

## Kansas Farm Management Associations 2006 Annual ProfitLink Summary

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

CORPORATIONS  
20 FARMS

SINGLE - OWNER  
15 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	67,683		18,238	
2 DAIRY AND MILK				
3 SHEEP				
4 SWINE				
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-1,225			
7 CUSTOM FEEDING	34,267		1,574	
8 FEED PURCHASED	-28,102		-8,341	
9 LIVESTOCK INCOME	\$ 72,623		\$ 11,471	
10 CORN	57,678		5,188	
11 GRAIN SORGHUM	79,114		8,448	
12 SOYBEANS	3,882		2,586	
13 SUNFLOWERS	1,655		1,794	
14 WHEAT	68,027		20,987	
15 HAY AND FORAGE	28,593		11,447	
16 OTHER CROP	21,199		447	
17 GOVERNMENT PAYMENTS	55,602		17,359	
18 CROP INSURANCE PROCEEDS	10,807		3,131	
19 MACHINE WORK	34,793		1,993	
20 OTHER INCOME	-6,409		6,839	
21 VALUE OF FARM PRODUCTION	\$ 427,564		\$ 91,691	
22 HIRED LABOR	52,753		231	
23 MACHINERY REPAIRS	52,985		8,329	
24 IRRIGATION REPAIRS	8,766		2,732	
25 BUILDING REPAIRS	4,382		1,306	
26 INTEREST PAID	18,735		4,935	
27 SEED-OTHER CROP EXPENSE	14,537		3,062	
28 CROP INSURANCE	9,055		1,703	
29 FERTILIZER-LIME	39,375		5,042	
30 MACHINE HIRE	21,982		4,555	
31 ORGANIZATION FEE, PUBLICATION	5,954		1,710	
32 VET-MED-DRUGS	9,718		1,993	
33 CROP STORAGE-MARKETING	1,241		43	
34 LIVESTOCK MARKETING-BREEDING	13,250		1,174	
35 DAIRY EXPENSE				
36 GAS-FUEL-OIL	32,739		8,617	
37 IRRIGATION ENERGY	24,587		2,722	
38 REAL ESTATE TAXES	7,766		6,143	
39 PERSONAL PROPERTY TAXES	1,867		476	
40 GENERAL FARM INSURANCE	7,488		3,931	
41 UTILITIES	5,253		1,723	
42 CASH FARM RENT	18,895		1,664	
43 HERBICIDE-INSECTICIDE	40,354		4,698	
44 CONSERVATION	233		1,286	
45 AUTO EXPENSE	171		975	
46 TOTAL OPERATING EXPENSE	\$ 392,085		\$ 69,050	
47 DEPRECIATION-MACHINERY	25,909		9,740	
48 DEPRECIATION-BUILDINGS	2,392		498	
49 TOTAL FARM EXPENSE	\$ 420,385		\$ 79,288	
50 NET FARM INCOME	\$ 7,179		\$ 12,403	
51 UNPAID FAMILY LABOR			2,100	
52 UNPAID OPERATOR LABOR	31,050		25,020	
53 MANAGEMENT CHARGE	9,107		4,815	
54 CURRENT ASSET CHARGE - 8%	8,753		6,833	
55 NONCURRENT ASSET CHARGE - 8%	72,755		52,433	
56 RETURN LABOR-MANAGEMENT	-74,329		-48,962	
57 RETURN TO CAPITAL	-14,243		-14,597	
58 ASSET TURNOVER RATIO	.2917		.1091	
59 OPERATING PROFIT MARGIN RATIO	-.0333		-.1592	
60 % RETURN ON ASSETS	-.0097		-.0174	
61 % RETURN ON EQUITY	-.0324		-.0264	
62 TOTAL EXPENSE RATIO	.9832		.8647	
63 ADJUSTED TOTAL EXPENSE RATIO	1.0771		1.2130	
64 ECONOMIC TOTAL EXPENSE RATIO	1.2678		1.8594	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	322,841	340,420	109,052	136,101
66 NONCURRENT ASSETS	1,142,072	1,126,474	725,164	710,102
67 CURRENT LIABILITIES	220,738	223,688	33,957	40,383
68 NONCURRENT LIABILITIES	228,504	221,177	67,577	56,866
69 CURRENT RATIO	1.46	1.52	3.21	3.37
70 DEBT TO ASSET RATIO	.31	.30	.12	.11



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INCOME AND EXPENSE ANALYSIS  
SORTED BY OWNERSHIP TYPE

SINGLE - PARTOWNER  
61 FARMS

SINGLE - TENANT  
6 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	35,415	7,163		
2 DAIRY AND MILK	3,494			
3 SHEEP	9	22,895		
4 SWINE				
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-1,279	-17		
7 CUSTOM FEEDING	70			
8 FEED PURCHASED	-8,748	-9,896		
9 LIVESTOCK INCOME	\$ 28,961	\$ 20,144		
10 CORN	38,149	16,721		
11 GRAIN SORGHUM	24,047	16,037		
12 SOYBEANS	6,748			
13 SUNFLOWERS	202			
14 WHEAT	48,711	22,196		
15 HAY AND FORAGE	13,258	7,974		
16 OTHER CROP	40			
17 GOVERNMENT PAYMENTS	33,021	38,479		
18 CROP INSURANCE PROCEEDS	18,478	10,833		
19 MACHINE WORK	5,948	7,400		
20 OTHER INCOME	7,801	3,760		
21 VALUE OF FARM PRODUCTION	\$ 225,365	\$ 143,545		
22 HIRED LABOR	11,588	7,401		
23 MACHINERY REPAIRS	17,301	19,693		
24 IRRIGATION REPAIRS	1,611	712		
25 BUILDING REPAIRS	870	336		
26 INTEREST PAID	13,378	6,593		
27 SEED-OTHER CROP EXPENSE	10,034	3,055		
28 CROP INSURANCE	5,573	2,011		
29 FERTILIZER-LIME	19,883	12,256		
30 MACHINE HIRE	12,888	11,919		
31 ORGANIZATION FEE, PUBLICATION	2,396	1,720		
32 VET-MED-DRUGS	1,932	890		
33 CROP STORAGE-MARKETING	796			
34 LIVESTOCK MARKETING-BREEDING	560	5		
35 DAIRY EXPENSE	129			
36 GAS-FUEL-OIL	20,980	10,250		
37 IRRIGATION ENERGY	11,871	9,480		
38 REAL ESTATE TAXES	5,283	1,043		
39 PERSONAL PROPERTY TAXES	914	989		
40 GENERAL FARM INSURANCE	4,975	3,896		
41 UTILITIES	3,417	3,265		
42 CASH FARM RENT	7,654	2,747		
43 HERBICIDE-INSECTICIDE	17,915	14,943		
44 CONSERVATION	178	34		
45 AUTO EXPENSE	1,219	105		
46 TOTAL OPERATING EXPENSE	\$ 173,345	\$ 113,342		
47 DEPRECIATION-MACHINERY	18,163	6,812		
48 DEPRECIATION-BUILDINGS	1,385	1,076		
49 TOTAL FARM EXPENSE	\$ 192,893	\$ 121,231		
50 NET FARM INCOME	\$ 32,472	\$ 22,315		
51 UNPAID FAMILY LABOR	996	1,125		
52 UNPAID OPERATOR LABOR	24,787	27,000		
53 MANAGEMENT CHARGE	9,874	7,081		
54 CURRENT ASSET CHARGE - 8%	9,970	177		
55 NONCURRENT ASSET CHARGE - 8%	47,029	6,941		
56 RETURN LABOR-MANAGEMENT	-25,523	14,072		
57 RETURN TO CAPITAL	10,192	-6,298		
58 ASSET TURNOVER RATIO	.2423	.7251		
59 OPERATING PROFIT MARGIN RATIO	.0452	-.0439		
60 % RETURN ON ASSETS	.0110	-.0318		
61 % RETURN ON EQUITY	-.0045	-.1449		
62 TOTAL EXPENSE RATIO	.8559	.8445		
63 ADJUSTED TOTAL EXPENSE RATIO	1.0141	1.0898		
64 ECONOMIC TOTAL EXPENSE RATIO	1.2671	1.1394		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
65 CURRENT ASSETS	233,330	226,683	71,950	80,064
66 NONCURRENT ASSETS	693,909	706,108	124,216	119,721
67 CURRENT LIABILITIES	109,065	101,703	69,961	77,630
68 NONCURRENT LIABILITIES	114,465	109,814	41,150	29,262
69 CURRENT RATIO	2.14	2.23	1.03	1.03
70 DEBT TO ASSET RATIO	.24	.23	.57	.54

