

## Kansas Farm Management Associations 2006 Annual ProfitLink Summary

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

181 - 499 ACRES  
5 FARMS

500 - 999 ACRES  
15 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	18,858	1,303		
2 DAIRY AND MILK				
3 SHEEP	110			
4 SWINE				
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK				
7 CUSTOM FEEDING	4,723			
8 FEED PURCHASED	-5,177	-1,424		
9 LIVESTOCK INCOME	\$ 18,514	\$ -121		
10 CORN		12,201		
11 GRAIN SORGHUM	7,933	10,143		
12 SOYBEANS	2,934	1,608		
13 SUNFLOWERS		1,794		
14 WHEAT	9,328	25,943		
15 HAY AND FORAGE	2,174	9,747		
16 OTHER CROP		-83		
17 GOVERNMENT PAYMENTS	6,860	15,310		
18 CROP INSURANCE PROCEEDS	2,204	1,823		
19 MACHINE WORK	1,384	3,700		
20 OTHER INCOME	1,321	4,132		
21 VALUE OF FARM PRODUCTION	\$ 52,653	\$ 86,196		
22 HIRED LABOR		5,454		
23 MACHINERY REPAIRS	4,912	8,761		
24 IRRIGATION REPAIRS	1,872	2,148		
25 BUILDING REPAIRS	913	691		
26 INTEREST PAID	4,646	4,897		
27 SEED-OTHER CROP EXPENSE	1,302	6,324		
28 CROP INSURANCE	874	1,799		
29 FERTILIZER-LIME	5,139	6,094		
30 MACHINE HIRE	1,641	10,560		
31 ORGANIZATION FEE, PUBLICATION	3,019	1,535		
32 VET-MED-DRUGS	1,130	233		
33 CROP STORAGE-MARKETING		1,124		
34 LIVESTOCK MARKETING-BREEDING	1,495	144		
35 DAIRY EXPENSE				
36 GAS-FUEL-OIL	4,238	9,989		
37 IRRIGATION ENERGY	1,537	4,339		
38 REAL ESTATE TAXES	2,563	4,762		
39 PERSONAL PROPERTY TAXES	304	1,143		
40 GENERAL FARM INSURANCE	2,033	3,762		
41 UTILITIES	1,400	2,453		
42 CASH FARM RENT	2,304	2,907		
43 HERBICIDE-INSECTICIDE	3,068	5,123		
44 CONSERVATION		202		
45 AUTO EXPENSE	1,611	1,072		
46 TOTAL OPERATING EXPENSE	\$ 46,002	\$ 85,517		
47 DEPRECIATION-MACHINERY	6,397	6,873		
48 DEPRECIATION-BUILDINGS	364	237		
49 TOTAL FARM EXPENSE	\$ 52,762	\$ 92,627		
50 NET FARM INCOME	\$ -109	\$ -6,431		
51 UNPAID FAMILY LABOR		22,140		
52 UNPAID OPERATOR LABOR	23,220	1,232		
53 MANAGEMENT CHARGE	1,819	2,667		
54 CURRENT ASSET CHARGE - 8%	4,022	20,103		
55 NONCURRENT ASSET CHARGE - 8%	16,012	-29,201		
56 RETURN LABOR-MANAGEMENT	-20,143	-24,906		
57 RETURN TO CAPITAL	-20,502	.2299		
58 ASSET TURNOVER RATIO	.1574	-.2889		
59 OPERATING PROFIT MARGIN RATIO	-.3894	-.0664		
60 % RETURN ON ASSETS	-.0613	-.1047		
61 % RETURN ON EQUITY	-.1004	1.0746		
62 TOTAL EXPENSE RATIO	1.0021	1.3458		
63 ADJUSTED TOTAL EXPENSE RATIO	1.4776	1.6099		
64 ECONOMIC TOTAL EXPENSE RATIO	1.8581			
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	83,610	91,633	73,572	69,580
66 NONCURRENT ASSETS	242,200	251,428	304,715	301,900
67 CURRENT LIABILITIES	35,292	39,398	37,923	38,563
68 NONCURRENT LIABILITIES	42,427	50,905	53,572	50,476
69 CURRENT RATIO	2.37	2.33	1.94	1.80
70 DEBT TO ASSET RATIO	.24	.26	.24	.24



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INCOME AND EXPENSE ANALYSIS  
Farm Size by Census Acres

1,000 - 1,999 ACRES  
43 FARMS

2,000 - 4,999 ACRES  
38 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	33,970	57,159		
2 DAIRY AND MILK		5,609		
3 SHEEP	3,195			
4 SWINE				
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-1,558	-507		
7 CUSTOM FEEDING	2,330	15,512		
8 FEED PURCHASED	-10,014	-20,561		
9 LIVESTOCK INCOME	\$ 27,922	\$ 57,211		
10 CORN	39,563	75,636		
11 GRAIN SORGHUM	40,594	34,255		
12 SOYBEANS	7,148	5,152		
13 SUNFLOWERS	1,057			
14 WHEAT	41,607	56,997		
15 HAY AND FORAGE	8,848	27,554		
16 OTHER CROP	10,050	950		
17 GOVERNMENT PAYMENTS	29,486	53,149		
18 CROP INSURANCE PROCEEDS	14,216	28,326		
19 MACHINE WORK	13,393	9,385		
20 OTHER INCOME	-2,256	13,312		
21 VALUE OF FARM PRODUCTION	\$ 231,628	\$ 361,927		
22 HIRED LABOR	12,617	27,404		
23 MACHINERY REPAIRS	27,901	24,962		
24 IRRIGATION REPAIRS	4,516	1,852		
25 BUILDING REPAIRS	2,227	1,297		
26 INTEREST PAID	12,361	15,795		
27 SEED-OTHER CROP EXPENSE	9,602	19,874		
28 CROP INSURANCE	5,844	7,021		
29 FERTILIZER-LIME	22,987	31,512		
30 MACHINE HIRE	11,499	20,293		
31 ORGANIZATION FEE, PUBLICATION	3,170	2,925		
32 VET-MED-DRUGS	2,494	5,708		
33 CROP STORAGE-MARKETING	747	533		
34 LIVESTOCK MARKETING-BREEDING	1,713	7,018		
35 DAIRY EXPENSE		207		
36 GAS-FUEL-OIL	18,554	33,469		
37 IRRIGATION ENERGY	15,140	22,647		
38 REAL ESTATE TAXES	4,911	6,079		
39 PERSONAL PROPERTY TAXES	1,052	1,076		
40 GENERAL FARM INSURANCE	4,820	6,328		
41 UTILITIES	3,431	4,030		
42 CASH FARM RENT	8,838	23,007		
43 HERBICIDE-INSECTICIDE	20,888	31,890		
44 CONSERVATION	202	613		
45 AUTO EXPENSE	1,097	570		
46 TOTAL OPERATING EXPENSE	\$ 196,613	\$ 296,110		
47 DEPRECIATION-MACHINERY	14,655	24,419		
48 DEPRECIATION-BUILDINGS	1,473	2,071		
49 TOTAL FARM EXPENSE	\$ 212,741	\$ 322,600		
50 NET FARM INCOME	\$ 18,887	\$ 39,327		
51 UNPAID FAMILY LABOR	1,988	355		
52 UNPAID OPERATOR LABOR	26,560	28,421		
53 MANAGEMENT CHARGE	7,384	13,011		
54 CURRENT ASSET CHARGE - 8%	5,256	13,127		
55 NONCURRENT ASSET CHARGE - 8%	43,415	67,953		
56 RETURN LABOR-MANAGEMENT	-31,773	-42,108		
57 RETURN TO CAPITAL	-4,685	13,335		
58 ASSET TURNOVER RATIO	.2731	.2770		
59 OPERATING PROFIT MARGIN RATIO	-.0202	.0368		
60 % RETURN ON ASSETS	-.0055	.0102		
61 % RETURN ON EQUITY	-.0280	-.0024		
62 TOTAL EXPENSE RATIO	.9185	.8913		
63 ADJUSTED TOTAL EXPENSE RATIO	1.0736	1.0068		
64 ECONOMIC TOTAL EXPENSE RATIO	1.2837	1.2308		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	187,824	204,139	323,191	316,758
66 NONCURRENT ASSETS	657,057	647,213	977,267	995,992
67 CURRENT LIABILITIES	126,601	133,953	163,531	148,235
68 NONCURRENT LIABILITIES	112,608	106,277	141,620	132,813
69 CURRENT RATIO	1.48	1.52	1.98	2.14
70 DEBT TO ASSET RATIO	.28	.28	.23	.21



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

> 5,000 ACRES  
5 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	97,163			
2 DAIRY AND MILK				
3 SHEEP				
4 SWINE				
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-119			
7 CUSTOM FEEDING				
8 FEED PURCHASED	-16,055			
9 LIVESTOCK INCOME	\$ 80,988			
10 CORN	47,221			
11 GRAIN SORGHUM	39,568			
12 SOYBEANS	8,626			
13 SUNFLOWERS				
14 WHEAT	99,119			
15 HAY AND FORAGE	9,813			
16 OTHER CROP				
17 GOVERNMENT PAYMENTS	72,261			
18 CROP INSURANCE PROCEEDS	21,053			
19 MACHINE WORK	28,230			
20 OTHER INCOME	9,695			
21 VALUE OF FARM PRODUCTION	\$ 416,574			
22 HIRED LABOR	51,307			
23 MACHINERY REPAIRS	23,878			
24 IRRIGATION REPAIRS	2,771			
25 BUILDING REPAIRS	639			
26 INTEREST PAID	33,534			
27 SEED-OTHER CROP EXPENSE	10,005			
28 CROP INSURANCE	7,759			
29 FERTILIZER-LIME	33,339			
30 MACHINE HIRE	32,609			
31 ORGANIZATION FEE, PUBLICATION	5,191			
32 VET-MED-DRUGS	3,767			
33 CROP STORAGE-MARKETING	1,231			
34 LIVESTOCK MARKETING-BREEDING	1,209			
35 DAIRY EXPENSE				
36 GAS-FUEL-OIL	22,667			
37 IRRIGATION ENERGY	25,094			
38 REAL ESTATE TAXES	10,787			
39 PERSONAL PROPERTY TAXES	1,463			
40 GENERAL FARM INSURANCE	6,971			
41 UTILITIES	4,812			
42 CASH FARM RENT	44,504			
43 HERBICIDE-INSECTICIDE	21,052			
44 CONSERVATION				
45 AUTO EXPENSE	31			
46 TOTAL OPERATING EXPENSE	\$ 344,617			
47 DEPRECIATION-MACHINERY	30,586			
48 DEPRECIATION-BUILDINGS	688			
49 TOTAL FARM EXPENSE	\$ 375,892			
50 NET FARM INCOME	\$ 40,682			
51 UNPAID FAMILY LABOR				
52 UNPAID OPERATOR LABOR	32,400			
53 MANAGEMENT CHARGE	15,739			
54 CURRENT ASSET CHARGE - 8%	20,966			
55 NONCURRENT ASSET CHARGE - 8%	82,195			
56 RETURN LABOR-MANAGEMENT	-62,479			
57 RETURN TO CAPITAL	26,077			
58 ASSET TURNOVER RATIO	.2389			
59 OPERATING PROFIT MARGIN RATIO	.0626			
60 % RETURN ON ASSETS	.0150			
61 % RETURN ON EQUITY	-.0058			
62 TOTAL EXPENSE RATIO	.9023			
63 ADJUSTED TOTAL EXPENSE RATIO	1.0179			
64 ECONOMIC TOTAL EXPENSE RATIO	1.2655			
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	400,765	365,313		
66 NONCURRENT ASSETS	1,359,826	1,361,418		
67 CURRENT LIABILITIES	144,021	97,912		
68 NONCURRENT LIABILITIES	328,437	337,932		
69 CURRENT RATIO	2.78	3.73		
70 DEBT TO ASSET RATIO	.27	.25		

## Kansas Farm Management Associations 2006 Annual ProfitLink Summary

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

> 5,000 ACRES

AVERAGE ASSET & NET WORTH VALUES								
71	BREEDING LIVESTOCK				70,019			
72	MACHINERY AND EQUIPMENT				105,688			
73	MOTOR VEHICLES & LISTED PROPE				127,709			
74	BUILDINGS				10,522			
75	OWNED LAND				1,099,458			
76	TOTAL ASSETS				1,743,661			
77	NET WORTH				1,289,511			
LABOR								
78	NUMBER OF OPERATORS				1.20			
79	NUMBER OF WORKERS				2.04			
80	TOTAL WORK DAYS				357			
81	VALUE FARM PRODUCTION/WORKER				204,203			
82	NET FARM INCOME/WORKER				19,942			
PER OPERATOR BASIS								
83	TOTAL ASSETS				1,453,051			
84	VALUE OF FARM PRODUCTION				347,145			
85	NET FARM INCOME				33,902			
OTHER FACTORS								
86	% CROP ACRES IRRIGATED				5.86			
87	% TILLABLE LAND				56.33			
88	CROP MACH COST/TOT EXPENSE(%)				22.56			
ACRES								
89	TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL
90	NON-IRRIGATED CROP ACRES	6540	5			3008	5	
91	IRRIGATED CROP ACRES							
92	TOTAL CROP ACRES	3468	5					
93	PASTURE ACRES							
94	FARMSTEAD ACRES	3684	5					
CROP VALUE, COSTS, ACRES								
95	ACRES	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE	
96	CROP MACHINERY INVESTMENT		3684	1634				
97	CROP MACHINERY COST							
98	GROSS CROP VALUE	251,737	68.33	154.07				
99	CROP PRODUCTION COSTS		69.75	157.27				
NON-IRRIGATED ACRES								
		CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	AVE. ACRES
100	CORN							
101	GRAIN SORGHUM							
102	SOYBEANS							
103	SUNFLOWERS							
104	WHEAT	4	1020		576	25.4		
105	OTHER CROPS							
106	ALFALFA							
107	OTHER HAY & FORAGE							
108	VEGETABLES							
109	TRUCK CROPS							
110	FRUIT - FLOWERS - TREES							
IRRIGATED ACRES								
		CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	AVE. ACRES
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			9				
123	DAIRY COWS							
124	EWES							
125	SOWS							
126	BEEF PURCH. FOR RESALE SALES			197				
127	SWINE PURCH. FOR RESALE SALES							
128	TURKEYS							