUITY	-.0092	-.0004	
62 TOTAL EXPENSE RATIO	.8906	.8788	
63 ADJUSTED TOTAL EXPENSE RATIO	1.0243	1.0012	
64 ECONOMIC TOTAL EXPENSE RATIO	1.2351	1.2198	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
65 CURRENT ASSETS	356,880	308,747	427,274
66 NONCURRENT ASSETS	1,006,158	1,030,287	1,064,291
67 CURRENT LIABILITIES	127,447	90,158	145,291
68 NONCURRENT LIABILITIES	293,118	315,628	241,737
69 CURRENT RATIO	2.80	3.42	2.94
70 DEBT TO ASSET RATIO	.31	.30	.26
			.27

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

1,801 - 2,100 ACRES
24 FARMS

> 2,101 ACRES
57 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	48,845	135,708	
2 DAIRY AND MILK	5,590	12,080	
3 SHEEP			
4 SWINE	50,511	144,478	
5 POULTRY AND EGGS		2,357	
6 OTHER LIVESTOCK	275	665	
7 CUSTOM FEEDING	11,013	20	
8 FEED PURCHASED	-48,212	-134,088	
9 LIVESTOCK INCOME	\$ 68,022	\$ 161,222	
10 CORN	126,424	258,900	
11 GRAIN SORGHUM	7,621	12,046	
12 SOYBEANS	131,242	180,036	
13 SUNFLOWERS		25	
14 WHEAT	58,482	132,715	
15 HAY AND FORAGE	13,604	19,118	
16 OTHER CROP	4,254	22,896	
17 GOVERNMENT PAYMENTS	30,742	46,740	
18 CROP INSURANCE PROCEEDS	9,939	18,129	
19 MACHINE WORK	6,297	8,920	
20 OTHER INCOME	-3,885	-6,039	
21 VALUE OF FARM PRODUCTION	\$ 452,743	\$ 854,708	
22 HIRED LABOR	9,094	53,049	
23 MACHINERY REPAIRS	32,200	57,232	
24 IRRIGATION REPAIRS	68	644	
25 BUILDING REPAIRS	2,496	7,721	
26 INTEREST PAID	33,763	45,731	
27 SEED-OTHER CROP EXPENSE	49,679	78,133	
28 CROP INSURANCE	9,736	18,209	
29 FERTILIZER-LIME	65,613	115,028	
30 MACHINE HIRE	18,023	21,804	
31 ORGANIZATION FEE, PUBLICATION	3,447	5,546	
32 VET-MED-DRUGS	2,827	6,193	
33 CROP STORAGE-MARKETING	5,511	9,659	
34 LIVESTOCK MARKETING-BREEDING	7,118	6,627	
35 DAIRY EXPENSE	942	1,089	
36 GAS-FUEL-OIL	29,904	51,073	
37 IRRIGATION ENERGY	313	236	
38 REAL ESTATE TAXES	7,199	10,539	
39 PERSONAL PROPERTY TAXES	1,066	2,295	
40 GENERAL FARM INSURANCE	5,776	12,319	
41 UTILITIES	6,482	13,632	
42 CASH FARM RENT	25,898	42,710	
43 HERBICIDE-INSECTICIDE	29,419	48,515	
44 CONSERVATION	1,929	3,269	
45 AUTO EXPENSE	1,015	1,125	
46 TOTAL OPERATING EXPENSE	\$ 349,519	\$ 612,377	
47 DEPRECIATION-MACHINERY	48,735	75,887	
48 DEPRECIATION-BUILDINGS	5,264	11,556	
49 TOTAL FARM EXPENSE	\$ 403,517	\$ 699,821	
50 NET FARM INCOME	\$ 49,225	\$ 154,887	
51 UNPAID FAMILY LABOR	4,125	4,776	
52 UNPAID OPERATOR LABOR	31,500	39,695	
53 MANAGEMENT CHARGE	15,709	38,486	
54 CURRENT ASSET CHARGE - 8%	23,175	42,537	
55 NONCURRENT ASSET CHARGE - 8%	56,962	107,572	
56 RETURN LABOR-MANAGEMENT	-35,037	1	
57 RETURN TO CAPITAL	31,654	117,661	
58 ASSET TURNOVER RATIO	.2920	.3193	
59 OPERATING PROFIT MARGIN RATIO	.0699	.1377	
60 % RETURN ON ASSETS	.0204	.0440	
61 % RETURN ON EQUITY	-.0021	.0383	
62 TOTAL EXPENSE RATIO	.8913	.8188	
63 ADJUSTED TOTAL EXPENSE RATIO	1.0047	.9158	
64 ECONOMIC TOTAL EXPENSE RATIO	1.1817	1.0915	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
	DECEMBER 31		DECEMBER 31
65 CURRENT ASSETS	480,685	481,416	845,185
66 NONCURRENT ASSETS	1,051,882	1,087,431	1,778,549
67 CURRENT LIABILITIES	191,361	191,353	314,346
68 NONCURRENT LIABILITIES	350,499	364,758	466,417
69 CURRENT RATIO	2.51	2.52	2.69
70 DEBT TO ASSET RATIO	.35	.35	.30

