

INCOME AND EXPENSE ANALYSIS
**BY FARM TYPE

2001 KANSAS FARM MANAGEMENT ASSOCIATION, NW

CROP FARM
118 FARMS ----- 89 OPERATORS

CROP FARM IRRIGATED
52 FARMS ----- 43 OPERATORS

ITEM	PER FARM	PER FARM
1 BEEF	20,034	39,769
2 DAIRY	132-	
3 SHEEP	39	16-
4 SWINE	8	5-
5 POULTRY	9-	1
6 OTHER LIVESTOCK	7-	467
7 MILK PRODUCTS/EGG RECEIPTS		31
8 FEED PURCHASED	5,915-	23,358-
9 LIVESTOCK INCOME	\$14,019	\$16,888
10 GRAIN	100,450	213,642
11 HAY AND FORAGE	7,328	24,334
12 CASH CROPS	16,397	35,499
13 CROP INS. PROCEEDS	11,393	9,985
14 OTHER PRODUCT SALES	1,802	2,008
15 GOVERNMENT PAYMENTS	48,234	80,512
16 OTHER INCOME	13,698	22,274
17 VALUE OF FARM PRODUCTION	\$213,322	\$405,142
18 HIRED LABOR	6,947	16,036
19 MACHINERY REPAIRS	17,084	23,304
20 IRRIGATION REPAIRS	1,142	6,087
21 BUILDING REPAIRS	1,296	2,318
22 INTEREST PAID	17,902	32,220
23 SEED-OTHER CROP EXPENSE	13,397	30,705
24 CROP INSURANCE	5,911	11,129
25 FERTILIZER-LIME	22,784	40,527
26 MACHINE HIRE	15,036	31,135
27 ORGANIZATION FEE, PUBLICATION	2,797	4,301
28 VET-MED-DRUGS	920	1,943
29 CROP STORAGE-MARKETING	1,067	2,894
30 LIVESTOCK MARKETING-BREEDING	861	1,629
31 DAIRY EXPENSE		
32 GAS-FUEL-OIL	11,007	18,133
33 IRRIGATION ENERGY	7,666	36,340
34 REAL ESTATE TAXES	3,062	3,426
35 PERSONAL PROPERTY TAX	629	1,044
36 GENERAL FARM INSURANCE	3,685	5,823
37 UTILITIES	2,767	4,036
38 CASH FARM RENT	9,438	24,948
39 HERBICIDE-INSECTICIDE	19,100	36,816
40 CONSERVATION	254	232
41 AUTO EXPENSE	962	1,421
42 CASH OPERATING EXPENSE	\$165,714	\$336,446
43 DEPRECIATION-MOTOR VEHICLES	9,743	16,629
44 DEPRECIATION-MACHINERY	8,115	19,674
45 DEPRECIATION-BUILDINGS	1,154	1,428
46 TOTAL FARM EXPENSE	\$184,727	\$374,178
47 NET FARM INCOME	\$28,595	\$30,964
48 NET FARM INCOME/OPERATOR	\$37,617	\$36,929
49 CRT-INTERM ASSET CHARGE - 8%	15,576	29,350
50 LONG-TERM ASSET CHARGE - 8%	23,717	32,240
51 UNPAID FAMILY LABOR	2,841	2,683
52 INTEREST-UNPAID LABOR	\$42,135	\$64,273
53 RETURN LABOR-MANAGEMENT	\$13,539-	\$33,309-
54 RETURN LABOR-MANAGEMENT/OPR.	\$17,811-	\$39,726-
55 RETURN TO CAPITAL	14,561	\$26,674
56 % RETURN ON EQUITY	.68-	.72-
57 EXPENSE/\$100 FARM PRODUCTION	\$86.60	\$92.36

ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
CURRENT ASSETS	173,254	179,046	376,567	362,606
INTERMEDIATE ASSETS	133,848	139,192	259,501	271,981
LONG-TERM ASSETS	399,405	411,530	561,956	580,364
CURRENT LOANS	67,868	70,329	185,685	197,170
INTERMEDIATE LOANS	41,422	56,422	78,760	75,092
LONG-TERM LOANS	112,673	105,334	158,905	177,406
CURRENT ASSETS/CURRENT LOANS	2.55	2.55	2.03	1.84
CURRENT LOANS/CURRENT ASSETS	.39	.39	.49	.54
LONG-TERM LOAN/LONG-TERM ASSET	.28	.26	.28	.31
C & I LOANS/C & I ASSETS	.36	.40	.41	.43
TOTAL LOANS/TOTAL ASSETS	.31	.32	.35	.37
TOTAL LOANS/EQUITY	.46	.47	.55	.59
EQUITY/TOTAL ASSETS	.69	.68	.65	.63

%%ISCC CHANGE_OVERLAY SUMMBK99

ANALYSIS OF THE FARM BUSINESS
 **BY FARM TYPE

2001 KANSAS FARM MANAGEMENT ASSOCIATION, NW
 CROP FARM

CROP FARM IRRIGATED

SIZE

58	CURRENT-INTERMEDIATE ASSETS	312,725	635,328
59	LAND VALUE - OWNED	383,824	525,151
60	LAND VALUE - RENTED	754,185	983,575
61	BUILDINGS VALUE	11,124	20,279
62	TOTAL CAPITAL MANAGED	1,472,378	2,190,063
63	WORK DAYS	250	387

LABOR

64	NUMBER OF WORKERS	1.12	1.52
65	NUMBER OF OPERATORS	.76	.84
66	CAPITAL MANAGED/WORKER	1,311,250	1,439,738
67	FARM PRODUCTION/WORKER	189,977	266,338
68	TOTAL ACRES/WORKER	2,241	1,284
69	CROP ACRES/WORKER	1,596	1,115
70	WORK DAYS/WORKER	223	255
71	NET INCOME/WORK DAY	114.33	79.92

PER OPERATOR BASIS

72	TOTAL CAPITAL MANAGED	1,936,907	2,612,002
73	VALUE OF FARM PRODUCTION	280,624	483,197
74	NET FARM INCOME	37,617	36,929

OTHER FACTORS

75	% CROP ACRES IRRIGATED	11.15	53.35
76	% TILLABLE LAND	71.19	86.82
77	CROP MACH COST/TOT EXPENSE(%)	33.53	31.18

ACRES

	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT	
78	TOTAL ACRES	2517	118	1002	106	1783	107	1954	52	917	40	1475	44
79	IRRIGATED CROP ACRES	374	63	211	44	310	46	905	52	455	36	730	42
80	NON-IRRIGATED CROP ACRES	1592	118	602	103	1199	105	1003	51	405	38	812	44
81	TOTAL CROP ACRES	1792	118	692	103	1335	105	1696	52	815	39	1282	44
82	ACRES IN GRASS	939	89	471	71	835	60	540	22	279	13	634	13
83	FARMSTEAD ACRES	37	54	32	45	30	19	66	23	66	19	45	6

CROP VALUE, COSTS, ACRES

	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE	
ACRES		1792	1333		1696	1561	
84	CROP MACHINERY INVEST	129,948.16	72.53	97.48	253,101.03	149.22	162.15
85	CROP MACHINERY COST	61,934.77	34.57	46.46	116,676.65	68.79	74.75
86	GROSS CROP VALUE	239,050.41	133.42	179.33	435,422.85	256.71	278.95
87	CROP PRODUCTION COSTS	152,503.41	85.12	114.40	309,229.17	182.31	198.10

IRRIGATED CROPS

	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	
88	WHEAT	24	145	110	56.5	137	52.0	29	259	160	48.1	258	49.6
89	CORN	53	212	123	174.7	217	170.6	49	568	289	177.4	483	171.8
90	GRAIN SORGHUM	5	36			36	110.6	5	68			68	111.6
91	SOYBEANS	31	153	104	57.9	122	54.3	20	217	197	53.4	170	51.3
92	BROME SEED												
93	ALFALFA HAY	13	33	31	5.1	36	4.9	15	150	87	4.2	161	4.6
94	ALL SILAGE	6	49			61	16.8	12	103	107	17.6	69	18.9
95	OTHER GRAIN												
96	OTHER HAY	17	160	125		145		14	109	123		69	
97	CASH CROPS	13	166	102		150		20	168	148		134	

NON-IRRIGATED CROP

	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	
98	WHEAT	116	625	258	36.5	471	35.3	48	431	201	36.0	366	37.5
99	CORN	63	377	133	67.7	357	65.3	23	242	116	65.0	226	51.5
100	GRAIN SORGHUM	63	287	144	67.5	237	66.2	9	177	148	45.6	144	48.4
101	SOYBEANS	6	35	28	27.9	42							
102	BROME SEED												
103	ALFALFA HAY	13	53	64	3.9	34	2.4						
104	ALL SILAGE	13	83	89	9.1	62	10.7						
105	OTHER GRAIN	8	116	101		105							
106	OTHER HAY	43	136	92		109		15	66	45		59	
107	CASH CROPS	36	242	122		211		18	207	160		176	

LIVESTOCK PRODUCTION

	CNT	UNITS	PROD.	PROD/UNIT	CNT	UNITS	PROD.	PROD/UNIT
108	BEEF COWS - CALF %	22	84	75	4	95	86	.91
109	EWES - % LAMB CROP							
110	LITTER-PIGS WEANED/LITTER							
111	DAIRY COWS-\$ INCOME/COW							
112	HENS - EGG \$ INCOME/HEN							
113	BEEF FEEDERS	53	99		21	271		
114	SHEEP FEEDERS							
115	SWINE FEEDERS	3	10					

INCOME AND EXPENSE ANALYSIS
**BY FARM TYPE

2001 KANSAS FARM MANAGEMENT ASSOCIATION, NW

CROP - COW HERD

35 FARMS ----- 28 OPERATORS

CROP - BEEF

5 FARMS ----- 5 OPERATORS

ITEM	PER FARM	PER FARM
1 BEEF	86,872	135,285
2 DAIRY		
3 SHEEP	173	
4 SWINE		
5 POULTRY		
6 OTHER LIVESTOCK	180	
7 MILK PRODUCTS/EGG RECEIPTS		
8 FEED PURCHASED	14,567-	29,939-
9 LIVESTOCK INCOME	\$72,657	\$105,345
10 GRAIN	51,233	127,027
11 HAY AND FORAGE	6,436	21,356
12 CASH CROPS	1,462	5,163
13 CROP INS. PROCEEDS	11,749	14,232
14 OTHER PRODUCT SALES	219	1,265-
15 GOVERNMENT PAYMENTS	33,729	78,184
16 OTHER INCOME	14,106	8,213
17 VALUE OF FARM PRODUCTION	\$191,591	\$358,256
18 HIRED LABOR	7,859	20,696
19 MACHINERY REPAIRS	19,319	29,776
20 IRRIGATION REPAIRS	557	4,709
21 BUILDING REPAIRS	1,483	91
22 INTEREST PAID	19,324	21,061
23 SEED-OTHER CROP EXPENSE	8,041	21,487
24 CROP INSURANCE	3,582	9,377
25 FERTILIZER-LIME	15,828	26,158
26 MACHINE HIRE	18,155	32,725
27 ORGANIZATION FEE, PUBLICATION	3,217	2,516
28 VET-MED-DRUGS	2,747	7,237
29 CROP STORAGE-MARKETING	834	3,096
30 LIVESTOCK MARKETING-BREEDING	3,377	1,972
31 DAIRY EXPENSE		
32 GAS-FUEL-OIL	11,379	15,844
33 IRRIGATION ENERGY	2,465	5,577
34 REAL ESTATE TAXES	3,482	3,607
35 PERSONAL PROPERTY TAX	760	5,294
36 GENERAL FARM INSURANCE	4,645	4,678
37 UTILITIES	2,794	5,621
38 CASH FARM RENT	16,876	30,353
39 HERBICIDE-INSECTICIDE	10,084	35,337
40 CONSERVATION	573	10
41 AUTO EXPENSE	1,371	697
42 CASH OPERATING EXPENSE	\$158,752	\$287,918
43 DEPRECIATION-MOTOR VEHICLES	9,081	8,703
44 DEPRECIATION-MACHINERY	7,431	5,978
45 DEPRECIATION-BUILDINGS	1,224	4,698
46 TOTAL FARM EXPENSE	\$176,489	\$307,298
47 NET FARM INCOME	\$15,103	\$50,958
48 NET FARM INCOME/OPERATOR	\$18,811	\$46,326
49 CRT-INTERM ASSET CHARGE - 8%	20,703	23,516
50 LONG-TERM ASSET CHARGE - 8%	28,675	19,397
51 UNPAID FAMILY LABOR	2,507	2,250
52 INTEREST-UNPAID LABOR	\$51,885	\$45,163
53 RETURN LABOR-MANAGEMENT	\$36,783-	\$5,795
54 RETURN LABOR-MANAGEMENT/OPR.	\$45,815-	\$5,268
55 RETURN TO CAPITAL	3,579	\$25,738
56 % RETURN ON EQUITY	2.55-	.87
57 EXPENSE/\$100 FARM PRODUCTION	\$92.12	\$85.78

ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
CURRENT ASSETS	279,317	279,613	330,361	338,329
INTERMEDIATE ASSETS	115,455	127,469	126,192	117,646
LONG-TERM ASSETS	463,483	479,813	559,420	558,021
CURRENT LOANS	72,262	94,610	147,665	175,045
INTERMEDIATE LOANS	64,771	52,638	1,925	
LONG-TERM LOANS	107,643	118,770	319,883	312,625
CURRENT ASSETS/CURRENT LOANS	3.87	2.96	2.24	1.93
CURRENT LOANS/CURRENT ASSETS	.26	.34	.45	.52
LONG-TERM LOAN/LONG-TERM ASSET	.23	.25	.57	.56
C & I LOANS/C & I ASSETS	.35	.36	.32	.38
TOTAL LOANS/TOTAL ASSETS	.29	.30	.46	.48
TOTAL LOANS/EQUITY	.40	.43	.85	.92
EQUITY/TOTAL ASSETS	.71	.70	.54	.52

ANALYSIS OF THE FARM BUSINESS
 **BY FARM TYPE

2001 KANSAS FARM MANAGEMENT ASSOCIATION, NW
 CROP - COW HERD

CROP - BEEF

SIZE

58	CURRENT-INTERMEDIATE ASSETS	400,927	456,264
59	LAND VALUE - OWNED	454,199	506,650
60	LAND VALUE - RENTED	556,015	1,133,800
61	BUILDINGS VALUE	10,938	44,789
62	TOTAL CAPITAL MANAGED	1,428,590	2,148,784
63	WORK DAYS	296	425

LABOR

64	NUMBER OF WORKERS	1.18	2.26
65	NUMBER OF OPERATORS	.80	1.10
66	CAPITAL MANAGED/WORKER	1,213,608	950,790
67	FARM PRODUCTION/WORKER	162,760	158,520
68	TOTAL ACRES/WORKER	2,740	1,017
69	CROP ACRES/WORKER	966	887
70	WORK DAYS/WORKER	252	188
71	NET INCOME/WORK DAY	50.94	119.96

PER OPERATOR BASIS

72	TOTAL CAPITAL MANAGED	1,779,383	1,953,440
73	VALUE OF FARM PRODUCTION	238,637	325,687
74	NET FARM INCOME	18,811	46,326

OTHER FACTORS

75	% CROP ACRES IRRIGATED	5.19	7.22
76	% TILLABLE LAND	35.24	87.21
77	CROP MACH COST/TOT EXPENSE(%)	32.17	30.35

ACRES

	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT	
78	TOTAL ACRES	3226	35	1609	32	1861	33	2299	5	1347	5	3691	4
79	IRRIGATED CROP ACRES	258	8	264	4	202	5	181	4			199	3
80	NON-IRRIGATED CROP ACRES	1078	35	584	31	633	31	1860	5	540	5	1650	4
81	TOTAL CROP ACRES	1137	35	618	31	666	31	2005	5	566	5	1799	4
82	ACRES IN GRASS	2174	33	1079	29	1395	29	2373	4	647	3	1888	4
83	FARMSTEAD ACRES	105	13	104	10	54	6	494	4	655	3		

CROP VALUE, COSTS, ACRES

	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE	
ACRES		1137	889		2005	1657	
84	CROP MACHINERY INVEST	100,031.45	88.01	112.55	107,657.74	53.69	64.97
85	CROP MACHINERY COST	56,768.11	49.95	63.87	93,275.61	46.52	56.29
86	GROSS CROP VALUE	139,968.83	123.15	157.49	322,721.83	160.96	194.76
87	CROP PRODUCTION COSTS	111,541.53	98.14	125.50	230,308.31	114.87	138.99

IRRIGATED CROPS

	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
88	WHEAT											
89	CORN	4	213									
90	GRAIN SORGHUM											
91	SOYBEANS											
92	BROME SEED											
93	ALFALFA HAY											
94	ALL SILAGE	5	51	58	18.0							
95	OTHER GRAIN											
96	OTHER HAY	5	110			84						
97	CASH CROPS											

NON-IRRIGATED CROP

	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	
98	WHEAT	35	429	214	33.4	304	32.9	5	827	241	31.7	793	40.4
99	CORN	16	232	106	72.6	212	62.9						
100	GRAIN SORGHUM	21	195	136	70.6	137	61.1	3	146			110	88.5
101	SOYBEANS	4	105			88	15.1						
102	BROME SEED												
103	ALFALFA HAY	15	93	94	2.4	68	3.5						
104	ALL SILAGE	7	88	90	9.3								
105	OTHER GRAIN	3	48										
106	OTHER HAY	24	139	86		108		3	78			67	
107	CASH CROPS												

LIVESTOCK PRODUCTION

	CNT	UNITS	PROD.	PROD/UNIT	CNT	UNITS	PROD.	PROD/UNIT
108	BEEF COWS - CALF %	17	180	161				.89
109	EWES - % LAMB CROP							
110	LITTER-PIGS WEANED/LITTER							
111	DAIRY COWS-\$ INCOME/COW							
112	HENS - EGG \$ INCOME/HEN							
113	BEEF FEEDERS	31	141		4	105		
114	SHEEP FEEDERS							
115	SWINE FEEDERS							