

INCOME AND EXPENSE ANALYSIS
 **BY AGE OF OPERATOR

2001 KANSAS FARM MANAGEMENT ASSOCIATION, NW
 *** - 35 ***
 29 FARMS ----- 24 OPERATORS

*** 36 - 40 ***
 15 FARMS ----- 11 OPERATORS

ITEM	PER FARM	PER FARM
1 BEEF	37,962	47,286
2 DAIRY	9-	
3 SHEEP		37
4 SWINE	873	
5 POULTRY	2	3,937
6 OTHER LIVESTOCK	966	1,996-
7 MILK PRODUCTS/EGG RECEIPTS		
8 FEED PURCHASED	16,015-	10,680-
9 LIVESTOCK INCOME	\$23,778	\$38,584
10 GRAIN	126,671	124,891
11 HAY AND FORAGE	12,899	22,630
12 CASH CROPS	22,410	25,600
13 CROP INS. PROCEEDS	8,349	16,398
14 OTHER PRODUCT SALES	2,080	3,211
15 GOVERNMENT PAYMENTS	49,260	58,618
16 OTHER INCOME	30,915	27,040
17 VALUE OF FARM PRODUCTION	\$276,362	\$316,972
18 HIRED LABOR	6,804	11,897
19 MACHINERY REPAIRS	17,552	20,790
20 IRRIGATION REPAIRS	2,028	4,492
21 BUILDING REPAIRS	626	4,102
22 INTEREST PAID	22,514	22,491
23 SEED-OTHER CROP EXPENSE	17,794	20,874
24 CROP INSURANCE	8,542	7,327
25 FERTILIZER-LIME	26,607	34,765
26 MACHINE HIRE	19,260	24,722
27 ORGANIZATION FEE, PUBLICATION	2,664	3,465
28 VET-MED-DRUGS	974	2,330
29 CROP STORAGE-MARKETING	714	1,074
30 LIVESTOCK MARKETING-BREEDING	1,733	2,490
31 DAIRY EXPENSE		
32 GAS-FUEL-OIL	11,143	13,610
33 IRRIGATION ENERGY	14,354	16,103
34 REAL ESTATE TAXES	1,979	2,441
35 PERSONAL PROPERTY TAX	723	614
36 GENERAL FARM INSURANCE	2,876	4,991
37 UTILITIES	2,619	3,297
38 CASH FARM RENT	7,662	14,875
39 HERBICIDE-INSECTICIDE	23,445	32,972
40 CONSERVATION	201	399
41 AUTO EXPENSE	1,388	478
42 CASH OPERATING EXPENSE	\$194,205	\$250,598
43 DEPRECIATION-MOTOR VEHICLES	11,621	15,840
44 DEPRECIATION-MACHINERY	10,997	15,595
45 DEPRECIATION-BUILDINGS	1,459	1,406
46 TOTAL FARM EXPENSE	\$218,281	\$283,439
47 NET FARM INCOME	\$58,081	\$33,533
48 NET FARM INCOME/OPERATOR	\$68,469	\$42,269
49 CRT-INTERM ASSET CHARGE - 8%	14,826	22,131
50 LONG-TERM ASSET CHARGE - 8%	13,644	12,600
51 UNPAID FAMILY LABOR	1,940	4,050
52 INTEREST-UNPAID LABOR	\$30,410	\$38,781
53 RETURN LABOR-MANAGEMENT	\$27,671	\$5,247-
54 RETURN LABOR-MANAGEMENT/OPR.	\$32,620	\$6,614-
55 RETURN TO CAPITAL	42,424	\$20,219
56 % RETURN ON EQUITY	5.59	.52-
57 EXPENSE/\$100 FARM PRODUCTION	\$78.98	\$89.42

ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
CURRENT ASSETS	169,736	197,936	276,121	251,472
INTERMEDIATE ASSETS	139,063	164,382	192,098	216,674
LONG-TERM ASSETS	284,744	319,397	299,305	283,727
CURRENT LOANS	87,846	107,324	104,624	130,936
INTERMEDIATE LOANS	53,928	51,500	75,523	72,008
LONG-TERM LOANS	116,955	146,080	142,427	125,613
CURRENT ASSETS/CURRENT LOANS	1.93	1.84	2.64	1.92
CURRENT LOANS/CURRENT ASSETS	.52	.54	.38	.52
LONG-TERM LOAN/LONG-TERM ASSET	.41	.46	.48	.44
C & I LOANS/C & I ASSETS	.46	.44	.38	.43
TOTAL LOANS/TOTAL ASSETS	.44	.45	.42	.44
TOTAL LOANS/EQUITY	.77	.81	.72	.78
EQUITY/TOTAL ASSETS	.56	.55	.58	.56

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ANALYSIS OF THE FARM BUSINESS
 **BY AGE OF OPERATOR

2001 KANSAS FARM MANAGEMENT ASSOCIATION, NW
 *** - 35 ***

*** 36 - 40 ***

SIZE

58	CURRENT-INTERMEDIATE ASSETS	335,646	468,183
59	LAND VALUE - OWNED	286,390	267,336
60	LAND VALUE - RENTED	771,120	919,996
61	BUILDINGS VALUE	12,262	14,298
62	TOTAL CAPITAL MANAGED	1,408,837	1,679,695
63	WORK DAYS	270	324

LABOR

64	NUMBER OF WORKERS	1.19	1.25
65	NUMBER OF OPERATORS	.85	.79
66	CAPITAL MANAGED/WORKER	1,184,239	1,340,182
67	FARM PRODUCTION/WORKER	232,305	252,903
68	TOTAL ACRES/WORKER	1,640	1,801
69	CROP ACRES/WORKER	1,336	1,374
70	WORK DAYS/WORKER	227	259
71	NET INCOME/WORK DAY	214.99	103.47

PER OPERATOR BASIS

72	TOTAL CAPITAL MANAGED	1,660,824	2,117,262
73	VALUE OF FARM PRODUCTION	325,793	399,545
74	NET FARM INCOME	68,469	42,269

OTHER FACTORS

75	% CROP ACRES IRRIGATED	24.12	21.16
76	% TILLABLE LAND	81.47	76.30
77	CROP MACH COST/TOT EXPENSE(%)	25.89	29.11

ACRES

	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
78	TOTAL ACRES	1951	29	612	22	1540	2257	15	983	12	1576	14
79	IRRIGATED CROP ACRES	585	19	389	11	380	607	9	415	5	377	9
80	NON-IRRIGATED CROP ACRES	1206	29	351	22	1009	1358	15	585	11	995	14
81	TOTAL CROP ACRES	1589	29	546	22	1262	1722	15	773	11	1238	14
82	ACRES IN GRASS	645	16	162	8	751	978	8	461	7	767	6
83	FARMSTEAD ACRES	21	8	25	6		40	5	19	3	47	3

CROP VALUE, COSTS, ACRES

	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE	
ACRES		1589	1292		1722	1477	
84	CROP MACHINERY INVEST	140,601.00	88.47	108.84	187,584.01	108.92	126.97
85	CROP MACHINERY COST	56,517.57	35.56	43.75	82,515.58	47.91	55.85
86	GROSS CROP VALUE	314,182.48	197.69	243.20	309,162.95	179.51	209.27
87	CROP PRODUCTION COSTS	163,243.37	102.72	126.36	220,216.55	127.86	149.06

IRRIGATED CROPS

	AVE.		OWNED		RENTED		AVE.		OWNED		RENTED		
	CNT	ACRES	ACRES	YIELD	ACRES	YIELD	CNT	ACRES	ACRES	YIELD	ACRES	YIELD	
88	WHEAT	8	254	191	48.7	154	49.4	4	84		84	56.8	
89	CORN	18	321	235	176.0	215	183.4	8	376	183	185.8	261	169.3
90	GRAIN SORGHUM	3	88			88	147.2						
91	SOYBEANS	6	165	134	54.0	147	55.8	4	260		186	46.8	
92	BROME SEED												
93	ALFALFA HAY	6	124	54	4.9	116	5.0						
94	ALL SILAGE							3	166				
95	OTHER GRAIN												
96	OTHER HAY	3	130					3	80				
97	CASH CROPS	6	152			119		3	140		120		

NON-IRRIGATED CROP

	AVE.		OWNED		RENTED		AVE.		OWNED		RENTED		
	CNT	ACRES	ACRES	YIELD	ACRES	YIELD	CNT	ACRES	ACRES	YIELD	ACRES	YIELD	
98	WHEAT	28	448	163	40.1	363	38.6	15	520	208	34.3	423	36.3
99	CORN	13	511	129	59.9	522	59.1	11	386	80	69.0	384	61.1
100	GRAIN SORGHUM	14	164	76	60.7	160	68.0	7	240		144	67.1	
101	SOYBEANS												
102	BROME SEED												
103	ALFALFA HAY							3	56		29	2.5	
104	ALL SILAGE												
105	OTHER GRAIN							3	133				
106	OTHER HAY	9	125	35		110		6	89	85		65	
107	CASH CROPS	11	286	211		256		5	317		258		

LIVESTOCK PRODUCTION

	CNT	UNITS	PROD.	PROD/UNIT	CNT	UNITS	PROD.	PROD/UNIT
108	BEEF COWS - CALF %	3	75	73				.97
109	EWES - % LAMB CROP							
110	LITTER-PIGS WEANED/LITTER							
111	DAIRY COWS-\$ INCOME/COW							
112	HENS - EGG \$ INCOME/HEN							
113	BEEF FEEDERS	14	207		7	85		
114	SHEEP FEEDERS							
115	SWINE FEEDERS							

INCOME AND EXPENSE ANALYSIS
 **BY AGE OF OPERATOR

2001 KANSAS FARM MANAGEMENT ASSOCIATION, NW

*** 41 - 45 ***
 25 FARMS ----- 21 OPERATORS

*** 46 - 50 ***
 43 FARMS ----- 36 OPERATORS

ITEM	PER FARM	PER FARM
1 BEEF	47,804	44,847
2 DAIRY		1,524
3 SHEEP	162	1,502
4 SWINE		2
5 POULTRY	1-	9
6 OTHER LIVESTOCK	77-	879
7 MILK PRODUCTS/EGG RECEIPTS		5,690
8 FEED PURCHASED	16,091-	18,189-
9 LIVESTOCK INCOME	\$31,796	\$36,264
10 GRAIN	142,024	138,773
11 HAY AND FORAGE	9,827	13,700
12 CASH CROPS	19,471	21,166
13 CROP INS. PROCEEDS	8,717	11,040
14 OTHER PRODUCT SALES	3,507	1,215
15 GOVERNMENT PAYMENTS	49,465	63,499
16 OTHER INCOME	16,440	12,018
17 VALUE OF FARM PRODUCTION	\$281,247	\$297,674
18 HIRED LABOR	9,954	10,714
19 MACHINERY REPAIRS	23,110	22,643
20 IRRIGATION REPAIRS	890	2,904
21 BUILDING REPAIRS	1,453	1,175
22 INTEREST PAID	24,032	22,356
23 SEED-OTHER CROP EXPENSE	18,892	19,589
24 CROP INSURANCE	8,551	7,569
25 FERTILIZER-LIME	33,689	24,895
26 MACHINE HIRE	26,872	18,891
27 ORGANIZATION FEE, PUBLICATION	3,511	3,235
28 VET-MED-DRUGS	2,109	2,014
29 CROP STORAGE-MARKETING	2,772	1,768
30 LIVESTOCK MARKETING-BREEDING	2,258	2,451
31 DAIRY EXPENSE		185
32 GAS-FUEL-OIL	13,035	17,221
33 IRRIGATION ENERGY	12,143	19,068
34 REAL ESTATE TAXES	2,892	2,580
35 PERSONAL PROPERTY TAX	1,048	844
36 GENERAL FARM INSURANCE	4,263	6,010
37 UTILITIES	3,947	3,121
38 CASH FARM RENT	13,145	27,600
39 HERBICIDE-INSECTICIDE	23,418	27,244
40 CONSERVATION	330	212
41 AUTO EXPENSE	1,983	955
42 CASH OPERATING EXPENSE	\$234,295	\$245,244
43 DEPRECIATION-MOTOR VEHICLES	10,390	11,634
44 DEPRECIATION-MACHINERY	10,784	10,782
45 DEPRECIATION-BUILDINGS	1,461	1,447
46 TOTAL FARM EXPENSE	\$256,930	\$269,108
47 NET FARM INCOME	\$24,317	\$28,566
48 NET FARM INCOME/OPERATOR	\$28,675	\$33,746
49 CRT-INTERM ASSET CHARGE - 8%	15,087	20,607
50 LONG-TERM ASSET CHARGE - 8%	16,771	19,940
51 UNPAID FAMILY LABOR	3,780	3,977
52 INTEREST-UNPAID LABOR	\$35,638	\$44,524
53 RETURN LABOR-MANAGEMENT	\$11,321-	\$15,958-
54 RETURN LABOR-MANAGEMENT/OPR.	\$13,351-	\$18,851-
55 RETURN TO CAPITAL	13,250	\$14,312
56 % RETURN ON EQUITY	2.70-	1.58-
57 EXPENSE/\$100 FARM PRODUCTION	\$91.35	\$90.40

ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
CURRENT ASSETS	225,876	239,145	303,642	288,651
INTERMEDIATE ASSETS	124,968	142,272	172,817	178,501
LONG-TERM ASSETS	342,188	345,364	346,985	371,650
CURRENT LOANS	111,965	129,832	142,773	146,190
INTERMEDIATE LOANS	61,178	51,729	65,168	74,342
LONG-TERM LOANS	132,354	135,919	111,068	109,078
CURRENT ASSETS/CURRENT LOANS	2.02	1.84	2.13	1.97
CURRENT LOANS/CURRENT ASSETS	.50	.54	.47	.51
LONG-TERM LOAN/LONG-TERM ASSET	.39	.39	.32	.29
C & I LOANS/C & I ASSETS	.49	.48	.44	.47
TOTAL LOANS/TOTAL ASSETS	.44	.44	.39	.39
TOTAL LOANS/EQUITY	.79	.78	.63	.65
EQUITY/TOTAL ASSETS	.56	.56	.61	.61

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ANALYSIS OF THE FARM BUSINESS
 **BY AGE OF OPERATOR

2001 KANSAS FARM MANAGEMENT ASSOCIATION, NW
 *** 41 - 45 ***

*** 46 - 50 ***

SIZE													
58	CURRENT-INTERMEDIATE ASSETS											471,829	
59	LAND VALUE - OWNED											330,554	
60	LAND VALUE - RENTED											1,016,974	
61	BUILDINGS VALUE											15,800	
62	TOTAL CAPITAL MANAGED											1,848,120	
63	WORK DAYS											348	
LABOR													
64	NUMBER OF WORKERS											1.41	
65	NUMBER OF OPERATORS											.85	
66	CAPITAL MANAGED/WORKER											1,313,540	
67	FARM PRODUCTION/WORKER											211,570	
68	TOTAL ACRES/WORKER											1,790	
69	CROP ACRES/WORKER											1,140	
70	WORK DAYS/WORKER											247	
71	NET INCOME/WORK DAY											82.10	
PER OPERATOR BASIS													
72	TOTAL CAPITAL MANAGED											2,183,219	
73	VALUE OF FARM PRODUCTION											351,647	
74	NET FARM INCOME											33,746	
OTHER FACTORS													
75	% CROP ACRES IRRIGATED											27.93	
76	% TILLABLE LAND											63.68	
77	CROP MACH COST/TOT EXPENSE(%)											30.46	
ACRES													
		TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
78	TOTAL ACRES	2481	25	892	21	1804	24	2519	43	855	37	1917	40
79	IRRIGATED CROP ACRES	552	14	220	8	497	12	622	31	253	18	613	24
80	NON-IRRIGATED CROP ACRES	1144	25	410	19	867	24	1389	43	391	37	1160	39
81	TOTAL CROP ACRES	1453	25	503	19	1116	24	1604	43	514	37	1281	39
82	ACRES IN GRASS	1299	19	631	13	1099	15	1106	35	489	25	981	27
83	FARMSTEAD ACRES	93	11	109	9	11	4	34	18	26	15	46	5
CROP VALUE, COSTS, ACRES													
		TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE
84	CROP MACHINERY INVEST	119,626.94	82.32	104.00	157,726.67	98.33	109.31						
85	CROP MACHINERY COST	79,138.71	54.46	68.80	81,967.06	51.10	56.80						
86	GROSS CROP VALUE	274,607.41	188.96	238.74	309,992.99	193.25	214.83						
87	CROP PRODUCTION COSTS	200,642.65	138.07	174.43	206,044.06	128.45	142.79						
IRRIGATED CROPS													
			AVE.	OWNED	RENTED		AVE.	OWNED	RENTED		AVE.	OWNED	RENTED
		CNT	ACRES	ACRES	YIELD	ACRES	YIELD	CNT	ACRES	ACRES	YIELD	ACRES	YIELD
88	WHEAT	5	116	74	62.1	119	49.0	13	208	66	48.6	296	52.6
89	CORN	12	409	104	194.7	429	182.9	26	438	171	178.4	490	174.9
90	GRAIN SORGHUM							3	43			43	78.8
91	SOYBEANS	7	139	74	57.9	135	51.8	13	182	149	56.7	121	56.0
92	BROME SEED												
93	ALFALFA HAY	4	58	58	5.9			8	107	62	4.7	122	4.7
94	ALL SILAGE	4	61	62	20.3			7	68	48	20.3	66	15.4
95	OTHER GRAIN												
96	OTHER HAY	6	71	77				9	78			70	
97	CASH CROPS							8	116	51		129	
NON-IRRIGATED CROP													
			AVE.	OWNED	RENTED		AVE.	OWNED	RENTED		AVE.	OWNED	RENTED
		CNT	ACRES	ACRES	YIELD	ACRES	YIELD	CNT	ACRES	ACRES	YIELD	ACRES	YIELD
98	WHEAT	24	397	207	41.8	301	39.5	41	617	193	33.7	538	36.6
99	CORN	15	394	117	72.5	316	69.8	21	243	99	85.3	211	60.3
100	GRAIN SORGHUM	11	179	95	63.4	163	72.6	19	259	143	72.6	186	68.8
101	SOYBEANS	3	95										
102	BROME SEED												
103	ALFALFA HAY	6	86	82	1.5	36	3.8	5	143	142	4.2		
104	ALL SILAGE	6	114	118	10.2	82	10.6	5	51	60	8.8		
105	OTHER GRAIN												
106	OTHER HAY	9	154	88		96		23	127	73		107	
107	CASH CROPS	4	155			119		15	199	74		181	
LIVESTOCK PRODUCTION													
		CNT	UNITS	PROD.	PROD/UNIT	CNT	UNITS	PROD.	PROD/UNIT	CNT	UNITS	PROD.	PROD/UNIT
108	BEEF COWS - CALF %	3	116	92	.79	16	132	120	.91				
109	EWES - % LAMB CROP												
110	LITTER-PIGS WEANED/LITTER												
111	DAIRY COWS-\$ INCOME/COW												
112	HENS - EGG \$ INCOME/HEN												
113	BEEF FEEDERS	13	166					27	142				
114	SHEEP FEEDERS												
115	SWINE FEEDERS							3	2				

INCOME AND EXPENSE ANALYSIS
 **BY AGE OF OPERATOR

2001 KANSAS FARM MANAGEMENT ASSOCIATION, NW
 *** 51 - 55 ***
 19 FARMS ----- 17 OPERATORS

*** 56 - 60 ***
 22 FARMS ----- 16 OPERATORS

ITEM	PER FARM	PER FARM
1 BEEF	56,968	31,284
2 DAIRY		750-
3 SHEEP		275
4 SWINE		
5 POULTRY		8-
6 OTHER LIVESTOCK	382-	630-
7 MILK PRODUCTS/EGG RECEIPTS		
8 FEED PURCHASED	8,503-	11,025-
9 LIVESTOCK INCOME	\$48,083	\$19,147
10 GRAIN	88,442	124,391
11 HAY AND FORAGE	7,079	6,901
12 CASH CROPS	5,893	12,974
13 CROP INS. PROCEEDS	16,423	14,259
14 OTHER PRODUCT SALES	683	1,837
15 GOVERNMENT PAYMENTS	51,873	58,302
16 OTHER INCOME	9,531	8,153
17 VALUE OF FARM PRODUCTION	\$228,006	\$245,964
18 HIRED LABOR	9,152	9,367
19 MACHINERY REPAIRS	19,176	20,388
20 IRRIGATION REPAIRS	1,242	1,387
21 BUILDING REPAIRS	936	366
22 INTEREST PAID	21,700	28,266
23 SEED-OTHER CROP EXPENSE	14,641	16,852
24 CROP INSURANCE	5,730	6,668
25 FERTILIZER-LIME	21,677	26,667
26 MACHINE HIRE	13,004	16,721
27 ORGANIZATION FEE, PUBLICATION	3,560	3,299
28 VET-MED-DRUGS	2,343	1,147
29 CROP STORAGE-MARKETING	1,419	1,756
30 LIVESTOCK MARKETING-BREEDING	2,033	555
31 DAIRY EXPENSE		
32 GAS-FUEL-OIL	12,088	11,690
33 IRRIGATION ENERGY	6,898	16,545
34 REAL ESTATE TAXES	3,457	3,433
35 PERSONAL PROPERTY TAX	567	718
36 GENERAL FARM INSURANCE	3,650	3,837
37 UTILITIES	3,037	3,783
38 CASH FARM RENT	14,294	10,783
39 HERBICIDE-INSECTICIDE	20,731	18,523
40 CONSERVATION	223	591
41 AUTO EXPENSE	1,989	556
42 CASH OPERATING EXPENSE	\$183,547	\$203,896
43 DEPRECIATION-MOTOR VEHICLES	13,522	10,167
44 DEPRECIATION-MACHINERY	8,495	10,091
45 DEPRECIATION-BUILDINGS	772	1,072
46 TOTAL FARM EXPENSE	\$206,336	\$225,227
47 NET FARM INCOME	\$21,670	\$20,738
48 NET FARM INCOME/OPERATOR	\$23,394	\$28,162
49 CRT-INTERM ASSET CHARGE - 8%	18,093	12,795
50 LONG-TERM ASSET CHARGE - 8%	19,559	22,258
51 UNPAID FAMILY LABOR	4,855	920
52 INTEREST-UNPAID LABOR	\$42,507	\$35,974
53 RETURN LABOR-MANAGEMENT	\$20,837-	\$15,236-
54 RETURN LABOR-MANAGEMENT/OPR.	\$22,495-	\$20,691-
55 RETURN TO CAPITAL	5,225	\$20,567
56 % RETURN ON EQUITY	3.50-	1.75-
57 EXPENSE/\$100 FARM PRODUCTION	\$90.50	\$91.57

ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
CURRENT ASSETS	204,658	217,085	210,751	193,429
INTERMEDIATE ASSETS	151,267	158,097	158,598	156,492
LONG-TERM ASSETS	378,318	389,464	435,305	450,162
CURRENT LOANS	71,507	102,047	144,936	123,546
INTERMEDIATE LOANS	56,603	48,620	55,550	75,358
LONG-TERM LOANS	141,285	137,528	161,901	167,118
CURRENT ASSETS/CURRENT LOANS	2.86	2.13	1.45	1.57
CURRENT LOANS/CURRENT ASSETS	.35	.47	.69	.64
LONG-TERM LOAN/LONG-TERM ASSET	.37	.35	.37	.37
C & I LOANS/C & I ASSETS	.36	.40	.54	.57
TOTAL LOANS/TOTAL ASSETS	.37	.38	.45	.46
TOTAL LOANS/EQUITY	.58	.60	.82	.84
EQUITY/TOTAL ASSETS	.63	.62	.55	.54

%%ISCC CHANGE_OVERLAY SUMMBK99

ANALYSIS OF THE FARM BUSINESS
 **BY AGE OF OPERATOR

2001 KANSAS FARM MANAGEMENT ASSOCIATION, NW
 *** 51 - 55 ***

*** 56 - 60 ***

SIZE

58	CURRENT-INTERMEDIATE ASSETS		365,553				359,635
59	LAND VALUE - OWNED		364,096				413,434
60	LAND VALUE - RENTED		969,477				828,564
61	BUILDINGS VALUE		7,963				11,354
62	TOTAL CAPITAL MANAGED		1,718,921				1,630,932
63	WORK DAYS		314				297

LABOR

64	NUMBER OF WORKERS		1.42				1.12
65	NUMBER OF OPERATORS		.93				.74
66	CAPITAL MANAGED/WORKER		1,209,611				1,452,652
67	FARM PRODUCTION/WORKER		160,449				219,077
68	TOTAL ACRES/WORKER		2,340				2,320
69	CROP ACRES/WORKER		1,366				1,584
70	WORK DAYS/WORKER		221				265
71	NET INCOME/WORK DAY		69.11				69.75

PER OPERATOR BASIS

72	TOTAL CAPITAL MANAGED		1,855,654				2,214,846
73	VALUE OF FARM PRODUCTION		246,143				334,025
74	NET FARM INCOME		23,394				28,162

OTHER FACTORS

75	% CROP ACRES IRRIGATED		7.98				21.74
76	% TILLABLE LAND		58.40				68.27
77	CROP MACH COST/TOT EXPENSE(%)		33.47				33.93

ACRES

	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT	
78	TOTAL ACRES	3325	19	1104	17	2337	19	2605	22	986	20	1978	19
79	IRRIGATED CROP ACRES	295	10	193	6	223	8	773	11	257	9	774	8
80	NON-IRRIGATED CROP ACRES	1787	19	626	17	1226	19	1392	22	546	20	1036	19
81	TOTAL CROP ACRES	1942	19	694	17	1320	19	1778	22	662	20	1362	19
82	ACRES IN GRASS	1533	17	488	14	1282	15	1050	17	393	16	1052	11
83	FARMSTEAD ACRES	42	5	25	5			30	11	19	10		

CROP VALUE, COSTS, ACRES

	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE	
84	CROP MACHINERY INVEST	144,085.19	74.21	97.29	147,678.48	83.05	107.73
85	CROP MACHINERY COST	69,053.57	35.57	46.62	76,412.01	42.97	55.74
86	GROSS CROP VALUE	216,929.17	111.73	146.47	269,188.77	151.38	196.37
87	CROP PRODUCTION COSTS	160,692.29	82.76	108.50	188,577.26	106.05	137.56

IRRIGATED CROPS

	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
88	WHEAT	6	363	117	42.0	365	44.2					
89	CORN	8	572	261	202.8	655	170.2					
90	GRAIN SORGHUM											
91	SOYBEANS	3	90	74	55.3							
92	BROME SEED											
93	ALFALFA HAY											
94	ALL SILAGE											
95	OTHER GRAIN											
96	OTHER HAY	5	213	127								
97	CASH CROPS	4	217			187						

NON-IRRIGATED CROP

	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	
98	WHEAT	19	715	250	29.9	532	30.9	22	533	229	33.7	422	27.8
99	CORN	8	347	102	65.5	434	54.4	10	316	201	85.5	293	85.6
100	GRAIN SORGHUM	12	369	188	73.1	259	71.4	13	293	118	72.4	238	56.7
101	SOYBEANS	3	44										
102	BROME SEED												
103	ALFALFA HAY	6	85			98	2.2	4	30	26	3.3		
104	ALL SILAGE							3	71	71	7.0		
105	OTHER GRAIN							4	69	68			
106	OTHER HAY	10	210	90		184		11	99	43		78	
107	CASH CROPS	4	199			181		7	111	56		92	

LIVESTOCK PRODUCTION

	CNT	UNITS	PROD.	PROD/UNIT	CNT	UNITS	PROD.	PROD/UNIT
108	BEEF COWS - CALF %	11	151	137	5	107	93	.87
109	EWES - % LAMB CROP							
110	LITTER-PIGS WEANED/LITTER							
111	DAIRY COWS-\$ INCOME/COW							
112	HENS - EGG \$ INCOME/HEN							
113	BEEF FEEDERS	15	136		11	114		
114	SHEEP FEEDERS							
115	SWINE FEEDERS							

INCOME AND EXPENSE ANALYSIS
 **BY AGE OF OPERATOR

2001 KANSAS FARM MANAGEMENT ASSOCIATION, NW

*** 61 - 65 ***
 18 FARMS ----- 14 OPERATORS

*** 66 - 70 ***
 19 FARMS ----- 12 OPERATORS

ITEM	PER FARM	PER FARM
1 BEEF	80,491	20,428
2 DAIRY	9,511	
3 SHEEP	8-	
4 SWINE		59
5 POULTRY	4	
6 OTHER LIVESTOCK	106	195
7 MILK PRODUCTS/EGG RECEIPTS	89	
8 FEED PURCHASED	28,869-	5,810-
9 LIVESTOCK INCOME	\$61,323	\$14,872
10 GRAIN	98,849	98,294
11 HAY AND FORAGE	16,505	5,820
12 CASH CROPS	21,599	9,136
13 CROP INS. PROCEEDS	11,089	7,083
14 OTHER PRODUCT SALES	885-	847
15 GOVERNMENT PAYMENTS	48,884	43,113
16 OTHER INCOME	21,661	10,466
17 VALUE OF FARM PRODUCTION	\$279,025	\$189,632
18 HIRED LABOR	15,905	6,391
19 MACHINERY REPAIRS	20,603	15,164
20 IRRIGATION REPAIRS	2,559	2,041
21 BUILDING REPAIRS	3,461	1,584
22 INTEREST PAID	18,957	22,233
23 SEED-OTHER CROP EXPENSE	16,092	9,630
24 CROP INSURANCE	5,300	4,049
25 FERTILIZER-LIME	28,377	17,133
26 MACHINE HIRE	15,708	16,106
27 ORGANIZATION FEE, PUBLICATION	4,510	2,494
28 VET-MED-DRUGS	4,353	1,107
29 CROP STORAGE-MARKETING	981	1,880
30 LIVESTOCK MARKETING-BREEDING	1,034	527
31 DAIRY EXPENSE		
32 GAS-FUEL-OIL	11,262	10,537
33 IRRIGATION ENERGY	11,313	6,603
34 REAL ESTATE TAXES	2,454	5,108
35 PERSONAL PROPERTY TAX	1,017	380
36 GENERAL FARM INSURANCE	4,560	4,397
37 UTILITIES	3,485	2,554
38 CASH FARM RENT	28,146	7,474
39 HERBICIDE-INSECTICIDE	14,477	17,388
40 CONSERVATION	280	99
41 AUTO EXPENSE	761	945
42 CASH OPERATING EXPENSE	\$215,596	\$155,824
43 DEPRECIATION-MOTOR VEHICLES	12,804	8,504
44 DEPRECIATION-MACHINERY	12,207	9,278
45 DEPRECIATION-BUILDINGS	968	588
46 TOTAL FARM EXPENSE	\$241,575	\$174,194
47 NET FARM INCOME	\$37,450	\$15,438
48 NET FARM INCOME/OPERATOR	\$45,242	\$23,096
49 CRT-INTERM ASSET CHARGE - 8%	33,502	20,775
50 LONG-TERM ASSET CHARGE - 8%	34,622	44,856
51 UNPAID FAMILY LABOR	875	3,434
52 INTEREST-UNPAID LABOR	\$68,999	\$69,066
53 RETURN LABOR-MANAGEMENT	\$31,549-	\$53,628-
54 RETURN LABOR-MANAGEMENT/OPR.	\$38,113-	\$80,230-
55 RETURN TO CAPITAL	21,799	\$9,825
56 % RETURN ON EQUITY	.33	1.51-
57 EXPENSE/\$100 FARM PRODUCTION	\$86.58	\$91.86

ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
CURRENT ASSETS	357,700	390,973	208,834	211,901
INTERMEDIATE ASSETS	203,329	199,191	154,916	156,807
LONG-TERM ASSETS	512,140	506,969	691,452	694,415
CURRENT LOANS	105,923	134,229	78,185	65,787
INTERMEDIATE LOANS	38,544	34,945	33,207	35,826
LONG-TERM LOANS	70,686	82,875	131,270	133,186
CURRENT ASSETS/CURRENT LOANS	3.38	2.91	2.67	3.22
CURRENT LOANS/CURRENT ASSETS	.30	.34	.37	.31
LONG-TERM LOAN/LONG-TERM ASSET	.14	.16	.19	.19
C & I LOANS/C & I ASSETS	.26	.29	.31	.28
TOTAL LOANS/TOTAL ASSETS	.20	.23	.23	.22
TOTAL LOANS/EQUITY	.25	.30	.30	.28
EQUITY/TOTAL ASSETS	.80	.77	.77	.78

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ANALYSIS OF THE FARM BUSINESS
 **BY AGE OF OPERATOR

2001 KANSAS FARM MANAGEMENT ASSOCIATION, NW
 *** 61 - 65 ***

*** 66 - 70 ***

SIZE

58	CURRENT-INTERMEDIATE ASSETS	575,597	366,190
59	LAND VALUE - OWNED	470,321	669,442
60	LAND VALUE - RENTED	660,826	309,022
61	BUILDINGS VALUE	11,348	7,373
62	TOTAL CAPITAL MANAGED	1,745,978	1,368,145
63	WORK DAYS	294	243

LABOR

64	NUMBER OF WORKERS	1.31	1.08
65	NUMBER OF OPERATORS	.83	.67
66	CAPITAL MANAGED/WORKER	1,337,345	1,261,881
67	FARM PRODUCTION/WORKER	213,721	174,904
68	TOTAL ACRES/WORKER	1,512	2,574
69	CROP ACRES/WORKER	1,057	1,492
70	WORK DAYS/WORKER	225	224
71	NET INCOME/WORK DAY	127.23	63.65

PER OPERATOR BASIS

72	TOTAL CAPITAL MANAGED	2,109,235	2,046,831
73	VALUE OF FARM PRODUCTION	337,077	283,702
74	NET FARM INCOME	45,242	23,096

OTHER FACTORS

75	% CROP ACRES IRRIGATED	24.20	15.68
76	% TILLABLE LAND	69.89	57.98
77	CROP MACH COST/TOT EXPENSE(%)	27.60	38.66

ACRES

	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT	
78	TOTAL ACRES	1974	18	899	16	1510	14	2790	19	1467	19	1571	16
79	IRRIGATED CROP ACRES	546	11	278	8	630	6	402	12	362	10	172	7
80	NON-IRRIGATED CROP ACRES	1107	17	516	14	829	14	1364	19	864	17	864	13
81	TOTAL CROP ACRES	1380	18	630	15	1099	14	1618	19	1077	17	957	13
82	ACRES IN GRASS	972	10	682	6	625	9	1444	15	651	14	1395	9
83	FARMSTEAD ACRES	98	10	105	8	45	3	61	10	46	10	49	3

CROP VALUE, COSTS, ACRES

	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE	
ACRES		1380	1133		1618	1153	
84	CROP MACHINERY INVEST	185,100.41	134.17	163.38	148,882.37	92.01	129.14
85	CROP MACHINERY COST	66,677.75	48.33	58.85	67,336.04	41.62	58.41
86	GROSS CROP VALUE	234,218.88	169.77	206.74	204,921.34	126.65	177.75
87	CROP PRODUCTION COSTS	172,207.08	124.82	152.00	144,207.07	89.12	125.08

IRRIGATED CROPS

	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	
88	WHEAT	4	181		181	70.2	6	163	148	53.1			
89	CORN	7	410	160	156.7	557	174.4	11	240	206	169.6	159	177.9
90	GRAIN SORGHUM												
91	SOYBEANS	4	182			164	31.9	5	142	135	61.4		
92	BROME SEED												
93	ALFALFA HAY	5	100	127	3.8	40	2.4						
94	ALL SILAGE	3	120			100	16.1						
95	OTHER GRAIN												
96	OTHER HAY	4	151	183				5	109	105			
97	CASH CROPS	4	187	163									

NON-IRRIGATED CROP

	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	
98	WHEAT	16	474	225	33.6	348	35.7	19	551	383	37.2	304	40.1
99	CORN	10	238	135	50.1	213	57.5	9	248	125	50.8	226	63.5
100	GRAIN SORGHUM	5	408	167	69.0	274	52.5	8	255	161	43.4	280	48.7
101	SOYBEANS												
102	BROME SEED												
103	ALFALFA HAY	3	43			43	4.4	3	64				
104	ALL SILAGE							3	75				
105	OTHER GRAIN												
106	OTHER HAY	4	127	102				9	157	195		81	
107	CASH CROPS	4	276			223							

LIVESTOCK PRODUCTION

	CNT	UNITS	PROD.	PROD/UNIT	CNT	UNITS	PROD.	PROD/UNIT
108	BEEF COWS - CALF %							
109	EWES - % LAMB CROP							
110	LITTER-PIGS WEANED/LITTER							
111	DAIRY COWS-\$ INCOME/COW							
112	HENS - EGG \$ INCOME/HEN							
113	BEEF FEEDERS	6	782		9	102		
114	SHEEP FEEDERS							
115	SWINE FEEDERS							

INCOME AND EXPENSE ANALYSIS
 **BY AGE OF OPERATOR

2001 KANSAS FARM MANAGEMENT ASSOCIATION, NW

*** 71 - ***
 28 FARMS ----- 17 OPERATORS

*** - ***
 FARMS ----- OPERATORS

ITEM	PER FARM	PER FARM
1 BEEF	27,124	
2 DAIRY		
3 SHEEP		
4 SWINE		
5 POULTRY	30-	
6 OTHER LIVESTOCK	75	
7 MILK PRODUCTS/EGG RECEIPTS		
8 FEED PURCHASED	8,564-	
9 LIVESTOCK INCOME	\$18,605	
10 GRAIN	67,122	
11 HAY AND FORAGE	10,435	
12 CASH CROPS	9,570	
13 CROP INS. PROCEEDS	6,518	
14 OTHER PRODUCT SALES	774	
15 GOVERNMENT PAYMENTS	38,515	
16 OTHER INCOME	13,284	
17 VALUE OF FARM PRODUCTION	\$164,822	
18 HIRED LABOR	8,877	
19 MACHINERY REPAIRS	13,729	
20 IRRIGATION REPAIRS	2,568	
21 BUILDING REPAIRS	1,988	
22 INTEREST PAID	13,561	
23 SEED-OTHER CROP EXPENSE	9,220	
24 CROP INSURANCE	3,695	
25 FERTILIZER-LIME	16,417	
26 MACHINE HIRE	19,580	
27 ORGANIZATION FEE, PUBLICATION	3,001	
28 VET-MED-DRUGS	1,546	
29 CROP STORAGE-MARKETING	858	
30 LIVESTOCK MARKETING-BREEDING	504	
31 DAIRY EXPENSE		
32 GAS-FUEL-OIL	10,001	
33 IRRIGATION ENERGY	7,284	
34 REAL ESTATE TAXES	4,426	
35 PERSONAL PROPERTY TAX	1,261	
36 GENERAL FARM INSURANCE	3,796	
37 UTILITIES	2,881	
38 CASH FARM RENT	5,619	
39 HERBICIDE-INSECTICIDE	11,540	
40 CONSERVATION	322	
41 AUTO EXPENSE	620	
42 CASH OPERATING EXPENSE	\$143,297	
43 DEPRECIATION-MOTOR VEHICLES	6,169	
44 DEPRECIATION-MACHINERY	6,586	
45 DEPRECIATION-BUILDINGS	1,578	
46 TOTAL FARM EXPENSE	\$157,631	
47 NET FARM INCOME	\$7,192	
48 NET FARM INCOME/OPERATOR	\$11,507	
49 CRT-INTERM ASSET CHARGE - 8%	21,874	
50 LONG-TERM ASSET CHARGE - 8%	46,860	
51 UNPAID FAMILY LABOR	884	
52 INTEREST-UNPAID LABOR	\$69,617	
53 RETURN LABOR-MANAGEMENT	\$62,426-	
54 RETURN LABOR-MANAGEMENT/OPR.	\$99,881-	
55 RETURN TO CAPITAL	2,049-	
56 % RETURN ON EQUITY	1.81-	
57 EXPENSE/\$100 FARM PRODUCTION	\$95.64	

ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
CURRENT ASSETS	227,911	232,487		
INTERMEDIATE ASSETS	129,692	129,015		
LONG-TERM ASSETS	679,891	699,858		
CURRENT LOANS	34,774	44,535		
INTERMEDIATE LOANS	30,613	62,602		
LONG-TERM LOANS	106,867	101,395		
CURRENT ASSETS/CURRENT LOANS	6.55	5.22		
CURRENT LOANS/CURRENT ASSETS	.15	.19		
LONG-TERM LOAN/LONG-TERM ASSET	.16	.14		
C & I LOANS/C & I ASSETS	.18	.30		
TOTAL LOANS/TOTAL ASSETS	.17	.20		
TOTAL LOANS/EQUITY	.20	.24		
EQUITY/TOTAL ASSETS	.83	.80		

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ANALYSIS OF THE FARM BUSINESS
 **BY AGE OF OPERATOR

2001 KANSAS FARM MANAGEMENT ASSOCIATION, NW
 *** 71 - ***

*** - ***

SIZE

58	CURRENT-INTERMEDIATE ASSETS	359,687
59	LAND VALUE - OWNED	652,225
60	LAND VALUE - RENTED	366,742
61	BUILDINGS VALUE	22,465
62	TOTAL CAPITAL MANAGED	1,416,304
63	WORK DAYS	226

LABOR

64	NUMBER OF WORKERS	1.06
65	NUMBER OF OPERATORS	.63
66	CAPITAL MANAGED/WORKER	1,330,755
67	FARM PRODUCTION/WORKER	154,867
68	TOTAL ACRES/WORKER	1,989
69	CROP ACRES/WORKER	1,247
70	WORK DAYS/WORKER	212
71	NET INCOME/WORK DAY	31.82

PER OPERATOR BASIS

72	TOTAL CAPITAL MANAGED	2,266,086
73	VALUE OF FARM PRODUCTION	263,716
74	NET FARM INCOME	11,507

OTHER FACTORS

75	% CROP ACRES IRRIGATED	14.69
76	% TILLABLE LAND	62.67
77	CROP MACH COST/TOT EXPENSE(%)	37.42

ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
78	TOTAL ACRES	2117	28	1741	25	1287	20					
79	IRRIGATED CROP ACRES	496	11	431	10	288	4					
80	NON-IRRIGATED CROP ACRES	1132	28	685	25	766	19					
81	TOTAL CROP ACRES	1327	28	857	25	827	19					
82	ACRES IN GRASS	1632	18	1086	18	1229	8					
83	FARMSTEAD ACRES	153	18	170	15	33	6					

CROP VALUE, COSTS, ACRES	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE
ACRES		1327	854			
84	CROP MACHINERY INVEST	120,410.19	90.76	140.97		
85	CROP MACHINERY COST	58,987.61	44.46	69.06		
86	GROSS CROP VALUE	176,779.18	128.49	199.58		
87	CROP PRODUCTION COSTS	130,530.38	98.39	152.82		

IRRIGATED CROPS	AVE.	OWNED	RENTED	AVE.	OWNED	RENTED	
CNT	ACRES	ACRES	YIELD	ACRES	YIELD	ACRES	YIELD
88	WHEAT	4	167	167	58.8		
89	CORN	10	317	277	151.7		
90	GRAIN SORGHUM						
91	SOYBEANS	3	180				
92	BROME SEED						
93	ALFALFA HAY	4	96	48	3.9		
94	ALL SILAGE						
95	OTHER GRAIN						
96	OTHER HAY						
97	CASH CROPS						

NON-IRRIGATED CROP	AVE.	OWNED	RENTED	AVE.	OWNED	RENTED	
CNT	ACRES	ACRES	YIELD	ACRES	YIELD	ACRES	YIELD
98	WHEAT	25	485	244	38.3	388	34.6
99	CORN	9	310	144	53.8	409	55.2
100	GRAIN SORGHUM	10	121	68	69.1	147	67.2
101	SOYBEANS						
102	BROME SEED						
103	ALFALFA HAY	4	93				
104	ALL SILAGE	5	135	100	8.0		
105	OTHER GRAIN						
106	OTHER HAY	10	65	67		59	
107	CASH CROPS	3	231				

LIVESTOCK PRODUCTION	CNT	UNITS	PROD.	PROD/UNIT	CNT	UNITS	PROD.	PROD/UNIT
108	BEEF COWS - CALF %	3	75	67				.90
109	EWES - % LAMB CROP							
110	LITTER-PIGS WEANED/LITTER							
111	DAIRY COWS-\$ INCOME/COW							
112	HENS - EGG \$ INCOME/HEN							
113	BEEF FEEDERS	11	91					
114	SHEEP FEEDERS							
115	SWINE FEEDERS							