

INCOME AND EXPENSE ANALYSIS
**BY ACRES

2001 KANSAS FARM MANAGEMENT ASSOCIATION, NW
*** - 500 ***
26 FARMS ----- 12 OPERATORS

*** 501 - 1000 ***
49 FARMS ----- 32 OPERATORS

ITEM	PER FARM	PER FARM
1 BEEF	24,615	25,431
2 DAIRY	6,591	1,310
3 SHEEP	200	1,238
4 SWINE	988	2
5 POULTRY	2,273	9-
6 OTHER LIVESTOCK	1,335-	722
7 MILK PRODUCTS/EGG RECEIPTS		5,009
8 FEED PURCHASED	11,703-	8,216-
9 LIVESTOCK INCOME	\$21,629	\$25,487
10 GRAIN	20,652	54,550
11 HAY AND FORAGE	4,563	11,764
12 CASH CROPS	751	8,467
13 CROP INS. PROCEEDS	1,250	5,729
14 OTHER PRODUCT SALES	2,020	1,202
15 GOVERNMENT PAYMENTS	9,664	24,469
16 OTHER INCOME	9,079	10,155
17 VALUE OF FARM PRODUCTION	\$69,608	\$141,822
18 HIRED LABOR	2,789	2,124
19 MACHINERY REPAIRS	7,258	12,785
20 IRRIGATION REPAIRS	520	1,230
21 BUILDING REPAIRS	1,214	939
22 INTEREST PAID	5,746	13,166
23 SEED-OTHER CROP EXPENSE	3,001	7,846
24 CROP INSURANCE	888	3,151
25 FERTILIZER-LIME	2,533	11,812
26 MACHINE HIRE	3,113	9,111
27 ORGANIZATION FEE, PUBLICATION	1,582	1,981
28 VET-MED-DRUGS	1,186	1,146
29 CROP STORAGE-MARKETING	800	527
30 LIVESTOCK MARKETING-BREEDING	555	794
31 DAIRY EXPENSE		162
32 GAS-FUEL-OIL	3,107	7,154
33 IRRIGATION ENERGY	1,602	5,232
34 REAL ESTATE TAXES	1,835	1,769
35 PERSONAL PROPERTY TAX	260	537
36 GENERAL FARM INSURANCE	1,512	2,415
37 UTILITIES	1,599	1,871
38 CASH FARM RENT	2,552	8,450
39 HERBICIDE-INSECTICIDE	4,114	9,815
40 CONSERVATION	185	178
41 AUTO EXPENSE	681	981
42 CASH OPERATING EXPENSE	\$48,632	\$105,175
43 DEPRECIATION-MOTOR VEHICLES	3,746	6,186
44 DEPRECIATION-MACHINERY	3,375	5,272
45 DEPRECIATION-BUILDINGS	469	434
46 TOTAL FARM EXPENSE	\$56,222	\$117,067
47 NET FARM INCOME	\$13,386	\$24,755
48 NET FARM INCOME/OPERATOR	\$29,002	\$37,788
49 CRT-INTERM ASSET CHARGE - 8%	8,354	10,522
50 LONG-TERM ASSET CHARGE - 8%	11,851	10,706
51 UNPAID FAMILY LABOR	779	1,653
52 INTEREST-UNPAID LABOR	\$20,984	\$22,881
53 RETURN LABOR-MANAGEMENT	\$7,599-	\$1,874
54 RETURN LABOR-MANAGEMENT/OPR.	\$16,464-	\$2,860
55 RETURN TO CAPITAL	2,020	\$12,098
56 % RETURN ON EQUITY	1.47-	.40-
57 EXPENSE/\$100 FARM PRODUCTION	\$80.77	\$82.55

ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
CURRENT ASSETS	94,702	125,464	124,806	142,284
INTERMEDIATE ASSETS	47,967	51,195	79,650	86,123
LONG-TERM ASSETS	196,159	196,089	226,952	236,047
CURRENT LOANS	27,940	36,000	46,684	61,605
INTERMEDIATE LOANS	23,624	22,904	27,880	33,445
LONG-TERM LOANS	46,514	49,455	95,757	99,592
CURRENT ASSETS/CURRENT LOANS	3.39	3.49	2.67	2.31
CURRENT LOANS/CURRENT ASSETS	.30	.29	.37	.43
LONG-TERM LOAN/LONG-TERM ASSET	.24	.25	.42	.42
C & I LOANS/C & I ASSETS	.36	.33	.36	.41
TOTAL LOANS/TOTAL ASSETS	.29	.29	.39	.42
TOTAL LOANS/EQUITY	.41	.41	.65	.72
EQUITY/TOTAL ASSETS	.71	.71	.61	.58

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ANALYSIS OF THE FARM BUSINESS

2001 KANSAS FARM MANAGEMENT ASSOCIATION, NW

**BY ACRES

*** - 500 ***

*** 501 - 1000 ***

SIZE

58	CURRENT-INTERMEDIATE ASSETS		159,664		216,431
59	LAND VALUE - OWNED		188,436		221,901
60	LAND VALUE - RENTED		143,938		370,783
61	BUILDINGS VALUE		4,692		4,434
62	TOTAL CAPITAL MANAGED		499,726		818,713
63	WORK DAYS		79		172

LABOR

64	NUMBER OF WORKERS		.62		.81
65	NUMBER OF OPERATORS		.46		.66
66	CAPITAL MANAGED/WORKER		812,055		1,015,619
67	FARM PRODUCTION/WORKER		113,113		175,931
68	TOTAL ACRES/WORKER		1,542		1,601
69	CROP ACRES/WORKER		474		956
70	WORK DAYS/WORKER		128		213
71	NET INCOME/WORK DAY		170.23		143.92

PER OPERATOR BASIS

72	TOTAL CAPITAL MANAGED		1,082,740		1,249,749
73	VALUE OF FARM PRODUCTION		150,817		216,489
74	NET FARM INCOME		29,002		37,788

OTHER FACTORS

75	% CROP ACRES IRRIGATED		14.56		17.36
76	% TILLABLE LAND		30.74		59.72
77	CROP MACH COST/TOT EXPENSE(%)		27.35		31.92

ACRES

	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
78	TOTAL ACRES	949	26	552	22	836	1291	49	590	42	874	44
79	IRRIGATED CROP ACRES	184	6	173	5		252	26	192	13	213	19
80	NON-IRRIGATED CROP ACRES	259	25	216	20	196	637	49	317	41	414	44
81	TOTAL CROP ACRES	292	26	247	21	217	771	49	378	41	506	44
82	ACRES IN GRASS	835	18	311	16	1007	749	32	323	25	661	24
83	FARMSTEAD ACRES	186	11	198	10	24	72	21	76	16	33	9

CROP VALUE, COSTS, ACRES

	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE	
ACRES		292	215		771	657	
84	CROP MACHINERY INVEST	36,294.41	124.41	169.14	75,545.73	98.02	114.92
85	CROP MACHINERY COST	15,379.54	52.72	71.67	37,369.31	48.48	56.85
86	GROSS CROP VALUE	40,860.56	134.68	183.10	123,280.28	159.95	187.53
87	CROP PRODUCTION COSTS	33,687.97	115.48	156.99	84,955.57	110.22	129.23

IRRIGATED CROPS

	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
88	WHEAT	6	100				6	100			100	57.5
89	CORN	4	135	120	171.9		21	163	114	145.4	187	165.1
90	GRAIN SORGHUM											
91	SOYBEANS						6	58	62	57.0	53	37.5
92	BROME SEED											
93	ALFALFA HAY						4	208			220	4.9
94	ALL SILAGE						4	70			51	13.8
95	OTHER GRAIN											
96	OTHER HAY						7	86			74	
97	CASH CROPS						6	131	171		68	

NON-IRRIGATED CROP

	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	
98	WHEAT	20	118	95	39.0	103	33.1	48	257	125	37.9	194	35.6
99	CORN	4	78	82	33.9			25	152	72	78.0	132	69.4
100	GRAIN SORGHUM	10	91	91	64.7	67	63.1	25	133	89	80.2	95	69.2
101	SOYBEANS							3	71			61	16.2
102	BROME SEED												
103	ALFALFA HAY	3	56					7	38			31	3.2
104	ALL SILAGE	3	43					8	75	63	6.4	95	10.8
105	OTHER GRAIN												
106	OTHER HAY	6	86	56		78		25	126	95		90	
107	CASH CROPS							11	138	195		103	

LIVESTOCK PRODUCTION

	CNT	UNITS	PROD.	PROD/UNIT	CNT	UNITS	PROD.	PROD/UNIT
108	BEEF COWS - CALF %				12	108	92	.85
109	EWES - % LAMB CROP							
110	LITTER-PIGS WEANED/LITTER							
111	DAIRY COWS-\$ INCOME/COW							
112	HENS - EGG \$ INCOME/HEN							
113	BEEF FEEDERS	10	112		25	104		
114	SHEEP FEEDERS							
115	SWINE FEEDERS							

INCOME AND EXPENSE ANALYSIS

**BY ACRES

2001 KANSAS FARM MANAGEMENT ASSOCIATION, NW

*** 1001 - 1500 ***
48 FARMS ----- 37 OPERATORS

*** 1501 - 2000 ***
46 FARMS ----- 39 OPERATORS

ITEM	PER FARM	PER FARM
1 BEEF	40,912	60,959
2 DAIRY	28	359-
3 SHEEP	45-	247
4 SWINE	5-	
5 POULTRY		4-
6 OTHER LIVESTOCK	84	185
7 MILK PRODUCTS/EGG RECEIPTS		
8 FEED PURCHASED	8,597-	24,169-
9 LIVESTOCK INCOME	\$32,377	\$36,860
10 GRAIN	81,881	128,196
11 HAY AND FORAGE	15,773	16,848
12 CASH CROPS	10,626	16,641
13 CROP INS. PROCEEDS	9,212	12,068
14 OTHER PRODUCT SALES	2,590	2,217
15 GOVERNMENT PAYMENTS	44,834	52,093
16 OTHER INCOME	10,899	25,658
17 VALUE OF FARM PRODUCTION	\$208,192	\$290,579
18 HIRED LABOR	4,737	11,701
19 MACHINERY REPAIRS	17,619	21,794
20 IRRIGATION REPAIRS	1,483	1,783
21 BUILDING REPAIRS	1,019	1,173
22 INTEREST PAID	17,766	28,941
23 SEED-OTHER CROP EXPENSE	13,360	16,073
24 CROP INSURANCE	5,386	6,803
25 FERTILIZER-LIME	18,000	27,456
26 MACHINE HIRE	14,014	32,451
27 ORGANIZATION FEE, PUBLICATION	2,810	3,514
28 VET-MED-DRUGS	1,605	3,042
29 CROP STORAGE-MARKETING	1,402	2,107
30 LIVESTOCK MARKETING-BREEDING	1,962	2,306
31 DAIRY EXPENSE		
32 GAS-FUEL-OIL	9,930	14,028
33 IRRIGATION ENERGY	10,615	15,806
34 REAL ESTATE TAXES	3,046	3,254
35 PERSONAL PROPERTY TAX	767	611
36 GENERAL FARM INSURANCE	4,357	4,805
37 UTILITIES	2,877	3,117
38 CASH FARM RENT	10,422	15,991
39 HERBICIDE-INSECTICIDE	14,380	22,394
40 CONSERVATION	268	318
41 AUTO EXPENSE	973	1,156
42 CASH OPERATING EXPENSE	\$158,800	\$240,624
43 DEPRECIATION-MOTOR VEHICLES	9,934	12,935
44 DEPRECIATION-MACHINERY	9,673	10,617
45 DEPRECIATION-BUILDINGS	1,204	1,353
46 TOTAL FARM EXPENSE	\$179,612	\$265,528
47 NET FARM INCOME	\$28,580	\$25,051
48 NET FARM INCOME/OPERATOR	\$36,680	\$29,547
49 CRT-INTERM ASSET CHARGE - 8%	18,939	19,943
50 LONG-TERM ASSET CHARGE - 8%	26,313	26,393
51 UNPAID FAMILY LABOR	2,484	3,473
52 INTEREST-UNPAID LABOR	\$47,737	\$49,809
53 RETURN LABOR-MANAGEMENT	\$19,157-	\$24,758-
54 RETURN LABOR-MANAGEMENT/OPR.	\$24,586-	\$29,202-
55 RETURN TO CAPITAL	14,318	\$18,454
56 % RETURN ON EQUITY	.60-	1.81-
57 EXPENSE/\$100 FARM PRODUCTION	\$86.27	\$91.38

ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
CURRENT ASSETS	211,323	212,796	291,252	287,021
INTERMEDIATE ASSETS	145,125	148,365	189,128	196,631
LONG-TERM ASSETS	417,730	443,090	454,111	463,942
CURRENT LOANS	72,250	73,018	157,674	169,117
INTERMEDIATE LOANS	37,689	61,137	66,337	72,377
LONG-TERM LOANS	101,407	101,584	128,121	130,100
CURRENT ASSETS/CURRENT LOANS	2.92	2.91	1.85	1.70
CURRENT LOANS/CURRENT ASSETS	.34	.34	.54	.59
LONG-TERM LOAN/LONG-TERM ASSET	.24	.23	.28	.28
C & I LOANS/C & I ASSETS	.31	.37	.47	.50
TOTAL LOANS/TOTAL ASSETS	.27	.29	.38	.39
TOTAL LOANS/EQUITY	.37	.41	.60	.65
EQUITY/TOTAL ASSETS	.73	.71	.62	.61

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ANALYSIS OF THE FARM BUSINESS
 **BY ACRES

2001 KANSAS FARM MANAGEMENT ASSOCIATION, NW
 *** 1001 - 1500 ***

*** 1501 - 2000 ***

SIZE

58	CURRENT-INTERMEDIATE ASSETS	358,789	482,038
59	LAND VALUE - OWNED	409,473	428,878
60	LAND VALUE - RENTED	605,569	839,831
61	BUILDINGS VALUE	10,989	17,408
62	TOTAL CAPITAL MANAGED	1,394,768	1,780,895
63	WORK DAYS	247	335

LABOR

64	NUMBER OF WORKERS	1.05	1.37
65	NUMBER OF OPERATORS	.78	.85
66	CAPITAL MANAGED/WORKER	1,330,991	1,300,336
67	FARM PRODUCTION/WORKER	198,672	212,169
68	TOTAL ACRES/WORKER	2,250	2,111
69	CROP ACRES/WORKER	1,221	1,249
70	WORK DAYS/WORKER	236	245
71	NET INCOME/WORK DAY	115.51	74.72

PER OPERATOR BASIS

72	TOTAL CAPITAL MANAGED	1,790,076	2,100,543
73	VALUE OF FARM PRODUCTION	267,199	342,734
74	NET FARM INCOME	36,680	29,547

OTHER FACTORS

75	% CROP ACRES IRRIGATED	21.45	20.37
76	% TILLABLE LAND	54.30	59.17
77	CROP MACH COST/TOT EXPENSE(%)	35.53	30.77

ACRES

	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT	
78	TOTAL ACRES	2357	48	1148	43	1483	43	2891	46	1097	39	2004	45
79	IRRIGATED CROP ACRES	454	29	301	20	341	21	553	29	380	18	437	21
80	NON-IRRIGATED CROP ACRES	1005	48	440	40	712	43	1362	46	542	38	978	43
81	TOTAL CROP ACRES	1280	48	591	40	879	43	1710	46	722	38	1192	43
82	ACRES IN GRASS	1352	37	899	27	1074	24	1573	34	594	25	1332	29
83	FARMSTEAD ACRES	73	23	73	20	44	5	40	20	27	18	51	6

CROP VALUE, COSTS, ACRES

	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE	
ACRES		1280	952		1710	1387	
84	CROP MACHINERY INVEST	135,721.35	106.04	142.58	172,383.25	100.79	124.26
85	CROP MACHINERY COST	63,810.51	49.86	67.04	81,707.38	47.77	58.90
86	GROSS CROP VALUE	202,217.86	157.99	212.44	274,077.56	160.25	197.56
87	CROP PRODUCTION COSTS	144,194.48	112.66	151.48	195,034.53	114.03	140.58

IRRIGATED CROPS

	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	
88	WHEAT	11	121	101	49.6	120	43.1	12	201	150	55.8	237	53.4
89	CORN	26	281	199	168.1	229	172.1	22	392	233	180.8	366	194.6
90	GRAIN SORGHUM	3	67			67	102.1						
91	SOYBEANS	10	125	98	52.4	81	50.5	13	123	112	56.0	117	58.6
92	BROME SEED												
93	ALFALFA HAY	10	81	52	5.0	131	5.3	11	74	71	3.4	75	4.3
94	ALL SILAGE	6	53	53	23.2	36	21.3	7	111	184	16.5	56	19.4
95	OTHER GRAIN												
96	OTHER HAY	8	119	132		55		13	103	133		77	
97	CASH CROPS	9	135	71		132		6	209			148	

NON-IRRIGATED CROP

	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	
98	WHEAT	46	417	208	32.1	308	34.4	46	534	220	33.9	402	35.0
99	CORN	21	190	120	63.2	164	67.2	23	344	144	71.7	320	57.0
100	GRAIN SORGHUM	21	226	90	55.8	209	65.7	21	352	164	63.1	303	61.8
101	SOYBEANS							3	54				
102	BROME SEED												
103	ALFALFA HAY	7	151	125	2.7	144	2.1	11	48	59	3.4	30	3.7
104	ALL SILAGE							5	75	102	10.3		
105	OTHER GRAIN												
106	OTHER HAY	15	82	46		68		26	156	87		149	
107	CASH CROPS	12	160	105		139		10	167	59		180	

LIVESTOCK PRODUCTION

	CNT	UNITS	PROD.	PROD/UNIT	CNT	UNITS	PROD.	PROD/UNIT
108	BEEF COWS - CALF %	8	175	171	15	126	111	.88
109	EWES - % LAMB CROP							
110	LITTER-PIGS WEANED/LITTER							
111	DAIRY COWS-\$ INCOME/COW							
112	HENS - EGG \$ INCOME/HEN							
113	BEEF FEEDERS	22	148		30	286		
114	SHEEP FEEDERS							
115	SWINE FEEDERS							

INCOME AND EXPENSE ANALYSIS
**BY ACRES

2001 KANSAS FARM MANAGEMENT ASSOCIATION, NW
*** 2001 - 2500 ***
14 FARMS ----- 13 OPERATORS

*** 2501 - 3000 ***
14 FARMS ----- 12 OPERATORS

ITEM	PER FARM	PER FARM
1 BEEF	54,397	35,899
2 DAIRY		
3 SHEEP		
4 SWINE		
5 POULTRY		
6 OTHER LIVESTOCK	96-	107
7 MILK PRODUCTS/EGG RECEIPTS		
8 FEED PURCHASED	8,546-	16,244-
9 LIVESTOCK INCOME	\$45,754	\$19,762
10 GRAIN	141,721	160,548
11 HAY AND FORAGE	2,485-	8,211
12 CASH CROPS	53,814	28,020
13 CROP INS. PROCEEDS	17,363	17,213
14 OTHER PRODUCT SALES	1,417-	2,367
15 GOVERNMENT PAYMENTS	85,333	68,764
16 OTHER INCOME	31,767	14,980
17 VALUE OF FARM PRODUCTION	\$371,850	\$319,864
18 HIRED LABOR	16,035	8,648
19 MACHINERY REPAIRS	29,825	19,224
20 IRRIGATION REPAIRS	5,088	3,525
21 BUILDING REPAIRS	1,883	2,095
22 INTEREST PAID	26,976	34,323
23 SEED-OTHER CROP EXPENSE	23,952	19,394
24 CROP INSURANCE	13,376	9,119
25 FERTILIZER-LIME	55,237	39,463
26 MACHINE HIRE	26,857	23,728
27 ORGANIZATION FEE, PUBLICATION	5,048	4,630
28 VET-MED-DRUGS	1,755	653
29 CROP STORAGE-MARKETING	1,646	1,885
30 LIVESTOCK MARKETING-BREEDING	2,272	1,674
31 DAIRY EXPENSE		
32 GAS-FUEL-OIL	18,294	13,303
33 IRRIGATION ENERGY	22,621	15,131
34 REAL ESTATE TAXES	5,190	5,860
35 PERSONAL PROPERTY TAX	449	436
36 GENERAL FARM INSURANCE	6,446	4,867
37 UTILITIES	4,831	3,446
38 CASH FARM RENT	16,710	7,469
39 HERBICIDE-INSECTICIDE	33,725	27,097
40 CONSERVATION	164	527
41 AUTO EXPENSE	1,791	987
42 CASH OPERATING EXPENSE	\$320,170	\$247,482
43 DEPRECIATION-MOTOR VEHICLES	10,537	11,761
44 DEPRECIATION-MACHINERY	17,646	10,776
45 DEPRECIATION-BUILDINGS	2,507	1,624
46 TOTAL FARM EXPENSE	\$350,860	\$271,643
47 NET FARM INCOME	\$20,990	\$48,221
48 NET FARM INCOME/OPERATOR	\$21,294	\$54,443
49 CRT-INTERM ASSET CHARGE - 8%	29,575	22,100
50 LONG-TERM ASSET CHARGE - 8%	43,849	49,834
51 UNPAID FAMILY LABOR	2,893	4,982
52 INTEREST-UNPAID LABOR	\$76,317	\$76,916
53 RETURN LABOR-MANAGEMENT	\$55,328-	\$28,695-
54 RETURN LABOR-MANAGEMENT/OPR.	\$56,129-	\$32,398-
55 RETURN TO CAPITAL	8,614	\$40,214
56 % RETURN ON EQUITY	2.00-	.65
57 EXPENSE/\$100 FARM PRODUCTION	\$94.36	\$84.92

ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
CURRENT ASSETS	378,370	383,897	258,752	255,878
INTERMEDIATE ASSETS	190,884	228,103	184,324	186,666
LONG-TERM ASSETS	662,909	658,144	818,339	847,254
CURRENT LOANS	116,203	165,241	92,773	93,920
INTERMEDIATE LOANS	102,388	58,398	73,396	72,950
LONG-TERM LOANS	110,896	113,936	209,549	210,183
CURRENT ASSETS/CURRENT LOANS	3.26	2.32	2.79	2.72
CURRENT LOANS/CURRENT ASSETS	.31	.43	.36	.37
LONG-TERM LOAN/LONG-TERM ASSET	.17	.17	.26	.25
C & I LOANS/C & I ASSETS	.38	.37	.37	.38
TOTAL LOANS/TOTAL ASSETS	.27	.27	.30	.29
TOTAL LOANS/EQUITY	.37	.36	.42	.41
EQUITY/TOTAL ASSETS	.73	.73	.70	.71

%%ISCC CHANGE_OVERLAY SUMMBK99

ANALYSIS OF THE FARM BUSINESS

2001 KANSAS FARM MANAGEMENT ASSOCIATION, NW

**BY ACRES

*** 2001 - 2500 ***

*** 2501 - 3000 ***

SIZE

58	CURRENT-INTERMEDIATE ASSETS	590,808	442,810
59	LAND VALUE - OWNED	618,761	797,532
60	LAND VALUE - RENTED	1,084,614	1,020,478
61	BUILDINGS VALUE	22,761	16,127
62	TOTAL CAPITAL MANAGED	2,335,948	2,296,084
63	WORK DAYS	392	397

LABOR

64	NUMBER OF WORKERS	1.77	1.39
65	NUMBER OF OPERATORS	.99	.89
66	CAPITAL MANAGED/WORKER	1,318,681	1,656,968
67	FARM PRODUCTION/WORKER	209,915	230,830
68	TOTAL ACRES/WORKER	1,710	2,735
69	CROP ACRES/WORKER	1,291	2,000
70	WORK DAYS/WORKER	221	287
71	NET INCOME/WORK DAY	53.61	121.34

PER OPERATOR BASIS

72	TOTAL CAPITAL MANAGED	2,369,803	2,592,353
73	VALUE OF FARM PRODUCTION	377,239	361,137
74	NET FARM INCOME	21,294	54,443

OTHER FACTORS

75	% CROP ACRES IRRIGATED	22.12	18.28
76	% TILLABLE LAND	75.50	73.13
77	CROP MACH COST/TOT EXPENSE(%)	26.86	33.17

ACRES

	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT	
78	TOTAL ACRES	3029	14	1202	12	1999	14	3790	14	2158	12	2264	12
79	IRRIGATED CROP ACRES	708	10	339	8	486	9	709	10	410	8	477	8
80	NON-IRRIGATED CROP ACRES	1781	14	675	12	1203	14	2265	14	1151	12	1491	12
81	TOTAL CROP ACRES	2287	14	901	12	1515	14	2772	14	1425	12	1809	12
82	ACRES IN GRASS	1025	10	439	8	748	9	1552	9	1234	7	1066	5
83	FARMSTEAD ACRES	24	6	19	5			32	9	22	7	33	4

CROP VALUE, COSTS, ACRES

	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE	
ACRES		2287	1832		2772	2072	
84	CROP MACHINERY INVEST	195,894.64	85.65	106.93	177,643.93	64.09	85.76
85	CROP MACHINERY COST	94,250.43	41.21	51.45	90,105.09	32.51	43.50
86	GROSS CROP VALUE	398,844.15	174.39	217.71	383,059.28	138.20	184.92
87	CROP PRODUCTION COSTS	280,834.08	122.79	153.29	232,538.24	83.90	112.26

IRRIGATED CROPS

	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	
88	WHEAT	6	199	149	51.1	151	43.0	7	240	157	51.8	150	50.6
89	CORN	9	359	172	186.5	314	167.4	9	383	231	203.1	305	167.3
90	GRAIN SORGHUM												
91	SOYBEANS	5	321	251	57.4	170	52.8	5	209	180	60.4		
92	BROME SEED												
93	ALFALFA HAY												
94	ALL SILAGE												
95	OTHER GRAIN												
96	OTHER HAY							3	80				
97	CASH CROPS	4	220			189		5	190	120		197	

NON-IRRIGATED CROP

	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	
98	WHEAT	14	683	309	38.2	474	39.2	14	948	544	37.2	607	37.7
99	CORN	10	439	141	72.5	409	60.1	7	374	142	54.8	295	61.6
100	GRAIN SORGHUM	5	311			234	67.3	8	240	101	54.5	177	58.5
101	SOYBEANS												
102	BROME SEED												
103	ALFALFA HAY												
104	ALL SILAGE	3	120	94	11.6								
105	OTHER GRAIN												
106	OTHER HAY	3	123					7	175	130		115	
107	CASH CROPS	6	298	123		236		7	293	179		231	

LIVESTOCK PRODUCTION

	CNT	UNITS	PROD.	PROD/UNIT	CNT	UNITS	PROD.	PROD/UNIT
108	BEEF COWS - CALF %	3	107	109				1.02
109	EWES - % LAMB CROP							
110	LITTER-PIGS WEANED/LITTER							
111	DAIRY COWS-\$ INCOME/COW							
112	HENS - EGG \$ INCOME/HEN							
113	BEEF FEEDERS	6	244		8	120		
114	SHEEP FEEDERS							
115	SWINE FEEDERS							

INCOME AND EXPENSE ANALYSIS
**BY ACRES

2001 KANSAS FARM MANAGEMENT ASSOCIATION, NW
*** 3001 - 3500 ***
7 FARMS ----- 5 OPERATORS

*** 3501 - ***
18 FARMS ----- 23 OPERATORS

ITEM	PER FARM	PER FARM
1 BEEF	63,741	66,675
2 DAIRY		25-
3 SHEEP		
4 SWINE		56
5 POULTRY		2
6 OTHER LIVESTOCK	688	104
7 MILK PRODUCTS/EGG RECEIPTS		44
8 FEED PURCHASED	40,403-	26,085-
9 LIVESTOCK INCOME	\$24,027	\$40,772
10 GRAIN	228,537	381,733
11 HAY AND FORAGE	7,968	12,293
12 CASH CROPS	44,402	38,537
13 CROP INS. PROCEEDS	18,029	25,552
14 OTHER PRODUCT SALES	125-	1,533-
15 GOVERNMENT PAYMENTS	86,206	162,185
16 OTHER INCOME	10,574	23,966
17 VALUE OF FARM PRODUCTION	\$419,617	\$683,505
18 HIRED LABOR	23,049	40,270
19 MACHINERY REPAIRS	19,145	43,075
20 IRRIGATION REPAIRS	2,134	7,576
21 BUILDING REPAIRS	5,015	4,145
22 INTEREST PAID	32,998	42,734
23 SEED-OTHER CROP EXPENSE	31,731	53,961
24 CROP INSURANCE	12,993	17,229
25 FERTILIZER-LIME	49,649	66,780
26 MACHINE HIRE	34,097	40,340
27 ORGANIZATION FEE, PUBLICATION	3,506	6,913
28 VET-MED-DRUGS	2,023	3,818
29 CROP STORAGE-MARKETING	1,429	3,422
30 LIVESTOCK MARKETING-BREEDING	798	1,701
31 DAIRY EXPENSE		
32 GAS-FUEL-OIL	14,731	39,058
33 IRRIGATION ENERGY	25,681	40,132
34 REAL ESTATE TAXES	4,012	4,553
35 PERSONAL PROPERTY TAX	1,594	3,604
36 GENERAL FARM INSURANCE	6,404	9,939
37 UTILITIES	5,448	7,782
38 CASH FARM RENT	10,638	68,683
39 HERBICIDE-INSECTICIDE	45,290	72,336
40 CONSERVATION	51	647
41 AUTO EXPENSE	2,030	1,600
42 CASH OPERATING EXPENSE	\$334,444	\$580,297
43 DEPRECIATION-MOTOR VEHICLES	22,785	28,718
44 DEPRECIATION-MACHINERY	18,689	27,240
45 DEPRECIATION-BUILDINGS	3,772	2,635
46 TOTAL FARM EXPENSE	\$379,691	\$638,890
47 NET FARM INCOME	\$39,926	\$44,615
48 NET FARM INCOME/OPERATOR	\$49,032	\$34,173
49 CRT-INTERM ASSET CHARGE - 8%	35,031	48,935
50 LONG-TERM ASSET CHARGE - 8%	34,231	44,527
51 UNPAID FAMILY LABOR	2,893	5,375
52 INTEREST-UNPAID LABOR	\$72,155	\$98,837
53 RETURN LABOR-MANAGEMENT	\$32,229-	\$54,222-
54 RETURN LABOR-MANAGEMENT/OPR.	\$39,579-	\$41,532-
55 RETURN TO CAPITAL	34,160	\$28,175
56 % RETURN ON EQUITY	.13	1.24-
57 EXPENSE/\$100 FARM PRODUCTION	\$90.49	\$93.47

ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
CURRENT ASSETS	448,213	435,825	614,522	564,588
INTERMEDIATE ASSETS	268,552	278,455	395,139	410,048
LONG-TERM ASSETS	660,697	696,407	798,846	818,601
CURRENT LOANS	206,425	238,908	267,956	264,373
INTERMEDIATE LOANS	55,920	55,091	111,157	117,429
LONG-TERM LOANS	258,087	243,233	246,149	258,127
CURRENT ASSETS/CURRENT LOANS	2.17	1.82	2.29	2.14
CURRENT LOANS/CURRENT ASSETS	.46	.55	.44	.47
LONG-TERM LOAN/LONG-TERM ASSET	.39	.35	.31	.32
C & I LOANS/C & I ASSETS	.35	.40	.37	.38
TOTAL LOANS/TOTAL ASSETS	.37	.38	.34	.35
TOTAL LOANS/EQUITY	.60	.61	.52	.54
EQUITY/TOTAL ASSETS	.62	.62	.65	.64

%%ISCC CHANGE_OVERLAY SUMMBK99

ANALYSIS OF THE FARM BUSINESS
 **BY ACRES

2001 KANSAS FARM MANAGEMENT ASSOCIATION, NW
 *** 3001 - 3500 ***

*** 3501 - ***

SIZE

58	CURRENT-INTERMEDIATE ASSETS		716,060		992,148
59	LAND VALUE - OWNED		629,775		725,813
60	LAND VALUE - RENTED		1,374,676		2,394,139
61	BUILDINGS VALUE		32,830		34,411
62	TOTAL CAPITAL MANAGED		2,769,288		4,195,011
63	WORK DAYS		479		753

LABOR

64	NUMBER OF WORKERS		1.89		2.89
65	NUMBER OF OPERATORS		.81		1.31
66	CAPITAL MANAGED/WORKER		1,468,562		1,449,332
67	FARM PRODUCTION/WORKER		222,524		236,144
68	TOTAL ACRES/WORKER		2,221		1,642
69	CROP ACRES/WORKER		1,695		1,494
70	WORK DAYS/WORKER		254		260
71	NET INCOME/WORK DAY		83.38		59.24

PER OPERATOR BASIS

72	TOTAL CAPITAL MANAGED		3,400,880		3,213,200
73	VALUE OF FARM PRODUCTION		515,319		523,536
74	NET FARM INCOME		49,032		34,173

OTHER FACTORS

75	% CROP ACRES IRRIGATED		20.59		24.43
76	% TILLABLE LAND		76.31		90.96
77	CROP MACH COST/TOT EXPENSE(%)		33.55		30.27

ACRES

	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT	
78	TOTAL ACRES	4188	7	1300	7	2887	7	4754	18	1782	15	3825	18
79	IRRIGATED CROP ACRES	921	5	331	4	821	4	1188	16	325	11	1029	15
80	NON-IRRIGATED CROP ACRES	2537	7	637	7	1900	7	3823	18	1173	15	2846	18
81	TOTAL CROP ACRES	3196	7	826	7	2369	7	4324	18	1411	15	3148	18
82	ACRES IN GRASS	1364	5	642	5	1203	3	1339	13	531	10	1100	11
83	FARMSTEAD ACRES	41	3					65	5	82	3		

CROP VALUE, COSTS, ACRES

	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE	
ACRES		3196	2502		4324	3579	
84	CROP MACHINERY INVEST	264,395.57	82.74	105.67	387,872.09	89.70	108.36
85	CROP MACHINERY COST	127,369.89	39.86	50.91	193,366.14	44.72	54.02
86	GROSS CROP VALUE	476,676.01	149.17	190.51	831,854.90	192.37	232.40
87	CROP PRODUCTION COSTS	338,855.18	106.04	135.43	518,139.41	119.82	144.76

IRRIGATED CROPS

	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	
88	WHEAT	3	262		140	54.4	9	367	113		424	52.5	
89	CORN	4	584		498	156.8	16	782	253	175.9	732	171.4	
90	GRAIN SORGHUM												
91	SOYBEANS	4	297	124	59.4	204	61.3	7	284	165	57.8	194	56.2
92	BROME SEED												
93	ALFALFA HAY												
94	ALL SILAGE												
95	OTHER GRAIN												
96	OTHER HAY						5	295	147		259		
97	CASH CROPS						4	117			129		

NON-IRRIGATED CROP

	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	
98	WHEAT	7	935	249	42.6	686	37.7	18	1449	446	35.0	1103	37.2
99	CORN	7	399	111	75.2	392	54.3	12	814	171	61.8	894	60.5
100	GRAIN SORGHUM	4	411			230	85.0	6	543	408	65.9	339	57.6
101	SOYBEANS												
102	BROME SEED												
103	ALFALFA HAY							3	165		138	4.7	
104	ALL SILAGE							3	164				
105	OTHER GRAIN							4	108	138			
106	OTHER HAY	3	167			143		6	116	75		99	
107	CASH CROPS	3	399			323		8	355	120		296	

LIVESTOCK PRODUCTION

	CNT	UNITS	PROD.	PROD/UNIT	CNT	UNITS	PROD.	PROD/UNIT
108	BEEF COWS - CALF %	3	90	83				.92
109	EWES - % LAMB CROP							
110	LITTER-PIGS WEANED/LITTER							
111	DAIRY COWS-\$ INCOME/COW							
112	HENS - EGG \$ INCOME/HEN							
113	BEEF FEEDERS	6	190		9	127		
114	SHEEP FEEDERS							
115	SWINE FEEDERS							