

## Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - SW KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY TOTAL CROP ACRES

< 501 ACRES  
9 FARMS

501 - 1,000 ACRES  
23 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	30,880	37,196		
2 DAIRY AND MILK				
3 SHEEP	61			
4 SWINE				
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-1,458	73		
7 CUSTOM FEEDING	2,624	112		
8 FEED PURCHASED	-10,780	-10,675		
9 LIVESTOCK INCOME	\$ 21,327	\$ 26,706		
10 CORN	2,271	7,148		
11 GRAIN SORGHUM	5,330	9,914		
12 SOYBEANS	4,310	1,197		
13 SUNFLOWERS	2,991			
14 WHEAT	7,680	31,117		
15 HAY AND FORAGE	11,399	7,661		
16 OTHER CROP	-139	9		
17 GOVERNMENT PAYMENTS	9,826	16,412		
18 CROP INSURANCE PROCEEDS	1,665	6,285		
19 MACHINE WORK	1,465	4,877		
20 OTHER INCOME	912	6,055		
21 VALUE OF FARM PRODUCTION	\$ 69,037	\$ 117,381		
22 HIRED LABOR	19	6,741		
23 MACHINERY REPAIRS	6,777	12,154		
24 IRRIGATION REPAIRS	3,054	789		
25 BUILDING REPAIRS	615	631		
26 INTEREST PAID	12,949	6,694		
27 SEED-OTHER CROP EXPENSE	3,412	4,703		
28 CROP INSURANCE	648	2,093		
29 FERTILIZER-LIME	4,689	7,747		
30 MACHINE HIRE	7,071	8,576		
31 ORGANIZATION FEE, PUBLICATION	2,977	1,938		
32 VET-MED-DRUGS	1,890	1,082		
33 CROP STORAGE-MARKETING		1,092		
34 LIVESTOCK MARKETING-BREEDING	1,070	925		
35 DAIRY EXPENSE				
36 GAS-FUEL-OIL	8,974	11,134		
37 IRRIGATION ENERGY	4,363	2,690		
38 REAL ESTATE TAXES	3,076	4,810		
39 PERSONAL PROPERTY TAXES	325	1,126		
40 GENERAL FARM INSURANCE	3,388	3,903		
41 UTILITIES	1,856	2,824		
42 CASH FARM RENT	3,943	5,961		
43 HERBICIDE-INSECTICIDE	4,708	5,399		
44 CONSERVATION	304	291		
45 AUTO EXPENSE	963	1,157		
46 TOTAL OPERATING EXPENSE	\$ 77,070	\$ 94,460		
47 DEPRECIATION-MACHINERY	8,177	8,034		
48 DEPRECIATION-BUILDINGS	441	279		
49 TOTAL FARM EXPENSE	\$ 85,689	\$ 102,773		
50 NET FARM INCOME	\$ -16,652	\$ 14,608		
51 UNPAID FAMILY LABOR		1,663		
52 UNPAID OPERATOR LABOR	23,400	24,417		
53 MANAGEMENT CHARGE	-406	5,287		
54 CURRENT ASSET CHARGE - 8%	2,079	6,349		
55 NONCURRENT ASSET CHARGE - 8%	34,367	29,855		
56 RETURN LABOR-MANAGEMENT	-53,098	-23,259		
57 RETURN TO CAPITAL	-26,698	-10,065		
58 ASSET TURNOVER RATIO	.1153	.2140		
59 OPERATING PROFIT MARGIN RATIO	-.3867	-.0857		
60 % RETURN ON ASSETS	-.0446	-.0184		
61 % RETURN ON EQUITY	-.0870	-.0370		
62 TOTAL EXPENSE RATIO	1.2412	.8755		
63 ADJUSTED TOTAL EXPENSE RATIO	1.5743	1.1428		
64 ECONOMIC TOTAL EXPENSE RATIO	2.1022	1.4512		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	116,482	73,117	126,512	130,612
66 NONCURRENT ASSETS	503,533	504,854	422,226	417,471
67 CURRENT LIABILITIES	87,534	50,079	46,626	51,761
68 NONCURRENT LIABILITIES	75,719	73,498	49,011	44,310
69 CURRENT RATIO	1.33	1.46	2.71	2.52
70 DEBT TO ASSET RATIO	.26	.21	.17	.18



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2006 DATA - SW KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY TOTAL CROP ACRES

1,001 - 1,500 ACRES  
22 FARMS

1,501 - 2,000 ACRES  
19 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	19,001		41,502	
2 DAIRY AND MILK				
3 SHEEP			7,230	
4 SWINE				
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-1,186		-2,136	
7 CUSTOM FEEDING	4,436			
8 FEED PURCHASED	-4,373		-13,436	
9 LIVESTOCK INCOME	\$ 17,878		\$ 33,160	
10 CORN	39,230		50,172	
11 GRAIN SORGHUM	19,665		77,816	
12 SOYBEANS	7,383		6,722	
13 SUNFLOWERS	-82		2,486	
14 WHEAT	33,752		53,274	
15 HAY AND FORAGE	5,599		12,960	
16 OTHER CROP	464		22,314	
17 GOVERNMENT PAYMENTS	24,106		40,736	
18 CROP INSURANCE PROCEEDS	13,253		18,275	
19 MACHINE WORK	16,716		9,129	
20 OTHER INCOME	6,441		-14,666	
21 VALUE OF FARM PRODUCTION	\$ 184,404		\$ 312,376	
22 HIRED LABOR	9,241		20,042	
23 MACHINERY REPAIRS	17,595		41,814	
24 IRRIGATION REPAIRS	5,394		4,286	
25 BUILDING REPAIRS	1,541		3,363	
26 INTEREST PAID	6,329		21,188	
27 SEED-OTHER CROP EXPENSE	7,348		13,539	
28 CROP INSURANCE	4,925		8,353	
29 FERTILIZER-LIME	14,594		34,380	
30 MACHINE HIRE	8,277		15,874	
31 ORGANIZATION FEE, PUBLICATION	2,497		3,935	
32 VET-MED-DRUGS	1,703		3,773	
33 CROP STORAGE-MARKETING	244		1,049	
34 LIVESTOCK MARKETING-BREEDING	561		2,320	
35 DAIRY EXPENSE				
36 GAS-FUEL-OIL	16,421		23,290	
37 IRRIGATION ENERGY	11,870		20,671	
38 REAL ESTATE TAXES	5,753		5,246	
39 PERSONAL PROPERTY TAXES	589		1,556	
40 GENERAL FARM INSURANCE	4,187		5,314	
41 UTILITIES	3,369		4,377	
42 CASH FARM RENT	5,616		14,171	
43 HERBICIDE-INSECTICIDE	12,037		33,394	
44 CONSERVATION	711		22	
45 AUTO EXPENSE	843		1,113	
46 TOTAL OPERATING EXPENSE	\$ 141,643		\$ 283,068	
47 DEPRECIATION-MACHINERY	12,051		19,610	
48 DEPRECIATION-BUILDINGS	1,490		2,398	
49 TOTAL FARM EXPENSE	\$ 155,184		\$ 305,076	
50 NET FARM INCOME	\$ 29,220		\$ 7,300	
51 UNPAID FAMILY LABOR	920		2,132	
52 UNPAID OPERATOR LABOR	27,000		26,005	
53 MANAGEMENT CHARGE	8,830		6,605	
54 CURRENT ASSET CHARGE - 8%	9,992		324	
55 NONCURRENT ASSET CHARGE - 8%	55,796		45,661	
56 RETURN LABOR-MANAGEMENT	-37,488		-40,817	
57 RETURN TO CAPITAL	-1,200		-6,254	
58 ASSET TURNOVER RATIO	.1905		.3206	
59 OPERATING PROFIT MARGIN RATIO	-.0065		-.0200	
60 % RETURN ON ASSETS	-.0012		-.0064	
61 % RETURN ON EQUITY	-.0092		-.0477	
62 TOTAL EXPENSE RATIO	.8415		.9766	
63 ADJUSTED TOTAL EXPENSE RATIO	1.0408		1.0878	
64 ECONOMIC TOTAL EXPENSE RATIO	1.3976		1.2351	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	155,667	183,185	263,737	266,838
66 NONCURRENT ASSETS	800,767	796,599	710,926	707,407
67 CURRENT LIABILITIES	37,650	51,406	263,644	258,827
68 NONCURRENT LIABILITIES	105,613	96,861	135,276	141,526
69 CURRENT RATIO	4.13	3.56	1.00	1.03
70 DEBT TO ASSET RATIO	.15	.15	.41	.41



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2006 DATA - SW KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY TOTAL CROP ACRES

2,001 - 2,500 ACRES  
8 FARMS

2,501 - 3,000 ACRES  
11 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	69,941	56,082		
2 DAIRY AND MILK	26,644			
3 SHEEP				
4 SWINE				
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-144	-2,124		
7 CUSTOM FEEDING	1,893			
8 FEED PURCHASED	-22,450	-12,852		
9 LIVESTOCK INCOME	\$ 75,885	\$ 41,106		
10 CORN	36,943	64,883		
11 GRAIN SORGHUM	20,694	30,295		
12 SOYBEANS	-1,220	13,353		
13 SUNFLOWERS				
14 WHEAT	45,225	68,483		
15 HAY AND FORAGE	41,601	23,198		
16 OTHER CROP				
17 GOVERNMENT PAYMENTS	42,279	51,636		
18 CROP INSURANCE PROCEEDS	18,412	25,257		
19 MACHINE WORK	19,532	4,404		
20 OTHER INCOME	6,631	16,650		
21 VALUE OF FARM PRODUCTION	\$ 305,983	\$ 339,265		
22 HIRED LABOR	34,988	36,007		
23 MACHINERY REPAIRS	33,190	24,212		
24 IRRIGATION REPAIRS	1,467	3,612		
25 BUILDING REPAIRS	322	1,974		
26 INTEREST PAID	16,555	13,712		
27 SEED-OTHER CROP EXPENSE	8,818	16,133		
28 CROP INSURANCE	3,526	9,860		
29 FERTILIZER-LIME	18,475	34,950		
30 MACHINE HIRE	12,608	19,360		
31 ORGANIZATION FEE, PUBLICATION	2,238	3,836		
32 VET-MED-DRUGS	3,998	4,273		
33 CROP STORAGE-MARKETING	177	1,614		
34 LIVESTOCK MARKETING-BREEDING	489	772		
35 DAIRY EXPENSE	981			
36 GAS-FUEL-OIL	40,690	28,399		
37 IRRIGATION ENERGY	10,571	18,506		
38 REAL ESTATE TAXES	6,576	6,560		
39 PERSONAL PROPERTY TAXES	722	1,099		
40 GENERAL FARM INSURANCE	6,574	6,921		
41 UTILITIES	4,315	3,015		
42 CASH FARM RENT	9,726	5,479		
43 HERBICIDE-INSECTICIDE	25,024	28,365		
44 CONSERVATION	10	447		
45 AUTO EXPENSE	640	452		
46 TOTAL OPERATING EXPENSE	\$ 242,681	\$ 269,559		
47 DEPRECIATION-MACHINERY	28,396	28,122		
48 DEPRECIATION-BUILDINGS	1,524	2,693		
49 TOTAL FARM EXPENSE	\$ 272,601	\$ 300,374		
50 NET FARM INCOME	\$ 33,382	\$ 38,892		
51 UNPAID FAMILY LABOR		29,455		
52 UNPAID OPERATOR LABOR	25,313	13,464		
53 MANAGEMENT CHARGE	11,628	15,328		
54 CURRENT ASSET CHARGE - 8%	11,958	66,072		
55 NONCURRENT ASSET CHARGE - 8%	66,285	-42,509		
56 RETURN LABOR-MANAGEMENT	-44,861	9,685		
57 RETURN TO CAPITAL	12,996	.2659		
58 ASSET TURNOVER RATIO	.2324	.0285		
59 OPERATING PROFIT MARGIN RATIO	.0425	.0076		
60 % RETURN ON ASSETS	.0099	-.0040		
61 % RETURN ON EQUITY	-.0036	.8854		
62 TOTAL EXPENSE RATIO	.8909	1.0119		
63 ADJUSTED TOTAL EXPENSE RATIO	1.0116	1.2518		
64 ECONOMIC TOTAL EXPENSE RATIO	1.2673			
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	259,818	248,483	398,339	349,858
66 NONCURRENT ASSETS	1,026,602	1,098,635	897,062	906,971
67 CURRENT LIABILITIES	110,147	99,201	203,584	161,413
68 NONCURRENT LIABILITIES	236,160	231,952	84,283	67,941
69 CURRENT RATIO	2.36	2.50	1.96	2.17
70 DEBT TO ASSET RATIO	.27	.25	.22	.18



## Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - SW KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY TOTAL CROP ACRES

3,001 - 3,500 ACRES  
6 FARMS

> 3,501 ACRES  
8 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	37,883	61,087	
2 DAIRY AND MILK			
3 SHEEP			
4 SWINE			
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	1,944	513	
7 CUSTOM FEEDING		71,786	
8 FEED PURCHASED	-4,261	-37,359	
9 LIVESTOCK INCOME	\$ 35,565	\$ 96,027	
10 CORN	58,461	204,157	
11 GRAIN SORGHUM	30,382	71,086	
12 SOYBEANS	7,587	5,745	
13 SUNFLOWERS			
14 WHEAT	107,105	73,636	
15 HAY AND FORAGE	1,689	48,416	
16 OTHER CROP		4,233	
17 GOVERNMENT PAYMENTS	45,153	120,684	
18 CROP INSURANCE PROCEEDS	10,571	68,050	
19 MACHINE WORK	22,438	16,279	
20 OTHER INCOME	11,675	26,140	
21 VALUE OF FARM PRODUCTION	\$ 330,626	\$ 734,453	
22 HIRED LABOR	17,479	50,256	
23 MACHINERY REPAIRS	19,769	31,387	
24 IRRIGATION REPAIRS	1,879	1,443	
25 BUILDING REPAIRS	663	2,132	
26 INTEREST PAID	28,629	16,092	
27 SEED-OTHER CROP EXPENSE	11,917	55,278	
28 CROP INSURANCE	7,039	11,041	
29 FERTILIZER-LIME	35,064	66,552	
30 MACHINE HIRE	35,333	40,604	
31 ORGANIZATION FEE, PUBLICATION	3,799	3,454	
32 VET-MED-DRUGS	1,253	14,322	
33 CROP STORAGE-MARKETING	171	600	
34 LIVESTOCK MARKETING-BREEDING	844	31,400	
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	18,462	58,087	
37 IRRIGATION ENERGY	24,911	64,658	
38 REAL ESTATE TAXES	6,083	6,819	
39 PERSONAL PROPERTY TAXES	1,437	1,785	
40 GENERAL FARM INSURANCE	5,492	9,271	
41 UTILITIES	4,318	4,496	
42 CASH FARM RENT	37,618	75,349	
43 HERBICIDE-INSECTICIDE	25,788	71,831	
44 CONSERVATION	83	501	
45 AUTO EXPENSE	716	472	
46 TOTAL OPERATING EXPENSE	\$ 288,746	\$ 617,829	
47 DEPRECIATION-MACHINERY	27,167	31,314	
48 DEPRECIATION-BUILDINGS	638	2,063	
49 TOTAL FARM EXPENSE	\$ 316,550	\$ 651,206	
50 NET FARM INCOME	\$ 14,076	\$ 83,247	
51 UNPAID FAMILY LABOR		35,438	
52 UNPAID OPERATOR LABOR	27,000	23,389	
53 MANAGEMENT CHARGE	8,707	17,123	
54 CURRENT ASSET CHARGE - 8%	16,302	86,386	
55 NONCURRENT ASSET CHARGE - 8%	33,742	-20,262	
56 RETURN LABOR-MANAGEMENT	-35,967	40,513	
57 RETURN TO CAPITAL	6,999	.4366	
58 ASSET TURNOVER RATIO	.3155	.0552	
59 OPERATING PROFIT MARGIN RATIO	.0212	.0241	
60 % RETURN ON ASSETS	.0067	.0189	
61 % RETURN ON EQUITY	-.0346	.8867	
62 TOTAL EXPENSE RATIO	.9574	.9668	
63 ADJUSTED TOTAL EXPENSE RATIO	1.0654	1.1077	
64 ECONOMIC TOTAL EXPENSE RATIO	1.2168		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
65 CURRENT ASSETS	245,470	280,170	444,531
66 NONCURRENT ASSETS	781,968	788,579	1,228,836
67 CURRENT LIABILITIES	40,657	77,440	257,645
68 NONCURRENT LIABILITIES	367,877	359,118	144,439
69 CURRENT RATIO	6.04	3.62	1.73
70 DEBT TO ASSET RATIO	.40	.41	.24
			.22

