

INCOME AND EXPENSE ANALYSIS  
\*\*BY OWNERSHIP TYPE

2002 KANSAS FARM MANAGEMENT ASSOCIATION, NW  
CORPORATIONS

SINGLE - OWNER  
29 FARMS ----- 13 OPERATORS

17 FARMS ----- 15 OPERATORS

ITEM	PER FARM	PER FARM
1 BEEF	169,204	4,954
2 DAIRY AND MILK	86	15
3 SHEEP		42-
4 SWINE		
5 POULTRY AND EGGS		4,992
6 OTHER LIVESTOCK		1,162
7 CUSTOM FEEDING	9	
8 FEED PURCHASED	47,658-	3,730-
9 LIVESTOCK INCOME	\$121,640	\$7,352
10 GRAIN	115,282	33,963
11 HAY AND FORAGE	32,330	1,269
12 CASH CROPS	24,751	10,259
13 CROP INS. PROCEEDS	80,390	24,603
14 OTHER PRODUCT SALES	3,921	90
15 GOVERNMENT PAYMENTS	25,106	12,079
16 OTHER INCOME	40,907	14,060
17 VALUE OF FARM PRODUCTION	\$444,328	\$103,675
18 HIRED LABOR	31,529	2,937
19 MACHINERY REPAIRS	30,615	9,118
20 IRRIGATION REPAIRS	4,525	1,990
21 BUILDING REPAIRS	1,044	907
22 INTEREST PAID	30,815	19,401
23 SEED-OTHER CROP EXPENSE	33,513	6,926
24 CROP INSURANCE	7,737	3,169
25 FERTILIZER-LIME	33,135	10,213
26 MACHINE HIRE	39,714	7,546
27 ORGANIZATION FEE, PUBLICATION	5,480	2,159
28 VET-MED-DRUGS	6,305	523
29 CROP STORAGE-MARKETING	9,876	2,935
30 LIVESTOCK MARKETING-BREEDING	3,551	843
31 DAIRY EXPENSE		21
32 GAS-FUEL-OIL	15,276	5,055
33 IRRIGATION ENERGY	25,464	8,103
34 REAL ESTATE TAXES	1,614	4,898
35 PERSONAL PROPERTY TAX	1,990	751
36 GENERAL FARM INSURANCE	9,524	3,813
37 UTILITIES	10,070	2,132
38 CASH FARM RENT	46,146	1,410
39 HERBICIDE-INSECTICIDE	41,223	9,941
40 CONSERVATION	405	228
41 AUTO EXPENSE	1,209	519
42 OPERATING EXPENSE	\$390,759	\$105,539
43 DEPRECIATION-MOTOR VEHICLES	15,638	4,332
44 DEPRECIATION-MACHINERY	13,533	5,924
45 DEPRECIATION-BUILDINGS	3,333	3,089
46 TOTAL FARM EXPENSE	\$423,263	\$118,885
47 NET FARM INCOME	\$21,065	\$15,209-
48 NET FARM INCOME/OPERATOR	\$22,523	\$33,415-
49 CRT-INTERM ASSET CHARGE - 8%	34,112	12,287
50 LONG-TERM ASSET CHARGE - 8%	23,271	45,467
51 UNPAID FAMILY LABOR	2,647	853
52 INTEREST-UNPAID LABOR	\$60,030	\$58,608
53 RETURN LABOR-MANAGEMENT	\$38,965-	\$73,817-
54 RETURN LABOR-MANAGEMENT/OPR.	\$41,661-	\$162,174-
55 RETURN TO CAPITAL	12,672	\$9,024-
56 % RETURN ON EQUITY	2.52-	3.93-
57 EXPENSE/\$100 FARM PRODUCTION	\$95.26	\$114.67

ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
CURRENT ASSETS	505,703	459,586	172,264	133,034
INTERMEDIATE ASSETS	216,125	221,099	92,423	92,011
LONG-TERM ASSETS	425,801	425,684	687,542	656,835
CURRENT LOANS	196,439	203,236	64,032	54,565
INTERMEDIATE LOANS	52,180	97,795	35,013	28,949
LONG-TERM LOANS	167,340	102,360	109,248	98,446
CURRENT ASSETS/CURRENT LOANS	2.57	2.26	2.69	2.44
CURRENT LOANS/CURRENT ASSETS	.39	.44	.37	.41
LONG-TERM LOAN/LONG-TERM ASSET	.39	.24	.16	.15
C & I LOANS/C & I ASSETS	.34	.44	.37	.36
TOTAL LOANS/TOTAL ASSETS	.36	.36	.22	.20
TOTAL LOANS/EQUITY	.57	.57	.28	.26
EQUITY/TOTAL ASSETS	.64	.64	.78	.79

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ANALYSIS OF THE FARM BUSINESS  
 \*\*BY OWNERSHIP TYPE

2002 KANSAS FARM MANAGEMENT ASSOCIATION, NW  
 CORPORATIONS

SINGLE - OWNER

SIZE

58	CURRENT-INTERMEDIATE ASSETS	701,257	244,866
59	LAND VALUE - OWNED	373,111	631,773
60	LAND VALUE - RENTED	1,663,847	
61	BUILDINGS VALUE	30,114	30,627
62	TOTAL CAPITAL MANAGED	2,790,846	917,054
63	WORK DAYS	540	150

LABOR

64	NUMBER OF WORKERS	1.81	.61
65	NUMBER OF OPERATORS	.94	.46
66	CAPITAL MANAGED/WORKER	1,545,420	1,502,518
67	FARM PRODUCTION/WORKER	246,045	169,863
68	TOTAL ACRES/WORKER	1,675	2,291
69	CROP ACRES/WORKER	1,461	1,452
70	WORK DAYS/WORKER	299	245
71	NET INCOME/WORK DAY	38.98	101.65-

PER OPERATOR BASIS

72	TOTAL CAPITAL MANAGED	2,983,924	2,014,740
73	VALUE OF FARM PRODUCTION	475,068	227,771
74	NET FARM INCOME	22,523	33,415-

OTHER FACTORS

75	% CROP ACRES IRRIGATED	23.45	19.57
76	% TILLABLE LAND	87.23	63.36
77	CROP MACH COST/TOT EXPENSE(%)	22.37	24.88

ACRES

	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
78	TOTAL ACRES	3024	17	1330	8	3385	15	1689	24	1689	24	
79	IRRIGATED CROP ACRES	809	13	739	4	687	11	559	9	559	9	
80	NON-IRRIGATED CROP ACRES	2019	17	794	8	1865	15	861	24	861	24	
81	TOTAL CROP ACRES	2638	17	1163	8	2369	15	1071	24	1071	24	
82	ACRES IN GRASS	1806	9	357	3	1898	8	967	15	967	15	
83	FARMSTEAD ACRES	77	4	87	3			35	10	35	10	

CROP VALUE, COSTS, ACRES

	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE	
ACRES		2638	2230		886	663	
84	CROP MACHINERY INVEST	186,726.46	70.79	83.74	81,885.74	92.43	123.56
85	CROP MACHINERY COST	94,698.23	35.90	42.47	29,581.19	33.39	44.64
86	GROSS CROP VALUE	364,538.93	138.19	163.49	115,729.20	108.11	144.52
87	CROP PRODUCTION COSTS	297,562.43	112.80	133.45	94,189.36	102.65	137.22

IRRIGATED CROPS

	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
88	WHEAT	7	221	152	36.9	188	51.5	6	169	169	37.0	
89	CORN	13	423	369	162.2	365	109.8	9	301	301	118.1	
90	GRAIN SORGHUM											
91	SOYBEANS	7	227			195	37.8					
92	LEGUME SEED											
93	ALFALFA HAY	5	115			133	5.1					
94	ALL SILAGE	4	93			93	12.5					
95	OTHER GRAIN											
96	OTHER HAY	3	346			146						
97	CASH CROPS	3	226			184						

NON-IRRIGATED CROP

	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
98	WHEAT	16	749	297	33.1	729	29.4	24	334	334	24.7	
99	CORN	12	553			639		3	909	909		
100	GRAIN SORGHUM	10	245	138	18.7	203	21.7	10	134	134	26.2	
101	SOYBEANS											
102	LEGUME SEED											
103	ALFALFA HAY	4	125			135	2.8					
104	ALL SILAGE	4	172			172	5.1	3	140	140	3.3	
105	OTHER GRAIN											
106	OTHER HAY	5	609			687		5	123	123		
107	CASH CROPS	4	231			268		3	205	205		

LIVESTOCK PRODUCTION

	CNT	UNITS	PROD.	PROD/UNIT	CNT	UNITS	PROD.	PROD/UNIT
108	BEEF COWS - CALF %	3	231	213				.92
109	EWES - % LAMB CROP							
110	LITTER-PIGS WEANED/LITTER							
111	DAIRY COWS-\$ INCOME/COW							
112	HENS - EGG \$ INCOME/HEN							
113	BEEF FEEDERS	9	751		11	97		
114	SHEEP FEEDERS							
115	SWINE FEEDERS							

INCOME AND EXPENSE ANALYSIS  
 \*\*BY OWNERSHIP TYPE

2002 KANSAS FARM MANAGEMENT ASSOCIATION, NW  
 SINGLE - PARTOWNER  
 151 FARMS ----- 117 OPERATORS

SINGLE - TENANT  
 18 FARMS ----- 12 OPERATORS

ITEM	PER FARM	PER FARM
1 BEEF	32,757	25,664
2 DAIRY AND MILK	1,915	28
3 SHEEP	648	45
4 SWINE	84	839-
5 POULTRY AND EGGS	12-	
6 OTHER LIVESTOCK	703	161-
7 CUSTOM FEEDING	1,234	1,929
8 FEED PURCHASED	16,163-	8,234-
9 LIVESTOCK INCOME	\$21,165	\$18,431
10 GRAIN	80,051	75,017
11 HAY AND FORAGE	5,754	9,802
12 CASH CROPS	9,841	11,429
13 CROP INS. PROCEEDS	38,519	41,920
14 OTHER PRODUCT SALES	920	511-
15 GOVERNMENT PAYMENTS	19,507	19,574
16 OTHER INCOME	11,505	8,469
17 VALUE OF FARM PRODUCTION	\$187,263	\$184,132
18 HIRED LABOR	7,096	5,648
19 MACHINERY REPAIRS	17,411	11,596
20 IRRIGATION REPAIRS	2,051	2,512
21 BUILDING REPAIRS	946	1,284
22 INTEREST PAID	18,917	9,097
23 SEED-OTHER CROP EXPENSE	14,038	15,927
24 CROP INSURANCE	5,643	5,661
25 FERTILIZER-LIME	16,915	18,493
26 MACHINE HIRE	12,171	13,526
27 ORGANIZATION FEE, PUBLICATION	2,966	3,005
28 VET-MED-DRUGS	1,760	940
29 CROP STORAGE-MARKETING	859	144
30 LIVESTOCK MARKETING-BREEDING	1,357	1,904
31 DAIRY EXPENSE	176	
32 GAS-FUEL-OIL	9,854	9,304
33 IRRIGATION ENERGY	12,253	21,672
34 REAL ESTATE TAXES	4,285	902
35 PERSONAL PROPERTY TAX	651	517
36 GENERAL FARM INSURANCE	3,945	3,140
37 UTILITIES	2,825	2,303
38 CASH FARM RENT	13,693	21,207
39 HERBICIDE-INSECTICIDE	16,160	11,379
40 CONSERVATION	354	6
41 AUTO EXPENSE	1,221	1,234
42 OPERATING EXPENSE	\$167,546	\$161,403
43 DEPRECIATION-MOTOR VEHICLES	9,897	10,435
44 DEPRECIATION-MACHINERY	8,970	9,013
45 DEPRECIATION-BUILDINGS	1,144	580
46 TOTAL FARM EXPENSE	\$187,557	\$181,431
47 NET FARM INCOME	\$294-	\$2,701
48 NET FARM INCOME/OPERATOR	\$378-	\$3,798
49 CRT-INTERM ASSET CHARGE - 8%	15,244	14,015
50 LONG-TERM ASSET CHARGE - 8%	23,987	4,991
51 UNPAID FAMILY LABOR	2,384	2,125
52 INTEREST-UNPAID LABOR	\$41,614	\$21,131
53 RETURN LABOR-MANAGEMENT	\$41,908-	\$18,430-
54 RETURN LABOR-MANAGEMENT/OPR.	\$53,948-	\$25,918-
55 RETURN TO CAPITAL	8,952-	\$13,602-
56 % RETURN ON EQUITY	5.68-	9.55-
57 EXPENSE/\$100 FARM PRODUCTION	\$100.16	\$98.53

ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
CURRENT ASSETS	222,887	184,766	195,816	164,373
INTERMEDIATE ASSETS	150,153	149,530	126,523	123,288
LONG-TERM ASSETS	444,477	460,582	77,214	82,441
CURRENT LOANS	105,937	99,819	87,728	79,608
INTERMEDIATE LOANS	56,589	63,482	46,160	46,125
LONG-TERM LOANS	148,939	156,453	14,823	20,063
CURRENT ASSETS/CURRENT LOANS	2.10	1.85	2.23	2.06
CURRENT LOANS/CURRENT ASSETS	.48	.54	.45	.48
LONG-TERM LOAN/LONG-TERM ASSET	.34	.34	.19	.24
C & I LOANS/C & I ASSETS	.44	.49	.42	.44
TOTAL LOANS/TOTAL ASSETS	.38	.40	.37	.39
TOTAL LOANS/EQUITY	.62	.67	.59	.65
EQUITY/TOTAL ASSETS	.62	.60	.63	.61

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ANALYSIS OF THE FARM BUSINESS  
 \*\*BY OWNERSHIP TYPE

2002 KANSAS FARM MANAGEMENT ASSOCIATION, NW  
 SINGLE - PARTOWNER

SINGLE - TENANT

SIZE

58	CURRENT-INTERMEDIATE ASSETS	353,685	305,000
59	LAND VALUE - OWNED	428,694	68,172
60	LAND VALUE - RENTED	782,877	933,042
61	BUILDINGS VALUE	11,621	6,315
62	TOTAL CAPITAL MANAGED	1,589,092	1,317,869
63	WORK DAYS	279	279

LABOR

64	NUMBER OF WORKERS	1.16	.94
65	NUMBER OF OPERATORS	.78	.71
66	CAPITAL MANAGED/WORKER	1,374,301	1,403,648
67	FARM PRODUCTION/WORKER	161,951	196,117
68	TOTAL ACRES/WORKER	2,371	1,874
69	CROP ACRES/WORKER	1,521	1,327
70	WORK DAYS/WORKER	241	297
71	NET INCOME/WORK DAY	1.05-	9.70

PER OPERATOR BASIS

72	TOTAL CAPITAL MANAGED	2,045,634	1,853,253
73	VALUE OF FARM PRODUCTION	241,063	258,935
74	NET FARM INCOME	378-	3,798

OTHER FACTORS

75	% CROP ACRES IRRIGATED	14.82	36.94
76	% TILLABLE LAND	64.15	70.84
77	CROP MACH COST/TOT EXPENSE(%)	31.74	32.50

ACRES

	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
78	TOTAL ACRES	2741	151	1025	151	1716	151	1759	18	1759	18	18
79	IRRIGATED CROP ACRES	492	80	261	61	384	61	637	13	637	13	13
80	NON-IRRIGATED CROP ACRES	1498	151	578	145	975	146	832	17	832	17	17
81	TOTAL CROP ACRES	1759	151	683	146	1136	146	1319	17	1319	17	17
82	ACRES IN GRASS	1218	118	487	106	1012	91	1143	8	1143	8	8
83	FARMSTEAD ACRES	57	81	47	74	40	30	18	5	18	5	5

CROP VALUE, COSTS, ACRES

	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE	
ACRES		1759	1243		1246	1115	
84	CROP MACHINERY INVEST	135,676.60	77.15	109.12	120,187.43	96.45	107.77
85	CROP MACHINERY COST	59,531.01	33.85	47.88	58,963.98	47.32	52.87
86	GROSS CROP VALUE	178,792.16	101.67	143.80	200,381.25	151.86	169.70
87	CROP PRODUCTION COSTS	145,695.24	82.85	117.18	166,020.58	118.42	132.33

IRRIGATED CROPS

	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
88	WHEAT	34	159	111	46.6	142	40.0	6	255	255	36.8	
89	CORN	62	350	183	123.2	285	124.4	10	514	514	103.5	
90	GRAIN SORGHUM	5	96	62	64.5	98	102.7					
91	SOYBEANS	31	162	78	40.6	151	41.7	4	251	251	33.9	
92	LEGUME SEED											
93	ALFALFA HAY	18	91	100	3.9	49	2.9					
94	ALL SILAGE	18	125	110	10.0	115	12.4	5	196	196	9.8	
95	OTHER GRAIN											
96	OTHER HAY	30	142	104		160		3	161	161		
97	CASH CROPS	13	155	65		166		6	113	113		

NON-IRRIGATED CROP

	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
98	WHEAT	145	590	238	25.2	420	25.9	15	382	382	29.0	
99	CORN	54	230	145	35.2	180	17.6	6	150	150	14.4	
100	GRAIN SORGHUM	84	319	142	21.3	247	24.4	8	216	216	21.6	
101	SOYBEANS	10	113	41	10.3	105	12.5					
102	LEGUME SEED											
103	ALFALFA HAY	24	52	48	1.8	41	2.3	3	103	103	1.9	
104	ALL SILAGE	15	96	61	3.6	97	4.9					
105	OTHER GRAIN	9	173	127		199						
106	OTHER HAY	67	154	92		127		4	132	132		
107	CASH CROPS	16	263	178		174		4	188	188		

LIVESTOCK PRODUCTION

	CNT	UNITS	PROD.	PROD/UNIT	CNT	UNITS	PROD.	PROD/UNIT
108	BEEF COWS - CALF %	39	119	105	5	127	124	.97
109	EWES - % LAMB CROP							
110	LITTER-PIGS WEANED/LITTER							
111	DAIRY COWS-\$ INCOME/COW							
112	HENS - EGG \$ INCOME/HEN							
113	BEEF FEEDERS	98	993		10	120		
114	SHEEP FEEDERS							
115	SWINE FEEDERS							