

## Kansas Farm Management Associations 2006 Annual ProfitLink Summary

2006 DATA - SW KANSAS  
INCOME AND EXPENSE ANALYSIS  
NET FARM INCOME QUANTILES

HIGH 25%  
27 FARMS

HIGH MIDDLE  
27 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	49,427		49,331	
2 DAIRY AND MILK			7,894	
3 SHEEP			20	
4 SWINE				
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-908		580	
7 CUSTOM FEEDING	498			
8 FEED PURCHASED	-9,143		-13,191	
9 LIVESTOCK INCOME	\$ 39,874		\$ 44,634	
10 CORN	62,012		12,208	
11 GRAIN SORGHUM	52,412		14,891	
12 SOYBEANS	13,091		310	
13 SUNFLOWERS	-67		523	
14 WHEAT	59,414		45,231	
15 HAY AND FORAGE	35,664		10,412	
16 OTHER CROP	11,468		102	
17 GOVERNMENT PAYMENTS	55,835		25,277	
18 CROP INSURANCE PROCEEDS	25,158		13,907	
19 MACHINE WORK	11,951		3,626	
20 OTHER INCOME	23,012		3,378	
21 VALUE OF FARM PRODUCTION	\$ 389,823		\$ 174,499	
22 HIRED LABOR	23,223		6,999	
23 MACHINERY REPAIRS	27,582		14,706	
24 IRRIGATION REPAIRS	3,045		326	
25 BUILDING REPAIRS	1,348		841	
26 INTEREST PAID	15,374		10,685	
27 SEED-OTHER CROP EXPENSE	15,824		5,723	
28 CROP INSURANCE	8,738		4,425	
29 FERTILIZER-LIME	30,353		11,742	
30 MACHINE HIRE	12,985		13,781	
31 ORGANIZATION FEE, PUBLICATION	2,766		2,261	
32 VET-MED-DRUGS	2,904		1,452	
33 CROP STORAGE-MARKETING	932		415	
34 LIVESTOCK MARKETING-BREEDING	1,158		2,124	
35 DAIRY EXPENSE			291	
36 GAS-FUEL-OIL	29,020		15,969	
37 IRRIGATION ENERGY	21,269		2,940	
38 REAL ESTATE TAXES	7,261		3,951	
39 PERSONAL PROPERTY TAXES	1,040		950	
40 GENERAL FARM INSURANCE	6,709		3,788	
41 UTILITIES	3,606		3,179	
42 CASH FARM RENT	8,386		9,983	
43 HERBICIDE-INSECTICIDE	33,184		14,477	
44 CONSERVATION	548		475	
45 AUTO EXPENSE	777		1,344	
46 TOTAL OPERATING EXPENSE	\$ 258,033		\$ 132,825	
47 DEPRECIATION-MACHINERY	23,921		12,688	
48 DEPRECIATION-BUILDINGS	2,035		635	
49 TOTAL FARM EXPENSE	\$ 283,989		\$ 146,148	
50 NET FARM INCOME	\$ 105,834		\$ 28,352	
51 UNPAID FAMILY LABOR	417		917	
52 UNPAID OPERATOR LABOR	29,500		26,400	
53 MANAGEMENT CHARGE	23,401		8,761	
54 CURRENT ASSET CHARGE - 8%	11,485		10,714	
55 NONCURRENT ASSET CHARGE - 8%	75,845		34,655	
56 RETURN LABOR-MANAGEMENT	18,087		-17,934	
57 RETURN TO CAPITAL	67,890		2,959	
58 ASSET TURNOVER RATIO	.2838		.2356	
59 OPERATING PROFIT MARGIN RATIO	.1742		.0170	
60 % RETURN ON ASSETS	.0494		.0040	
61 % RETURN ON EQUITY	.0481		-.0136	
62 TOTAL EXPENSE RATIO	.7285		.8375	
63 ADJUSTED TOTAL EXPENSE RATIO	.8653		1.0443	
64 ECONOMIC TOTAL EXPENSE RATIO	1.0893		1.3043	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	293,138	324,955	208,855	212,884
66 NONCURRENT ASSETS	1,067,025	1,061,977	513,748	546,075
67 CURRENT LIABILITIES	175,261	155,696	76,278	77,611
68 NONCURRENT LIABILITIES	116,863	116,022	96,842	96,609
69 CURRENT RATIO	1.67	2.09	2.74	2.74
70 DEBT TO ASSET RATIO	.21	.20	.24	.23



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INCOME AND EXPENSE ANALYSIS  
NET FARM INCOME QUANTILES

LOW MIDDLE  
27 FARMS

LOW 25%  
25 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	21,770	39,127	
2 DAIRY AND MILK			
3 SHEEP	5,088		
4 SWINE			
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	472	-3,630	
7 CUSTOM FEEDING	158	27,820	
8 FEED PURCHASED	-7,311	-21,561	
9 LIVESTOCK INCOME	\$ 20,177	\$ 41,756	
10 CORN	29,049	88,248	
11 GRAIN SORGHUM	20,495	42,653	
12 SOYBEANS	4,504	4,065	
13 SUNFLOWERS	1,226	1,077	
14 WHEAT	34,284	45,412	
15 HAY AND FORAGE	2,566	12,814	
16 OTHER CROP	2,527	3,456	
17 GOVERNMENT PAYMENTS	26,822	39,945	
18 CROP INSURANCE PROCEEDS	9,544	20,753	
19 MACHINE WORK	6,821	21,254	
20 OTHER INCOME	3,406	-11,144	
21 VALUE OF FARM PRODUCTION	\$ 161,421	\$ 310,289	
22 HIRED LABOR	14,142	28,975	
23 MACHINERY REPAIRS	12,233	38,063	
24 IRRIGATION REPAIRS	2,444	6,521	
25 BUILDING REPAIRS	1,058	3,020	
26 INTEREST PAID	9,837	17,076	
27 SEED-OTHER CROP EXPENSE	6,533	22,454	
28 CROP INSURANCE	3,498	5,536	
29 FERTILIZER-LIME	16,876	35,099	
30 MACHINE HIRE	12,889	20,983	
31 ORGANIZATION FEE, PUBLICATION	2,475	4,362	
32 VET-MED-DRUGS	2,319	6,876	
33 CROP STORAGE-MARKETING	97	1,456	
34 LIVESTOCK MARKETING-BREEDING	416	10,246	
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	13,494	30,999	
37 IRRIGATION ENERGY	12,769	28,459	
38 REAL ESTATE TAXES	4,520	6,224	
39 PERSONAL PROPERTY TAXES	676	1,606	
40 GENERAL FARM INSURANCE	3,580	6,763	
41 UTILITIES	2,508	4,703	
42 CASH FARM RENT	9,350	31,342	
43 HERBICIDE-INSECTICIDE	13,422	26,328	
44 CONSERVATION	73	217	
45 AUTO EXPENSE	980	376	
46 TOTAL OPERATING EXPENSE	\$ 146,190	\$ 337,682	
47 DEPRECIATION-MACHINERY	14,155	19,019	
48 DEPRECIATION-BUILDINGS	1,056	2,011	
49 TOTAL FARM EXPENSE	\$ 161,401	\$ 358,712	
50 NET FARM INCOME	\$ 20	\$ -48,423	
51 UNPAID FAMILY LABOR	1,667	720	
52 UNPAID OPERATOR LABOR	23,900	27,108	
53 MANAGEMENT CHARGE	3,936	-2,258	
54 CURRENT ASSET CHARGE - 8%	8,613	2,314	
55 NONCURRENT ASSET CHARGE - 8%	34,729	52,820	
56 RETURN LABOR-MANAGEMENT	-44,988	-104,277	
57 RETURN TO CAPITAL	-19,645	-56,917	
58 ASSET TURNOVER RATIO	.2250	.3021	
59 OPERATING PROFIT MARGIN RATIO	-.1217	-.1834	
60 % RETURN ON ASSETS	-.0274	-.0554	
61 % RETURN ON EQUITY	-.0544	-.1074	
62 TOTAL EXPENSE RATIO	.9999	1.1561	
63 ADJUSTED TOTAL EXPENSE RATIO	1.1826	1.2385	
64 ECONOMIC TOTAL EXPENSE RATIO	1.4511	1.4162	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
65 CURRENT ASSETS	164,803	177,764	235,186
66 NONCURRENT ASSETS	549,465	542,912	818,162
67 CURRENT LIABILITIES	59,770	67,467	188,725
68 NONCURRENT LIABILITIES	116,348	107,814	158,807
69 CURRENT RATIO	2.76	2.63	1.25
70 DEBT TO ASSET RATIO	.25	.24	.33

