

Kansas Farm Management Associations 2006 Annual ProfitLink Summary

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

< 36
31 FARMS

36 - 40
26 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	44,115	27,589		
2 DAIRY AND MILK	3,486	3,777		
3 SHEEP				
4 SWINE	10,401	6,298		
5 POULTRY AND EGGS	3,769	22,665		
6 OTHER LIVESTOCK	333	74		
7 CUSTOM FEEDING	869	33,946		
8 FEED PURCHASED	-20,341	-22,945		
9 LIVESTOCK INCOME	\$ 42,631	\$ 71,405		
10 CORN	61,576	64,879		
11 GRAIN SORGHUM	6,214	1,844		
12 SOYBEANS	43,117	64,355		
13 SUNFLOWERS	112			
14 WHEAT	36,466	45,447		
15 HAY AND FORAGE	12,888	9,988		
16 OTHER CROP	312	3,034		
17 GOVERNMENT PAYMENTS	16,553	14,212		
18 CROP INSURANCE PROCEEDS	8,400	4,763		
19 MACHINE WORK	12,602	4,220		
20 OTHER INCOME	5,773	8,689		
21 VALUE OF FARM PRODUCTION	\$ 246,643	\$ 292,834		
22 HIRED LABOR	2,613	10,568		
23 MACHINERY REPAIRS	17,250	17,154		
24 IRRIGATION REPAIRS	220			
25 BUILDING REPAIRS	440	2,137		
26 INTEREST PAID	17,040	18,531		
27 SEED-OTHER CROP EXPENSE	29,379	25,867		
28 CROP INSURANCE	7,505	4,389		
29 FERTILIZER-LIME	35,160	32,115		
30 MACHINE HIRE	7,320	10,337		
31 ORGANIZATION FEE, PUBLICATION	1,698	2,177		
32 VET-MED-DRUGS	2,183	4,117		
33 CROP STORAGE-MARKETING	1,578	1,473		
34 LIVESTOCK MARKETING-BREEDING	1,025	789		
35 DAIRY EXPENSE	4	252		
36 GAS-FUEL-OIL	20,453	15,251		
37 IRRIGATION ENERGY	41			
38 REAL ESTATE TAXES	2,499	2,786		
39 PERSONAL PROPERTY TAXES	696	931		
40 GENERAL FARM INSURANCE	2,863	4,116		
41 UTILITIES	3,819	7,928		
42 CASH FARM RENT	21,353	31,831		
43 HERBICIDE-INSECTICIDE	13,936	15,005		
44 CONSERVATION	333	204		
45 AUTO EXPENSE	831	1,063		
46 TOTAL OPERATING EXPENSE	\$ 190,238	\$ 209,021		
47 DEPRECIATION-MACHINERY	19,845	23,594		
48 DEPRECIATION-BUILDINGS	2,028	4,082		
49 TOTAL FARM EXPENSE	\$ 212,112	\$ 236,697		
50 NET FARM INCOME	\$ 34,532	\$ 56,137		
51 UNPAID FAMILY LABOR	1,887	2,856		
52 UNPAID OPERATOR LABOR	25,258	25,027		
53 MANAGEMENT CHARGE	9,653	13,708		
54 CURRENT ASSET CHARGE - 8%	12,290	9,602		
55 NONCURRENT ASSET CHARGE - 8%	21,118	21,671		
56 RETURN LABOR-MANAGEMENT	-763	22,009		
57 RETURN TO CAPITAL	14,773	33,078		
58 ASSET TURNOVER RATIO	.3480	.3989		
59 OPERATING PROFIT MARGIN RATIO	.0599	.1130		
60 % RETURN ON ASSETS	.0208	.0451		
61 % RETURN ON EQUITY	-.0054	.0372		
62 TOTAL EXPENSE RATIO	.8600	.8083		
63 ADJUSTED TOTAL EXPENSE RATIO	1.0092	.9503		
64 ECONOMIC TOTAL EXPENSE RATIO	1.1446	1.0571		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	240,681	246,010	222,131	232,410
66 NONCURRENT ASSETS	450,253	480,510	479,597	534,127
67 CURRENT LIABILITIES	85,560	93,888	104,384	110,116
68 NONCURRENT LIABILITIES	196,074	206,736	217,795	254,151
69 CURRENT RATIO	2.81	2.62	2.13	2.11
70 DEBT TO ASSET RATIO	.41	.41	.46	.48

Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - SE KANSAS
ANALYSIS OF THE FARM BUSINESS
SORTED BY AGE OF OPERATOR

< 36

36 - 40

AVERAGE ASSET & NET WORTH VALUES														
71	BREEDING LIVESTOCK										23,511			
72	MACHINERY AND EQUIPMENT										63,602			
73	MOTOR VEHICLES & LISTED PROPE										99,334			
74	BUILDINGS										39,732			
75	OWNED LAND										300,216			
76	TOTAL ASSETS										734,133			
77	NET WORTH										390,910			
LABOR														
78	NUMBER OF OPERATORS										.92			
79	NUMBER OF WORKERS										1.31			
80	TOTAL WORK DAYS										358			
81	VALUE FARM PRODUCTION/WORKER										222,622			
82	NET FARM INCOME/WORKER										42,678			
PER OPERATOR BASIS														
83	TOTAL ASSETS										792,010			
84	VALUE OF FARM PRODUCTION										315,921			
85	NET FARM INCOME										60,563			
OTHER FACTORS														
86	% CROP ACRES IRRIGATED										.15			
87	% TILLABLE LAND										50.69			
88	CROP MACH COST/TOT EXPENSE(%)										25.25			
ACRES														
		TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT	
89	TOTAL ACRES	1497	31	515	25	1118	30	1680	26	345	24	1475	24	
90	NON-IRRIGATED CROP ACRES	1012	30	240	21	904	28	921	24	304	20	729	22	
91	IRRIGATED CROP ACRES													
92	TOTAL CROP ACRES	1027	30	249	21	914	28	923	24	305	20	729	22	
93	PASTURE ACRES	600	25	339	21	437	18	1372	15	105	12	1610	12	
94	FARMSTEAD ACRES	44	14	40	13			51	19	51	18			
CROP VALUE, COSTS, ACRES														
		TOTAL		PER CROP ACRE		PER HARV. ACRE		TOTAL		PER CROP ACRE		PER HARV. ACRE		
95	ACRES			994		1156				852		1058		
96	CROP MACHINERY INVESTMENT	114,087		114.75		98.72		127,723		149.96		120.69		
97	CROP MACHINERY COST	52,018		52.32		45.01		59,758		70.16		56.47		
98	GROSS CROP VALUE	250,234		243.58		209.54		236,542		267.05		214.92		
99	CROP PRODUCTION COSTS	155,596		151.46		130.29		177,089		183.93		148.03		
NON-IRRIGATED ACRES														
			AVE.		OWNED		RENTED		AVE.		OWNED		RENTED	
		CNT	ACRES		ACRES	YIELD	ACRES	YIELD	CNT	ACRES	ACRES	YIELD	ACRES	YIELD
100	CORN	25	354		123	92.1	355	88.0	18	365	177	96.1	262	88.8
101	GRAIN SORGHUM	12	221				216	67.0						
102	SOYBEANS	25	545		140	13.6	480	19.3	20	620	186	23.6	506	22.8
103	SUNFLOWERS													
104	WHEAT	25	297		114	40.3	265	39.9	17	378	156	46.5	314	44.7
105	OTHER CROPS													
106	ALFALFA													
107	OTHER HAY & FORAGE	19	129		57		145		12	97	54		98	
108	VEGETABLES													
109	TRUCK CROPS													
110	FRUIT - FLOWERS - TREES													
IRRIGATED ACRES														
			AVE.		OWNED		RENTED		AVE.		OWNED		RENTED	
		CNT	ACRES		ACRES	YIELD	ACRES	YIELD	CNT	ACRES	ACRES	YIELD	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					59							26	
123	DAIRY COWS					2							2	
124	EWES													
125	SOWS					7							4	
126	BEEF PURCH. FOR RESALE SALES					49							47	
127	SWINE PURCH. FOR RESALE SALES					30								
128	TURKEYS					1,997							10,109	

Kansas Farm Management Associations 2006 Annual ProfitLink Summary

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

41 - 45
37 FARMS

46 - 50
59 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	91,899	89,769	
2 DAIRY AND MILK	76,539	6,903	
3 SHEEP	-4	173	
4 SWINE	14,608	47,796	
5 POULTRY AND EGGS	3,153	2,274	
6 OTHER LIVESTOCK	-1,547	-4,470	
7 CUSTOM FEEDING	1,555	7,308	
8 FEED PURCHASED	-46,493	-58,455	
9 LIVESTOCK INCOME	\$ 139,710	\$ 91,299	
10 CORN	72,918	58,671	
11 GRAIN SORGHUM	2,956	5,448	
12 SOYBEANS	57,766	45,866	
13 SUNFLOWERS	254	81	
14 WHEAT	34,095	35,647	
15 HAY AND FORAGE	7,413	16,667	
16 OTHER CROP	4,002	5,828	
17 GOVERNMENT PAYMENTS	15,475	15,314	
18 CROP INSURANCE PROCEEDS	5,607	6,907	
19 MACHINE WORK	8,914	6,186	
20 OTHER INCOME	-58,655	429	
21 VALUE OF FARM PRODUCTION	\$ 290,456	\$ 288,342	
22 HIRED LABOR	5,173	10,939	
23 MACHINERY REPAIRS	21,753	23,161	
24 IRRIGATION REPAIRS	148	75	
25 BUILDING REPAIRS	719	3,150	
26 INTEREST PAID	23,593	27,306	
27 SEED-OTHER CROP EXPENSE	28,039	25,506	
28 CROP INSURANCE	5,135	5,305	
29 FERTILIZER-LIME	34,827	37,437	
30 MACHINE HIRE	5,407	10,782	
31 ORGANIZATION FEE, PUBLICATION	2,557	2,890	
32 VET-MED-DRUGS	9,299	4,682	
33 CROP STORAGE-MARKETING	3,044	2,607	
34 LIVESTOCK MARKETING-BREEDING	3,717	9,124	
35 DAIRY EXPENSE	258	723	
36 GAS-FUEL-OIL	18,794	18,495	
37 IRRIGATION ENERGY		84	
38 REAL ESTATE TAXES	3,271	4,844	
39 PERSONAL PROPERTY TAXES	1,221	776	
40 GENERAL FARM INSURANCE	4,792	4,926	
41 UTILITIES	5,297	6,145	
42 CASH FARM RENT	18,067	21,790	
43 HERBICIDE-INSECTICIDE	14,922	14,400	
44 CONSERVATION	993	803	
45 AUTO EXPENSE	1,279	1,194	
46 TOTAL OPERATING EXPENSE	\$ 212,303	\$ 237,146	
47 DEPRECIATION-MACHINERY	28,235	28,539	
48 DEPRECIATION-BUILDINGS	2,817	6,106	
49 TOTAL FARM EXPENSE	\$ 243,355	\$ 271,791	
50 NET FARM INCOME	\$ 47,101	\$ 16,551	
51 UNPAID FAMILY LABOR	2,797	3,203	
52 UNPAID OPERATOR LABOR	25,249	28,510	
53 MANAGEMENT CHARGE	12,710	8,778	
54 CURRENT ASSET CHARGE - 8%	13,337	17,726	
55 NONCURRENT ASSET CHARGE - 8%	23,226	50,010	
56 RETURN LABOR-MANAGEMENT	7,740	-54,389	
57 RETURN TO CAPITAL	29,937	3,365	
58 ASSET TURNOVER RATIO	.3451	.2348	
59 OPERATING PROFIT MARGIN RATIO	.1031	.0117	
60 % RETURN ON ASSETS	.0356	.0027	
61 % RETURN ON EQUITY	.0139	-.0283	
62 TOTAL EXPENSE RATIO	.8378	.9426	
63 ADJUSTED TOTAL EXPENSE RATIO	.9782	1.0830	
64 ECONOMIC TOTAL EXPENSE RATIO	1.1040	1.3179	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
	DECEMBER 31		DECEMBER 31
65 CURRENT ASSETS	323,792	346,726	391,635
66 NONCURRENT ASSETS	485,094	527,567	834,889
67 CURRENT LIABILITIES	147,436	189,663	163,900
68 NONCURRENT LIABILITIES	213,460	218,539	224,495
69 CURRENT RATIO	2.20	1.83	2.39
70 DEBT TO ASSET RATIO	.45	.47	.32

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2006 DATA - SE KANSAS
ANALYSIS OF THE FARM BUSINESS
SORTED BY AGE OF OPERATOR

41 - 45

46 - 50

AVERAGE ASSET & NET WORTH VALUES																
71	BREEDING LIVESTOCK										39,464	58,484				
72	MACHINERY AND EQUIPMENT										66,561	73,403				
73	MOTOR VEHICLES & LISTED PROPE										135,858	134,494				
74	BUILDINGS										26,434	53,180				
75	OWNED LAND										268,536	583,414				
76	TOTAL ASSETS										841,590	1,227,857				
77	NET WORTH										457,040	846,704				
LABOR																
78	NUMBER OF OPERATORS										.93	1.05				
79	NUMBER OF WORKERS										1.17	1.58				
80	TOTAL WORK DAYS										390	423				
81	VALUE FARM PRODUCTION/WORKER										247,054	181,560				
82	NET FARM INCOME/WORKER										40,063	10,422				
PER OPERATOR BASIS																
83	TOTAL ASSETS										899,966	1,162,818				
84	VALUE OF FARM PRODUCTION										310,603	273,069				
85	NET FARM INCOME										50,368	15,674				
OTHER FACTORS																
86	% CROP ACRES IRRIGATED										.47	.47				
87	% TILLABLE LAND										55.90	57.55				
88	CROP MACH COST/TOT EXPENSE(%)										28.33	26.94				
ACRES																
		TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT			
89	TOTAL ACRES	1784	37	398	35	1579	33	1888	59	766	58	1351	57			
90	NON-IRRIGATED CROP ACRES	1085	34	219	30	979	31	1081	59	342	53	862	53			
91	IRRIGATED CROP ACRES															
92	TOTAL CROP ACRES	1085	34	219	30	979	31	1087	59	344	53	866	53			
93	PASTURE ACRES	945	30	269	25	1030	21	996	55	489	49	657	47			
94	FARMSTEAD ACRES	35	22	29	22			61	41	55	41	40	6			
CROP VALUE, COSTS, ACRES																
		TOTAL		PER CROP ACRE		PER HARV. ACRE		TOTAL		PER CROP ACRE		PER HARV. ACRE				
95	ACRES			997		1171				1087		1230				
96	CROP MACHINERY INVESTMENT	178,161		178.62		152.18		166,801		153.51		135.64				
97	CROP MACHINERY COST	68,931		69.11		58.88		73,208		67.37		59.53				
98	GROSS CROP VALUE	264,990		251.31		214.11		236,938		218.06		192.68				
99	CROP PRODUCTION COSTS	175,626		171.32		145.96		181,884		164.56		145.40				
NON-IRRIGATED ACRES																
		CNT	AVE. ACRES	OWNED	ACRES	YIELD	RENTED	ACRES	YIELD	OWNED	ACRES	YIELD	RENTED	ACRES	YIELD	
100	CORN	23	446	114	111.1		383	100.8		43	358		165	86.9	249	77.9
101	GRAIN SORGHUM	7	173				140	50.4		17	203		63	61.1	188	62.0
102	SOYBEANS	27	643	113	21.2		599	21.7		48	597		184	22.0	457	20.6
103	SUNFLOWERS															
104	WHEAT	25	361	123	46.2		289	42.2		44	319		130	43.1	267	39.9
105	OTHER CROPS	9	187	51			264			6	74				66	
106	ALFALFA	7	42	25	2.7		48	2.1		9	51		37	2.1	46	2.4
107	OTHER HAY & FORAGE	21	160	73			200			41	238		83		233	
108	VEGETABLES															
109	TRUCK CROPS															
110	FRUIT - FLOWERS - TREES															
IRRIGATED ACRES																
		CNT	AVE. ACRES	OWNED	ACRES	YIELD	RENTED	ACRES	YIELD	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															71
123	DAIRY COWS															3
124	EWES															
125	SOWS															25
126	BEEF PURCH. FOR RESALE SALES															218
127	SWINE PURCH. FOR RESALE SALES															
128	TURKEYS															1,136

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

51 - 55
75 FARMS

56 - 60
87 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	63,638	118,840	
2 DAIRY AND MILK	13,092	31,254	
3 SHEEP			
4 SWINE	1,299	45,869	
5 POULTRY AND EGGS	6,844	3,195	
6 OTHER LIVESTOCK	608	1,362	
7 CUSTOM FEEDING	9,226	3,170	
8 FEED PURCHASED	-24,968	-96,294	
9 LIVESTOCK INCOME	\$ 69,739	\$ 107,396	
10 CORN	87,731	59,980	
11 GRAIN SORGHUM	8,264	5,638	
12 SOYBEANS	69,664	59,355	
13 SUNFLOWERS		326	
14 WHEAT	42,772	37,737	
15 HAY AND FORAGE	5,334	23,498	
16 OTHER CROP	8,958	6,964	
17 GOVERNMENT PAYMENTS	21,128	19,197	
18 CROP INSURANCE PROCEEDS	6,269	5,244	
19 MACHINE WORK	5,755	4,966	
20 OTHER INCOME	4,256	2,702	
21 VALUE OF FARM PRODUCTION	\$ 329,871	\$ 333,002	
22 HIRED LABOR	14,068	17,745	
23 MACHINERY REPAIRS	26,913	28,335	
24 IRRIGATION REPAIRS	72	387	
25 BUILDING REPAIRS	2,873	2,781	
26 INTEREST PAID	21,853	32,149	
27 SEED-OTHER CROP EXPENSE	27,894	27,324	
28 CROP INSURANCE	7,313	5,523	
29 FERTILIZER-LIME	43,255	37,335	
30 MACHINE HIRE	8,144	11,621	
31 ORGANIZATION FEE, PUBLICATION	2,581	3,178	
32 VET-MED-DRUGS	3,338	6,911	
33 CROP STORAGE-MARKETING	3,559	2,784	
34 LIVESTOCK MARKETING-BREEDING	2,273	4,633	
35 DAIRY EXPENSE	647	2,547	
36 GAS-FUEL-OIL	22,012	22,829	
37 IRRIGATION ENERGY	142	69	
38 REAL ESTATE TAXES	5,733	5,278	
39 PERSONAL PROPERTY TAXES	1,028	1,205	
40 GENERAL FARM INSURANCE	5,080	6,711	
41 UTILITIES	6,034	8,414	
42 CASH FARM RENT	22,867	23,401	
43 HERBICIDE-INSECTICIDE	20,653	16,137	
44 CONSERVATION	1,879	1,259	
45 AUTO EXPENSE	1,065	1,036	
46 TOTAL OPERATING EXPENSE	\$ 251,275	\$ 269,594	
47 DEPRECIATION-MACHINERY	28,598	29,444	
48 DEPRECIATION-BUILDINGS	3,276	4,973	
49 TOTAL FARM EXPENSE	\$ 283,150	\$ 304,011	
50 NET FARM INCOME	\$ 46,721	\$ 28,991	
51 UNPAID FAMILY LABOR	3,060	1,784	
52 UNPAID OPERATOR LABOR	28,764	27,186	
53 MANAGEMENT CHARGE	13,757	11,278	
54 CURRENT ASSET CHARGE - 8%	16,888	16,027	
55 NONCURRENT ASSET CHARGE - 8%	54,477	45,765	
56 RETURN LABOR-MANAGEMENT	-27,704	-34,585	
57 RETURN TO CAPITAL	22,993	20,892	
58 ASSET TURNOVER RATIO	.2639	.2613	
59 OPERATING PROFIT MARGIN RATIO	.0697	.0627	
60 % RETURN ON ASSETS	.0184	.0164	
61 % RETURN ON EQUITY	.0013	-.0146	
62 TOTAL EXPENSE RATIO	.8584	.9129	
63 ADJUSTED TOTAL EXPENSE RATIO	.9965	1.0338	
64 ECONOMIC TOTAL EXPENSE RATIO	1.2129	1.2194	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
65 CURRENT ASSETS	336,422	338,753	413,208
66 NONCURRENT ASSETS	899,129	925,498	852,143
67 CURRENT LIABILITIES	117,043	135,944	200,064
68 NONCURRENT LIABILITIES	229,850	232,843	292,348
69 CURRENT RATIO	2.87	2.49	2.07
70 DEBT TO ASSET RATIO	.28	.29	.39

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INCOME AND EXPENSE ANALYSIS
SORTED BY AGE OF OPERATOR

61 - 65
74 FARMS

66 - 70
47 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	79,413	106,401	
2 DAIRY AND MILK	29,330	14,871	
3 SHEEP	144		
4 SWINE	6,786		
5 POULTRY AND EGGS	2,968	2,250	
6 OTHER LIVESTOCK	690	678	
7 CUSTOM FEEDING	10,311	8,330	
8 FEED PURCHASED	-33,914	-42,884	
9 LIVESTOCK INCOME	\$ 95,728	\$ 89,646	
10 CORN	76,128	33,801	
11 GRAIN SORGHUM	4,925	1,928	
12 SOYBEANS	61,357	34,947	
13 SUNFLOWERS	28		
14 WHEAT	48,291	21,668	
15 HAY AND FORAGE	6,579	8,148	
16 OTHER CROP	4,755	1,320	
17 GOVERNMENT PAYMENTS	20,914	14,131	
18 CROP INSURANCE PROCEEDS	6,950	3,468	
19 MACHINE WORK	5,518	1,933	
20 OTHER INCOME	5,343	4,102	
21 VALUE OF FARM PRODUCTION	\$ 336,517	\$ 215,092	
22 HIRED LABOR	14,672	7,717	
23 MACHINERY REPAIRS	23,088	15,424	
24 IRRIGATION REPAIRS	128	376	
25 BUILDING REPAIRS	2,372	4,265	
26 INTEREST PAID	19,122	15,903	
27 SEED-OTHER CROP EXPENSE	28,485	14,973	
28 CROP INSURANCE	4,378	4,089	
29 FERTILIZER-LIME	42,586	22,828	
30 MACHINE HIRE	9,037	6,485	
31 ORGANIZATION FEE, PUBLICATION	2,901	2,300	
32 VET-MED-DRUGS	5,197	5,351	
33 CROP STORAGE-MARKETING	2,561	1,414	
34 LIVESTOCK MARKETING-BREEDING	4,005	4,933	
35 DAIRY EXPENSE	2,919	825	
36 GAS-FUEL-OIL	20,699	14,283	
37 IRRIGATION ENERGY		234	
38 REAL ESTATE TAXES	7,169	5,169	
39 PERSONAL PROPERTY TAXES	1,006	808	
40 GENERAL FARM INSURANCE	5,764	3,784	
41 UTILITIES	6,849	4,735	
42 CASH FARM RENT	18,934	15,380	
43 HERBICIDE-INSECTICIDE	16,236	9,840	
44 CONSERVATION	1,590	1,235	
45 AUTO EXPENSE	936	1,010	
46 TOTAL OPERATING EXPENSE	\$ 240,636	\$ 163,360	
47 DEPRECIATION-MACHINERY	33,817	20,148	
48 DEPRECIATION-BUILDINGS	4,338	2,263	
49 TOTAL FARM EXPENSE	\$ 278,791	\$ 185,771	
50 NET FARM INCOME	\$ 57,726	\$ 29,321	
51 UNPAID FAMILY LABOR	1,794	1,963	
52 UNPAID OPERATOR LABOR	30,649	25,736	
53 MANAGEMENT CHARGE	15,906	10,342	
54 CURRENT ASSET CHARGE - 8%	21,105	21,389	
55 NONCURRENT ASSET CHARGE - 8%	74,967	63,943	
56 RETURN LABOR-MANAGEMENT	-40,140	-57,973	
57 RETURN TO CAPITAL	28,499	7,184	
58 ASSET TURNOVER RATIO	.2239	.1635	
59 OPERATING PROFIT MARGIN RATIO	.0847	.0334	
60 % RETURN ON ASSETS	.0190	.0055	
61 % RETURN ON EQUITY	.0078	-.0082	
62 TOTAL EXPENSE RATIO	.8285	.8637	
63 ADJUSTED TOTAL EXPENSE RATIO	.9721	1.0405	
64 ECONOMIC TOTAL EXPENSE RATIO	1.2576	1.4373	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
65 CURRENT ASSETS	370,911	373,846	389,561
66 NONCURRENT ASSETS	1,123,335	1,138,355	919,175
67 CURRENT LIABILITIES	113,071	104,058	122,190
68 NONCURRENT LIABILITIES	191,926	195,600	130,853
69 CURRENT RATIO	3.28	3.59	3.19
70 DEBT TO ASSET RATIO	.20	.20	.18

Kansas Farm Management Associations 2006 Annual ProfitLink Summary

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

> 70
89 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	53,159		
2 DAIRY AND MILK	1,378		
3 SHEEP	58		
4 SWINE	60,205		
5 POULTRY AND EGGS	1,176		
6 OTHER LIVESTOCK	182		
7 CUSTOM FEEDING	2,100		
8 FEED PURCHASED	-37,944		
9 LIVESTOCK INCOME	\$ 80,315		
10 CORN	32,488		
11 GRAIN SORGHUM	5,749		
12 SOYBEANS	28,711		
13 SUNFLOWERS	20		
14 WHEAT	24,800		
15 HAY AND FORAGE	9,053		
16 OTHER CROP	4,093		
17 GOVERNMENT PAYMENTS	13,044		
18 CROP INSURANCE PROCEEDS	1,691		
19 MACHINE WORK	1,975		
20 OTHER INCOME	1,558		
21 VALUE OF FARM PRODUCTION	\$ 203,496		
22 HIRED LABOR	16,067		
23 MACHINERY REPAIRS	14,041		
24 IRRIGATION REPAIRS	51		
25 BUILDING REPAIRS	3,577		
26 INTEREST PAID	6,891		
27 SEED-OTHER CROP EXPENSE	13,400		
28 CROP INSURANCE	2,590		
29 FERTILIZER-LIME	21,409		
30 MACHINE HIRE	5,981		
31 ORGANIZATION FEE, PUBLICATION	2,220		
32 VET-MED-DRUGS	2,977		
33 CROP STORAGE-MARKETING	921		
34 LIVESTOCK MARKETING-BREEDING	3,188		
35 DAIRY EXPENSE	150		
36 GAS-FUEL-OIL	13,301		
37 IRRIGATION ENERGY	35		
38 REAL ESTATE TAXES	5,197		
39 PERSONAL PROPERTY TAXES	861		
40 GENERAL FARM INSURANCE	3,804		
41 UTILITIES	5,757		
42 CASH FARM RENT	10,959		
43 HERBICIDE-INSECTICIDE	8,981		
44 CONSERVATION	740		
45 AUTO EXPENSE	765		
46 TOTAL OPERATING EXPENSE	\$ 143,864		
47 DEPRECIATION-MACHINERY	15,563		
48 DEPRECIATION-BUILDINGS	3,199		
49 TOTAL FARM EXPENSE	\$ 162,626		
50 NET FARM INCOME	\$ 40,870		
51 UNPAID FAMILY LABOR	885		
52 UNPAID OPERATOR LABOR	23,724		
53 MANAGEMENT CHARGE	11,410		
54 CURRENT ASSET CHARGE - 8%	17,628		
55 NONCURRENT ASSET CHARGE - 8%	64,971		
56 RETURN LABOR-MANAGEMENT	-42,614		
57 RETURN TO CAPITAL	11,742		
58 ASSET TURNOVER RATIO	.1759		
59 OPERATING PROFIT MARGIN RATIO	.0577		
60 % RETURN ON ASSETS	.0102		
61 % RETURN ON EQUITY	.0047		
62 TOTAL EXPENSE RATIO	.7992		
63 ADJUSTED TOTAL EXPENSE RATIO	.9762		
64 ECONOMIC TOTAL EXPENSE RATIO	1.3821		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1 DECEMBER 31	JANUARY 1 DECEMBER 31	
65 CURRENT ASSETS	263,011	265,022	
66 NONCURRENT ASSETS	893,534	892,102	
67 CURRENT LIABILITIES	48,002	39,342	
68 NONCURRENT LIABILITIES	82,387	78,970	
69 CURRENT RATIO	5.48	6.74	
70 DEBT TO ASSET RATIO	.11	.10	

