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Spring Summary Meetings 2017*

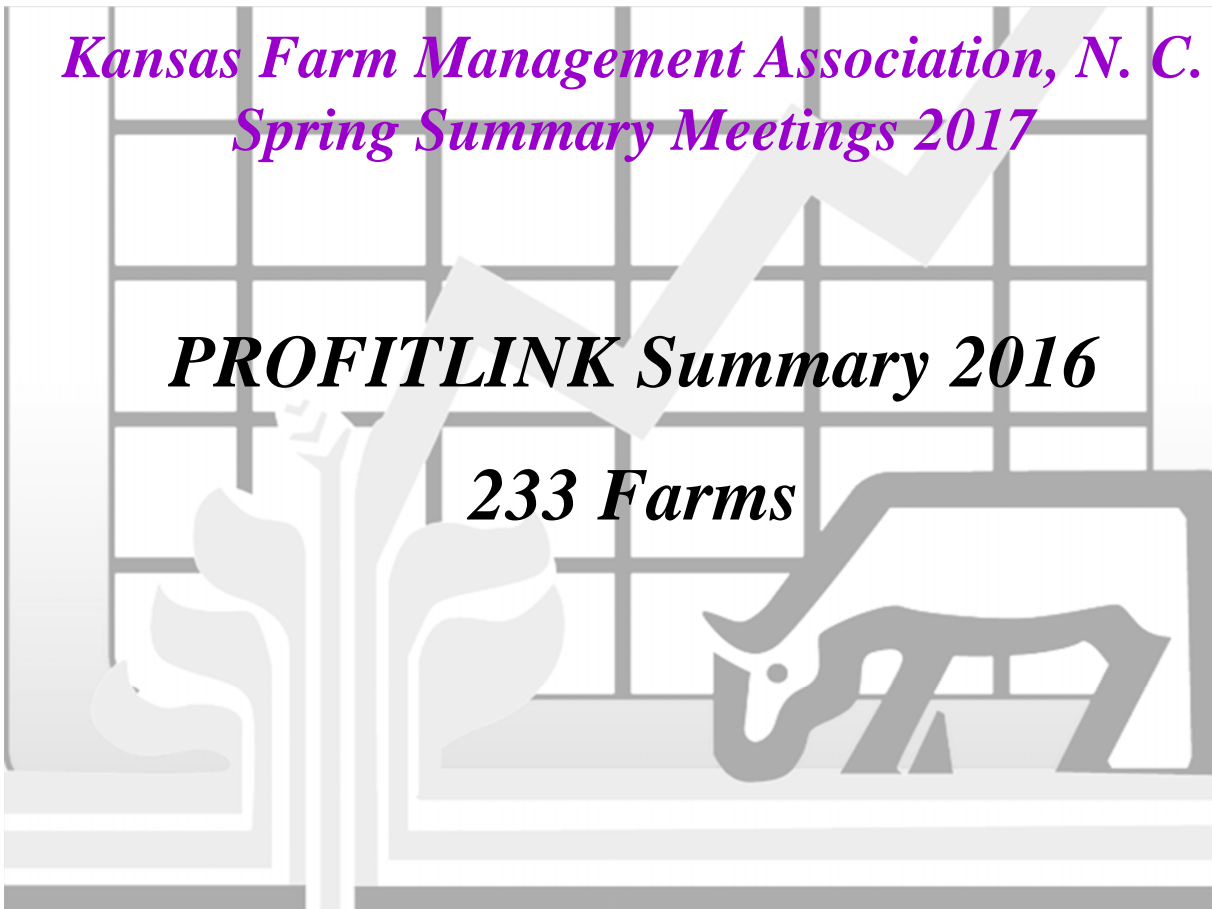


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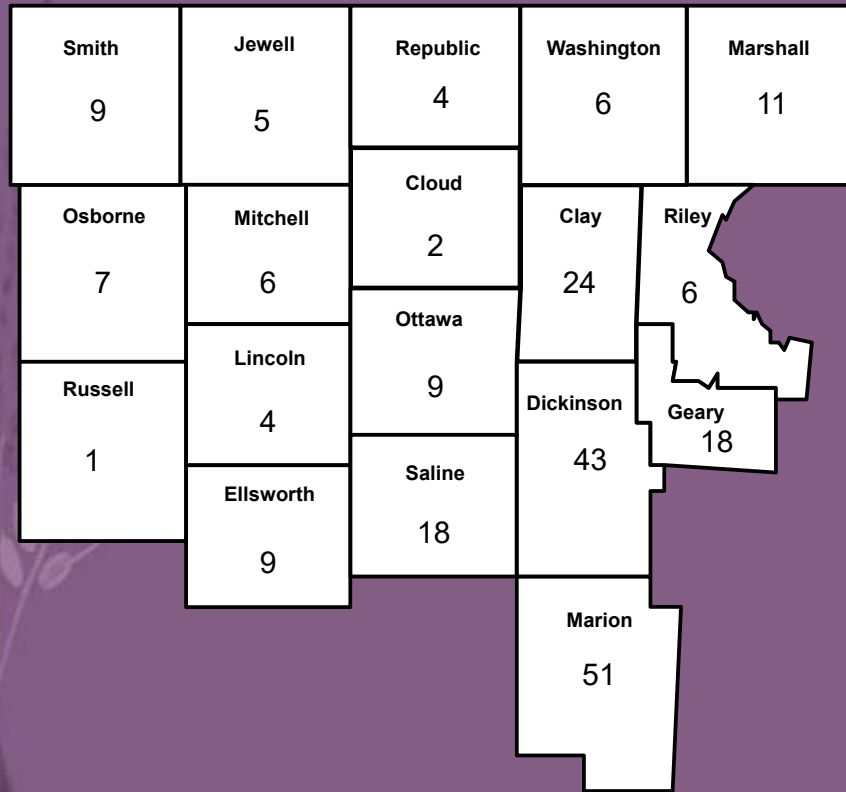
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Spring Summary Meetings 2017*

PROFITLINK Summary 2016

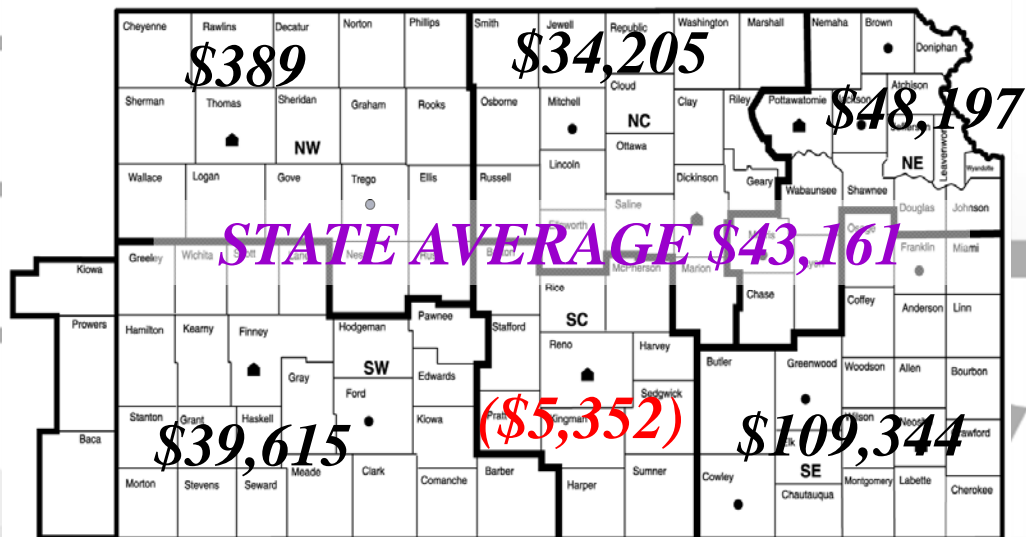
233 Farms



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Spring Summary Meetings 2017



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Kansas Farm Management Association, N. C. Spring Summary Meetings 2017

***KFMA, N.C.
Trend Analysis
Pages 8-9, 12-15***

Kansas Farm Management Association, N. C.

	<u>2015</u>	<u>2016</u>
<i>Net Farm Income</i>	<i>\$12,420</i>	<i>\$34,205</i>
<i>Value of Farm Prod'n</i>	<i>\$404,917</i>	<i>\$436,888</i>
<i>Total Farm Expense</i>	<i>\$392,497</i>	<i>\$402,684</i>
<i>Livestock Gross Income</i>	<i>\$76,102</i>	<i>\$74,846</i>
<i>Gross Crop Value/Acre</i>	<i>\$323.18</i>	<i>\$335.09</i>
<i>Exp/\$100 Farm Prod'n</i>	<i>\$96.90</i>	<i>\$92.17</i>

Kansas Farm Management Association, N. C.

	<u>2015</u>	<u>2016</u>
<i>Corn</i>	<i>\$44,450</i>	<i>\$49,454</i>
<i>Milo</i>	<i>\$48,394</i>	<i>\$30,548</i>
<i>Soybeans</i>	<i>\$85,241</i>	<i>\$148,656</i>
<i>Wheat</i>	<i>\$78,656</i>	<i>\$69,675</i>
<i>Livestock Gross Income</i>	<i>\$76,102</i>	<i>\$74,846</i>
<i>Misc</i>	<i>\$72,075</i>	<i>\$63,711</i>

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Kansas Farm Management Association, N. C.

	<u>MC CO</u>	<u>NC</u>
<i>Net Farm Income</i>	<i>\$17,763</i>	<i>\$34,205</i>
<i>Value of Farm Prod'n</i>	<i>\$752,293</i>	<i>\$436,888</i>
<i>Total Farm Expense</i>	<i>\$734,530</i>	<i>\$402,684</i>
<i>Livestock Gross Income</i>	<i>\$63,902</i>	<i>\$74,846</i>
<i>Gross Crop Value/Acre</i>	<i>\$358.03</i>	<i>\$335.09</i>
<i>Exp/\$100 Farm Prod'n</i>	<i>\$97.64</i>	<i>\$92.17</i>

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Kansas Farm Management Association, N. C.

	<u>JW CO</u>	<u>NC</u>
Net Farm Income	\$66,742	\$34,205
Value of Farm Prod'n	\$356,102	\$436,888
Total Farm Expense	\$289,359	\$402,684
Livestock Gross Income	\$33,143	\$74,846
Gross Crop Value/Acre	\$332.51	\$335.09
Exp/\$100 Farm Prod'n	\$81.26	\$92.17

Kansas Farm Management Association, N. C.

	<u>OB CO</u>	<u>NC</u>
Net Farm Income	\$131,665	\$34,205
Value of Farm Prod'n	\$536,168	\$436,888
Total Farm Expense	\$404,502	\$402,684
Livestock Gross Income	\$34,768	\$74,846
Gross Crop Value/Acre	\$319.35	\$335.09
Exp/\$100 Farm Prod'n	\$75.44	\$92.17

Kansas Farm Management Association, N. C.

	<u>OT CO</u>	<u>NC</u>
Net Farm Income	\$16,571	\$34,205
Value of Farm Prod'n	\$556,563	\$436,888
Total Farm Expense	\$539,992	\$402,684
Livestock Gross Income	\$81,367	\$74,846
Gross Crop Value/Acre	\$322.25	\$335.09
Exp/\$100 Farm Prod'n	\$97.02	\$92.17

Kansas Farm Management Association, N. C.

	<u>SM CO</u>	<u>NC</u>
Net Farm Income	\$23,080	\$34,205
Value of Farm Prod'n	\$434,381	\$436,888
Total Farm Expense	\$411,301	\$402,684
Livestock Gross Income	\$76,542	\$74,846
Gross Crop Value/Acre	\$272.71	\$335.09
Exp/\$100 Farm Prod'n	\$94.69	\$92.17

Kansas Farm Management Association, N. C.

	<u>CY CO</u>	<u>NC</u>
<i>Net Farm Income</i>	<i>\$16,777</i>	<i>\$34,205</i>
<i>Value of Farm Prod'n</i>	<i>\$330,404</i>	<i>\$436,888</i>
<i>Total Farm Expense</i>	<i>\$313,626</i>	<i>\$402,684</i>
<i>Livestock Gross Income</i>	<i>\$33,782</i>	<i>\$74,846</i>
<i>Gross Crop Value/Acre</i>	<i>\$362.35</i>	<i>\$335.09</i>
<i>Exp/\$100 Farm Prod'n</i>	<i>\$94.92</i>	<i>\$92.17</i>

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Kansas Farm Management Association, N. C.

	<u>DK CO</u>	<u>NC</u>
<i>Net Farm Income</i>	<i>\$30,240</i>	<i>\$34,205</i>
<i>Value of Farm Prod'n</i>	<i>\$405,639</i>	<i>\$436,888</i>
<i>Total Farm Expense</i>	<i>\$375,399</i>	<i>\$402,684</i>
<i>Livestock Gross Income</i>	<i>\$75,612</i>	<i>\$74,846</i>
<i>Gross Crop Value/Acre</i>	<i>\$336.00</i>	<i>\$335.09</i>
<i>Exp/\$100 Farm Prod'n</i>	<i>\$92.55</i>	<i>\$92.17</i>

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Kansas Farm Management Association, N. C.

	<u>EW CO</u>	<u>NC</u>
Net Farm Income	(\$17,215)	\$34,205
Value of Farm Prod'n	\$308,914	\$436,888
Total Farm Expense	\$326,129	\$402,684
Livestock Gross Income	\$71,065	\$74,846
Gross Crop Value/Acre	\$201.16	\$335.09
Exp/\$100 Farm Prod'n	\$105.57	\$92.17

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Kansas Farm Management Association, N. C.

	<u>GE CO</u>	<u>NC</u>
Net Farm Income	\$44,458	\$34,205
Value of Farm Prod'n	\$474,629	\$436,888
Total Farm Expense	\$430,171	\$402,684
Livestock Gross Income	\$81,829	\$74,846
Gross Crop Value/Acre	\$384.53	\$335.09
Exp/\$100 Farm Prod'n	\$90.63	\$92.17

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Kansas Farm Management Association, N. C.

	<u>MN CO</u>	<u>NC</u>
Net Farm Income	\$55,373	\$34,205
Value of Farm Prod'n	\$451,657	\$436,888
Total Farm Expense	\$396,284	\$402,684
Livestock Gross Income	\$88,830	\$74,846
Gross Crop Value/Acre	\$356.90	\$335.09
Exp/\$100 Farm Prod'n	\$87.74	\$92.17

Kansas Farm Management Association, N. C.

	<u>MS CO</u>	<u>NC</u>
Net Farm Income	\$87,984	\$34,205
Value of Farm Prod'n	\$437,008	\$436,888
Total Farm Expense	\$349,025	\$402,684
Livestock Gross Income	\$73,608	\$74,846
Gross Crop Value/Acre	\$353.49	\$335.09
Exp/\$100 Farm Prod'n	\$79.87	\$92.17

Kansas Farm Management Association, N. C.

	<u>RL CO</u>	<u>NC</u>
Net Farm Income	\$92,207	\$34,205
Value of Farm Prod'n	\$234,648	\$436,888
Total Farm Expense	\$142,440	\$402,684
Livestock Gross Income	\$29,017	\$74,846
Gross Crop Value/Acre	\$363.45	\$335.09
Exp/\$100 Farm Prod'n	\$60.70	\$92.17

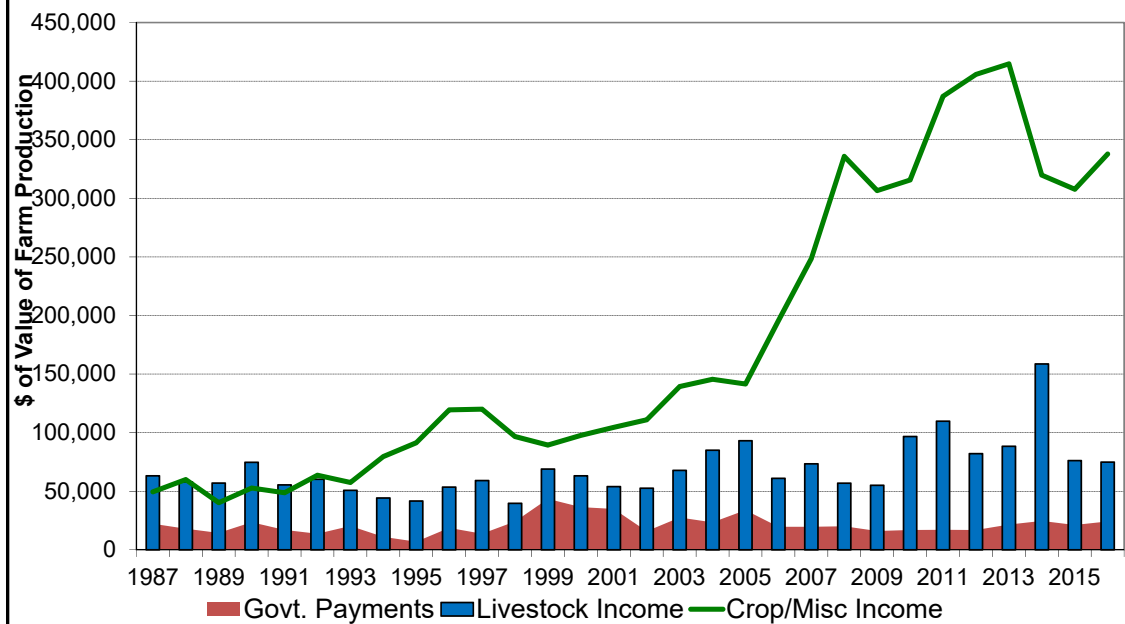
Kansas Farm Management Association, N. C.

	<u>SA CO</u>	<u>NC</u>
Net Farm Income	(\$30,335)	\$34,205
Value of Farm Prod'n	\$492,843	\$436,888
Total Farm Expense	\$523,178	\$402,684
Livestock Gross Income	\$57,707	\$74,846
Gross Crop Value/Acre	\$327.79	\$335.09
Exp/\$100 Farm Prod'n	\$106.16	\$92.17

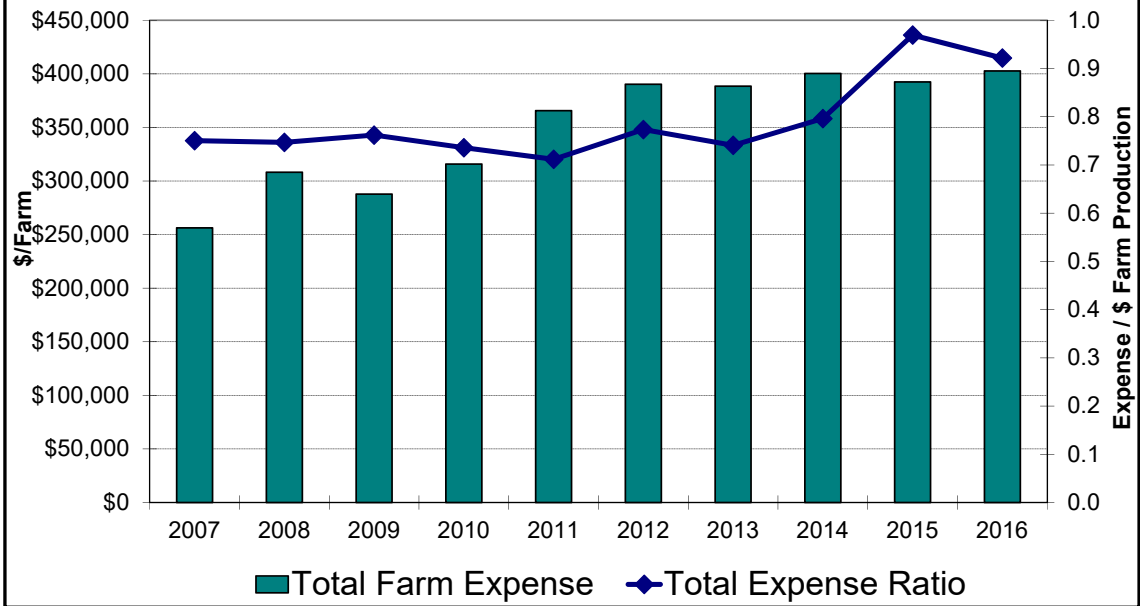
Kansas Farm Management Association, N. C.

	<u>WS CO</u>	<u>NC</u>
Net Farm Income	\$23,274	\$34,205
Value of Farm Prod'n	\$355,553	\$436,888
Total Farm Expense	\$332,280	\$402,684
Livestock Gross Income	\$53,258	\$74,846
Gross Crop Value/Acre	\$333.78	\$335.09
Exp/\$100 Farm Prod'n	\$93.45	\$92.17

**North Central Kansas Farm Management Association
Value of Farm Production, 1987-2016**

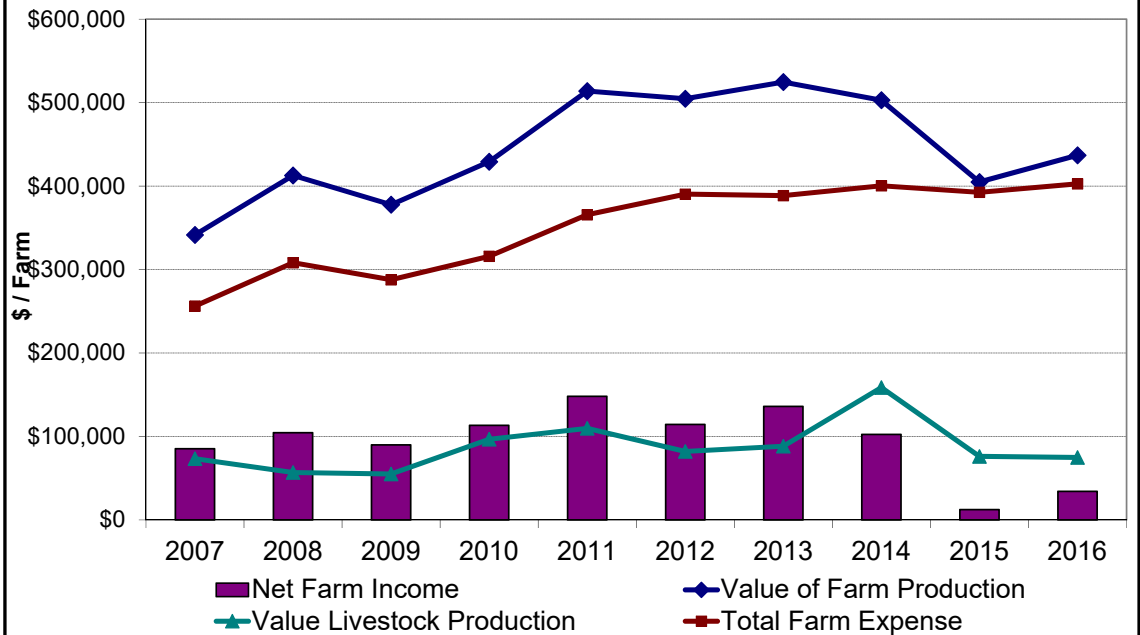


North Central Kansas Farm Management Association Total Expense Trends, 2007-2016



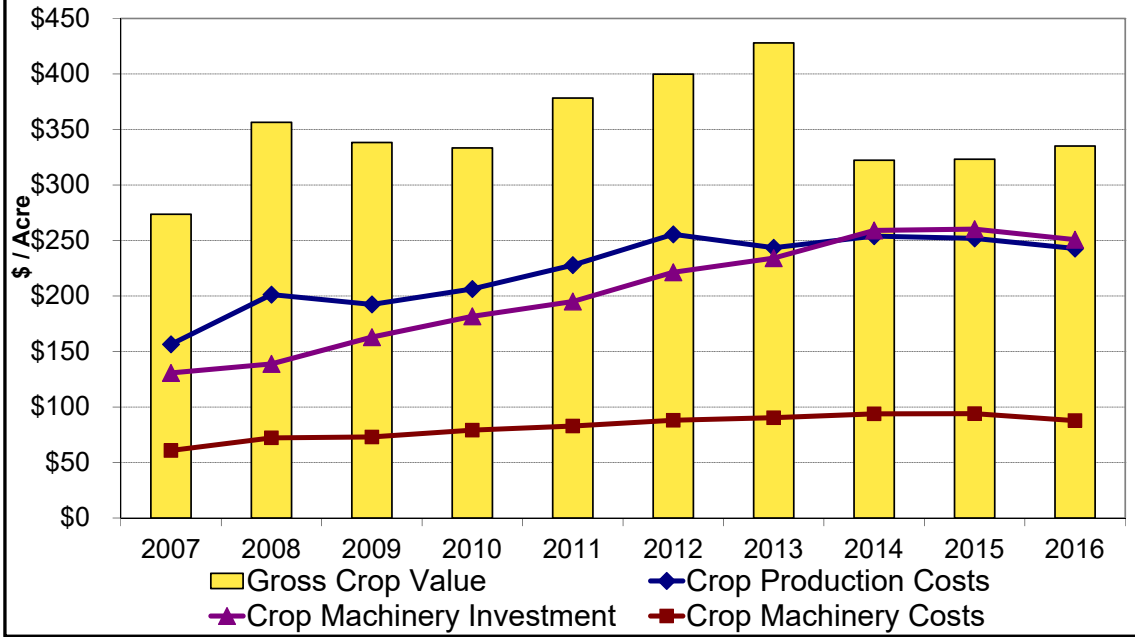
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North Central Kansas Farm Management Association Income-Expense Trends, 2007-2016



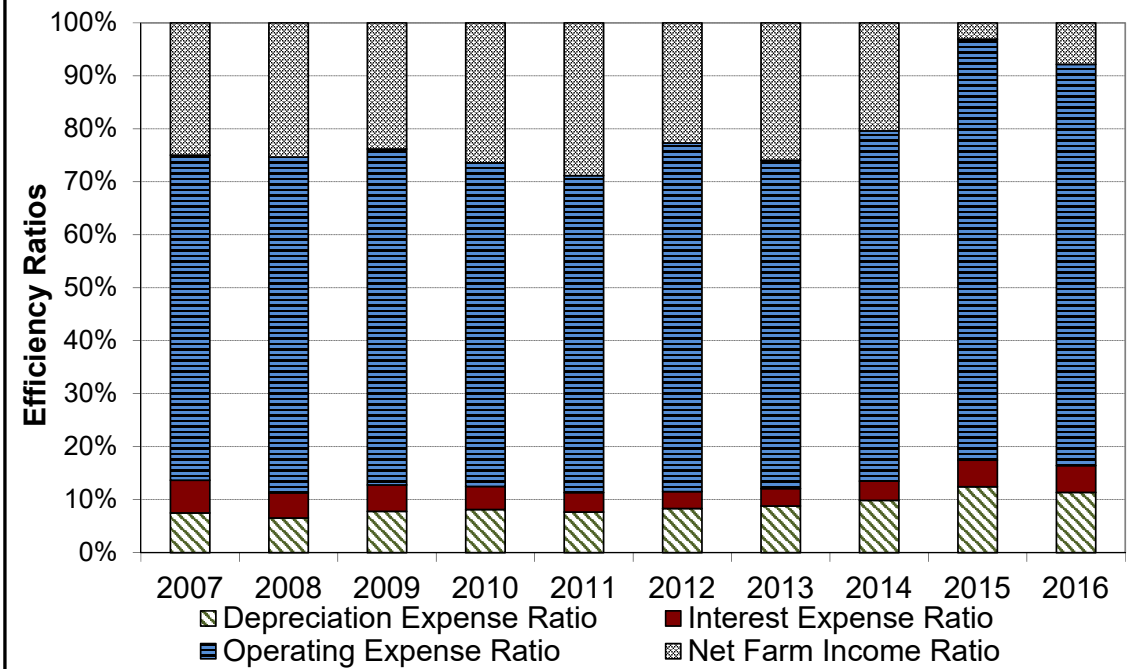
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North Central Kansas Farm Management Association Crop Value and Cost Trends, 2007-2016



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North Central Kansas Farm Management Association Efficiency Measures, 2007-2016



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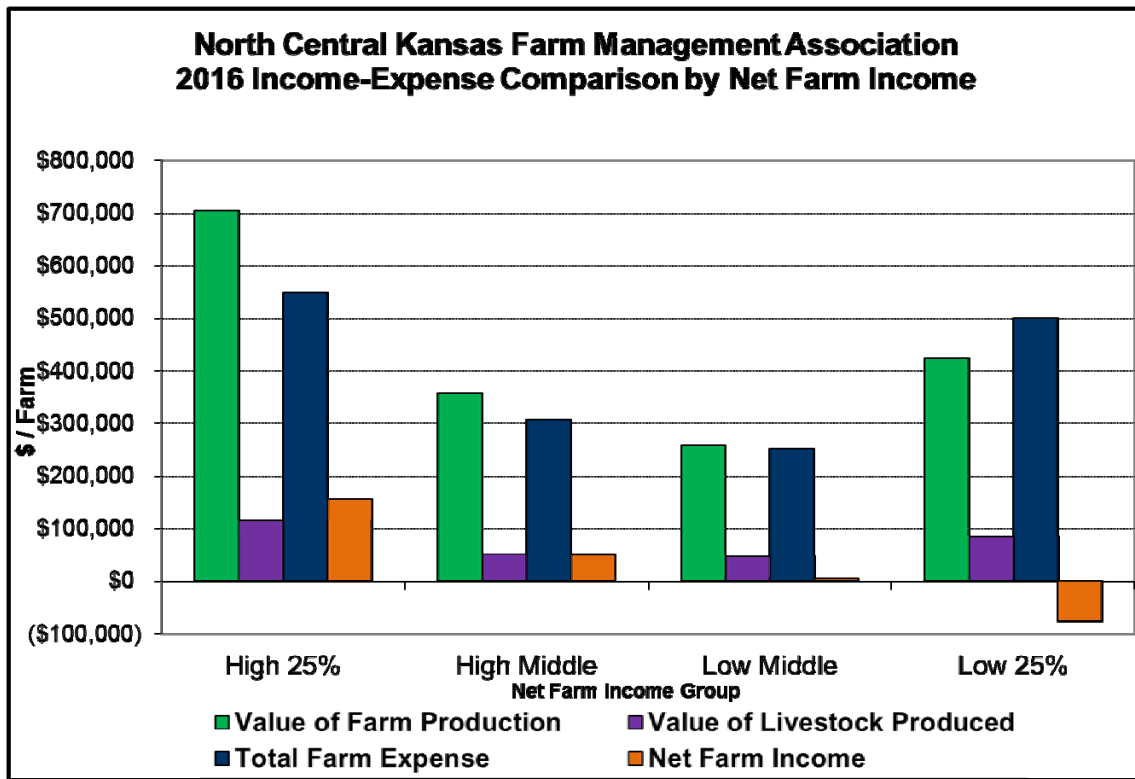
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Comparison of KFMA, N.C. Farms by Net Farm Income

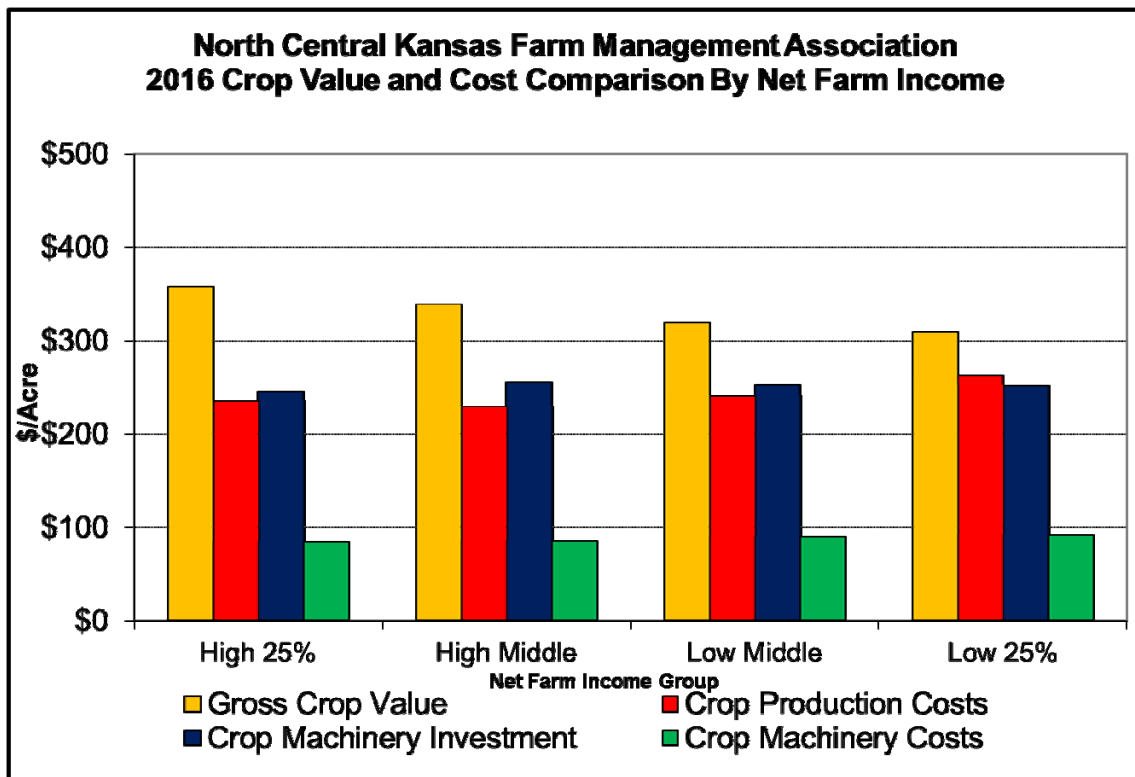
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Kansas Farm Management Association, N. C.

<i>COMPARISON BY NET FARM INCOME - 2016</i>				
	<i>HIGH</i>	<i>HIGH</i>	<i>LOW</i>	<i>LOW</i>
	<i>25%</i>	<i>MIDDLE</i>	<i>MIDDLE</i>	<i>25%</i>
<i>Livestock Income</i>	\$116,272	\$50,770	\$46,307	\$85,322
<i>Value of Farm Production</i>	\$704,154	\$356,848	\$258,318	\$423,624
<i>Total Farm Expense</i>	\$548,207	\$307,257	\$252,391	\$500,371
<i>Net Farm Income</i>	\$155,948	\$49,591	\$5,927	(\$76,747)
<i>Net Farm Income per Operator</i>	\$134,359	\$59,810	\$8,377	(\$78,423)
<i>% Return on Equity</i>	2.71	-0.82	-3.66	-8.53
<i>Total Loans/Total Asset Ratio*</i>	0.22	0.17	0.22	0.32
<i>Asset Turnover Ratio</i>	0.2198	0.1887	0.1538	0.1622
<i>Total Assets *</i>	\$3,204,894	\$1,910,307	\$1,677,164	\$2,539,018
<i>Total Expense Ratio</i>	0.7785	0.8610	0.9771	1.1812
<i>Adjusted Total Expense Ratio</i>	0.9034	1.0361	1.1855	1.3556
<i>Economic Total Expense Ratio</i>	1.0983	1.2775	1.4598	1.5812
<i>Harvested Acres</i>	2040	1234	898	1535
<i>Gross Crop Value/Harvested Acre</i>	\$326.32	\$312.59	\$301.64	\$286.81
<i>Crop Production Costs/Harvested</i>	\$214.93	\$211.22	\$227.21	\$243.97
<i>Crop Machinery Costs/Harvested</i>	\$76.73	\$78.69	\$85.45	\$85.54



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*Kansas Farm Management Association, N. C.
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Detailed Cost Analysis

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County Summary of Acres/Yields

Page 16

Kansas Farm Management Association, N. C.

<i>Costs Per Crop Acre</i>						<u>2015</u>	<u>2016</u>
	Smith	Jewell	Republic	Washington	Marshall		
<i>Repairs</i>						\$23.32	\$22.80
<i>Mach Hire</i>	Osborne	Mitchell		Clay	Riley	\$12.19	\$11.79
<i>Depreciation</i>			Ottawa			\$32.24	\$29.77
<i>Fuel</i>	Russell	Lincoln		Jacksonson	Geary	\$12.22	\$9.72
<i>Seed</i>		Ellsworth		Sa		\$33.26	\$34.66
<i>Fertilizer</i>						\$50.91	\$40.66
<i>Herbicide</i>				Marion		\$32.31	\$38.04
<i>Interest</i>						\$11.17	\$11.83
<i>Cash Rent</i>						\$19.87	\$20.49

Kansas Farm Management Association, N. C.

<i>County Yields</i>	<i>Wheat</i>	<i>Milo</i>	<i>SB</i>	<i>Corn</i>
<i>Mitchell</i>	66	109	57	N/A
<i>Osborne</i>	67	121	59	N/A
<i>Smith</i>	68	130	N/A	122
<i>Ottawa</i>	59	85	46	138
<i>Ellsworth</i>	52	67	N/A	N/A
<i>Clay</i>	56	83	57	130
<i>Dickinson</i>	58	84	55	111
<i>Geary</i>	52	80	56	126
<i>Marion</i>	55	81	56	116
<i>Saline</i>	55	73	43	124

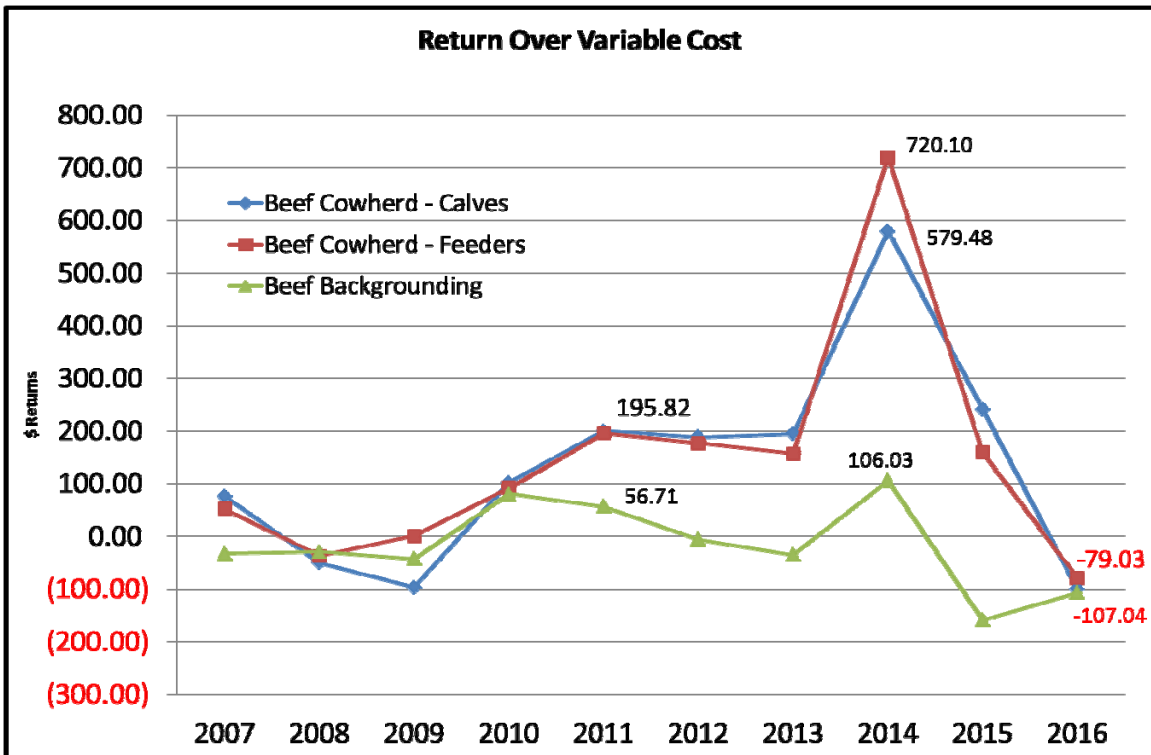
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Profit Center Analysis

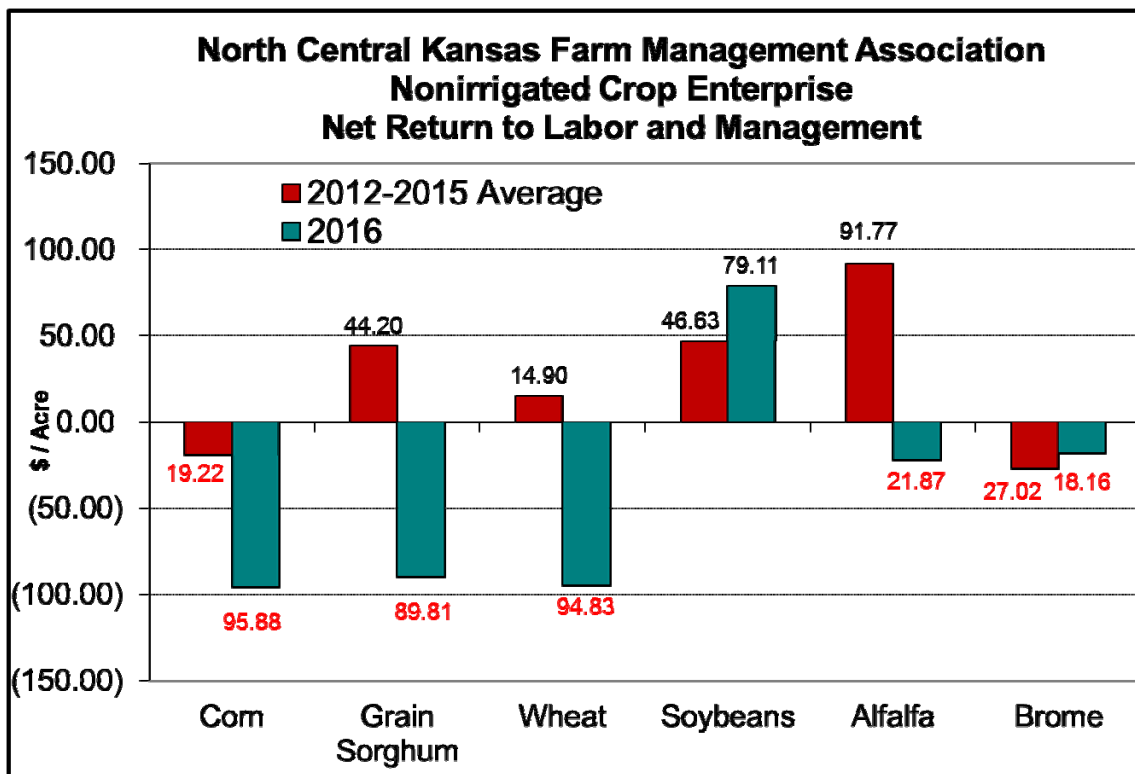
2006-2015

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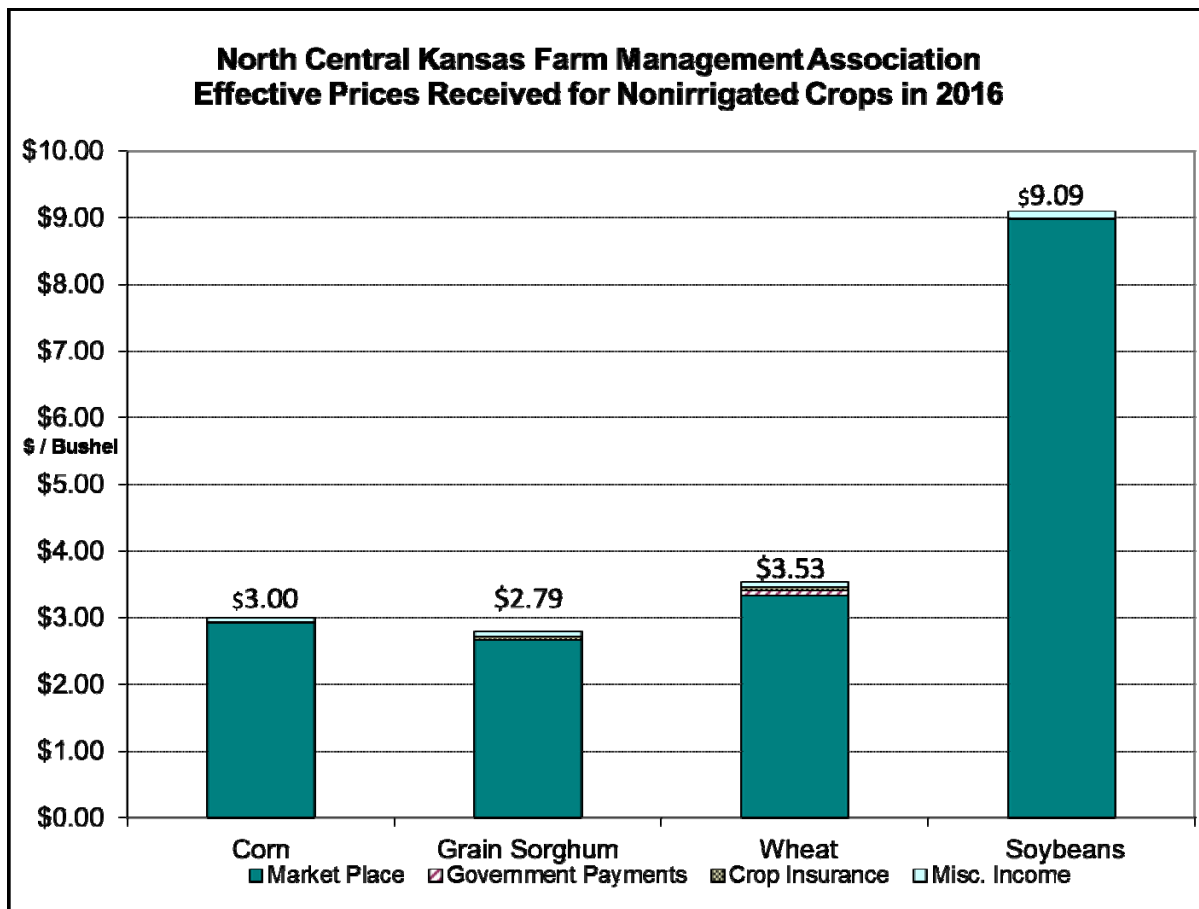
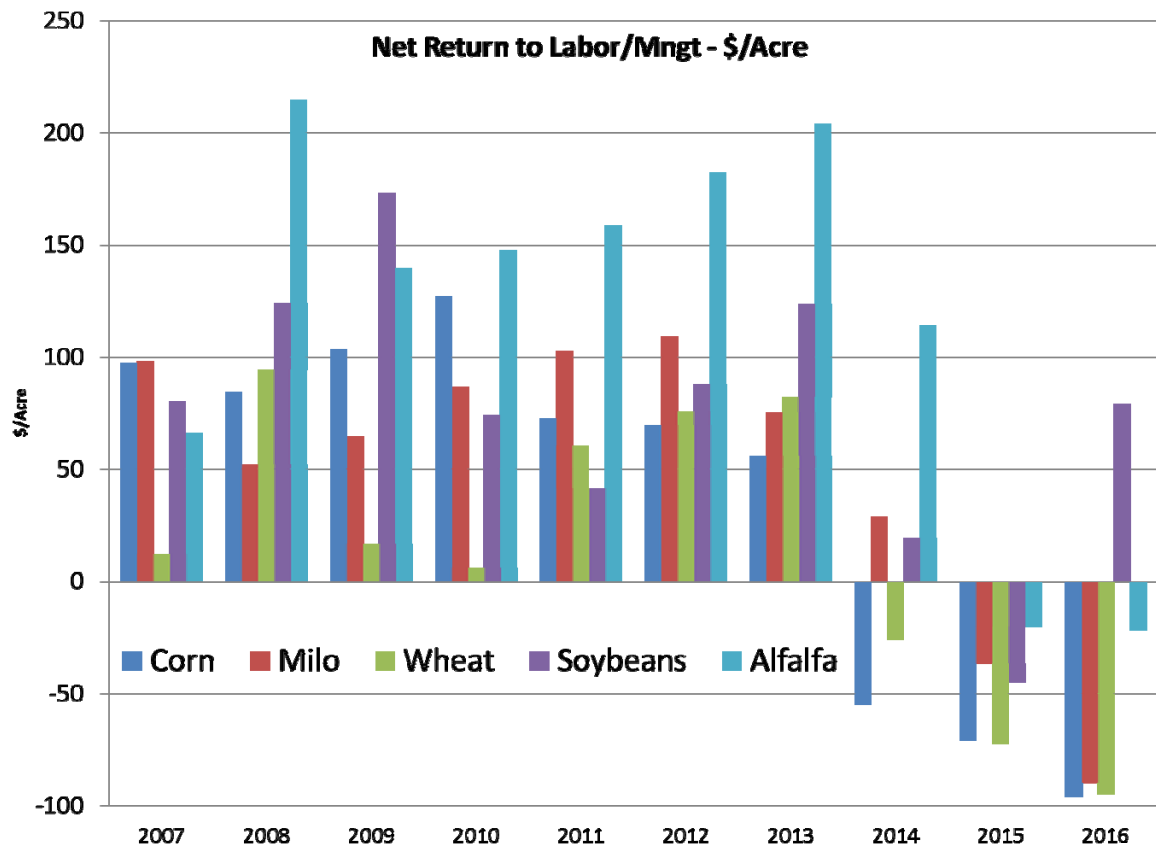
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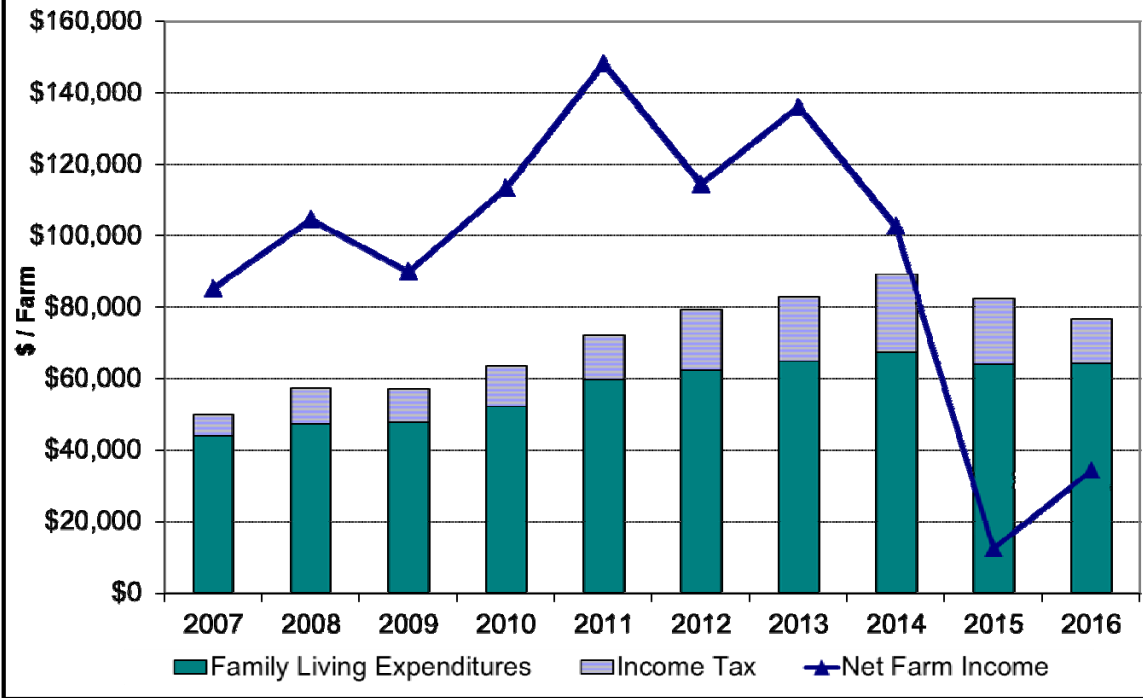
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North Central Kansas Farm Management Association Family Living Analysis, 2007-2016



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Can My Farm Meet the Test?

Pages 50-51

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Kansas Farm Management Associations

- *Develop a sound farm accounting system*
- *Assist in understanding financial information*
- *Compare your information with similar farms*
- *Enhance the problem solving process*
- *Deliver leading edge economic research and technology*
- *Integrate tax planning, marketing, and asset investment strategies*
- *Identify information resources*

Helping
You
put
Knowledge
to Work

