

Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - SE KANSAS
INCOME AND EXPENSE ANALYSIS

SORTED BY VALUE OF FARM PRODUCTION

< 100,001
131 FARMS

100,001 - 250,000
186 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	30,186	60,501		
2 DAIRY AND MILK	2,149	6,336		
3 SHEEP	-68	61		
4 SWINE	155	3,872		
5 POULTRY AND EGGS		6,012		
6 OTHER LIVESTOCK	267	687		
7 CUSTOM FEEDING	1,076	3,976		
8 FEED PURCHASED	-11,412	-23,781		
9 LIVESTOCK INCOME	\$ 22,352	\$ 57,664		
10 CORN	3,962	21,771		
11 GRAIN SORGHUM	1,708	3,906		
12 SOYBEANS	6,773	29,920		
13 SUNFLOWERS		199		
14 WHEAT	5,515	20,395		
15 HAY AND FORAGE	3,917	8,488		
16 OTHER CROP	931	1,764		
17 GOVERNMENT PAYMENTS	4,744	10,806		
18 CROP INSURANCE PROCEEDS	647	3,432		
19 MACHINE WORK	1,578	3,376		
20 OTHER INCOME	1,833	4,271		
21 VALUE OF FARM PRODUCTION	\$ 53,959	\$ 165,992		
22 HIRED LABOR	872	3,621		
23 MACHINERY REPAIRS	6,368	14,317		
24 IRRIGATION REPAIRS	55	72		
25 BUILDING REPAIRS	807	1,605		
26 INTEREST PAID	5,672	14,776		
27 SEED-OTHER CROP EXPENSE	3,536	14,037		
28 CROP INSURANCE	653	2,825		
29 FERTILIZER-LIME	5,963	19,078		
30 MACHINE HIRE	2,589	5,430		
31 ORGANIZATION FEE, PUBLICATION	1,390	1,875		
32 VET-MED-DRUGS	1,220	2,778		
33 CROP STORAGE-MARKETING	228	927		
34 LIVESTOCK MARKETING-BREEDING	1,047	2,380		
35 DAIRY EXPENSE	103	633		
36 GAS-FUEL-OIL	5,574	12,009		
37 IRRIGATION ENERGY		51		
38 REAL ESTATE TAXES	2,765	3,953		
39 PERSONAL PROPERTY TAXES	386	697		
40 GENERAL FARM INSURANCE	2,089	3,490		
41 UTILITIES	2,172	4,947		
42 CASH FARM RENT	3,806	13,300		
43 HERBICIDE-INSECTICIDE	2,131	8,387		
44 CONSERVATION	306	446		
45 AUTO EXPENSE	917	967		
46 TOTAL OPERATING EXPENSE	\$ 50,649	\$ 132,602		
47 DEPRECIATION-MACHINERY	6,347	14,885		
48 DEPRECIATION-BUILDINGS	754	2,036		
49 TOTAL FARM EXPENSE	\$ 57,750	\$ 149,522		
50 NET FARM INCOME	\$ -3,791	\$ 16,469		
51 UNPAID FAMILY LABOR	326	1,851		
52 UNPAID OPERATOR LABOR	18,447	25,635		
53 MANAGEMENT CHARGE	1,672	6,892		
54 CURRENT ASSET CHARGE - 8%	6,741	10,806		
55 NONCURRENT ASSET CHARGE - 8%	31,241	40,496		
56 RETURN LABOR-MANAGEMENT	-42,099	-36,683		
57 RETURN TO CAPITAL	-18,564	-3,133		
58 ASSET TURNOVER RATIO	.0959	.1920		
59 OPERATING PROFIT MARGIN RATIO	-.3440	-.0189		
60 % RETURN ON ASSETS	-.0330	-.0036		
61 % RETURN ON EQUITY	-.0510	-.0279		
62 TOTAL EXPENSE RATIO	1.0702	.9008		
63 ADJUSTED TOTAL EXPENSE RATIO	1.4491	1.1079		
64 ECONOMIC TOTAL EXPENSE RATIO	2.1531	1.4170		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	111,721	106,524	224,523	215,169
66 NONCURRENT ASSETS	448,367	458,296	636,689	652,861
67 CURRENT LIABILITIES	23,708	26,016	84,696	84,845
68 NONCURRENT LIABILITIES	64,976	60,649	136,644	140,511
69 CURRENT RATIO	4.71	4.09	2.65	2.54
70 DEBT TO ASSET RATIO	.16	.15	.26	.26

Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - SE KANSAS

ANALYSIS OF THE FARM BUSINESS

SORTED BY VALUE OF FARM PRODUCTION

< 100,001

100,001 - 250,000

AVERAGE ASSET & NET WORTH VALUES													
71	BREEDING LIVESTOCK											30,080	53,012
72	MACHINERY AND EQUIPMENT											20,232	43,259
73	MOTOR VEHICLES & LISTED PROPE											42,779	84,478
74	BUILDINGS											7,986	19,825
75	OWNED LAND											376,127	491,327
76	TOTAL ASSETS											562,454	864,621
77	NET WORTH											474,779	641,273
LABOR													
78	NUMBER OF OPERATORS											.68	.94
79	NUMBER OF WORKERS											.72	1.17
80	TOTAL WORK DAYS											101	281
81	VALUE FARM PRODUCTION/WORKER											74,564	140,979
82	NET FARM INCOME/WORKER											-5,238	13,988
PER OPERATOR BASIS													
83	TOTAL ASSETS											823,256	910,643
84	VALUE OF FARM PRODUCTION											78,980	174,827
85	NET FARM INCOME											-5,548	17,346
OTHER FACTORS													
86	% CROP ACRES IRRIGATED												.30
87	% TILLABLE LAND											24.34	41.33
88	CROP MACH COST/TOT EXPENSE(%)											27.52	26.86
ACRES													
		TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
89	TOTAL ACRES	882	131	546	128	466	98	1715	186	700	172	1154	172
90	NON-IRRIGATED CROP ACRES	236	119	163	110	154	66	730	180	271	160	576	153
91	IRRIGATED CROP ACRES												
92	TOTAL CROP ACRES	236	119	163	110	154	66	733	180	274	160	576	153
93	PASTURE ACRES	662	122	398	115	494	71	1116	159	476	143	855	128
94	FARMSTEAD ACRES	71	94	69	90	27	15	74	132	68	127	34	31
CROP VALUE, COSTS, ACRES													
		TOTAL	PER CROP ACRE	PER HARV. ACRE				TOTAL	PER CROP ACRE	PER HARV. ACRE			
95	ACRES		215	217					709	771			
96	CROP MACHINERY INVESTMENT	40,431	188.22	186.06				95,953	135.36	124.44			
97	CROP MACHINERY COST	15,890	73.97	73.13				40,160	56.65	52.08			
98	GROSS CROP VALUE	35,722	154.87	153.10				138,181	190.73	175.34			
99	CROP PRODUCTION COSTS	34,615	157.45	155.64				100,108	136.66	125.64			
NON-IRRIGATED ACRES													
		CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
100	CORN	42	70	54	69.9	55	78.0	114	186	84	82.9	150	81.1
101	GRAIN SORGHUM	22	70	56	50.4	55	46.0	51	142	70	51.5	137	49.7
102	SOYBEANS	73	127	84	19.6	102	18.7	148	360	135	21.5	287	20.8
103	SUNFLOWERS							4	63				
104	WHEAT	65	78	56	40.2	70	38.3	126	287	95	38.4	255	38.5
105	OTHER CROPS	10	84	91		27		20	106	73		110	
106	ALFALFA	17	25	17	1.8	35	1.6	39	50	41	2.4	45	2.4
107	OTHER HAY & FORAGE	86	97	83		70		130	160	96		135	
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			40						62			
123	DAIRY COWS			1						3			
124	EWES			1									
125	SOWS									2			
126	BEEF PURCH. FOR RESALE SALES			36						90			
127	SWINE PURCH. FOR RESALE SALES									5			
128	TURKEYS									3,694			

Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - SE KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY VALUE OF FARM PRODUCTION

250,001 - 500,000
131 FARMS

> 500,001
79 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	91,640	184,664		
2 DAIRY AND MILK	29,935	60,217		
3 SHEEP	125	90		
4 SWINE	7,155	153,384		
5 POULTRY AND EGGS	5,162	4,858		
6 OTHER LIVESTOCK	479	-3,431		
7 CUSTOM FEEDING	9,446	20,120		
8 FEED PURCHASED	-38,223	-173,434		
9 LIVESTOCK INCOME	\$ 105,719	\$ 246,469		
10 CORN	77,494	214,816		
11 GRAIN SORGHUM	9,171	7,464		
12 SOYBEANS	69,596	144,991		
13 SUNFLOWERS	98			
14 WHEAT	43,866	110,188		
15 HAY AND FORAGE	18,143	20,327		
16 OTHER CROP	5,039	19,233		
17 GOVERNMENT PAYMENTS	22,372	43,485		
18 CROP INSURANCE PROCEEDS	6,792	14,436		
19 MACHINE WORK	5,950	14,174		
20 OTHER INCOME	-12,905	2,739		
21 VALUE OF FARM PRODUCTION	\$ 351,336	\$ 838,323		
22 HIRED LABOR	11,506	55,378		
23 MACHINERY REPAIRS	26,568	55,404		
24 IRRIGATION REPAIRS	174	560		
25 BUILDING REPAIRS	2,418	9,022		
26 INTEREST PAID	25,336	49,522		
27 SEED-OTHER CROP EXPENSE	31,530	68,944		
28 CROP INSURANCE	7,384	13,278		
29 FERTILIZER-LIME	45,879	98,002		
30 MACHINE HIRE	9,595	23,464		
31 ORGANIZATION FEE, PUBLICATION	2,815	5,912		
32 VET-MED-DRUGS	5,190	15,130		
33 CROP STORAGE-MARKETING	2,674	8,204		
34 LIVESTOCK MARKETING-BREEDING	3,251	14,028		
35 DAIRY EXPENSE	471	5,119		
36 GAS-FUEL-OIL	23,457	48,386		
37 IRRIGATION ENERGY	57	252		
38 REAL ESTATE TAXES	5,771	10,615		
39 PERSONAL PROPERTY TAXES	1,150	2,240		
40 GENERAL FARM INSURANCE	5,500	11,822		
41 UTILITIES	6,350	16,143		
42 CASH FARM RENT	24,557	52,303		
43 HERBICIDE-INSECTICIDE	20,412	39,668		
44 CONSERVATION	1,876	2,820		
45 AUTO EXPENSE	1,220	836		
46 TOTAL OPERATING EXPENSE	\$ 265,141	\$ 607,053		
47 DEPRECIATION-MACHINERY	32,707	71,434		
48 DEPRECIATION-BUILDINGS	3,636	13,605		
49 TOTAL FARM EXPENSE	\$ 301,485	\$ 692,092		
50 NET FARM INCOME	\$ 49,851	\$ 146,231		
51 UNPAID FAMILY LABOR	2,954	4,301		
52 UNPAID OPERATOR LABOR	30,421	38,552		
53 MANAGEMENT CHARGE	14,771	36,967		
54 CURRENT ASSET CHARGE - 8%	19,747	44,517		
55 NONCURRENT ASSET CHARGE - 8%	55,292	108,945		
56 RETURN LABOR-MANAGEMENT	-28,142	-11,532		
57 RETURN TO CAPITAL	27,040	115,933		
58 ASSET TURNOVER RATIO	.2633	.3050		
59 OPERATING PROFIT MARGIN RATIO	.0770	.1383		
60 % RETURN ON ASSETS	.0203	.0422		
61 % RETURN ON EQUITY	.0018	.0346		
62 TOTAL EXPENSE RATIO	.8581	.8256		
63 ADJUSTED TOTAL EXPENSE RATIO	.9952	.9208		
64 ECONOMIC TOTAL EXPENSE RATIO	1.2087	1.1038		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	378,050	379,602	926,811	945,598
66 NONCURRENT ASSETS	942,140	968,721	1,786,534	1,838,849
67 CURRENT LIABILITIES	128,582	135,388	373,157	386,327
68 NONCURRENT LIABILITIES	261,009	267,555	446,110	455,640
69 CURRENT RATIO	2.94	2.80	2.48	2.45
70 DEBT TO ASSET RATIO	.30	.30	.30	.30

