

## Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - SE KANSAS  
INCOME AND EXPENSE ANALYSIS

ADJ. TOTAL EXPENSE RATIO QUARTILES

HIGH 25%  
132 FARMS

HIGH MIDDLE  
132 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	83,584	83,004		
2 DAIRY AND MILK	4,506	9,445		
3 SHEEP	-65	271		
4 SWINE	167	3,426		
5 POULTRY AND EGGS	-24	1,259		
6 OTHER LIVESTOCK	-1,019	-298		
7 CUSTOM FEEDING	3,552	8,610		
8 FEED PURCHASED	-52,265	-41,971		
9 LIVESTOCK INCOME	\$ 38,436	\$ 63,745		
10 CORN	14,361	43,073		
11 GRAIN SORGHUM	2,032	6,466		
12 SOYBEANS	13,693	35,360		
13 SUNFLOWERS	75	235		
14 WHEAT	16,088	30,181		
15 HAY AND FORAGE	6,330	9,908		
16 OTHER CROP	1,522	1,183		
17 GOVERNMENT PAYMENTS	9,084	13,784		
18 CROP INSURANCE PROCEEDS	3,381	5,311		
19 MACHINE WORK	2,562	4,014		
20 OTHER INCOME	1,260	1,278		
21 VALUE OF FARM PRODUCTION	\$ 108,825	\$ 214,538		
22 HIRED LABOR	3,535	8,526		
23 MACHINERY REPAIRS	12,771	18,872		
24 IRRIGATION REPAIRS	142	117		
25 BUILDING REPAIRS	1,778	1,462		
26 INTEREST PAID	21,091	20,896		
27 SEED-OTHER CROP EXPENSE	10,099	19,723		
28 CROP INSURANCE	2,159	3,977		
29 FERTILIZER-LIME	18,537	32,005		
30 MACHINE HIRE	7,396	6,212		
31 ORGANIZATION FEE, PUBLICATION	1,792	2,421		
32 VET-MED-DRUGS	3,211	5,928		
33 CROP STORAGE-MARKETING	552	1,498		
34 LIVESTOCK MARKETING-BREEDING	3,591	4,336		
35 DAIRY EXPENSE	419	710		
36 GAS-FUEL-OIL	10,315	16,681		
37 IRRIGATION ENERGY	23	62		
38 REAL ESTATE TAXES	3,596	4,724		
39 PERSONAL PROPERTY TAXES	575	869		
40 GENERAL FARM INSURANCE	3,315	4,176		
41 UTILITIES	3,420	4,407		
42 CASH FARM RENT	12,210	19,281		
43 HERBICIDE-INSECTICIDE	6,402	12,882		
44 CONSERVATION	651	584		
45 AUTO EXPENSE	1,041	1,024		
46 TOTAL OPERATING EXPENSE	\$ 128,621	\$ 191,372		
47 DEPRECIATION-MACHINERY	13,885	21,123		
48 DEPRECIATION-BUILDINGS	1,735	2,190		
49 TOTAL FARM EXPENSE	\$ 144,241	\$ 214,686		
50 NET FARM INCOME	\$ -35,417	\$ -148		
51 UNPAID FAMILY LABOR	1,023	2,335		
52 UNPAID OPERATOR LABOR	23,052	25,609		
53 MANAGEMENT CHARGE	-1,799	5,082		
54 CURRENT ASSET CHARGE - 8%	7,631	13,169		
55 NONCURRENT ASSET CHARGE - 8%	35,654	45,920		
56 RETURN LABOR-MANAGEMENT	-79,724	-61,573		
57 RETURN TO CAPITAL	-36,601	-12,278		
58 ASSET TURNOVER RATIO	.1283	.2020		
59 OPERATING PROFIT MARGIN RATIO	-.3363	-.0572		
60 % RETURN ON ASSETS	-.0432	-.0116		
61 % RETURN ON EQUITY	-.1066	-.0449		
62 TOTAL EXPENSE RATIO	1.3254	1.0007		
63 ADJUSTED TOTAL EXPENSE RATIO	1.5301	1.1546		
64 ECONOMIC TOTAL EXPENSE RATIO	1.9279	1.4301		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	251,061	214,269	304,825	280,648
66 NONCURRENT ASSETS	603,706	626,956	762,086	776,275
67 CURRENT LIABILITIES	134,563	140,003	126,274	129,973
68 NONCURRENT LIABILITIES	170,319	168,992	188,533	201,818
69 CURRENT RATIO	1.87	1.53	2.41	2.16
70 DEBT TO ASSET RATIO	.36	.37	.30	.31



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INCOME AND EXPENSE ANALYSIS

ADJ. TOTAL EXPENSE RATIO QUARTILES

LOW MIDDLE  
132 FARMS

LOW 25%  
131 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	70,473		80,220	
2 DAIRY AND MILK	28,741		34,375	
3 SHEEP	-10			
4 SWINE	20,878		80,649	
5 POULTRY AND EGGS	9,062		6,253	
6 OTHER LIVESTOCK	733		242	
7 CUSTOM FEEDING	12,901		3,047	
8 FEED PURCHASED	-44,004		-48,696	
9 LIVESTOCK INCOME	\$ 98,774		\$ 156,090	
10 CORN	74,699		108,772	
11 GRAIN SORGHUM	6,749		5,563	
12 SOYBEANS	70,084		86,243	
13 SUNFLOWERS	52		16	
14 WHEAT	41,099		56,752	
15 HAY AND FORAGE	18,910		10,953	
16 OTHER CROP	4,225		13,091	
17 GOVERNMENT PAYMENTS	20,589		24,894	
18 CROP INSURANCE PROCEEDS	5,595		6,623	
19 MACHINE WORK	8,480		5,697	
20 OTHER INCOME	689		-6,609	
21 VALUE OF FARM PRODUCTION	\$ 349,944		\$ 468,085	
22 HIRED LABOR	18,267		20,356	
23 MACHINERY REPAIRS	25,631		28,964	
24 IRRIGATION REPAIRS	49		358	
25 BUILDING REPAIRS	3,249		4,406	
26 INTEREST PAID	21,967		17,410	
27 SEED-OTHER CROP EXPENSE	29,284		37,015	
28 CROP INSURANCE	6,582		7,241	
29 FERTILIZER-LIME	41,774		45,009	
30 MACHINE HIRE	10,717		9,533	
31 ORGANIZATION FEE, PUBLICATION	3,155		3,008	
32 VET-MED-DRUGS	5,112		5,119	
33 CROP STORAGE-MARKETING	2,439		4,643	
34 LIVESTOCK MARKETING-BREEDING	4,265		3,852	
35 DAIRY EXPENSE	2,437		966	
36 GAS-FUEL-OIL	22,758		25,126	
37 IRRIGATION ENERGY	100		95	
38 REAL ESTATE TAXES	5,133		6,995	
39 PERSONAL PROPERTY TAXES	1,119		1,295	
40 GENERAL FARM INSURANCE	5,824		6,258	
41 UTILITIES	8,548		8,781	
42 CASH FARM RENT	27,118		19,732	
43 HERBICIDE-INSECTICIDE	18,488		20,313	
44 CONSERVATION	2,132		1,124	
45 AUTO EXPENSE	1,100		826	
46 TOTAL OPERATING EXPENSE	\$ 267,248		\$ 278,425	
47 DEPRECIATION-MACHINERY	29,367		38,400	
48 DEPRECIATION-BUILDINGS	5,276		6,214	
49 TOTAL FARM EXPENSE	\$ 301,892		\$ 323,039	
50 NET FARM INCOME	\$ 48,053		\$ 145,046	
51 UNPAID FAMILY LABOR	2,131		2,971	
52 UNPAID OPERATOR LABOR	29,414		29,844	
53 MANAGEMENT CHARGE	14,311		30,795	
54 CURRENT ASSET CHARGE - 8%	17,184		30,404	
55 NONCURRENT ASSET CHARGE - 8%	53,527		73,598	
56 RETURN LABOR-MANAGEMENT	-24,789		38,073	
57 RETURN TO CAPITAL	24,164		98,845	
58 ASSET TURNOVER RATIO	.2835		.2901	
59 OPERATING PROFIT MARGIN RATIO	.0691		.2112	
60 % RETURN ON ASSETS	.0196		.0613	
61 % RETURN ON EQUITY	.0025		.0626	
62 TOTAL EXPENSE RATIO	.8627		.6901	
63 ADJUSTED TOTAL EXPENSE RATIO	.9937		.8260	
64 ECONOMIC TOTAL EXPENSE RATIO	1.1958		1.0482	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	329,853	337,769	474,976	522,837
66 NONCURRENT ASSETS	894,649	906,597	1,094,187	1,135,444
67 CURRENT LIABILITIES	115,226	122,795	118,645	119,077
68 NONCURRENT LIABILITIES	231,173	231,895	194,498	195,177
69 CURRENT RATIO	2.86	2.75	4.00	4.39
70 DEBT TO ASSET RATIO	.28	.29	.20	.19

