

## Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - SE KANSAS  
INCOME AND EXPENSE ANALYSIS  
Farm Size by Census Acres

< 181 ACRES  
14 FARMS

181 - 499 ACRES  
53 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	33,096	33,832	
2 DAIRY AND MILK	9	12,650	
3 SHEEP		-288	
4 SWINE		3,406	
5 POULTRY AND EGGS	57,373	14,967	
6 OTHER LIVESTOCK	107	325	
7 CUSTOM FEEDING	201	667	
8 FEED PURCHASED	-8,275	-20,464	
9 LIVESTOCK INCOME	\$ 82,511	\$ 45,097	
10 CORN	71,303	5,169	
11 GRAIN SORGHUM	227	1,483	
12 SOYBEANS	15,744	7,730	
13 SUNFLOWERS			
14 WHEAT	28,086	6,689	
15 HAY AND FORAGE	-1,362	1,068	
16 OTHER CROP	112	887	
17 GOVERNMENT PAYMENTS	7,269	5,023	
18 CROP INSURANCE PROCEEDS	8,176	857	
19 MACHINE WORK	935	2,573	
20 OTHER INCOME	-1,101	12,007	
21 VALUE OF FARM PRODUCTION	\$ 211,900	\$ 88,584	
22 HIRED LABOR	19,099	6,632	
23 MACHINERY REPAIRS	23,089	8,554	
24 IRRIGATION REPAIRS	10	87	
25 BUILDING REPAIRS	1,039	607	
26 INTEREST PAID	19,789	6,714	
27 SEED-OTHER CROP EXPENSE	14,158	3,993	
28 CROP INSURANCE	3,605	769	
29 FERTILIZER-LIME	33,171	6,732	
30 MACHINE HIRE	2,530	3,969	
31 ORGANIZATION FEE, PUBLICATION	2,719	1,580	
32 VET-MED-DRUGS	1,865	1,675	
33 CROP STORAGE-MARKETING	116	108	
34 LIVESTOCK MARKETING-BREEDING	2,866	1,216	
35 DAIRY EXPENSE		1,554	
36 GAS-FUEL-OIL	11,329	7,750	
37 IRRIGATION ENERGY			
38 REAL ESTATE TAXES	5,231	2,690	
39 PERSONAL PROPERTY TAXES	649	419	
40 GENERAL FARM INSURANCE	3,838	2,859	
41 UTILITIES	16,449	6,585	
42 CASH FARM RENT	7,797	3,006	
43 HERBICIDE-INSECTICIDE	12,053	1,528	
44 CONSERVATION		412	
45 AUTO EXPENSE	946	1,032	
46 TOTAL OPERATING EXPENSE	\$ 182,349	\$ 70,470	
47 DEPRECIATION-MACHINERY	19,664	7,111	
48 DEPRECIATION-BUILDINGS	5,624	1,898	
49 TOTAL FARM EXPENSE	\$ 207,637	\$ 79,479	
50 NET FARM INCOME	\$ 4,263	\$ 9,105	
51 UNPAID FAMILY LABOR	2,411	382	
52 UNPAID OPERATOR LABOR	17,936	20,123	
53 MANAGEMENT CHARGE	4,601	3,801	
54 CURRENT ASSET CHARGE - 8%	6,105	5,530	
55 NONCURRENT ASSET CHARGE - 8%	26,260	22,350	
56 RETURN LABOR-MANAGEMENT	-30,513	-19,156	
57 RETURN TO CAPITAL	-897	-8,486	
58 ASSET TURNOVER RATIO	.2761	.1906	
59 OPERATING PROFIT MARGIN RATIO	-.0042	-.0958	
60 % RETURN ON ASSETS	-.0012	-.0183	
61 % RETURN ON EQUITY	-.0511	-.0436	
62 TOTAL EXPENSE RATIO	.9799	.8972	
63 ADJUSTED TOTAL EXPENSE RATIO	1.0976	1.1716	
64 ECONOMIC TOTAL EXPENSE RATIO	1.2504	1.4863	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
65 CURRENT ASSETS	194,863	183,128	101,032
66 NONCURRENT ASSETS	576,177	580,692	366,742
67 CURRENT LIABILITIES	83,501	141,874	28,526
68 NONCURRENT LIABILITIES	254,630	245,733	93,442
69 CURRENT RATIO	2.33	1.29	3.54
70 DEBT TO ASSET RATIO	.44	.51	.26

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2006 DATA - SE KANSAS  
ANALYSIS OF THE FARM BUSINESS  
Farm Size by Census Acres

< 181 ACRES

181 - 499 ACRES

AVERAGE ASSET & NET WORTH VALUES												
71 BREEDING LIVESTOCK										32,901		
72 MACHINERY AND EQUIPMENT										26,296		
73 MOTOR VEHICLES & LISTED PROPE										44,805		
74 BUILDINGS										20,382		
75 OWNED LAND										269,965		
76 TOTAL ASSETS										464,673		
77 NET WORTH										348,496		
LABOR												
78 NUMBER OF OPERATORS										.74		
79 NUMBER OF WORKERS										.96		
80 TOTAL WORK DAYS										139		
81 VALUE FARM PRODUCTION/WORKER										91,699		
82 NET FARM INCOME/WORKER										9,426		
PER OPERATOR BASIS												
83 TOTAL ASSETS										623,485		
84 VALUE OF FARM PRODUCTION										118,860		
85 NET FARM INCOME										12,217		
OTHER FACTORS												
86 % CROP ACRES IRRIGATED										53.30		
87 % TILLABLE LAND										26.07		
88 CROP MACH COST/TOT EXPENSE(%)										19.43		
ACRES												
89 TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
90 NON-IRRIGATED CROP ACRES	1060	8	523	7			213	48	154	43	145	25
91 IRRIGATED CROP ACRES												
92 TOTAL CROP ACRES	1060	8	523	7			213	48	154	43	145	25
93 PASTURE ACRES	253	12	199	10	209	5	381	47	248	41	406	19
94 FARMSTEAD ACRES							34	32	34	30		
CROP VALUE, COSTS, ACRES												
95 ACRES	TOTAL	PER CROP ACRE	PER HARV.ACRE				TOTAL	PER CROP ACRE	PER HARV.ACRE			
96 CROP MACHINERY INVESTMENT	75,091	124.01	121.58				48,409	250.41	229.58			
97 CROP MACHINERY COST	40,342	66.63	65.32				20,723	107.20	98.28			
98 GROSS CROP VALUE	193,257	205.18	201.16				37,466	182.83	167.63			
99 CROP PRODUCTION COSTS	172,158	203.09	199.11				42,229	214.32	196.50			
NON-IRRIGATED ACRES												
	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
100 CORN	4	701	253	80.3			18	83	56	77.7	74	68.7
101 GRAIN SORGHUM							8	74	56	59.8	65	75.6
102 SOYBEANS	5	728					28	126	85	20.5	98	22.8
103 SUNFLOWERS												
104 WHEAT	5	406					29	78	68	40.2	55	43.4
105 OTHER CROPS												
106 ALFALFA							5	25				
107 OTHER HAY & FORAGE	5	35	24				32	93	85		75	
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												
112 GRAIN SORGHUM												
113 SOYBEANS												
114 SUNFLOWERS												
115 WHEAT												
116 OTHER CROPS												
117 ALFALFA												
118 OTHER HAY & FORAGE												
119 VEGETABLES												
120 TRUCK CROPS												
121 FRUIT - FLOWERS - TREES												
AVERAGE LIVESTOCK INVENTORIES AND SALES												
122 BEEF COWS			32						26			
123 DAIRY COWS									4			
124 EWES									2			
125 SOWS									2			
126 BEEF PURCH. FOR RESALE SALES			14						42			
127 SWINE PURCH. FOR RESALE SALES												
128 TURKEYS			32,945						8,123			

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2006 DATA - SE KANSAS  
INCOME AND EXPENSE ANALYSIS  
Farm Size by Census Acres

500 - 999 ACRES  
91 FARMS

1,000 - 1,999 ACRES  
180 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	29,357	48,649		
2 DAIRY AND MILK	10,311	36,121		
3 SHEEP	228	76		
4 SWINE	6,755	19,154		
5 POULTRY AND EGGS	2,211	1,368		
6 OTHER LIVESTOCK	-2,614	670		
7 CUSTOM FEEDING	4,382	2,351		
8 FEED PURCHASED	-17,782	-29,822		
9 LIVESTOCK INCOME	\$ 32,848	\$ 78,567		
10 CORN	17,839	47,999		
11 GRAIN SORGHUM	4,917	4,459		
12 SOYBEANS	21,345	48,771		
13 SUNFLOWERS	109	210		
14 WHEAT	17,062	31,568		
15 HAY AND FORAGE	6,477	9,414		
16 OTHER CROP	1,664	3,579		
17 GOVERNMENT PAYMENTS	8,178	16,582		
18 CROP INSURANCE PROCEEDS	1,682	4,931		
19 MACHINE WORK	3,160	6,834		
20 OTHER INCOME	3,700	-9,361		
21 VALUE OF FARM PRODUCTION	\$ 118,980	\$ 243,554		
22 HIRED LABOR	3,709	7,209		
23 MACHINERY REPAIRS	10,676	18,076		
24 IRRIGATION REPAIRS	82	116		
25 BUILDING REPAIRS	1,646	1,740		
26 INTEREST PAID	10,888	16,382		
27 SEED-OTHER CROP EXPENSE	9,740	22,519		
28 CROP INSURANCE	1,633	4,789		
29 FERTILIZER-LIME	13,753	29,881		
30 MACHINE HIRE	3,725	7,322		
31 ORGANIZATION FEE, PUBLICATION	1,645	2,188		
32 VET-MED-DRUGS	2,062	3,384		
33 CROP STORAGE-MARKETING	820	1,635		
34 LIVESTOCK MARKETING-BREEDING	2,742	3,096		
35 DAIRY EXPENSE	516	1,880		
36 GAS-FUEL-OIL	9,004	16,241		
37 IRRIGATION ENERGY		95		
38 REAL ESTATE TAXES	2,701	4,615		
39 PERSONAL PROPERTY TAXES	624	820		
40 GENERAL FARM INSURANCE	2,790	4,200		
41 UTILITIES	3,614	5,040		
42 CASH FARM RENT	7,994	12,589		
43 HERBICIDE-INSECTICIDE	5,962	13,138		
44 CONSERVATION	279	771		
45 AUTO EXPENSE	1,030	996		
46 TOTAL OPERATING EXPENSE	\$ 97,637	\$ 178,720		
47 DEPRECIATION-MACHINERY	10,794	22,268		
48 DEPRECIATION-BUILDINGS	1,585	3,577		
49 TOTAL FARM EXPENSE	\$ 110,015	\$ 204,566		
50 NET FARM INCOME	\$ 8,965	\$ 38,988		
51 UNPAID FAMILY LABOR	1,137	1,813		
52 UNPAID OPERATOR LABOR	21,630	26,775		
53 MANAGEMENT CHARGE	4,343	11,065		
54 CURRENT ASSET CHARGE - 8%	7,576	14,321		
55 NONCURRENT ASSET CHARGE - 8%	30,399	46,780		
56 RETURN LABOR-MANAGEMENT	-30,147	-23,926		
57 RETURN TO CAPITAL	-7,257	15,718		
58 ASSET TURNOVER RATIO	.1850	.2416		
59 OPERATING PROFIT MARGIN RATIO	-.0610	.0645		
60 % RETURN ON ASSETS	-.0113	.0156		
61 % RETURN ON EQUITY	-.0382	-.0009		
62 TOTAL EXPENSE RATIO	.9246	.8399		
63 ADJUSTED TOTAL EXPENSE RATIO	1.1525	1.0027		
64 ECONOMIC TOTAL EXPENSE RATIO	1.4717	1.2536		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	150,379	131,855	258,796	261,583
66 NONCURRENT ASSETS	497,802	505,997	736,104	759,648
67 CURRENT LIABILITIES	56,825	36,011	79,820	82,526
68 NONCURRENT LIABILITIES	116,168	127,657	158,842	167,418
69 CURRENT RATIO	2.65	3.66	3.24	3.17
70 DEBT TO ASSET RATIO	.27	.26	.24	.24



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2006 DATA - SE KANSAS  
INCOME AND EXPENSE ANALYSIS  
Farm Size by Census Acres

2,000 - 4,999 ACRES  
161 FARMS

> 5,000 ACRES  
28 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	112,485	357,360		
2 DAIRY AND MILK	12,567	165		
3 SHEEP	-2	254		
4 SWINE	36,745	129,860		
5 POULTRY AND EGGS	835			
6 OTHER LIVESTOCK	93	1,361		
7 CUSTOM FEEDING	10,441	41,654		
8 FEED PURCHASED	-55,159	-269,988		
9 LIVESTOCK INCOME	\$ 118,004	\$ 260,666		
10 CORN	96,965	162,280		
11 GRAIN SORGHUM	8,404	2,011		
12 SOYBEANS	79,462	102,828		
13 SUNFLOWERS	13			
14 WHEAT	53,984	81,899		
15 HAY AND FORAGE	14,895	48,390		
16 OTHER CROP	8,863	12,805		
17 GOVERNMENT PAYMENTS	25,423	28,840		
18 CROP INSURANCE PROCEEDS	8,039	9,236		
19 MACHINE WORK	5,124	8,629		
20 OTHER INCOME	842	5,432		
21 VALUE OF FARM PRODUCTION	\$ 420,017	\$ 723,016		
22 HIRED LABOR	17,993	54,252		
23 MACHINERY REPAIRS	30,893	49,247		
24 IRRIGATION REPAIRS	319	108		
25 BUILDING REPAIRS	4,251	8,560		
26 INTEREST PAID	29,343	50,927		
27 SEED-OTHER CROP EXPENSE	37,446	45,452		
28 CROP INSURANCE	7,912	8,991		
29 FERTILIZER-LIME	53,313	73,116		
30 MACHINE HIRE	11,575	24,770		
31 ORGANIZATION FEE, PUBLICATION	3,481	5,029		
32 VET-MED-DRUGS	7,080	17,857		
33 CROP STORAGE-MARKETING	3,333	10,279		
34 LIVESTOCK MARKETING-BREEDING	6,043	8,207		
35 DAIRY EXPENSE	805			
36 GAS-FUEL-OIL	27,055	42,541		
37 IRRIGATION ENERGY	66	333		
38 REAL ESTATE TAXES	7,151	8,877		
39 PERSONAL PROPERTY TAXES	1,210	2,765		
40 GENERAL FARM INSURANCE	6,425	11,702		
41 UTILITIES	7,058	12,857		
42 CASH FARM RENT	32,536	65,035		
43 HERBICIDE-INSECTICIDE	22,881	28,784		
44 CONSERVATION	1,828	3,974		
45 AUTO EXPENSE	929	1,265		
46 TOTAL OPERATING EXPENSE	\$ 320,926	\$ 534,929		
47 DEPRECIATION-MACHINERY	38,809	58,469		
48 DEPRECIATION-BUILDINGS	4,862	9,941		
49 TOTAL FARM EXPENSE	\$ 364,598	\$ 603,338		
50 NET FARM INCOME	\$ 55,420	\$ 119,678		
51 UNPAID FAMILY LABOR	3,102	4,661		
52 UNPAID OPERATOR LABOR	32,115	33,557		
53 MANAGEMENT CHARGE	16,941	34,870		
54 CURRENT ASSET CHARGE - 8%	23,033	58,666		
55 NONCURRENT ASSET CHARGE - 8%	71,308	116,260		
56 RETURN LABOR-MANAGEMENT	-42,024	-59,909		
57 RETURN TO CAPITAL	32,605	97,518		
58 ASSET TURNOVER RATIO	.2542	.2379		
59 OPERATING PROFIT MARGIN RATIO	.0776	.1349		
60 % RETURN ON ASSETS	.0197	.0321		
61 % RETURN ON EQUITY	.0028	.0213		
62 TOTAL EXPENSE RATIO	.8681	.8345		
63 ADJUSTED TOTAL EXPENSE RATIO	.9922	.9356		
64 ECONOMIC TOTAL EXPENSE RATIO	1.2168	1.1775		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	481,514	479,869	1,188,040	1,230,529
66 NONCURRENT ASSETS	1,153,568	1,189,721	1,810,343	1,848,753
67 CURRENT LIABILITIES	188,127	197,435	452,668	499,251
68 NONCURRENT LIABILITIES	281,551	279,029	369,743	382,852
69 CURRENT RATIO	2.56	2.43	2.62	2.46
70 DEBT TO ASSET RATIO	.29	.29	.27	.29

