

INCOME AND EXPENSE ANALYSIS
 **BY VALUE OF FARM PRODUCTION

2002 KANSAS FARM MANAGEMENT ASSOCIATION, NW
 *** - 100000 ***
 74 FARMS ----- 36 OPERATORS

*** 100001 - 250000 ***
 91 FARMS ----- 74 OPERATORS

ITEM	PER FARM	PER FARM
1 BEEF	15,171	32,316
2 DAIRY AND MILK	918	2,442
3 SHEEP	12-	1,046
4 SWINE		108
5 POULTRY AND EGGS		1,571
6 OTHER LIVESTOCK	35	468
7 CUSTOM FEEDING	75	1,161
8 FEED PURCHASED	7,424-	14,336-
9 LIVESTOCK INCOME	\$8,762	\$24,775
10 GRAIN	20,284	67,083
11 HAY AND FORAGE	654-	7,331
12 CASH CROPS	1,607	6,169
13 CROP INS. PROCEEDS	9,937	35,342
14 OTHER PRODUCT SALES	159	281
15 GOVERNMENT PAYMENTS	9,162	18,101
16 OTHER INCOME	2,971	10,906
17 VALUE OF FARM PRODUCTION	\$52,227	\$169,987
18 HIRED LABOR	1,165	7,011
19 MACHINERY REPAIRS	6,917	18,189
20 IRRIGATION REPAIRS	448	1,905
21 BUILDING REPAIRS	481	850
22 INTEREST PAID	8,164	16,327
23 SEED-OTHER CROP EXPENSE	2,567	11,870
24 CROP INSURANCE	1,814	4,344
25 FERTILIZER-LIME	3,909	14,622
26 MACHINE HIRE	5,430	10,962
27 ORGANIZATION FEE, PUBLICATION	1,643	2,803
28 VET-MED-DRUGS	1,113	1,786
29 CROP STORAGE-MARKETING	188	831
30 LIVESTOCK MARKETING-BREEDING	804	1,178
31 DAIRY EXPENSE		299
32 GAS-FUEL-OIL	3,784	10,824
33 IRRIGATION ENERGY	1,306	9,291
34 REAL ESTATE TAXES	2,685	3,948
35 PERSONAL PROPERTY TAX	469	642
36 GENERAL FARM INSURANCE	1,899	3,833
37 UTILITIES	1,728	2,606
38 CASH FARM RENT	3,505	11,099
39 HERBICIDE-INSECTICIDE	3,462	13,247
40 CONSERVATION	191	309
41 AUTO EXPENSE	886	1,097
42 OPERATING EXPENSE	\$54,558	\$149,874
43 DEPRECIATION-MOTOR VEHICLES	4,133	9,889
44 DEPRECIATION-MACHINERY	2,892	8,376
45 DEPRECIATION-BUILDINGS	539	1,081
46 TOTAL FARM EXPENSE	\$62,123	\$169,220
47 NET FARM INCOME	\$9,895-	\$767
48 NET FARM INCOME/OPERATOR	\$20,340-	\$942
49 CRT-INTERM ASSET CHARGE - 8%	9,233	15,271
50 LONG-TERM ASSET CHARGE - 8%	21,769	24,255
51 UNPAID FAMILY LABOR	578	2,918
52 INTEREST-UNPAID LABOR	\$31,579	\$42,444
53 RETURN LABOR-MANAGEMENT	\$41,475-	\$41,676-
54 RETURN LABOR-MANAGEMENT/OPR.	\$85,254-	\$51,181-
55 RETURN TO CAPITAL	15,877-	\$12,177-
56 % RETURN ON EQUITY	6.20-	5.76-
57 EXPENSE/\$100 FARM PRODUCTION	\$118.95	\$99.55

ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
CURRENT ASSETS	117,674	93,239	222,550	185,456
INTERMEDIATE ASSETS	61,860	61,348	146,740	146,020
LONG-TERM ASSETS	334,330	336,930	429,703	441,427
CURRENT LOANS	36,594	33,496	99,422	91,523
INTERMEDIATE LOANS	17,311	15,873	58,247	69,887
LONG-TERM LOANS	64,263	62,780	128,499	136,245
CURRENT ASSETS/CURRENT LOANS	3.22	2.78	2.24	2.03
CURRENT LOANS/CURRENT ASSETS	.31	.36	.45	.49
LONG-TERM LOAN/LONG-TERM ASSET	.19	.19	.30	.31
C & I LOANS/C & I ASSETS	.30	.31	.43	.49
TOTAL LOANS/TOTAL ASSETS	.23	.23	.36	.38
TOTAL LOANS/EQUITY	.30	.29	.56	.63
EQUITY/TOTAL ASSETS	.77	.77	.64	.61

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ANALYSIS OF THE FARM BUSINESS
 **BY VALUE OF FARM PRODUCTION

2002 KANSAS FARM MANAGEMENT ASSOCIATION, NW
 *** - 100000 ***

*** 100001 - 250000 ***

SIZE

58	CURRENT-INTERMEDIATE ASSETS	167,051	350,424
59	LAND VALUE - OWNED	322,965	413,373
60	LAND VALUE - RENTED	236,189	751,378
61	BUILDINGS VALUE	5,621	11,011
62	TOTAL CAPITAL MANAGED	738,870	1,537,366
63	WORK DAYS	121	275

LABOR

64	NUMBER OF WORKERS	.55	1.20
65	NUMBER OF OPERATORS	.49	.81
66	CAPITAL MANAGED/WORKER	1,353,375	1,282,313
67	FARM PRODUCTION/WORKER	95,664	141,786
68	TOTAL ACRES/WORKER	2,803	2,217
69	CROP ACRES/WORKER	1,477	1,439
70	WORK DAYS/WORKER	222	229
71	NET INCOME/WORK DAY	81.55-	2.79

PER OPERATOR BASIS

72	TOTAL CAPITAL MANAGED	1,518,788	1,887,993
73	VALUE OF FARM PRODUCTION	107,356	208,756
74	NET FARM INCOME	20,340-	942

OTHER FACTORS

75	% CROP ACRES IRRIGATED	5.95	12.73
76	% TILLABLE LAND	52.68	64.92
77	CROP MACH COST/TOT EXPENSE(%)	35.83	34.69

ACRES

	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
78	TOTAL ACRES	1641	69	958	61	1097	2658	91	1074	83	1755	87
79	IRRIGATED CROP ACRES	197	18	241	12	109	392	51	260	36	266	40
80	NON-IRRIGATED CROP ACRES	825	68	519	58	578	1506	91	605	81	1023	86
81	TOTAL CROP ACRES	877	68	569	58	593	1726	91	720	81	1147	86
82	ACRES IN GRASS	1030	50	524	45	900	1160	71	506	58	964	55
83	FARMSTEAD ACRES	73	29	69	27	37	54	46	40	37	49	20

CROP VALUE, COSTS, ACRES

	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE
ACRES		806	518		1726	1231
84	CROP MACHINERY INVEST	51,617.89	64.02	99.58	130,215.76	75.46
85	CROP MACHINERY COST	22,258.30	27.61	42.94	58,695.09	34.01
86	GROSS CROP VALUE	59,365.12	67.66	105.24	161,836.96	93.79
87	CROP PRODUCTION COSTS	45,461.16	54.10	84.14	132,143.50	76.58

IRRIGATED CROPS

	AVE.		OWNED		RENTED		AVE.		OWNED		RENTED		
	CNT	ACRES	ACRES	YIELD	ACRES	YIELD	CNT	ACRES	ACRES	YIELD	ACRES	YIELD	
88	WHEAT	7	81	95	41.1		21	137	123	39.8	97	42.3	
89	CORN	11	147	156	113.0		39	257	178	114.7	192	120.2	
90	GRAIN SORGHUM						3	91					
91	SOYBEANS	5	131			73	32.6	15	128	62	41.2	102	44.0
92	LEGUME SEED												
93	ALFALFA HAY	3	28	28	3.0		14	99	105	3.5	48	3.2	
94	ALL SILAGE	4	58	68	9.8		13	114	113	10.2	97	14.0	
95	OTHER GRAIN												
96	OTHER HAY	6	101	109			20	99	82		91		
97	CASH CROPS	4	72				11	143	66		138		

NON-IRRIGATED CROP

	AVE.		OWNED		RENTED		AVE.		OWNED		RENTED		
	CNT	ACRES	ACRES	YIELD	ACRES	YIELD	CNT	ACRES	ACRES	YIELD	ACRES	YIELD	
98	WHEAT	63	331	193	24.2	275	24.7	89	602	257	25.8	445	26.1
99	CORN	14	190	229		118	24.7	28	204	125		150	16.3
100	GRAIN SORGHUM	39	163	110	17.7	140	26.9	53	323	161	24.6	244	25.1
101	SOYBEANS							7	119	38	11.1	129	6.6
102	LEGUME SEED												
103	ALFALFA HAY	12	42	39	2.0	33	2.2	12	51	41	2.0	47	2.3
104	ALL SILAGE	6	73	69	3.5	55	1.7	8	126	70	2.2	159	6.4
105	OTHER GRAIN	3	111					5	238			231	
106	OTHER HAY	24	99	73		81		44	176	102		166	
107	CASH CROPS	4	141	178				12	206	120		170	

LIVESTOCK PRODUCTION

	CNT	UNITS	PROD.	PROD/UNIT	CNT	UNITS	PROD.	PROD/UNIT
108	BEEF COWS - CALF %	16	63	59		22	153	134
109	EWES - % LAMB CROP							.88
110	LITTER-PIGS WEANED/LITTER							
111	DAIRY COWS-\$ INCOME/COW							
112	HENS - EGG \$ INCOME/HEN							
113	BEEF FEEDERS	44	97		55	1649		
114	SHEEP FEEDERS							
115	SWINE FEEDERS	4						

INCOME AND EXPENSE ANALYSIS
 **BY VALUE OF FARM PRODUCTION

2002 KANSAS FARM MANAGEMENT ASSOCIATION, NW

*** 250001 - 500000 ***
 44 FARMS ----- 36 OPERATORS

*** 500001 - ***
 14 FARMS ----- 18 OPERATORS

ITEM	PER FARM	PER FARM
1 BEEF	41,670	210,733
2 DAIRY AND MILK	33	
3 SHEEP	71	
4 SWINE	287-	24
5 POULTRY AND EGGS		
6 OTHER LIVESTOCK	2,469	1,861
7 CUSTOM FEEDING	2,726	82
8 FEED PURCHASED	23,532-	54,573-
9 LIVESTOCK INCOME	\$23,151	\$158,127
10 GRAIN	160,873	273,763
11 HAY AND FORAGE	15,288	35,279
12 CASH CROPS	31,295	42,704
13 CROP INS. PROCEEDS	72,329	155,323
14 OTHER PRODUCT SALES	1,251	6,021
15 GOVERNMENT PAYMENTS	32,230	37,900
16 OTHER INCOME	22,610	76,195
17 VALUE OF FARM PRODUCTION	\$359,028	\$785,312
18 HIRED LABOR	14,014	52,991
19 MACHINERY REPAIRS	23,249	57,720
20 IRRIGATION REPAIRS	4,830	10,837
21 BUILDING REPAIRS	1,967	1,614
22 INTEREST PAID	31,307	67,875
23 SEED-OTHER CROP EXPENSE	30,735	55,913
24 CROP INSURANCE	11,877	17,621
25 FERTILIZER-LIME	35,074	63,521
26 MACHINE HIRE	22,633	73,083
27 ORGANIZATION FEE, PUBLICATION	5,105	6,089
28 VET-MED-DRUGS	1,244	8,947
29 CROP STORAGE-MARKETING	2,476	15,587
30 LIVESTOCK MARKETING-BREEDING	3,079	2,810
31 DAIRY EXPENSE		
32 GAS-FUEL-OIL	14,122	35,125
33 IRRIGATION ENERGY	34,950	50,481
34 REAL ESTATE TAXES	5,383	4,738
35 PERSONAL PROPERTY TAX	737	3,221
36 GENERAL FARM INSURANCE	6,606	15,523
37 UTILITIES	4,220	13,129
38 CASH FARM RENT	31,531	65,947
39 HERBICIDE-INSECTICIDE	31,586	79,216
40 CONSERVATION	628	142
41 AUTO EXPENSE	1,456	1,799
42 OPERATING EXPENSE	\$318,807	\$703,926
43 DEPRECIATION-MOTOR VEHICLES	16,191	26,270
44 DEPRECIATION-MACHINERY	17,135	28,379
45 DEPRECIATION-BUILDINGS	1,481	9,453
46 TOTAL FARM EXPENSE	\$353,614	\$768,028
47 NET FARM INCOME	\$5,414	\$17,284
48 NET FARM INCOME/OPERATOR	\$6,455	\$13,009
49 CRT-INTERM ASSET CHARGE - 8%	23,100	41,006
50 LONG-TERM ASSET CHARGE - 8%	25,571	48,592
51 UNPAID FAMILY LABOR	3,017	5,625
52 INTEREST-UNPAID LABOR	\$51,688	\$95,223
53 RETURN LABOR-MANAGEMENT	\$46,275-	\$77,939-
54 RETURN LABOR-MANAGEMENT/OPR.	\$55,179-	\$58,664-
55 RETURN TO CAPITAL	4,040	\$28,451
56 % RETURN ON EQUITY	4.48-	3.51-
57 EXPENSE/\$100 FARM PRODUCTION	\$98.49	\$97.80

ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
CURRENT ASSETS	323,850	278,235	768,118	717,413
INTERMEDIATE ASSETS	238,848	242,027	414,738	408,002
LONG-TERM ASSETS	508,852	511,313	892,120	928,144
CURRENT LOANS	167,721	166,142	443,883	428,197
INTERMEDIATE LOANS	83,913	87,639	154,552	251,594
LONG-TERM LOANS	190,603	190,275	325,623	279,835
CURRENT ASSETS/CURRENT LOANS	1.93	1.67	1.73	1.68
CURRENT LOANS/CURRENT ASSETS	.52	.60	.58	.60
LONG-TERM LOAN/LONG-TERM ASSET	.37	.37	.36	.30
C & I LOANS/C & I ASSETS	.44	.49	.49	.58
TOTAL LOANS/TOTAL ASSETS	.41	.43	.44	.45
TOTAL LOANS/EQUITY	.70	.76	.79	.85
EQUITY/TOTAL ASSETS	.59	.57	.55	.53

%%ISCC CHANGE_OVERLAY SUMMBK99

ANALYSIS OF THE FARM BUSINESS
 **BY VALUE OF FARM PRODUCTION

2002 KANSAS FARM MANAGEMENT ASSOCIATION, NW
 *** 250001 - 500000 ***

*** 500001 - ***

SIZE

58	CURRENT-INTERMEDIATE ASSETS	541,470	1,154,135
59	LAND VALUE - OWNED	476,615	793,531
60	LAND VALUE - RENTED	1,309,249	2,153,822
61	BUILDINGS VALUE	14,864	90,087
62	TOTAL CAPITAL MANAGED	2,360,802	4,218,090
63	WORK DAYS	440	870

LABOR

64	NUMBER OF WORKERS	1.51	3.03
65	NUMBER OF OPERATORS	.84	1.33
66	CAPITAL MANAGED/WORKER	1,566,746	1,392,766
67	FARM PRODUCTION/WORKER	238,269	259,301
68	TOTAL ACRES/WORKER	2,133	1,532
69	CROP ACRES/WORKER	1,588	1,200
70	WORK DAYS/WORKER	292	287
71	NET INCOME/WORK DAY	12.31	19.86

PER OPERATOR BASIS

72	TOTAL CAPITAL MANAGED	2,815,048	3,174,906
73	VALUE OF FARM PRODUCTION	428,109	591,095
74	NET FARM INCOME	6,455	13,009

OTHER FACTORS

75	% CROP ACRES IRRIGATED	29.64	30.27
76	% TILLABLE LAND	74.46	78.29
77	CROP MACH COST/TOT EXPENSE(%)	28.88	24.08

ACRES

	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT	
78	TOTAL ACRES	3214	44	1149	33	2464	42	4640	14	2654	10	4036	12
79	IRRIGATED CROP ACRES	800	39	359	23	717	32	1283	12	736	7	1025	10
80	NON-IRRIGATED CROP ACRES	1684	44	607	32	1302	42	3248	14	1461	10	2571	12
81	TOTAL CROP ACRES	2393	44	839	33	1848	42	3633	14	1976	10	2592	12
82	ACRES IN GRASS	1538	23	577	17	1598	16	2151	11	1055	6	1925	9
83	FARMSTEAD ACRES	32	23	22	19	30	11	73	6	73	6		

CROP VALUE, COSTS, ACRES

	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE	
ACRES		2393	1923		3633	3508	
84	CROP MACHINERY INVEST	228,541.43	95.51	118.83	372,438.57	102.51	106.17
85	CROP MACHINERY COST	102,119.62	42.68	53.10	184,924.58	50.90	52.72
86	GROSS CROP VALUE	339,404.26	141.83	176.48	678,285.47	186.69	193.36
87	CROP PRODUCTION COSTS	284,956.37	119.08	148.17	559,323.02	153.95	159.45

IRRIGATED CROPS

	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	
88	WHEAT	21	247	128	43.6	236	40.9	7	213	139	54.1	264	49.8
89	CORN	37	485	246	151.6	421	114.8	12	814	350	112.6	732	144.7
90	GRAIN SORGHUM	3	109										
91	SOYBEANS	21	234	142	41.7	252	38.8	4	227			143	28.6
92	LEGUME SEED												
93	ALFALFA HAY	4	109					5	108			105	4.7
94	ALL SILAGE	10	174	94	9.4	182	9.0	6	212			148	12.4
95	OTHER GRAIN												
96	OTHER HAY	10	260	246		202		4	212			251	
97	CASH CROPS	9	191	72		205		4	315	242			

NON-IRRIGATED CROP

	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	
98	WHEAT	42	671	291	26.4	543	27.2	13	1202	592	26.9	990	31.8
99	CORN	25	296	189		272	11.7	11	752	527		626	
100	GRAIN SORGHUM	19	422	125	22.2	363	16.4	5	342	158		230	
101	SOYBEANS	4	74	47		51							
102	LEGUME SEED												
103	ALFALFA HAY	3	137					6	113			129	2.8
104	ALL SILAGE	6	177			131	3.7	6	172			190	4.9
105	OTHER GRAIN												
106	OTHER HAY	10	223	136		142		6	571	89		631	
107	CASH CROPS	10	201	80		188							

LIVESTOCK PRODUCTION

	CNT	UNITS	PROD.	PROD/UNIT	CNT	UNITS	PROD.	PROD/UNIT
108	BEEF COWS - CALF %	9	152	137	3	227	200	.88
109	EWES - % LAMB CROP							
110	LITTER-PIGS WEANED/LITTER							
111	DAIRY COWS-\$ INCOME/COW							
112	HENS - EGG \$ INCOME/HEN							
113	BEEF FEEDERS	21	227		11	768		
114	SHEEP FEEDERS							
115	SWINE FEEDERS							