

Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - SE KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY OWNERSHIP TYPE

CORPORATIONS
45 FARMS

PARTNERSHIP - PARTOWNER
31 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	59,226		162,111	
2 DAIRY AND MILK	61,156		33,836	
3 SHEEP				
4 SWINE	107,960		120,424	
5 POULTRY AND EGGS	9,119			
6 OTHER LIVESTOCK	73		-8,542	
7 CUSTOM FEEDING	2,914		21,065	
8 FEED PURCHASED	-78,684		-116,024	
9 LIVESTOCK INCOME	\$ 161,764		\$ 212,870	
10 CORN	137,334		104,768	
11 GRAIN SORGHUM	12,282		9,754	
12 SOYBEANS	123,901		76,110	
13 SUNFLOWERS	71			
14 WHEAT	64,662		63,339	
15 HAY AND FORAGE	8,031		23,429	
16 OTHER CROP	9,142		16,963	
17 GOVERNMENT PAYMENTS	33,583		30,348	
18 CROP INSURANCE PROCEEDS	6,695		10,708	
19 MACHINE WORK	6,847		6,433	
20 OTHER INCOME	-884		3,066	
21 VALUE OF FARM PRODUCTION	\$ 563,430		\$ 557,788	
22 HIRED LABOR	37,492		37,012	
23 MACHINERY REPAIRS	35,068		37,802	
24 IRRIGATION REPAIRS	190		92	
25 BUILDING REPAIRS	5,141		8,115	
26 INTEREST PAID	20,019		35,779	
27 SEED-OTHER CROP EXPENSE	44,536		38,448	
28 CROP INSURANCE	8,421		8,054	
29 FERTILIZER-LIME	69,688		53,649	
30 MACHINE HIRE	10,651		12,996	
31 ORGANIZATION FEE, PUBLICATION	4,897		4,949	
32 VET-MED-DRUGS	6,111		9,966	
33 CROP STORAGE-MARKETING	6,216		7,764	
34 LIVESTOCK MARKETING-BREEDING	7,998		14,326	
35 DAIRY EXPENSE	4,261		3,866	
36 GAS-FUEL-OIL	32,698		35,932	
37 IRRIGATION ENERGY	180		194	
38 REAL ESTATE TAXES	8,177		8,171	
39 PERSONAL PROPERTY TAXES	1,405		1,803	
40 GENERAL FARM INSURANCE	8,828		9,541	
41 UTILITIES	12,667		12,053	
42 CASH FARM RENT	31,218		38,432	
43 HERBICIDE-INSECTICIDE	31,013		24,193	
44 CONSERVATION	1,266		2,915	
45 AUTO EXPENSE	696		832	
46 TOTAL OPERATING EXPENSE	\$ 388,838		\$ 406,886	
47 DEPRECIATION-MACHINERY	52,647		42,536	
48 DEPRECIATION-BUILDINGS	9,668		7,734	
49 TOTAL FARM EXPENSE	\$ 451,153		\$ 457,156	
50 NET FARM INCOME	\$ 112,277		\$ 100,632	
51 UNPAID FAMILY LABOR	4,250		1,887	
52 UNPAID OPERATOR LABOR	39,480		49,732	
53 MANAGEMENT CHARGE	27,741		27,301	
54 CURRENT ASSET CHARGE - 8%	33,017		37,017	
55 NONCURRENT ASSET CHARGE - 8%	86,128		103,254	
56 RETURN LABOR-MANAGEMENT	-11,118		-41,526	
57 RETURN TO CAPITAL	60,825		57,490	
58 ASSET TURNOVER RATIO	.3064		.2378	
59 OPERATING PROFIT MARGIN RATIO	.1080		.1031	
60 % RETURN ON ASSETS	.0331		.0245	
61 % RETURN ON EQUITY	.0274		.0124	
62 TOTAL EXPENSE RATIO	.8007		.8196	
63 ADJUSTED TOTAL EXPENSE RATIO	.9276		.9611	
64 ECONOMIC TOTAL EXPENSE RATIO	1.1390		1.2126	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	549,002	571,093	714,535	677,359
66 NONCURRENT ASSETS	1,270,442	1,287,776	1,627,785	1,671,930
67 CURRENT LIABILITIES	139,877	154,790	268,632	197,844
68 NONCURRENT LIABILITIES	208,942	196,082	328,582	389,782
69 CURRENT RATIO	3.92	3.69	2.66	3.42
70 DEBT TO ASSET RATIO	.19	.19	.25	.25

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2006 DATA - SE KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY OWNERSHIP TYPE

PARTNERSHIP - TENANT
9 FARMS

SINGLE - OWNER
48 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	159,262	30,972		
2 DAIRY AND MILK	82,073	2,563		
3 SHEEP		49		
4 SWINE	21,874	25,679		
5 POULTRY AND EGGS		16,005		
6 OTHER LIVESTOCK	-872	-121		
7 CUSTOM FEEDING	12	13,205		
8 FEED PURCHASED	-109,327	-19,308		
9 LIVESTOCK INCOME	\$ 153,021	\$ 69,045		
10 CORN	68,645	15,447		
11 GRAIN SORGHUM	5,416	2,458		
12 SOYBEANS	58,799	11,921		
13 SUNFLOWERS				
14 WHEAT	27,634	10,533		
15 HAY AND FORAGE	15,472	4,332		
16 OTHER CROP	7,655	2,687		
17 GOVERNMENT PAYMENTS	24,002	7,164		
18 CROP INSURANCE PROCEEDS	6,766	985		
19 MACHINE WORK	4,098	2,459		
20 OTHER INCOME	1,846	2,034		
21 VALUE OF FARM PRODUCTION	\$ 373,353	\$ 129,064		
22 HIRED LABOR	20,338	6,903		
23 MACHINERY REPAIRS	31,961	10,213		
24 IRRIGATION REPAIRS	96	250		
25 BUILDING REPAIRS	468	2,384		
26 INTEREST PAID	25,232	8,725		
27 SEED-OTHER CROP EXPENSE	24,112	6,546		
28 CROP INSURANCE	6,080	845		
29 FERTILIZER-LIME	38,418	13,411		
30 MACHINE HIRE	13,086	3,954		
31 ORGANIZATION FEE, PUBLICATION	3,869	1,705		
32 VET-MED-DRUGS	19,016	2,465		
33 CROP STORAGE-MARKETING	607	173		
34 LIVESTOCK MARKETING-BREEDING	9,773	2,289		
35 DAIRY EXPENSE	11,332	278		
36 GAS-FUEL-OIL	23,503	7,868		
37 IRRIGATION ENERGY	177			
38 REAL ESTATE TAXES	655	5,069		
39 PERSONAL PROPERTY TAXES	960	592		
40 GENERAL FARM INSURANCE	3,520	3,296		
41 UTILITIES	7,777	7,631		
42 CASH FARM RENT	45,880	8,969		
43 HERBICIDE-INSECTICIDE	19,027	3,628		
44 CONSERVATION	944	203		
45 AUTO EXPENSE	120	1,185		
46 TOTAL OPERATING EXPENSE	\$ 306,950	\$ 98,583		
47 DEPRECIATION-MACHINERY	17,396	11,822		
48 DEPRECIATION-BUILDINGS	3,436	4,017		
49 TOTAL FARM EXPENSE	\$ 327,782	\$ 114,422		
50 NET FARM INCOME	\$ 45,571	\$ 14,642		
51 UNPAID FAMILY LABOR	1,000	1,078		
52 UNPAID OPERATOR LABOR	37,500	19,744		
53 MANAGEMENT CHARGE	15,071	5,346		
54 CURRENT ASSET CHARGE - 8%	22,906	8,634		
55 NONCURRENT ASSET CHARGE - 8%	12,278	51,902		
56 RETURN LABOR-MANAGEMENT	9,387	-46,973		
57 RETURN TO CAPITAL	17,233	-2,801		
58 ASSET TURNOVER RATIO	.4631	.1440		
59 OPERATING PROFIT MARGIN RATIO	.0462	-.0217		
60 % RETURN ON ASSETS	.0214	-.0031		
61 % RETURN ON EQUITY	-.0182	-.0152		
62 TOTAL EXPENSE RATIO	.8779	.8866		
63 ADJUSTED TOTAL EXPENSE RATIO	1.0214	1.0893		
64 ECONOMIC TOTAL EXPENSE RATIO	1.1157	1.5583		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	549,138	531,044	153,442	150,517
66 NONCURRENT ASSETS	251,273	281,113	745,018	743,548
67 CURRENT LIABILITIES	240,811	266,710	46,360	41,741
68 NONCURRENT LIABILITIES	116,383	109,055	95,413	95,595
69 CURRENT RATIO	2.28	1.99	3.31	3.61
70 DEBT TO ASSET RATIO	.45	.46	.16	.15

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2006 DATA - SE KANSAS
ANALYSIS OF THE FARM BUSINESS
SORTED BY OWNERSHIP TYPE

PARTNERSHIP - TENANT

SINGLE - OWNER

AVERAGE ASSET & NET WORTH VALUES													
71	BREEDING LIVESTOCK		169,314					29,962					
72	MACHINERY AND EQUIPMENT		56,425					38,550					
73	MOTOR VEHICLES & LISTED PROPE		92,663					67,891					
74	BUILDINGS		53,350					30,899					
75	OWNED LAND		51,178					596,338					
76	TOTAL ASSETS		806,284					896,262					
77	NET WORTH		439,805					756,707					
LABOR													
78	NUMBER OF OPERATORS		1.38					.73					
79	NUMBER OF WORKERS		2.12					.99					
80	TOTAL WORK DAYS		586					169					
81	VALUE FARM PRODUCTION/WORKER		175,925					129,876					
82	NET FARM INCOME/WORKER		21,473					14,734					
PER OPERATOR BASIS													
83	TOTAL ASSETS		580,524					1,225,658					
84	VALUE OF FARM PRODUCTION		268,814					176,498					
85	NET FARM INCOME		32,811					20,023					
OTHER FACTORS													
86	% CROP ACRES IRRIGATED		2.65					4.32					
87	% TILLABLE LAND		40.47					31.69					
88	CROP MACH COST/TOT EXPENSE(%)		17.90					21.76					
ACRES		TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
89	TOTAL ACRES	2504	9			2504	9	846	48	846	48		
90	NON-IRRIGATED CROP ACRES	1110	8			1110	8	308	40	308	40		
91	IRRIGATED CROP ACRES												
92	TOTAL CROP ACRES	1140	8			1140	8	322	40	322	40		
93	PASTURE ACRES	2208	6			2208	6	563	42	563	42		
94	FARMSTEAD ACRES							136	30	136	30		
CROP VALUE, COSTS, ACRES		TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE
95	ACRES		1014	1156		268	294						
96	CROP MACHINERY INVESTMENT	102,656	101.28	88.82	71,705	267.62	243.74						
97	CROP MACHINERY COST	58,673	57.89	50.76	24,893	92.90	84.62						
98	GROSS CROP VALUE	269,957	236.75	207.62	63,520	202.50	184.43						
99	CROP PRODUCTION COSTS	177,801	155.93	136.74	63,600	222.53	202.68						
NON-IRRIGATED ACRES			AVE.	OWNED	RENTED		AVE.	OWNED	RENTED		AVE.	OWNED	RENTED
		CNT	ACRES	ACRES	YIELD	ACRES	YIELD	ACRES	YIELD	ACRES	YIELD	ACRES	YIELD
100	CORN	7	401			401	77.2	14	183	183	72.7		
101	GRAIN SORGHUM	4	142			142	32.0	5	72	72	44.7		
102	SOYBEANS	7	528			528	24.1	19	178	178	17.4		
103	SUNFLOWERS												
104	WHEAT	6	267			267	40.5	21	106	106	40.0		
105	OTHER CROPS							7	122	122			
106	ALFALFA							6	45	45	2.0		
107	OTHER HAY & FORAGE	6	177			177		27	145	145			
108	VEGETABLES												
109	TRUCK CROPS												
110	FRUIT - FLOWERS - TREES												
IRRIGATED ACRES			AVE.	OWNED	RENTED		AVE.	OWNED	RENTED		AVE.	OWNED	RENTED
		CNT	ACRES	ACRES	YIELD	ACRES	YIELD	ACRES	YIELD	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			90						34			
123	DAIRY COWS			24						1			
124	EWES									1			
125	SOWS			22						12			
126	BEEF PURCH. FOR RESALE SALES			481						39			
127	SWINE PURCH. FOR RESALE SALES												
128	TURKEYS									8,551			

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2006 DATA - SE KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY OWNERSHIP TYPE

SINGLE - PARTOWNER
382 FARMS

SINGLE - TENANT
10 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	80,534	37,262	
2 DAIRY AND MILK	14,014		
3 SHEEP	62		
4 SWINE	9,550	12,602	
5 POULTRY AND EGGS	2,617		
6 OTHER LIVESTOCK	601		
7 CUSTOM FEEDING	5,993		
8 FEED PURCHASED	-40,062	-25,403	
9 LIVESTOCK INCOME	\$ 73,310	\$ 24,461	
10 CORN	54,210	19,312	
11 GRAIN SORGHUM	4,221	10,298	
12 SOYBEANS	46,327	29,061	
13 SUNFLOWERS	117	211	
14 WHEAT	34,437	18,109	
15 HAY AND FORAGE	11,963	6,722	
16 OTHER CROP	3,878	1,322	
17 GOVERNMENT PAYMENTS	15,375	9,749	
18 CROP INSURANCE PROCEEDS	5,185	3,129	
19 MACHINE WORK	5,389	1,280	
20 OTHER INCOME	-1,774	8,288	
21 VALUE OF FARM PRODUCTION	\$ 252,638	\$ 131,941	
22 HIRED LABOR	8,671	198	
23 MACHINERY REPAIRS	20,055	11,679	
24 IRRIGATION REPAIRS	166		
25 BUILDING REPAIRS	2,167	425	
26 INTEREST PAID	20,899	7,708	
27 SEED-OTHER CROP EXPENSE	23,076	10,684	
28 CROP INSURANCE	4,910	2,787	
29 FERTILIZER-LIME	31,690	17,614	
30 MACHINE HIRE	8,344	7,476	
31 ORGANIZATION FEE, PUBLICATION	2,253	1,201	
32 VET-MED-DRUGS	4,348	1,490	
33 CROP STORAGE-MARKETING	1,739	240	
34 LIVESTOCK MARKETING-BREEDING	2,837	2,774	
35 DAIRY EXPENSE	399		
36 GAS-FUEL-OIL	17,158	12,388	
37 IRRIGATION ENERGY	56		
38 REAL ESTATE TAXES	4,746	143	
39 PERSONAL PROPERTY TAXES	915	189	
40 GENERAL FARM INSURANCE	4,369	2,096	
41 UTILITIES	4,962	2,742	
42 CASH FARM RENT	17,757	9,763	
43 HERBICIDE-INSECTICIDE	13,231	9,831	
44 CONSERVATION	1,115		
45 AUTO EXPENSE	1,059	552	
46 TOTAL OPERATING EXPENSE	\$ 196,920	\$ 101,979	
47 DEPRECIATION-MACHINERY	23,571	10,609	
48 DEPRECIATION-BUILDINGS	2,949	377	
49 TOTAL FARM EXPENSE	\$ 223,440	\$ 112,965	
50 NET FARM INCOME	\$ 29,198	\$ 18,976	
51 UNPAID FAMILY LABOR	2,062	1,575	
52 UNPAID OPERATOR LABOR	24,484	20,520	
53 MANAGEMENT CHARGE	9,958	5,733	
54 CURRENT ASSET CHARGE - 8%	14,865	5,562	
55 NONCURRENT ASSET CHARGE - 8%	46,289	2,704	
56 RETURN LABOR-MANAGEMENT	-34,017	9,135	
57 RETURN TO CAPITAL	13,594	-1,144	
58 ASSET TURNOVER RATIO	.2313	.5992	
59 OPERATING PROFIT MARGIN RATIO	.0538	-.0087	
60 % RETURN ON ASSETS	.0124	-.0052	
61 % RETURN ON EQUITY	-.0096	-.0857	
62 TOTAL EXPENSE RATIO	.8844	.8562	
63 ADJUSTED TOTAL EXPENSE RATIO	1.0289	1.0671	
64 ECONOMIC TOTAL EXPENSE RATIO	1.2710	1.1297	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
65 CURRENT ASSETS	309,871	309,713	141,038
66 NONCURRENT ASSETS	769,980	794,759	83,195
67 CURRENT LIABILITIES	118,804	129,161	69,720
68 NONCURRENT LIABILITIES	203,096	204,421	54,848
69 CURRENT RATIO	2.61	2.40	2.02
70 DEBT TO ASSET RATIO	.30	.30	.56

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2006 DATA - SE KANSAS
ANALYSIS OF THE FARM BUSINESS
SORTED BY OWNERSHIP TYPE

SINGLE - PARTOWNER

SINGLE - TENANT

AVERAGE ASSET & NET WORTH VALUES									
71	BREEDING LIVESTOCK								
72	MACHINERY AND EQUIPMENT			50,483				10,392	
73	MOTOR VEHICLES & LISTED PROPE			63,297				17,187	
74	BUILDINGS			119,834				64,056	
75	OWNED LAND			30,266				3,589	
76	TOTAL ASSETS			560,861				2,000	
77	NET WORTH			1,092,162				220,204	
				764,421				103,334	
LABOR									
78	NUMBER OF OPERATORS			.90				.76	
79	NUMBER OF WORKERS			1.27				.84	
80	TOTAL WORK DAYS			356				214	
81	VALUE FARM PRODUCTION/WORKER			197,438				157,073	
82	NET FARM INCOME/WORKER			22,819				22,591	
PER OPERATOR BASIS									
83	TOTAL ASSETS			1,204,405				289,742	
84	VALUE OF FARM PRODUCTION			278,602				173,607	
85	NET FARM INCOME			32,199				24,969	
OTHER FACTORS									
86	% CROP ACRES IRRIGATED			.89					
87	% TILLABLE LAND			49.82				69.05	
88	CROP MACH COST/TOT EXPENSE(%)			29.23				38.11	
ACRES									
		TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT
89	TOTAL ACRES	1892	382	728	382	1242	382	1112	10
90	NON-IRRIGATED CROP ACRES	957	373	341	357	711	331	853	9
91	IRRIGATED CROP ACRES	322	10	293	8	145	6		
92	TOTAL CROP ACRES	965	373	347	357	713	331	853	9
93	PASTURE ACRES	1079	335	423	319	882	268	570	6
94	FARMSTEAD ACRES	75	285	69	277	31	65		
CROP VALUE, COSTS, ACRES									
		TOTAL	PER CROP ACRE	PER HARV. ACRE				TOTAL	PER CROP ACRE
95	ACRES		942	1073					838
96	CROP MACHINERY INVESTMENT	153,930	163.33	143.43				75,804	98.75
97	CROP MACHINERY COST	65,304	69.29	60.85				43,052	56.09
98	GROSS CROP VALUE	215,250	224.81	197.41				173,870	203.86
99	CROP PRODUCTION COSTS	162,639	169.86	149.16				99,891	117.12
NON-IRRIGATED ACRES									
		CNT	AVE. ACRES	OWNED	YIELD	RENTED	YIELD	CNT	AVE. ACRES
100	CORN	254	341	149	87.5	257	86.0	7	196
101	GRAIN SORGHUM	95	156	80	53.6	144	54.5	7	165
102	SOYBEANS	316	512	181	21.2	404	20.3	9	407
103	SUNFLOWERS	5	85			77	8.5		
104	WHEAT	273	350	130	40.1	287	39.4	8	219
105	OTHER CROPS	38	102	50		106			
106	ALFALFA	72	69	35	2.4	82	2.4		
107	OTHER HAY & FORAGE	250	154	87		134		4	80
108	VEGETABLES								
109	TRUCK CROPS								
110	FRUIT - FLOWERS - TREES								
IRRIGATED ACRES									
		CNT	AVE. ACRES	OWNED	YIELD	RENTED	YIELD	CNT	AVE. ACRES
111	CORN	6	276	297	139.9	78	161.7		
112	GRAIN SORGHUM								
113	SOYBEANS	8	200	194	29.3	126	41.6		
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			61				9	
123	DAIRY COWS			2					
124	EWES			1					
125	SOWS			4					
126	BEEF PURCH. FOR RESALE SALES			105				75	
127	SWINE PURCH. FOR RESALE SALES			13				94	
128	TURKEYS			1,378					