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# Kansas Farm Management Association

## 2017

### Southwest

### Summary



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***Building Strong Relationships ... Producing Excellence***

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Kansas Farm Management Associations  
[www.AgManager.info/KFMA](http://www.AgManager.info/KFMA)

Department of Agricultural Economics  
[www.ageconomics.ksu.edu](http://www.ageconomics.ksu.edu) · [www.AgManager.info](http://www.AgManager.info)

K-MAR-105 Association  
[www.kmar105.com](http://www.kmar105.com)

K-State Research and Extension  
[www.ksre.ksu.edu](http://www.ksre.ksu.edu)

# Kansas Farm Management Associations

Executive Director – Kevin Herbel  
Associate Director – Mark Dikeman  
Professional Development Officer – Anthony Ruiz

## 2017 MEMBERSHIP

### KFMA Economists

#### Association - NW

\*Mark Wood 253  
Ashley Sherman 52  
Jordan Steele 305

### KFMA Economists

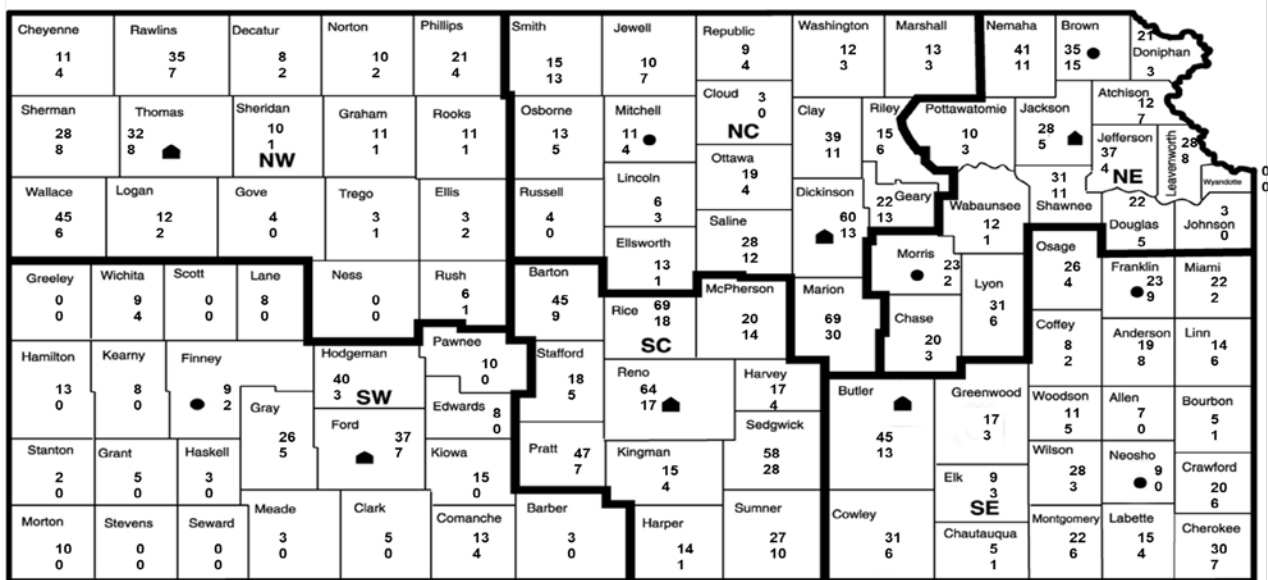
#### Association - NC

\*Robert Kohman 361  
Will Feldkamp 132  
Trenton Hargrave 493  
David Rempe

### KFMA Economists

#### Association - NE

\*Craig Althausen Chelsea Fullerton 354  
Amy Boline Travis Heiman 84  
438



■ ASSOCIATION HEADQUARTERS

● SATELLITE OFFICE

### KFMA Economists

#### Association - SW

\*Douglas Stucky 224  
Lindsay Bryant 23  
Sandy Myers 247

### KFMA Economists

#### Association - SC

\*Clay Simons 394  
Camille Claassen 117  
Jonie James 511  
Bryan Manny  
Aaron Meisenheimer

### KFMA Economists

#### Association - SE

\*Ashley Poston James Huschka 366  
Jordan Dye Scott Laird 89  
Devyn Huggans Dillon Rapp 455

Top Number = Number of Farm Units Per County

Bottom Number = Number of Extra Partners or Persons in the Multi-Operator Farm Units

Some memberships cross over association boundaries so numbers will not always balance

\*EXECUTIVE ASSOCIATION ECONOMISTS

1,952 FARM UNITS plus 497 OTHERS IN PARTNERSHIPS, ETC. = 2,449 TOTAL FARMERS IN ASSOCIATION PROGRAM IN 2017

#### ASSOCIATION NW

P.O. Box 841  
1975 West 4th  
Colby, Kansas 67701  
785-462-6664  
President: Roger May

#### ASSOCIATION NC

P.O. Box 518  
205 N. Broadway  
Abilene, Kansas 67410  
785-263-3421  
President: Neal Barten

#### ASSOCIATION NE

P.O. Box 448  
207-B Arizona  
Holton, Kansas 66436  
785-364-2706  
President: Randy Flory

#### ASSOCIATION SW

1409 E. Trail  
Dodge City, Kansas 67801  
620-225-5600  
President: Heath Boy

#### ASSOCIATION SC

1722 N. Plum  
Hutchinson, Kansas 67502  
620-662-7868  
President: Matt Novotny

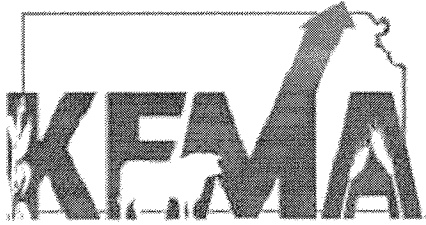
#### ASSOCIATION SE

640 N. Main  
El Dorado, Kansas 67042  
316-321-1371  
President: Carrol Campbell

## TABLE OF CONTENTS

<u>ITEM</u>	<u>PAGE</u>
Welcome!	1
Officers and Personnel	2 – 3
Definition of Terms	4 – 5
Whole Farm Analysis	6 – 17
Quartiles	18 - 22
Family Living Information	23 – 25
Enterprise Summaries	26 – 42
County-wide Summary info	
Comanche	44 - 47
Ford	48 - 51
Gray	52 - 55
Hodgeman	56 – 59
Kiowa •	60 – 63
Pawnee	64 - 67
Wichita	68 - 71





Building Strong Relationships...  
Producing Excellence

Welcome! Agriculture is not an easy or safe career to be in. Farming & ranching are risks that can really payoff or leave you struggling to catch up. 2017 proved to be another year that tested producers' ability to survive. There was the late freezes and the blizzard in May, wheat mosaic, intermittent drought & missed rainfalls, head worms, hailstorms... But Southwest

Kansas raises tough stock and the area's average had optimistic points!

Here's a few points that are of interest:

- \*Average Net Farm Income almost doubled from 2016 to \$78,092

- \*Family Living expenses were held back to \$55,801 (\$64,511 including taxes)

  - This is the first year since 2012 that Family Living was LESS than Net Farm Income

- \*Return on Assets AND Return on Equity were both positive (as an average)

- \*Operating Profit Margin was the highest since 2012

- \*Total Expense decreased slightly, helping to reach that positive Net Farm Income

- \*Current Ratio decreased, but is still acceptable at 23% (21% is considered "good")

- \*Liabilities overall decreased by close to \$85,000 on average!

  - Current liabilities increased by \$15k (2016 was increased \$37k)

  - Intermediate & Long Term Liabilities decreased by \$100k (2016 had decrease of \$13k)

- \* Government Payments still managed to be a hefty chunk of income for the area. In 2016, SW KS received more funds from government payments than any other region, and we expect the same to be true for 2017.

## **2017-2018 FARM MANAGEMENT ASSOCIATION S.W.**

### **OFFICERS**

President -	Heath Boy	Vice-President -	Albert Lobmeyer
Treasurer -	Leon Flax	Secretary -	John Stegman
K-MAR Director -	John Haas	Advisory Board -	John Haas
Executive Director -	Michael Bamberger	Executive Director –	Melvin Wessler

<b><u>County</u></b>	<b><u>County Director</u></b>	<b><u>County Agent</u></b>
Barber		Tim Marshall
Clark		Brice Gibson
Comanche	Elin Bryant	Aaron Sawyers
Edwards	Shane Ryan	Marty Gleason
Finney	Boyd Funk	Jennifer Stoss
Ford	John Stegman	Andrea Burns
Grant		Billie Chesney
Gray	Steve Rowan	Kurt Werth
Greeley		Todd Schmidt
Hamilton	Heath Boy	Lora Horton
Haskell		Lacey Noterman
Hodgeman	Michael Bamberger	DeWayne Craghead
Kearny		Bill Haney
Kiowa	Kevin Lewis	Wade Reh
Lane	James Johnston	Chris Long
Meade		Elly Sneath
Morton	Donita Hayes	Crystal Bashford
Pawnee	John Haas	Kyle Grant
Scott		John Beckman
Seward	Melvin Wessler	Kylee Harrison
Stanton		Jeff Wilson
Stevens		Joshua Morris
Wichita	Albert Lobmeyer	Allen Baker

## **K-STATE RESEARCH AND EXTENSION**

### **Dr. John Floros**

Director, K-State Research and Extension and  
Dean of the College of Agriculture  
Manhattan, Kansas

### **Dr. Allen Featherstone**

Department Head  
Agricultural Economics  
Manhattan, Kansas

### **Dr. Gregg Hadley**

Director, Extension  
and Applied Research  
Manhattan, Kansas

### **Kevin L. Herbel**

Executive Director KS Farm Management Assoc.,  
Interim Administrator K-MAR 105 Assoc.  
Manhattan, Kansas

### **Mark Dikeman**

Associate Director  
KS Farm Management Assoc.  
Manhattan, Kansas

### **Anthony Ruiz**

Professional Development Officer  
KS Farm Management Assoc.  
Manhattan, KS

## **FARM MANAGEMENT ASSOCIATION, SOUTHWEST ASSOCIATION ECONOMISTS**

### **Douglas Stucky**

Executive Association Economist  
Dodge City, Kansas

### **Sandy Myers**

Association Economist  
Dodge City, Kansas

### **Lindsay Bryant**

Association Economist  
Dodge City, Kansas

## **ASSOCIATION OFFICE PROFESSIONALS**

Tamie Hawes – Executive Secretary  
Cathy Combs

## DEFINITION OF TERMS

The following information outlines some of the terms used in this report.

### *Accrual Income*

The various kinds of livestock, crop and gross farm income values are computed by the accrual method. For example, beef income is computed as follows:

Total 2017 beef sales	\$100,000	
Ending beef inventory	<u>75,000</u>	
Total		\$175,000
Total 2017 beef purchases	\$40,000	
Beginning beef inventory	<u>45,000</u>	
Total		<u>\$85,000</u>
Accrual Beef Income		\$90,000

### *Value of Farm Production (Line 21)*

Equal to Gross Farm Income minus Cost of Purchased Feed.

### *Net Farm Income (Line 50)*

Return to operator's labor, management, and net worth computed on an accrual basis. Partnerships are counted as one farm.

### *Current & Non-Current Asset Charge (Line 53 & 54)*

Represents an 8% interest charge, or opportunity cost, on current and non current assets (net of current and non current liabilities).

### *Return to Labor and Management (Line 55)*

Net Farm Income less a charge for the following three items: (a) 8% of the net worth in long term assets, (b) 8% of the net worth of current and intermediate assets, and (c) the estimated value of unpaid farm labor of family members other than the farm operator. Provides a measure of the operator's own earning for his labor and management after giving credit for his net worth.

### *Return to Capital (Line 56)*

Net Farm Income plus interest paid less \$72,500 labor charge for each operator less estimated value of unpaid family labor less a management charge (10% of Gross Farm Income). Provides a measure of the operator's return to capital after crediting for labor and management.



*Percent Return on Equity (Line 63)*

Return to Capital minus interest paid divided by the operator's equity in the farm operation. Represents the rate of return on the operator's equity.

*Current Assets (Line 66)*

Value of livestock, supplies, crops, inventories and current accounts receivable.

*Crop Machinery Cost (Line 95)*

Crop share of repairs, fuel, and machine hire, and machinery and motor vehicle depreciation, and farm share of auto and 8% interest charge on machinery investment less off the farm work.

*Gross Crop Value (Line 96)*

Value of total crop production, including government payments and insurance proceeds. This value is a productivity measure for the crop portion of the farm business. (It is NOT a measure of the operator's gross farm income because it includes the landlord's share of crop production.)

*Crop Production Costs (Line 97)*

All direct production costs to the farm operator used in producing crops. This value does not include production expenses paid by the landlord on leased land, interest charge on the land, interest payments, cash farm rent, or a charge for the operator's labor.

# FARM MANAGEMENT ASSOCIATION SW

## 2013 - 2014 - 2015 - 2016 - 2017

	<u>2013 AVERAGE</u>	<u>2014 AVERAGE</u>	<u>2015 AVERAGE</u>	<u>2016 AVERAGE</u>	<u>2017 AVERAGE</u>
<b><u>INCOME</u></b>					
NET LIVESTOCK INCOME	\$48,475	\$48,583	\$111,289	\$104,348	\$79,960
TOTAL CROP INCOME	<b>265,235</b>	<b>238,752</b>	<b>370,585</b>	<b>377,518</b>	<b>324,364</b>
GOV. PMTS.	52,888	35,279	34,501	47,476	56,943
CROP INSURANCE	<b>64,458</b>	<b>46,093</b>	<b>16,837</b>	<b>3,966</b>	<b>12,121</b>
MACHINE HIRE/OTHER INCOME	38,577	37,487	49,892	32,324	42,728
<b>VALUE OF FARM PRODUCTION (GROSS INCOME)</b>	<b>469,633</b>	<b>406,195</b>	<b>583,104</b>	<b>565,633</b>	<b>515,227</b>
CROP VALUE / CROP ACRE	235	179	245	219	209
<b><u>EXPENSES</u></b>					
CASH OP. EXP.	<b>\$353,156</b>	<b>\$307,621</b>	<b>\$478,693</b>	<b>\$470,274</b>	<b>\$367,461</b>
EXP/ \$100 GROSS (VFP)	84.74	86.19	82.09	93.07	84.84
INTEREST EXP RATIO	<b>0.024</b>	<b>0.028</b>	<b>0.026</b>	<b>0.032</b>	<b>0.044</b>
MACH COST/ TOTAL EXP (%)	31.63%	37.94%	33.53%	22.84%	25.34%
MACH INV/ CROP ACRE	<b>171.57</b>	<b>182.33</b>	<b>192.40</b>	<b>180.49</b>	<b>152.75</b>
MACH COST/CROP ACRE	<b>65.98</b>	<b>64.65</b>	<b>79.43</b>	<b>71.92</b>	<b>60.81</b>
CROP PROD COST/ CROP ACRE	180.56	<b>168.22</b>	<b>208.94</b>	<b>187.63</b>	150.89
<b><u>NET ACCRUAL INCOME</u></b>	<b><u>\$71,633</u></b>	<b><u>\$56,101</u></b>	<b><u>\$37,423</u></b>	<b><u>\$39,210</u></b>	<b><u>\$78,092</u></b>
DEBT / ASSET RATIO	<b>0.15</b>	<b>0.13</b>	<b>0.14</b>	<b>0.18</b>	<b>0.24</b>
CUR ASSETS/CUR LOANS	3.62	3.45	4.70	2.33	1.74
% CROP ACRES IRR	11%	9%	16%	15%	9%
% TILLABLE LAND	80%	77%	71%	70%	69%
TOTAL CROP ACRES	<b>1908</b>	<b>2347</b>	<b>2130</b>	<b>2359.52</b>	<b>2363.79</b>
ACRES IN GRASS	912	1104	1579	1639	1526
<b>YIELDS</b>	<b>BU/ACRE</b>				
DRY WHEAT	23.87	20.36	34.86	65.05	44.25
DRY CORN	N/A	N/A	N/A	122.37	N/A
DRY MILO	63.6	67.05	103.60	97.44	92.00
IRR WHEAT	43.36	43.55	51.5	65.69	53.82
IRR CORN	189.81	212.95	215.34	193.5	201
IRR MILO	105.8	119.51	N/A	137.31	N/A
IRR SOYBEANS	55.46	68.97	N/A	63.68	60.31
IRR ALFALFA	<b>TONS/ACRE</b>				
	N/A	N/A	N/A	N/A	N/A

\*

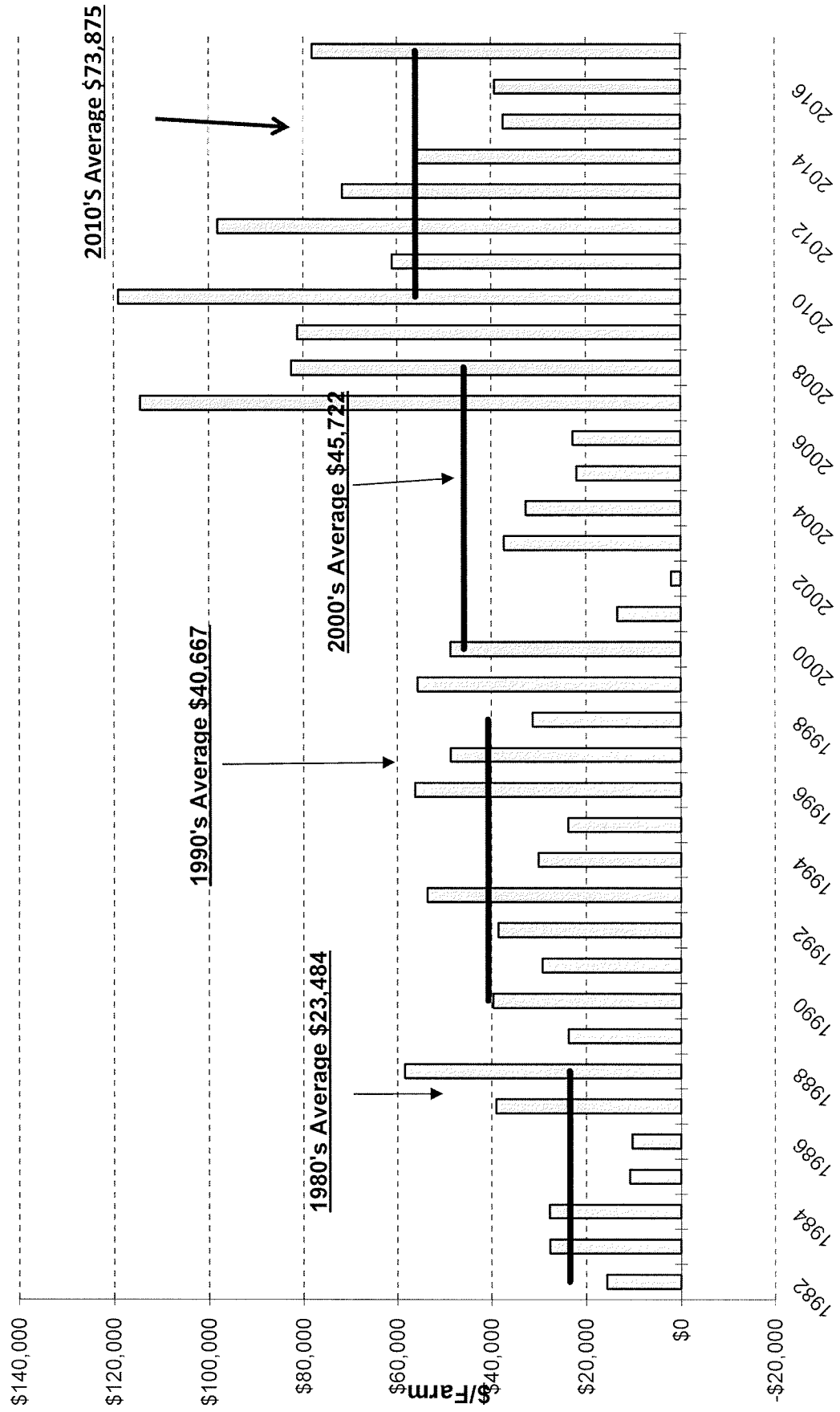
# FARM MANAGEMENT ASSOCIATION - SW

## HIGH 25% - VS - LOW 50%

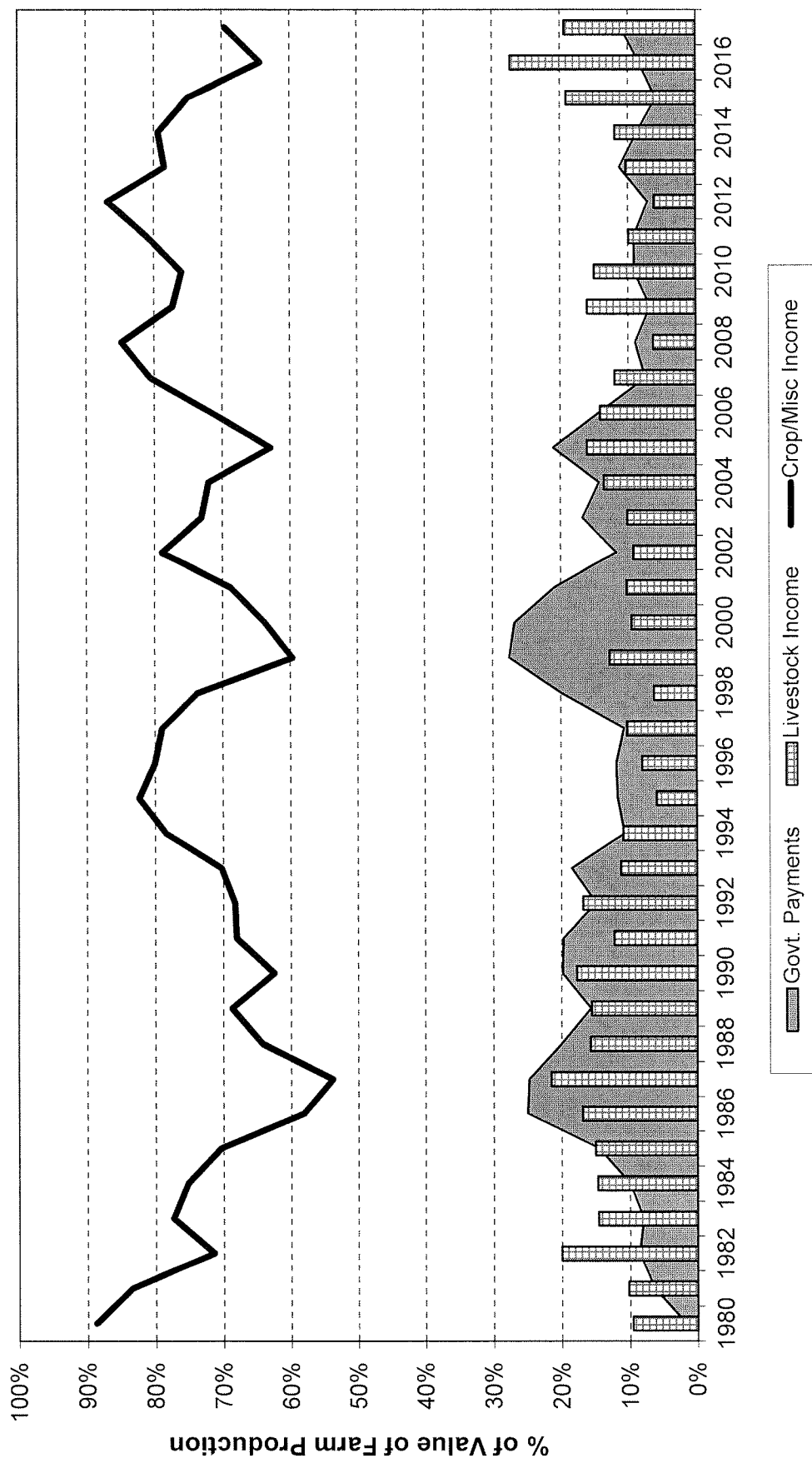
**2017**

	<u>HIGH 25%</u>	<u>LOW 50%</u>	<u>DIFFERENCE</u>	<u>MY FARM</u>
<b><u>INCOME</u></b>				
NET LIVESTOCK INCOME	\$105,089	\$27,449	\$ (77,640)	_____
TOTAL CROP INCOME	563,168	156,833	(406,335)	_____
GOV. PMTS.	86,983	41,650	(45,333)	_____
CROP INSURANCE	16,698	8,906	(7,792)	_____
MACH HIRE/OTHER INCOME	85,415	19,216	(66,199)	_____
VALUE OF FARM				
PRODUCTION	857,355	254,055	(603,300)	_____
CROP VALUE / CROP ACRE	255.00	179.00	(76.00)	_____
<b><u>EXPENSES</u></b>				
CASH OP. EXP.	\$510,020	\$193,252	\$ (316,768)	_____
EXP/ \$100 GROSS (VFP)	0.73	0.90	0.17	_____
INTEREST EXP RATIO	0.045	0.028	(0.0170)	_____
MACH COST/ TOTAL EXP (%)	12%	20%	8%	_____
MACH INV/ CROP ACRE	193.34	198.53	5.19	_____
MACH COST/CROP ACRE	63.14	72.91	9.77	_____
PROD COST/ CROP ACRE	166.93	149.32	(17.61)	_____
<b><u>NET INCOME</u></b>	<b><u>\$231,577</u></b>	<b><u>\$25,823</u></b>	<b><u>\$205,754</u></b>	_____
DEBT / ASSET RATIO	36%	12%	(0.24)	_____
CUR ASSETS/CUR LOANS	1.82	1.59	(0.23)	_____
% CROP ACRES IRR	12%	11%		_____
% TILLABLE LAND	87%	75%		_____
TOTAL CROP ACRES	3,072	1,417	(1,655.00)	_____
ACRES IN GRASS	1,187	638		_____
<b><u>YIELDS</u></b>				
DRY WHEAT	52.93	43.25	(9.68)	_____
DRY CORN	112.17	N/A		_____
DRY MILO	91.31	88.71	(2.60)	_____
IRR WHEAT	53.82	N/A		_____
IRR CORN	195.21	N/A		_____
IRR MILO	N/A	N/A		_____
IRR SOYBEANS	61.94	N/A		_____
IRR ALFALFA	N/A	N/A		_____

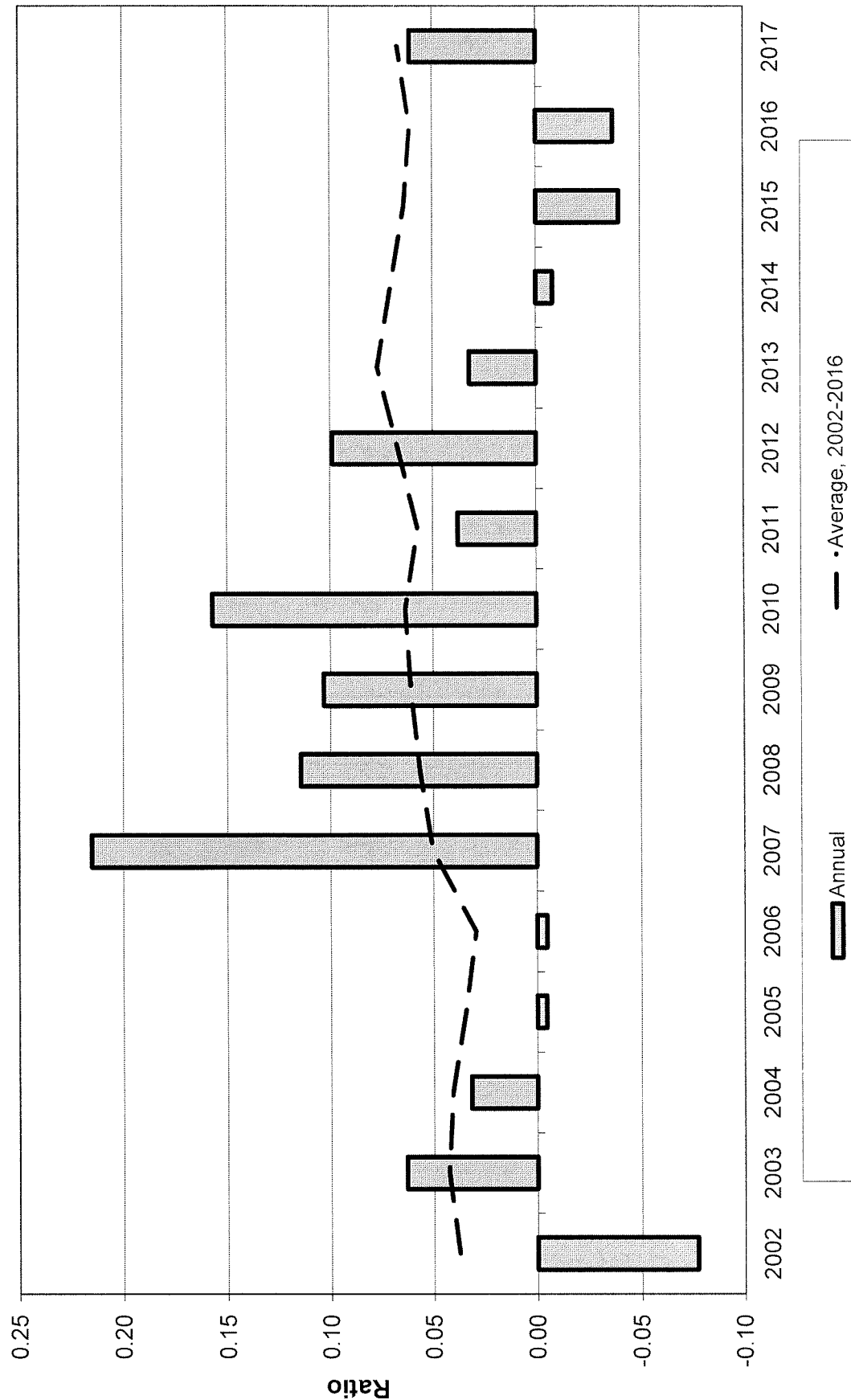
# Southwest Kansas Farm Management Association Accrual Net Farm Income, 1982-2017



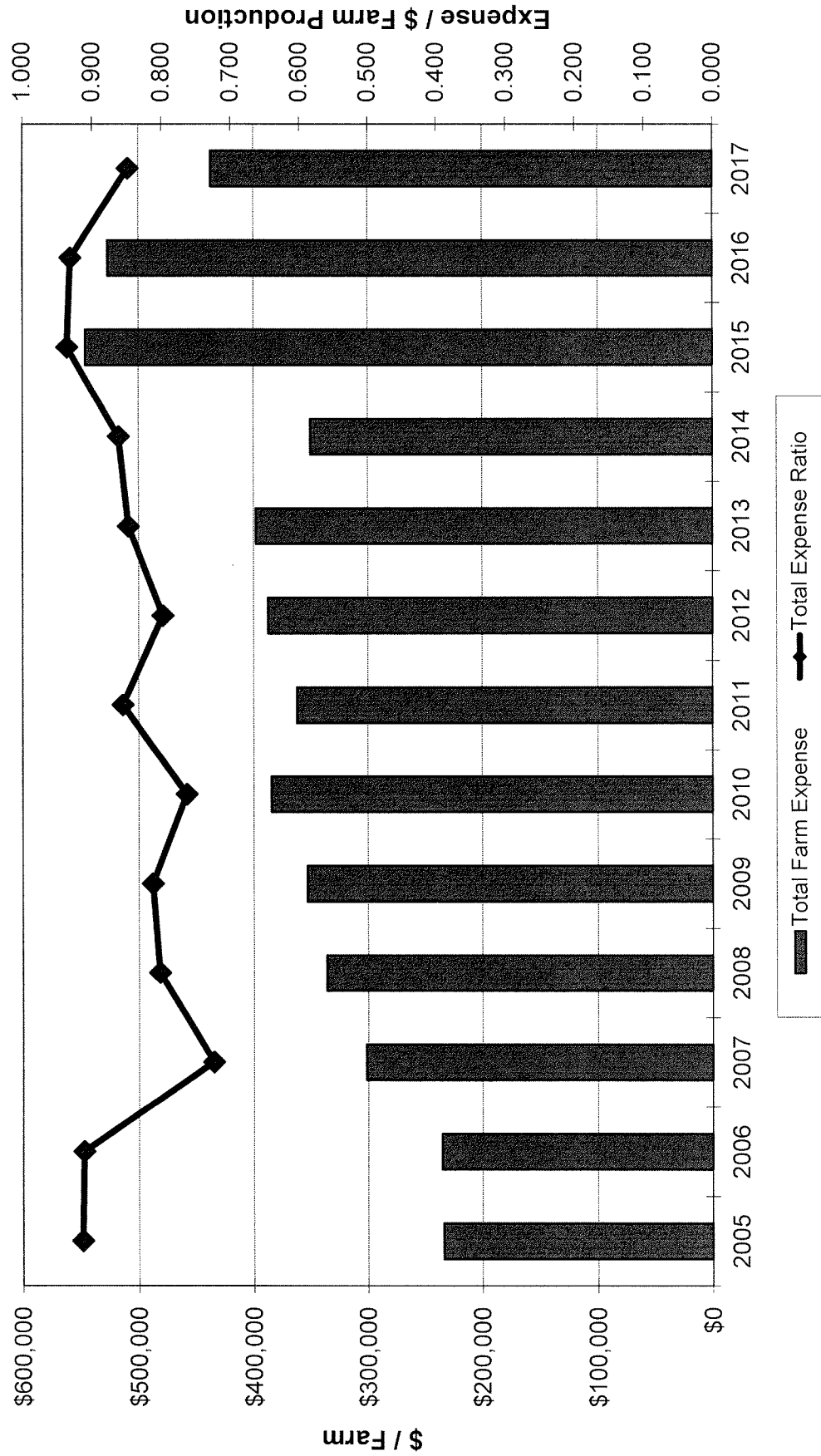
# **Southwest Kansas Farm Management Association** **Value of Farm Production, 1980-2017**



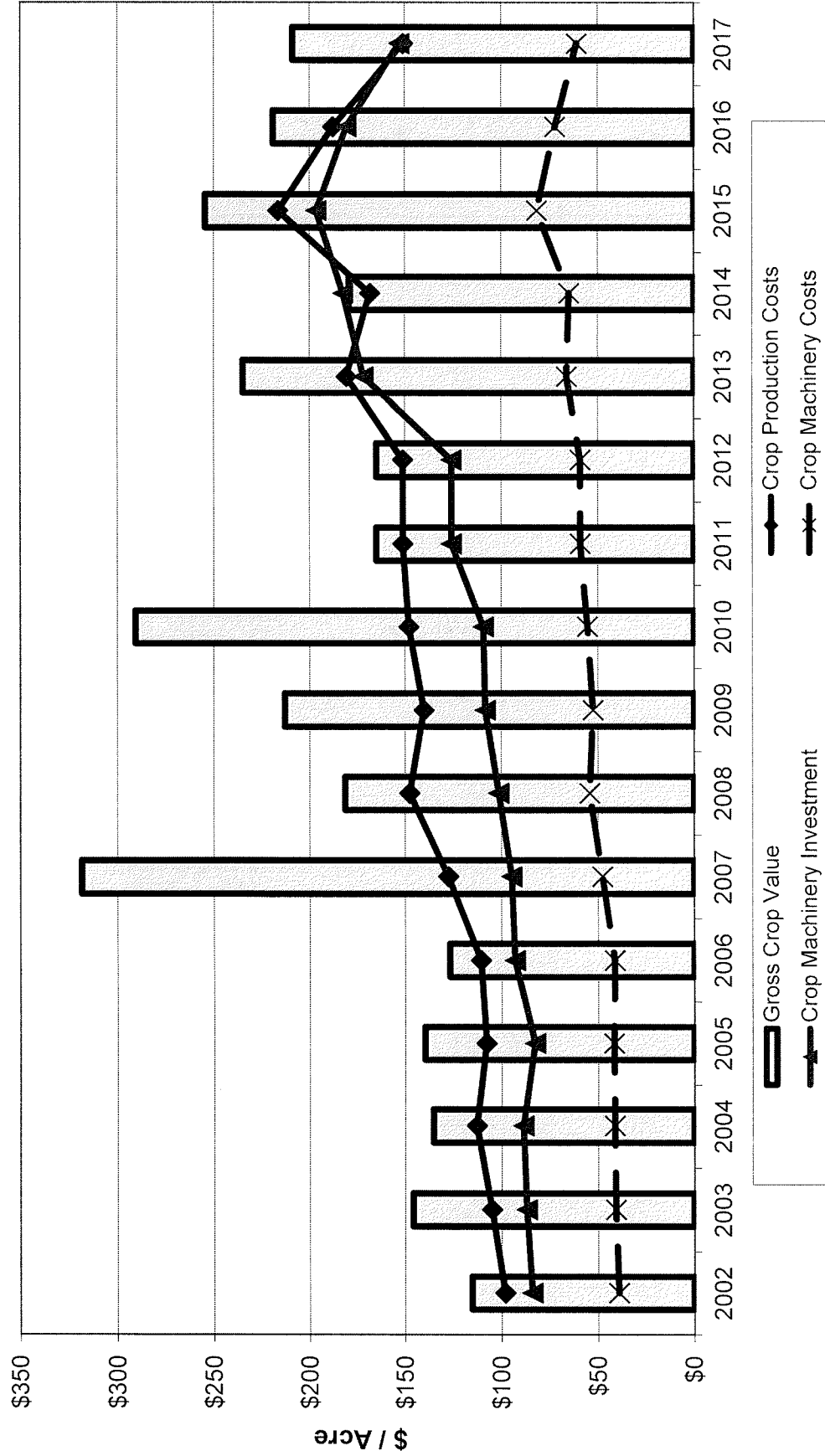
# Southwest Kansas Farm Management Association Operating Profit Margin Ratio, 2002-2017



## Southwest Kansas Farm Management Association Total Expense Trends, 2005-2017

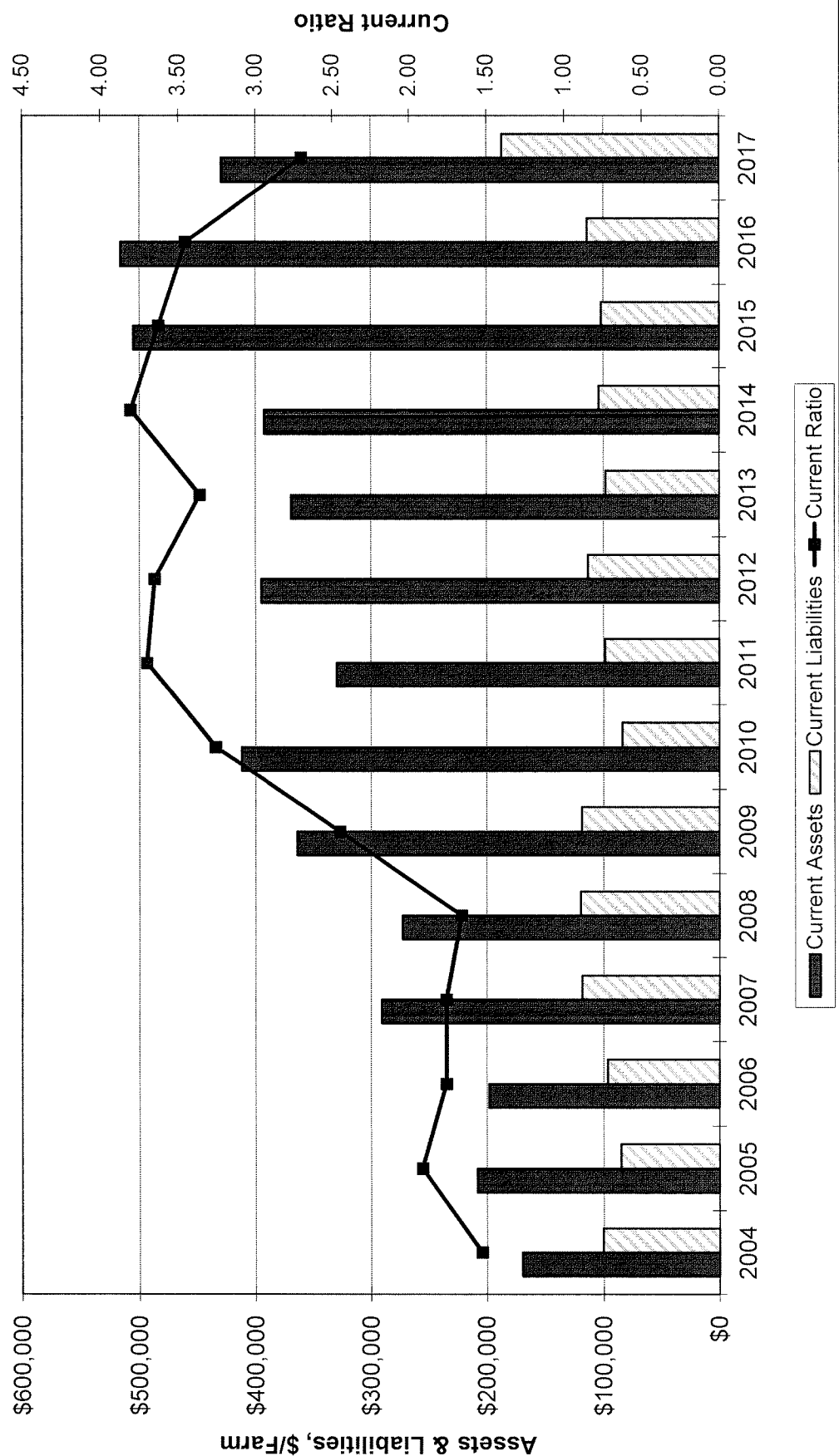


## Southwest Kansas Farm Management Association Crop Value and Cost Trends, 2002-2017

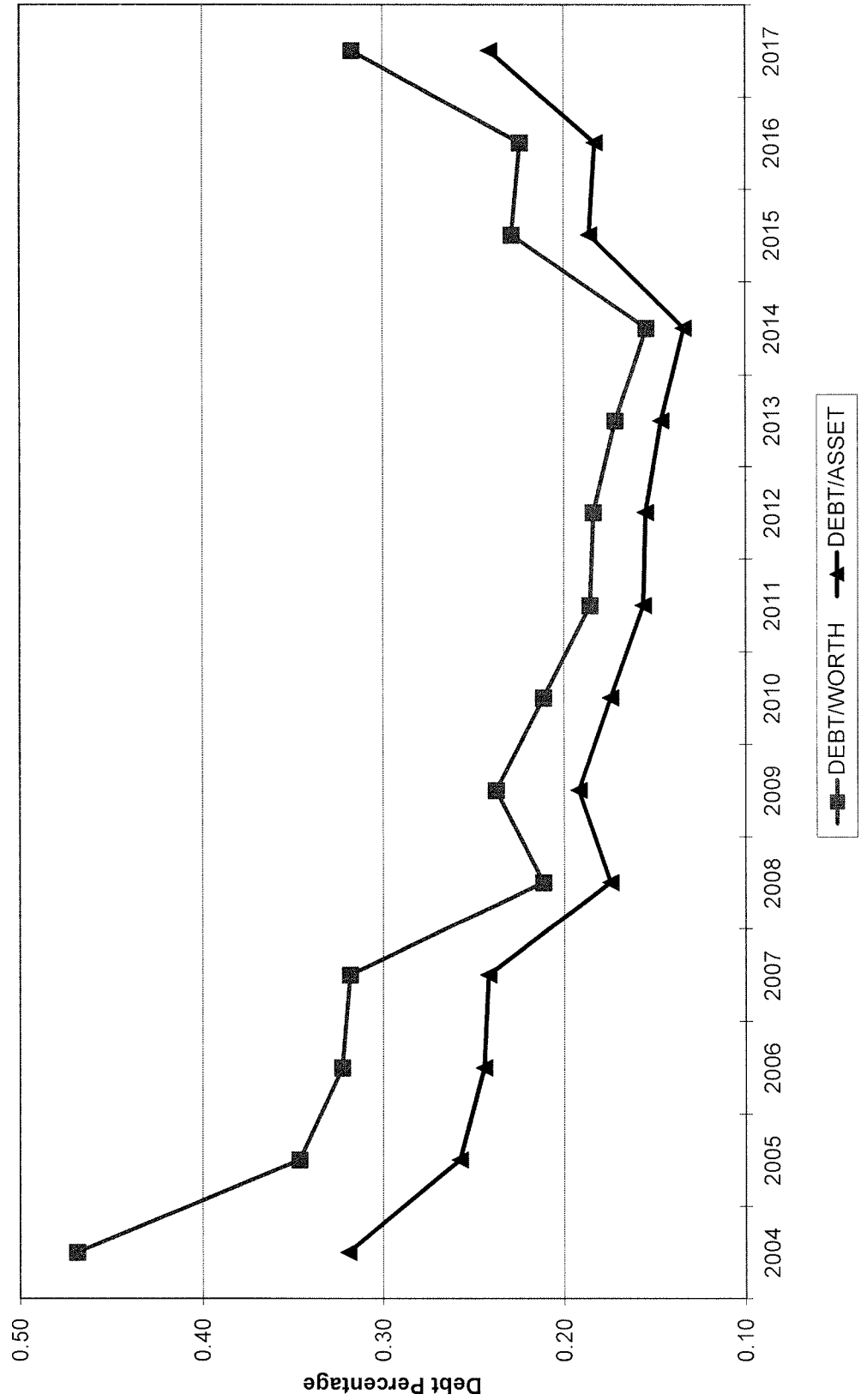




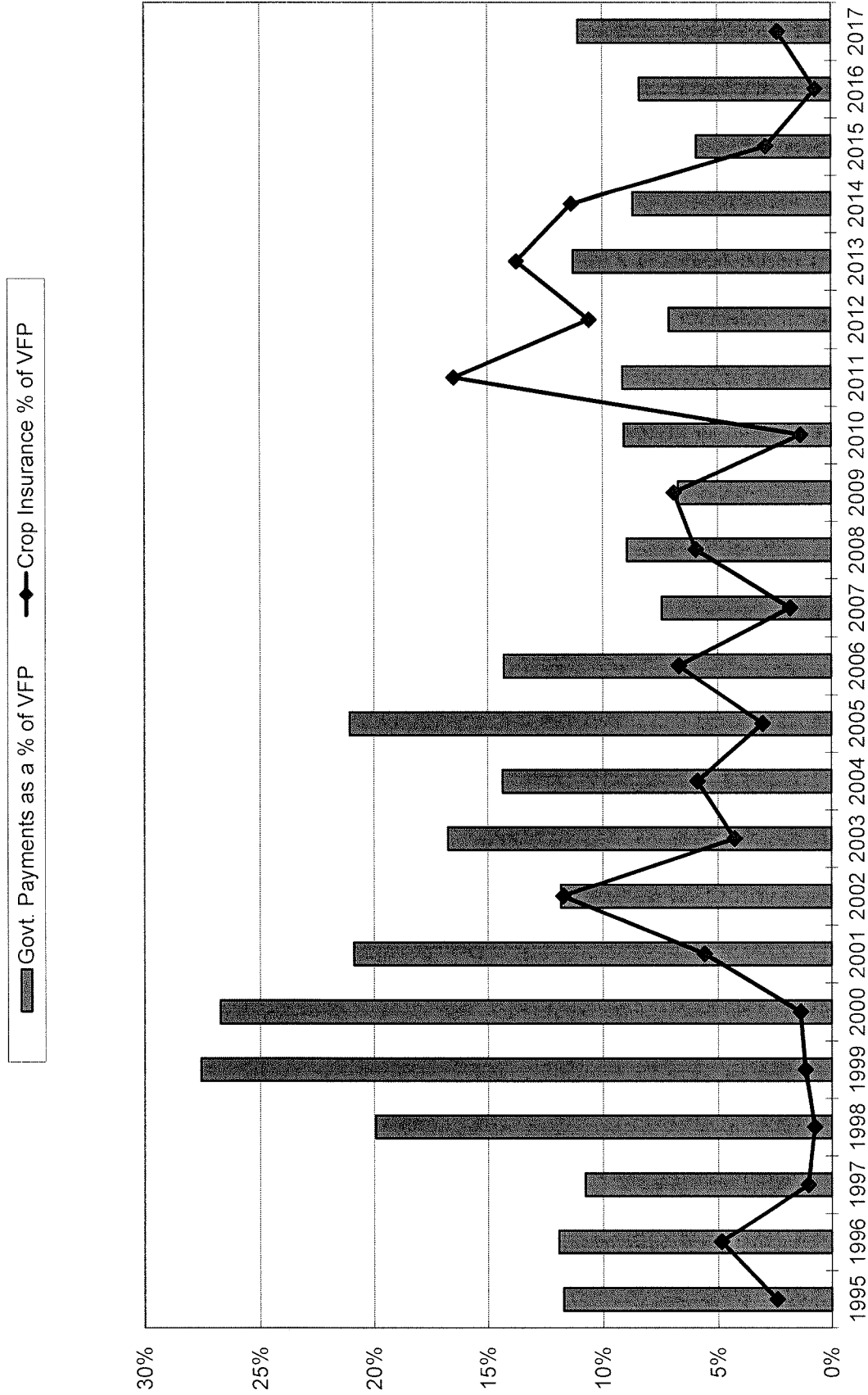
## Southwest Kansas Farm Management Association Liquidity Trends, 2004-2017



# Southwest Kansas Farm Management Association Solvency Trends, 2004-2017



## Southwest Kansas Farm Management Association Crop Insurance vs. Government Payments, 1995-2017



**2017 Data - Southwest Kansas  
Summary**

**Kansas Farm Management Association  
Annual ProfitLink Summary  
Average (62 Farms)**

**Income and Expense Analysis**

1	Beef	76,802	
2	Dairy and Milk		
3	Sheep	5,028	
4	Swine		
5	Poultry and Eggs		
6	Other Livestock/Hedging	-889	
7	Custom Feeding	18,026	
8	Feed Purchased	-19,896	
9	<i>Livestock Value Produced</i>	<i>\$79,071</i>	
10	Corn	73,605	
11	Grain Sorghum	88,864	
12	Soybeans	25,127	
13	Sunflowers		
14	Wheat	118,311	
15	Hay and Forage	14,018	
16	Other Crop	4,439	
17	Government Payments	56,943	
18	Crop Insurance Proceeds	12,121	
19	Machine Work	16,491	
20	Other Income/Hedging	26,237	
21	<b><i>Value of Farm Production</i></b>	<b><i>\$515,227</i></b>	
22	Hired Labor	22,501	
23	Machinery Repairs	44,598	
24	Irrigation Repairs	3,754	
25	Building Repairs	2,876	
26	Seed/Other Crop Expense	30,877	
27	Crop Insurance	17,275	
28	Fertilizer-Lime	49,824	
29	Machine Hire	29,166	
30	Organization Fees, Publications	6,352	
31	Vet-Med-Drugs	5,371	
32	Misc Crop Expense	2,628	
33	Misc Livestock Expense	3,033	
34	Dairy Expense		
35	Gas-Fuel-Oil	23,211	
36	Irrigation Energy	10,101	
37	Real Estate Taxes	10,934	
38	Personal Property Taxes	1,576	
39	General Farm Insurance	12,355	
40	Utilities	6,618	
41	Cash Farm Rent	30,777	
42	Herbicide-Insecticide	52,262	
43	Conservation	505	
44	Auto Expense	864	
45	<b><i>Total Operating Expense</i></b>	<b><i>\$367,461</i></b>	
46	Interest Paid	22,890	
47	Depreciation-Machinery	42,973	
48	Depreciation-Buildings	3,811	
49	<b><i>Total Farm Expense</i></b>	<b><i>\$437,135</i></b>	
50	<b>Net Farm Income</b>	<b>\$78,092</b>	

51	Unpaid Family Labor	3,145	
52	Unpaid Operator Labor	66,460	
53	Current Asset Charge	10,019	
54	Non-Current Asset Charge	89,300	
55	Return to Labor & Management	-24,373	
56	Return to Capital	31,377	

**Ratios**

57	Total Expense Ratio	0.8484	
58	Adjusted Total Expense Ratio	0.9835	
59	Economic Total Expense Ratio	1.1763	
60	Operating Profit Margin Ratio	0.0609	
61	Asset Turnover Ratio	0.2212	
62	% Return on Assets	0.0135	
63	% Return on Equity	0.0048	
64	Average Current Ratio	1.7464	
65	Average Debt to Asset Ratio	0.2368	

**2017 Data - Southwest Kansas  
Summary**

**Kansas Farm Management Association  
Annual ProfitLink Summary  
Average (62 Farms)**

Assets/Loans		January 1	December 31	January 1	December 31
66	Current Assets	365,020	429,654		
67	Non-Current Accts Receivable	37,914	39,804		
68	Breeding Livestock	101,503	97,219		
69	Machinery and Equipment	431,182	428,435		
70	Buildings	36,528	37,921		
71	Owned Land	1,317,534	1,335,390		
72	Total Assets	2,289,680	2,368,424		
73	Current Liabilities	215,627	239,421		
74	Non-Current Liabilities	338,724	309,440		
75	Net Worth	1,735,330	1,819,563		

**Labor**

76	Number of Operators	0.92	
77	Number of Workers	1.37	
78	Total Work Days	284	
79	Value Farm Production/Worker	375,548	
80	Net Farm Income/Worker	56,921	

**Per Operator Basis**

81	Total Assets	2,522,292	
82	Value of Farm Production/Operator	557,975	
83	Net Farm Income/Operator	84,571	

**Other Factors**

84	% Crop Acres Irrigated	9.30 %	
85	% Tillable Land	68.63 %	
86	Crop Machine Cost/Total Expense (%)	32.88 %	

Acres		Total	Cnt	Owned		Rented		Total	Cnt	Owned		Rented	
				Acres	Cnt	Acres	Cnt			Acres	Cnt	Acres	Cnt
87	Total Acres	3389	62	1277	56	2615	53						
88	Non-Irrigated Crop Acres	2144	61	897	52	1650	51						
89	Irrigated Crop Acres	406	33	274	26	370	17						
90	Total Crop Acres	2364	61	1034	52	1773	51						
91	Pasture Acres	1526	43	547	32	1851	26						
92	Farmstead-Timber Acres	14	19	15	17								

Crop Value, Costs, Acres		Total	Per Crop Acre		Per Harv Acre		Total	Per Crop Acre		Per Harv Acre	
93	Acres		2363.79		1680.54						
94	Crop Mach Invest	361,063	152.75		214.85						
95	Crop Mach Cost	143,744	60.81		85.53						
96	Gross Crop Value	493,484	208.77		293.65						
97	Crop Prod Costs	356,662	150.89		212.23						

Non-Irrigated Acres		Cnt	Avg Acres	Owned		Rented		Cnt	Avg Acres	Owned		Rented	
				Acres	Yield	Acres	Yield			Acres	Yield	Acres	Yield
98	Corn	17	450	188	82.94	373	97.47						
99	Grain Sorghum	42	575	203	84.49	589	84.22						
100	Soybeans	8	284			263	43.00						
101	Sunflowers												
102	Wheat	56	848	283	46.83	768	46.50						
103	Other Crops												
104	Alfalfa Hay					301							
105	Other Hay & Forage	23	292	268									
106	DC Grain Sorghum												
107	DC Soybeans												
108	DC Sunflowers												

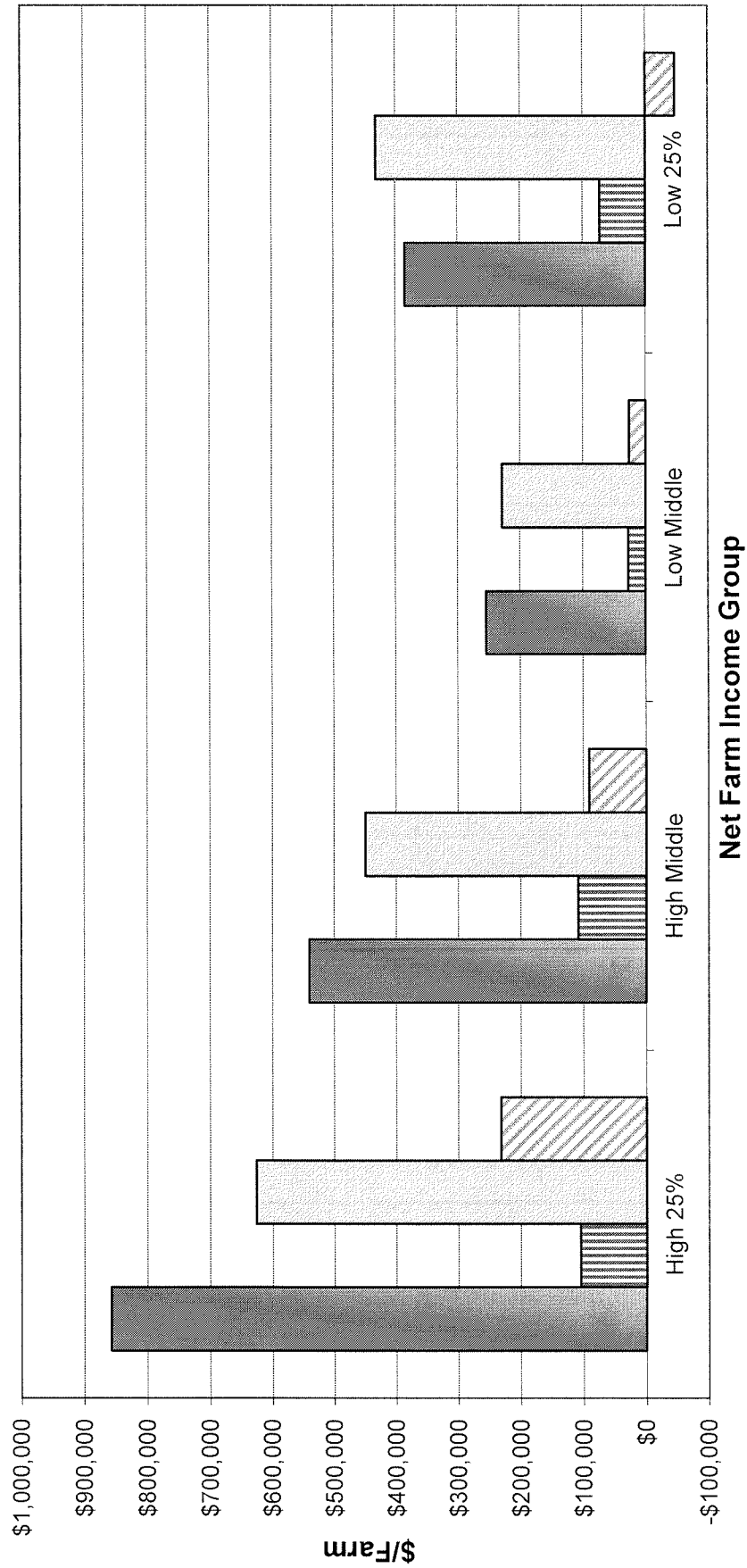
Irrigated Acres		Cnt	Avg Acres	Owned		Rented		Cnt	Avg Acres	Owned		Rented	
				Acres	Yield	Acres	Yield			Acres	Yield	Acres	Yield
109	Corn	23	217	160	204.20	203	204.48						
110	Grain Sorghum	11	88	92	100.54								
111	Soybeans	11	243			252	58.42						
112	Sunflowers												
113	Wheat	16	181	191	41.97	101	56.38						
114	Other Crops												
115	Alfalfa Hay												
116	Other Hay & Forage	6	260	143									
117	DC Grain Sorghum												
118	DC Soybeans												
119	DC Sunflowers												

**Avg Livestock Inventories and Sales**

120	Beef Cows	70	
121	Dairy Cows		
122	Ewes	10	
123	Litters Farrowed		
124	Beef Feeders	106	
125	Swine Feeders		
126	Turkeys		



# Southwest Kansas Farm Management Association 2017 Income-Expense Comparison by Net Farm Income



■ Value of Farm Production  
▨ Total Farm Expense

▨ Value of Livestock Produced  
▤ Net Farm Income

**2017 Data - Southwest Kansas  
Net Farm Income Quartiles**

**Kansas Farm Management Association  
Annual ProfitLink Summary  
High 25% (16 Farms)**

**High Middle (16 Farms)**

**Income and Expense Analysis**

1	Beef	101,906	88,188
2	Dairy and Milk		
3	Sheep	19,483	
4	Swine		
5	Poultry and Eggs		
6	Other Livestock/Hedging	-1,568	-1,418
7	Custom Feeding	11,554	55,928
8	Feed Purchased	-26,288	-34,768
9	<b>Livestock Value Produced</b>	<b>\$105,089</b>	<b>\$107,930</b>
10	Corn	127,534	87,401
11	Grain Sorghum	150,863	101,911
12	Soybeans	58,944	17,084
13	Sunflowers		
14	Wheat	199,685	103,930
15	Hay and Forage	14,667	23,492
16	Other Crop	11,475	-67
17	Government Payments	86,983	58,280
18	Crop Insurance Proceeds	16,698	7,889
19	Machine Work	36,058	14,715
20	Other Income/Hedging	49,357	17,882
21	<b>Value of Farm Production</b>	<b>\$857,355</b>	<b>\$540,447</b>
22	Hired Labor	26,922	23,870
23	Machinery Repairs	42,448	56,998
24	Irrigation Repairs	6,335	2,227
25	Building Repairs	4,383	4,234
26	Seed/Other Crop Expense	51,807	28,498
27	Crop Insurance	21,347	20,965
28	Fertilizer-Lime	84,561	42,257
29	Machine Hire	37,578	37,902
30	Organization Fees, Publications	8,805	6,094
31	Vet-Med-Drugs	4,480	10,852
32	Misc Crop Expense	2,784	2,843
33	Misc Livestock Expense	4,951	2,592
34	Dairy Expense		
35	Gas-Fuel-Oil	31,231	27,478
36	Irrigation Energy	17,226	8,187
37	Real Estate Taxes	10,449	8,257
38	Personal Property Taxes	2,560	1,711
39	General Farm Insurance	15,181	13,861
40	Utilities	8,032	6,598
41	Cash Farm Rent	53,934	30,519
42	Herbicide-Insecticide	74,427	57,753
43	Conservation	91	824
44	Auto Expense	488	591
45	<b>Total Operating Expense</b>	<b>\$510,020</b>	<b>\$395,113</b>
46	Interest Paid	38,545	21,628
47	Depreciation-Machinery	72,243	30,208
48	Depreciation-Buildings	4,969	2,713
49	<b>Total Farm Expense</b>	<b>\$625,777</b>	<b>\$449,661</b>
50	<b>Net Farm Income</b>	<b>\$231,577</b>	<b>\$90,786</b>
51	Unpaid Family Labor	5,438	1,875
52	Unpaid Operator Labor	77,063	70,688
53	Current Asset Charge	16,460	10,179
54	Non-Current Asset Charge	77,913	71,258
55	Return to Labor & Management	131,766	7,474
56	Return to Capital	187,622	39,851
<b>Ratios</b>			
57	Total Expense Ratio	0.7299	0.8320
58	Adjusted Total Expense Ratio	0.8261	0.9663
59	Economic Total Expense Ratio	0.9362	1.1170
60	Operating Profit Margin Ratio	0.2188	0.0737
61	Asset Turnover Ratio	0.3299	0.2899
62	% Return on Assets	0.0722	0.0214
63	% Return on Equity	0.0893	0.0125
64	Average Current Ratio	1.8181	1.8321
65	Average Debt to Asset Ratio	0.3580	0.2179



**2017 Data - Southwest Kansas  
Net Farm Income Quartiles**

**Kansas Farm Management Association**

**Annual ProfitLink Summary**

High 25% (16 Farms)

High Middle (16 Farms)

Assets/Loans		January 1	December 31	January 1	December 31
66	Current Assets	536,028	703,974	341,979	417,732
67	Non-Current Accts Receivable	51,670	52,598	31,966	33,373
68	Breeding Livestock	97,417	103,198	91,230	89,962
69	Machinery and Equipment	697,866	693,422	301,870	315,522
70	Buildings	44,696	54,586	26,257	28,142
71	Owned Land	1,042,042	1,120,145	1,023,692	1,026,817
72	<b>Total Assets</b>	<b>2,469,719</b>	<b>2,727,924</b>	<b>1,816,994</b>	<b>1,911,548</b>
73	Current Liabilities	326,415	355,621	188,967	225,699
74	Non-Current Liabilities	601,699	576,771	214,523	183,427
75	<b>Net Worth</b>	<b>1,541,605</b>	<b>1,795,532</b>	<b>1,413,504</b>	<b>1,502,421</b>

**Labor**

76	Number of Operators	1.07	0.98
77	Number of Workers	1.50	1.56
78	Total Work Days	371	303
79	Value Farm Production/Worker	573,002	346,996
80	Net Farm Income/Worker	154,772	58,289

**Per Operator Basis**

81	Total Assets	2,427,387	1,898,685
82	Value of Farm Production/Operator	800,798	550,423
83	Net Farm Income/Operator	216,301	92,462

**Other Factors**

84	% Crop Acres Irrigated	12.17 %	6.62 %
85	% Tillable Land	86.74 %	58.17 %
86	Crop Machine Cost/Total Expense (%)	31.00 %	33.44 %

Acres		Owned		Rented		Owned		Rented	
	Total	Cnt	Acres	Cnt	Acres	Cnt	Acres	Cnt	Acres
87	Total Acres	3542	16	1075	15	2534	16	4103	16
88	Non-Irrigated Crop Acres	2698	16	742	15	2003	16	2229	16
89	Irrigated Crop Acres	544	11	305	8	394	9	281	9
90	Total Crop Acres	3072	16	904	15	2224	16	2387	16
91	Pasture Acres	831	9	362	7	825	6	2282	12
92	Farmstead-Timber Acres								

Crop Value, Costs, Acres		Total	Per Crop Acre	Per Harv Acre	Total	Per Crop Acre	Per Harv Acre
93	Acres		3072.00	2200.73		2386.69	1680.37
94	Crop Mach Invest	593,938	193.34	269.88	269,386	112.87	160.31
95	Crop Mach Cost	193,981	63.14	88.14	150,361	63.00	89.48
96	Gross Crop Value	781,861	254.51	355.27	487,035	204.06	289.84
97	Crop Prod Costs	512,797	166.93	233.01	351,462	147.26	209.16

Non-Irrigated Acres		Owned		Rented		Owned		Rented	
	Cnt	Avg Acres	Acres	Yield	Acres	Yield	Acres	Yield	Acres
98	Corn	7	485		464	112.17	7	396	326
99	Grain Sorghum	13	731	140	98.03	686	89.94	11	727
100	Soybeans							266	77.84
101	Sunflowers								
102	Wheat	13	1148	234	54.63	969	52.52	14	836
103	Other Crops							271	47.06
104	Alfalfa Hay								842
105	Other Hay & Forage								47.88
106	DC Grain Sorghum								
107	DC Soybeans								
108	DC Sunflowers								

Irrigated Acres		Owned		Rented		Owned		Rented	
	Cnt	Avg Acres	Acres	Yield	Acres	Yield	Acres	Yield	Acres
109	Corn	9	204	176	184.78	191	204.83	6	191
110	Grain Sorghum								
111	Soybeans	5	335			303	61.94		
112	Sunflowers								
113	Wheat	5	210						
114	Other Crops								
115	Alfalfa Hay								
116	Other Hay & Forage								
117	DC Grain Sorghum								
118	DC Soybeans								
119	DC Sunflowers								

**Avg Livestock Inventories and Sales**

120	Beef Cows	51	83
121	Dairy Cows		
122	Ewes	38	
123	Litters Farrowed		
124	Beef Feeders	165	99
125	Swine Feeders		
126	Turkeys		

**2017 Data - Southwest Kansas  
Net Farm Income Quartiles**

**Kansas Farm Management Association  
Annual ProfitLink Summary  
Low Middle (15 Farms)**

**Low 25% (15 Farms)**

**Income and Expense Analysis**

1	Beef	34,529	80,151
2	Dairy and Milk		
3	Sheep		
4	Swine		
5	Poultry and Eggs		
6	Other Livestock/Hedging	-385	-107
7	Custom Feeding		2,528
8	Feed Purchased	-6,696	-10,414
9	<i>Livestock Value Produced</i>	<i>\$27,449</i>	<i>\$72,158</i>
10	Corn	37,884	37,086
11	Grain Sorghum	49,693	47,986
12	Soybeans	63	22,697
13	Sunflowers		
14	Wheat	66,258	98,903
15	Hay and Forage	2,935	14,303
16	Other Crop		6,178
17	Government Payments	41,650	38,766
18	Crop Insurance Proceeds	8,906	14,969
19	Machine Work	6,090	7,916
20	Other Income/Hedging	13,126	23,600
21	<b><i>Value of Farm Production</i></b>	<b><i>\$254,055</i></b>	<b><i>\$384,563</i></b>
22	Hired Labor	10,018	28,808
23	Machinery Repairs	30,890	47,374
24	Irrigation Repairs	3,675	2,710
25	Building Repairs	923	1,775
26	Seed/Other Crop Expense	14,402	27,566
27	Crop Insurance	8,345	17,928
28	Fertilizer-Lime	21,339	49,327
29	Machine Hire	20,489	19,553
30	Organization Fees, Publications	4,089	6,274
31	Vet-Med-Drugs	2,009	3,836
32	Misc Crop Expense	226	4,635
33	Misc Livestock Expense	1,014	3,475
34	Dairy Expense		
35	Gas-Fuel-Oil	13,986	19,332
36	Irrigation Energy	5,649	8,996
37	Real Estate Taxes	10,939	14,302
38	Personal Property Taxes	683	1,275
39	General Farm Insurance	7,873	12,214
40	Utilities	5,259	6,492
41	Cash Farm Rent	6,255	30,875
42	Herbicide-Insecticide	23,837	51,186
43	Conservation	5	1,106
44	Auto Expense	1,348	1,074
45	<b><i>Total Operating Expense</i></b>	<b><i>\$193,252</i></b>	<b><i>\$360,113</i></b>
46	Interest Paid	7,062	23,367
47	Depreciation-Machinery	25,730	42,612
48	Depreciation-Buildings	2,187	5,369
49	<b><i>Total Farm Expense</i></b>	<b><i>\$228,231</i></b>	<b><i>\$431,461</i></b>
50	<b>Net Farm Income</b>	<b>\$25,823</b>	<b>(\$46,898)</b>

51	Unpaid Family Labor	4,000	1,200
52	Unpaid Operator Labor	48,100	69,000
53	Current Asset Charge	4,672	8,325
54	Non-Current Asset Charge	90,039	119,952
55	Return to Labor & Management	-72,887	-176,376
56	Return to Capital	-19,215	-93,731

**Ratios**

57	Total Expense Ratio	0.8984	1.1220
58	Adjusted Total Expense Ratio	1.1034	1.3045
59	Economic Total Expense Ratio	1.4762	1.6381
60	Operating Profit Margin Ratio	-0.0756	-0.2437
61	Asset Turnover Ratio	0.1313	0.1312
62	% Return on Assets	-0.0099	-0.0320
63	% Return on Equity	-0.0154	-0.0508
64	Average Current Ratio	1.5891	1.6381
65	Average Debt to Asset Ratio	0.1192	0.2128

**2017 Data - Southwest Kansas  
Net Farm Income Quartiles**

**Kansas Farm Management Association  
Annual ProfitLink Summary**

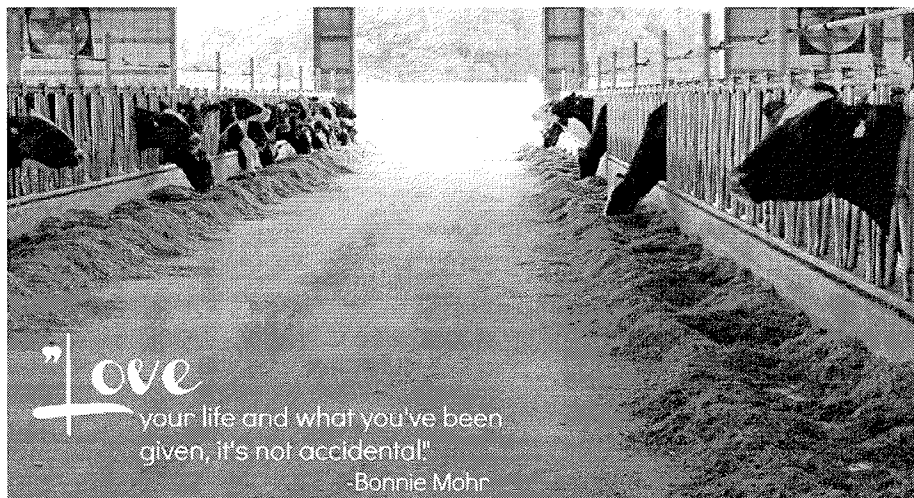
		Low Middle (15 Farms)						Low 25% (15 Farms)					
Assets/Loans		January 1		December 31		January 1		December 31		January 1		December 31	
66	Current Assets	213,224		213,958		358,986		365,458		358,986		365,458	
67	Non-Current Accts Receivable	26,838		30,418		40,662		42,404		40,662		42,404	
68	Breeding Livestock	59,526		57,624		158,795		138,176		158,795		138,176	
69	Machinery and Equipment	319,441		302,105		396,393		392,554		396,393		392,554	
70	Buildings	25,443		23,256		49,855		45,241		49,855		45,241	
71	Owned Land	1,295,556		1,303,456		1,946,800		1,926,064		1,946,800		1,926,064	
72	Total Assets	1,940,028		1,930,817		2,951,490		2,909,897		2,951,490		2,909,897	
73	Current Liabilities	135,279		133,536		206,239		235,996		206,239		235,996	
74	Non-Current Liabilities	107,109		85,659		422,312		382,480		422,312		382,480	
75	Net Worth	1,697,641		1,711,622		2,322,939		2,291,421		2,322,939		2,291,421	
Labor													
76	Number of Operators			0.67				0.96				0.96	
77	Number of Workers			0.94				1.48				1.48	
78	Total Work Days			157				299				299	
79	Value Farm Production/Worker			270,847				260,662				260,662	
80	Net Farm Income/Worker			27,530				-31,788				-31,788	
Per Operator Basis													
81	Total Assets			2,894,453				3,057,054				3,057,054	
82	Value of Farm Production/Operator			379,942				401,143				401,143	
83	Net Farm Income/Operator			38,619				-48,920				-48,920	
Other Factors													
84	% Crop Acres Irrigated			11.18 %				7.07 %				7.07 %	
85	% Tillable Land			75.11 %				59.84 %				59.84 %	
86	Crop Machine Cost/Total Expense (%)			45.27 %				28.63 %				28.63 %	
Acres													
		Total		Owned		Rented		Total		Owned		Rented	
			Cnt	Acres	Cnt	Acres	Cnt			Acres	Cnt	Acres	Cnt
87	Total Acres	1887	15	1140	13	1037	13	3966	15	1800	14	3117	11
88	Non-Irrigated Crop Acres	1259	15	780	13	729	12	2363	14	1312	12	1733	10
89	Irrigated Crop Acres	396	6	343	6			359	7	220	6		
90	Total Crop Acres	1417	15	938	13	755	12	2542	14	1422	12	1853	10
91	Pasture Acres	638	11	372	7	882	5	2159	11	888	9	2251	7
92	Farmstead-Timber Acres							20	7	20	7		
Crop Value, Costs, Acres		Total		Per Crop Acre		Per Harv Acre		Total		Per Crop Acre		Per Harv Acre	
93	Acres			1417.14		916.47				2542.49		1904.86	
94	Crop Mach Invest	281,346		198.53		306.99		290,171		114.13		152.33	
95	Crop Mach Cost	103,325		72.91		112.74		123,520		48.58		64.84	
96	Gross Crop Value	253,560		178.92		276.67		432,683		170.18		227.15	
97	Crop Prod Costs	211,607		149.32		230.89		340,721		134.01		178.87	
Non-Irrigated Acres													
		Avg		Owned		Rented		Avg		Owned		Rented	
		Cnt	Acres	Acres	Yield	Acres	Yield	Cnt	Acres	Acres	Yield	Acres	Yield
98	Corn												
99	Grain Sorghum	10	279	177	83.82	276	91.85	8	483	268	71.73	375	69.36
100	Soybeans												
101	Sunflowers												
102	Wheat	15	493	228	44.05	370	42.76	14	961	403	42.81	902	41.68
103	Other Crops												
104	Alfalfa Hay												
105	Other Hay & Forage	7	131	72				6	544				
106	DC Grain Sorghum												
107	DC Soybeans												
108	DC Sunflowers												
Irrigated Acres													
		Avg		Owned		Rented		Avg		Owned		Rented	
		Cnt	Acres	Acres	Yield	Acres	Yield	Cnt	Acres	Acres	Yield	Acres	Yield
109	Corn												
110	Grain Sorghum												
111	Soybeans												
112	Sunflowers												
113	Wheat												
114	Other Crops												
115	Alfalfa Hay												
116	Other Hay & Forage												
117	DC Grain Sorghum												
118	DC Soybeans												
119	DC Sunflowers												
Avg Livestock Inventories and Sales													
120	Beef Cows					41						107	
121	Dairy Cows												
122	Ewes												
123	Litters Farrowed												
124	Beef Feeders					37						122	
125	Swine Feeders												
126	Turkeys												





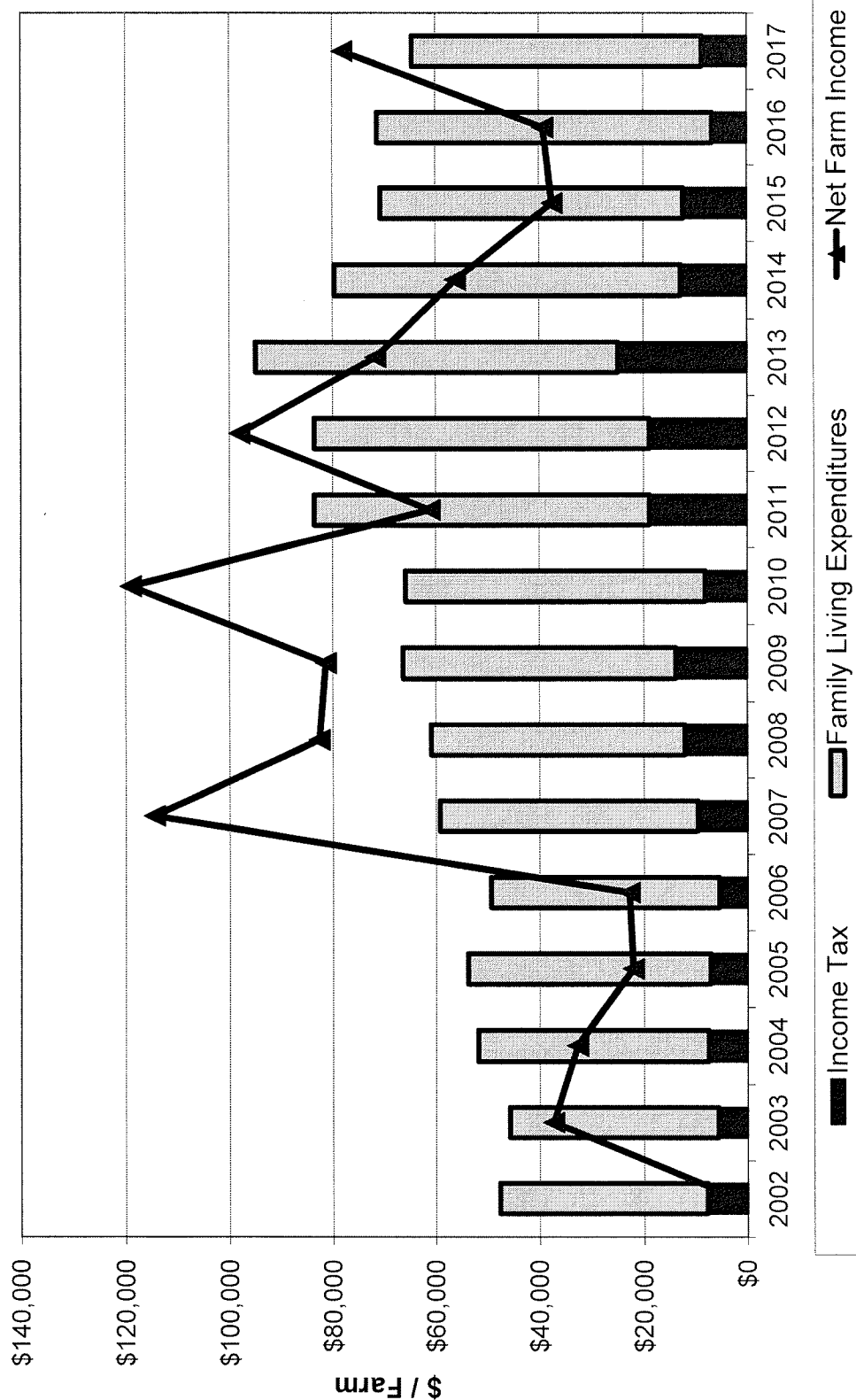
**LIFE**  
*is better*  
- ON THE -  
**FARM**

**2017**  
**FAMILY LIVING ANALYSIS**  
**INFORMATION**



**"Love**  
your life and what you've been  
given, it's not accidental!"  
-Bonnie Mohr

# Southwest Kansas Farm Management Association Family Living Analysis, 2002-2017



**2017 Data - Southwest Kansas  
Family Living Summary**

**Kansas Farm Management Association  
Annual ProfitLink Summary**

	Age of Oldest Child		
	<= 24	Couples	Average
Number of Families	6	17	27
Average Family Size	3.8	2.0	2.3
<b>Income</b>			
Misc Taxable Income	18,577	13,874	13,263
Wages	11,887	7,004	7,060
Rent/Royalties	6,584	11,268	8,558
Dividends/Interest	463	4,066	2,677
Non-Taxable Income	282,557	24,370	79,823
Non-Deductible Non-Farm Expense	-1,472	-4,896	-3,435
Deductible Non-Farm Expense	-4,566	-1,195	-2,287
<b>Non-Farm Income (1)</b>	<b>\$314,029</b>	<b>\$54,490</b>	<b>\$105,659</b>
<b>Net Farm Income (2)</b>	<b>\$94,118</b>	<b>\$23,977</b>	<b>\$55,316</b>
<b>Net Income (1) + (2)</b>	<b>\$408,148</b>	<b>\$78,467</b>	<b>\$160,976</b>
<b>Family Living Expenses</b>			
Food Purchased	7,938	7,961	7,402
Household Operation	6,852	4,187	4,736
House Upkeep & Repairs	4,530	4,634	3,939
Furniture - Equipment	284	1,578	1,092
Personal - Recreation	13,954	10,987	10,206
Education	1,684	671	820
Child Care	390		596
Clothing	3,164	1,150	1,497
Gifts	2,078	3,973	3,043
Contributions	2,206	4,092	3,473
Doctor - Other Medical	4,674	5,315	4,568
Health Insurance	8,215	8,376	8,378
Life Insurance	1,817	3,193	2,939
Auto Expense	780	1,304	1,142
Utilities - Telephone	1,393	1,663	1,401
Bank Interest		4	3
Miscellaneous Expense			565
<b>Total Family Living</b>	<b>\$59,958</b>	<b>\$59,087</b>	<b>\$55,801</b>
<b>Taxes</b>			
Income - Self-Employment Tax	5,193	9,710	8,711
<b>Total Family Living &amp; Taxes</b>	<b>\$65,151</b>	<b>\$68,797</b>	<b>\$64,511</b>
<b>Analysis Factors / Person</b>			
Food	\$2,089	\$3,980	\$3,218
Shelter	\$3,070	\$5,199	\$4,247
Clothing	\$833	\$575	\$651
Medical-Gifts-Contr	\$4,519	\$10,878	\$8,462
Other Expense	\$5,268	\$8,911	\$7,684
<b>Family Living &amp; Taxes</b>	<b>\$17,145</b>	<b>\$34,399</b>	<b>\$28,048</b>
<b>Net Income</b>	<b>\$107,407</b>	<b>\$39,234</b>	<b>\$69,989</b>



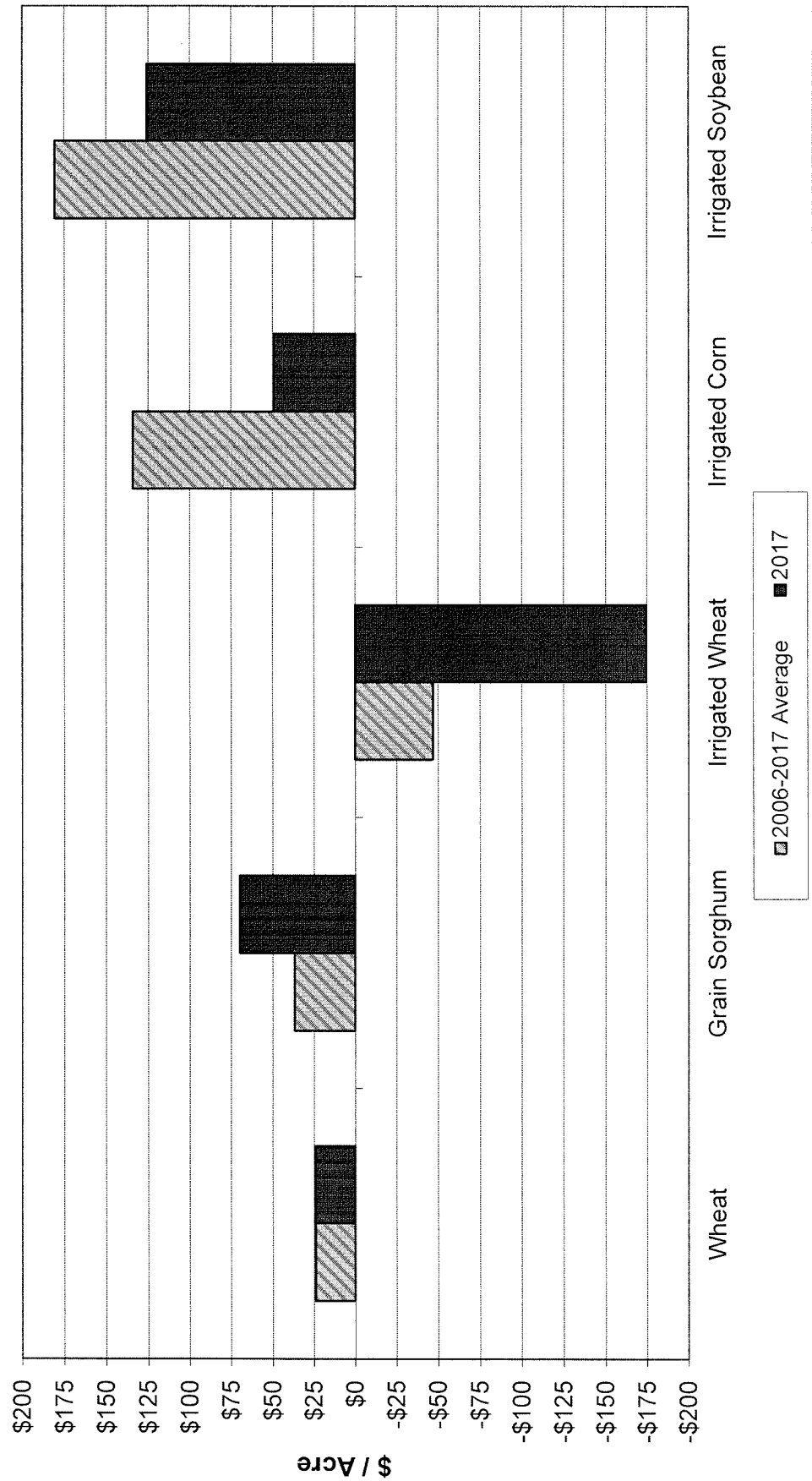
2017

# ENTERPRISE ANALYSIS INFORMATION





# Southwest Kansas Farm Management Association Crop Enterprise Net Return to Labor and Management



**2017 Data - Southwest Kansas  
Enterprise Summary**

**Kansas Farm Management Association  
Annual ProfitLink Summary  
Non-Irrigated All Tillage Wheat**

Number of Farms	15			
Crop Acres	850			
Acres Owned	165			
Acres Rented	685			
Yield/Acre	44.25			
Operator Percentage	82.03 %			
Gross Income/Acre	\$173.64			
Variable Cost/Acre	\$125.75			
Total Expense/Acre	\$172.81			
Gross Income/Bushels	\$4.76			
Total Expense/Bushels	\$4.73			
	<b>Bushels</b>	<b>Total \$</b>	<b>\$/Bushel</b>	<b>\$/Acre</b>
<b>INCOME</b>				
Wheat (Operators Share)	31,032	\$117,196.07	\$3.78	\$137.85
Patronage Refunds		1,302.67		
Government Payments		21,389.70		
Crop Insurance Proceeds		7,453.65		
Grain Futures		288.11		
<b>Total Other Income</b>		<b>\$30,434.12</b>	<b>0.98</b>	<b>35.80</b>
<b>GROSS INCOME</b>		<b>\$147,630.19</b>	<b>\$4.76</b>	<b>\$173.64</b>
<b>EXPENSE</b>				
Labor Hired		2,639.35	0.09	3.10
General Machinery Repairs		21,848.10	0.70	25.70
Interest Paid		7,142.29	0.23	8.40
Gas, Fuel, Oil		7,026.14	0.23	8.26
Auto Expense		492.35	0.02	0.58
Fees, Publications, Travel		1,887.18	0.06	2.22
Personal Property Tax		505.04	0.02	0.59
General Farm Insurance		4,117.73	0.13	4.84
Conservation		60.72	0.00	0.07
Utilities		2,069.37	0.07	2.43
<b>Indirect Expenses</b>		<b>\$47,788.27</b>	<b>1.54</b>	<b>56.21</b>
Seed/Other Crop Expense		5,239.32	0.17	6.16
Crop Insurance		7,671.10	0.25	9.02
Fertilizer/Lime		16,389.09	0.53	19.28
Machine Hire - Lease		7,616.67	0.25	8.96
Misc Crop Expense		841.74	0.03	0.99
Cash Farm Rent		5,396.68	0.17	6.35
Herbicide, Insecticide		15,964.67	0.51	18.78
<b>Direct Expenses</b>		<b>\$59,119.27</b>	<b>1.91</b>	<b>69.54</b>
<b>Total Variable Costs</b>		<b>\$106,907.54</b>	<b>3.45</b>	<b>125.75</b>
<b>Return Above Variable Costs</b>		<b>\$40,722.65</b>	<b>\$1.31</b>	<b>\$47.90</b>
Depreciation		12,793.64	0.41	15.05
Real Estate Tax		799.00	0.03	0.94
Unpaid Operator Labor		17,261.70	0.56	20.30
Interest Charge *		3,385.64	0.11	3.98
Land Charge **		5,775.88	0.19	6.79
<b>Total Fixed Costs</b>		<b>\$40,015.87</b>	<b>1.29</b>	<b>47.07</b>
<b>TOTAL EXPENSE</b>		<b>\$146,923.41</b>	<b>\$4.73</b>	<b>\$172.81</b>
<b>NET RETURN TO MANAGEMENT</b>		<b>\$706.78</b>	<b>\$0.02</b>	<b>\$0.83</b>
<b>NET RETURN TO LABOR-MANAGEMENT</b>		<b>\$20,607.83</b>	<b>\$0.66</b>	<b>\$24.24</b>
<b>TOTAL MACHINERY COST</b>		<b>\$47,850.01</b>	<b>\$1.54</b>	<b>\$56.28</b>

\* Interest charge represents computed Interest on gross purchases, variable costs, machinery, and buildings minus cash interest paid

\*\* Land charge represents a charge equal to landlord's share on owned land. Land Charge = Production from owned land X price per unit on owned production X 25% (non-irrigated) or 20% (irrigated). Crop production paid to landlord on rented land (already removed from above analysis) and cash rent are not included in the land charge.

2017 Data - Southwest Kansas  
Enterprise Summary

Kansas Farm Management Association  
Annual ProfitLink Summary  
NON-IRRIGATED ALL TILLAGE WHEAT

	2012 - 2016				2017			
Number of Farms	24				15			
Crop Acres	724				850			
Acres Owned	251				165			
Acres Rented	473				685			
Yield/Acre	35.30				44.25			
Operator Percentage	76.00 %				82.03 %			
Gross Income/Acre	\$189.65				\$173.64			
Variable Cost/Acre	\$150.49				\$125.75			
Total Expense/Acre	\$224.64				\$172.81			
Gross Income/Bushels	\$6.83				\$4.76			
Total Expense/Bushels	\$8.08				\$4.73			
	Bushels	Total \$	\$/Bush	\$/Acre	Bushels	Total \$	\$/Bush	\$/Acre
<b>INCOME</b>								
<i>Wheat (Oper Shr)</i>	<i>20,128</i>	<i>\$101,025.60</i>	<i>\$5.02</i>	<i>\$139.46</i>	<i>31,032</i>	<i>\$117,196.07</i>	<i>\$3.78</i>	<i>\$137.85</i>
Patronage Refunds		1,769.28				1,302.67		
Government Payments		8,010.73				21,389.70		
Miscellaneous Income		2,079.21						
Crop Insurance Proceeds		24,995.79				7,453.65		
Grain Futures		-501.91				288.11		
<b>Total Other Income</b>		<b>\$36,353.11</b>	<b>1.81</b>	<b>50.18</b>		<b>\$30,434.12</b>	<b>0.98</b>	<b>35.80</b>
<b>GROSS INCOME</b>		<b>\$137,378.71</b>	<b>\$6.83</b>	<b>\$189.65</b>		<b>\$147,630.19</b>	<b>\$4.76</b>	<b>\$173.64</b>
<b>EXPENSE</b>								
Labor Hired		6,325.11	0.31	8.73		2,639.35	0.09	3.10
General Machinery Repairs		11,153.79	0.55	15.40		21,848.10	0.70	25.70
Interest Paid		2,800.02	0.14	3.87		7,142.29	0.23	8.40
Gas, Fuel, Oil		9,030.77	0.45	12.47		7,026.14	0.23	8.26
Auto Expense		337.74	0.02	0.47		492.35	0.02	0.58
Fees, Publications, Travel		1,531.46	0.08	2.11		1,887.18	0.06	2.22
Personal Property Tax		602.47	0.03	0.83		505.04	0.02	0.59
General Farm Insurance		3,212.97	0.16	4.44		4,117.73	0.13	4.84
Conservation		3.26	0.00	0.00		60.72	0.00	0.07
Utilities		1,448.12	0.07	2.00		2,069.37	0.07	2.43
<i>Indirect Expenses</i>		<i>\$36,445.70</i>	<i>1.81</i>	<i>50.31</i>		<i>\$47,788.27</i>	<i>1.54</i>	<i>56.21</i>
Seed/Other Crop Expense		8,519.00	0.42	11.76		5,239.32	0.17	6.16
Crop Insurance		8,956.09	0.44	12.36		7,671.10	0.25	9.02
Fertilizer/Lime		20,273.71	1.01	27.99		16,389.09	0.53	19.28
Machine Hire - Lease		9,529.58	0.47	13.16		7,616.67	0.25	8.96
Misc Crop Expense		301.50	0.01	0.42		841.74	0.03	0.99
Cash Farm Rent		2,867.91	0.14	3.96		5,396.68	0.17	6.35
Herbicide, Insecticide		22,121.97	1.10	30.54		15,964.67	0.51	18.78
<i>Direct Expenses</i>		<i>\$72,569.75</i>	<i>3.61</i>	<i>100.18</i>		<i>\$59,119.27</i>	<i>1.91</i>	<i>69.54</i>
<b>Total Variable Costs</b>		<b>\$109,015.46</b>	<b>5.42</b>	<b>150.49</b>		<b>\$106,907.54</b>	<b>3.45</b>	<b>125.75</b>
<i>Return Above Variable Costs</i>		<i>\$28,363.26</i>	<i>\$1.41</i>	<i>\$39.15</i>		<i>\$40,722.65</i>	<i>\$1.31</i>	<i>\$47.90</i>
Depreciation		13,091.92	0.65	18.07		12,793.64	0.41	15.05
Real Estate Tax		1,953.80	0.10	2.70		799.00	0.03	0.94
Unpaid Operator Labor		21,933.39	1.09	30.28		17,261.70	0.56	20.30
Interest Charge *		6,203.55	0.31	8.56		3,385.64	0.11	3.98
Land Charge **		10,531.51	0.52	14.54		5,775.88	0.19	6.79
<b>Total Fixed Costs</b>		<b>\$53,714.18</b>	<b>2.67</b>	<b>74.15</b>		<b>\$40,015.87</b>	<b>1.29</b>	<b>47.07</b>
<b>TOTAL EXPENSE</b>		<b>\$162,729.63</b>	<b>\$8.08</b>	<b>\$224.64</b>		<b>\$146,923.41</b>	<b>\$4.73</b>	<b>\$172.81</b>
<b>NET RETURN TO MANAGEMENT</b>		<b>(\$25,350.92)</b>	<b>(\$1.26)</b>	<b>(\$35.00)</b>		<b>\$706.78</b>	<b>\$0.02</b>	<b>\$0.83</b>
<b>NET RETURN TO LABOR-MANAGEMENT</b>		<b>\$2,907.58</b>	<b>\$0.14</b>	<b>\$4.01</b>		<b>\$20,607.83</b>	<b>\$0.66</b>	<b>\$24.24</b>
<b>TOTAL MACHINERY COST</b>		<b>\$41,260.89</b>	<b>\$2.05</b>	<b>\$56.96</b>		<b>\$47,850.01</b>	<b>\$1.54</b>	<b>\$56.28</b>

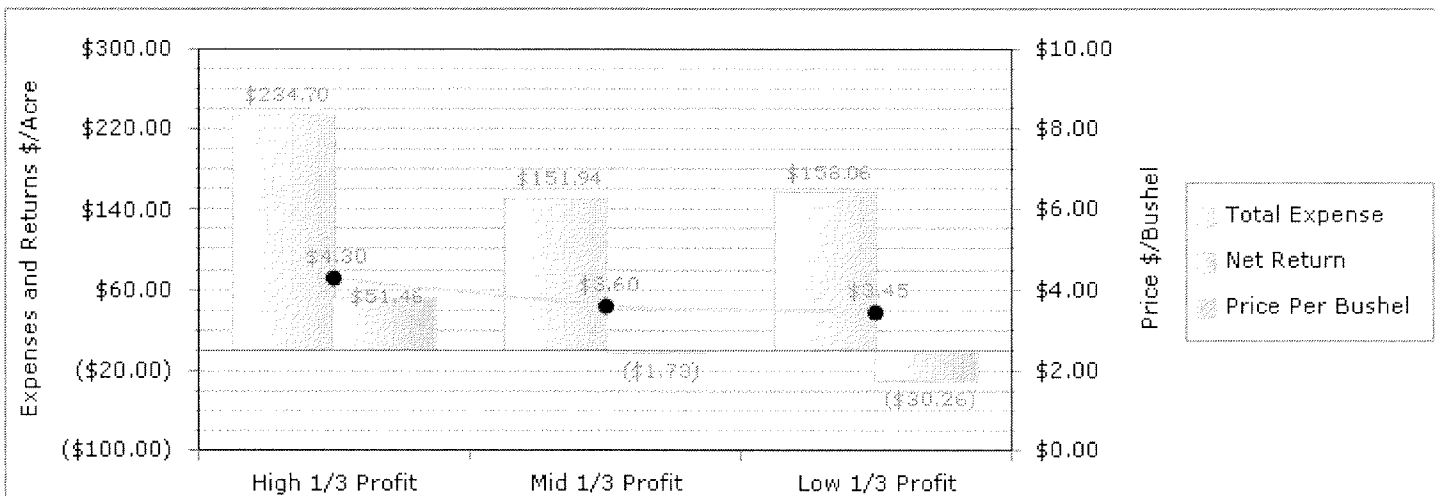
\* Interest charge represents computed Interest on gross purchases, variable costs, machinery, and buildings minus cash interest paid

\*\* Land charge represents a charge equal to landlord's share on owned land. Land Charge = Production from owned land X price per unit on owned production X 25% (non-irrigated) or 20% (irrigated). Crop production paid to landlord on rented land (already removed from above analysis) and cash rent are not included in the land charge.

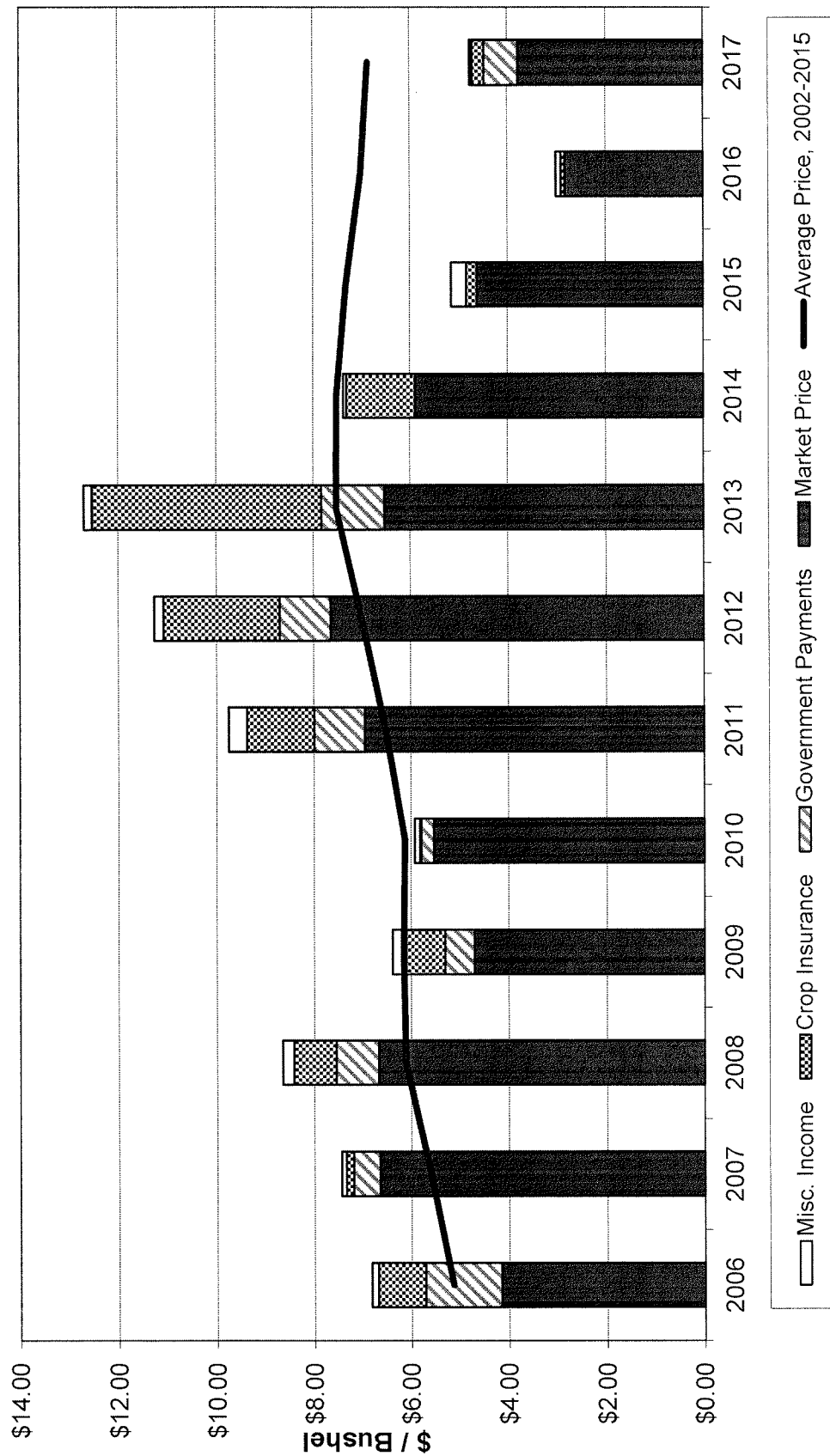
2017 Data - Southwest Kansas  
Enterprise Summary

Kansas Farm Management Association  
Annual ProfitLink Summary  
NON-IRRIGATED ALL TILLAGE WHEAT

	PROFIT CATEGORY (per Acre)			Difference between High and Low	
	High 1/3	Mid 1/3	Low 1/3	\$	%
Number of Farms	5	5	5		
Enterprise Acres	580	1,118	853	-273	-32 %
Acres Owned	66	306	123	-56	-46 %
Acres Rented	514	812	730	-216	-30 %
Yield/Acre	58.12	46.76	31.54	26.58	84 %
Operator Percentage	82.75 %	78.06 %	86.74 %	-3.99 %	-5 %
Price/Bushel	\$4.30	\$3.60	\$3.45	\$0.85	25 %
<b>INCOME</b>					
Wheat (Oper Shr)	208.99	134.04	94.43	114.56	121 %
Government Payments	57.01	10.07	23.27	33.75	145 %
Crop Insurance Proceeds	14.59	5.43	9.18	5.41	59 %
Other Income	5.57	0.67	0.93	4.65	502 %
<b>GROSS INCOME</b>	<b>\$286.17</b>	<b>\$150.21</b>	<b>\$127.81</b>	<b>\$158.36</b>	<b>124 %</b>
<b>EXPENSE</b>					
Labor Hired	3.06	1.07	5.80	-2.74	-47 %
General Machinery Repairs	35.17	23.34	22.35	12.82	57 %
Interest Paid	8.02	7.93	9.27	-1.25	-13 %
Gas, Fuel, Oil	9.77	7.71	7.97	1.79	22 %
Auto Expense	1.37	0.55	0.08	1.29	1,720 %
Fees, Publications, Travel	3.28	2.10	1.65	1.63	98 %
Personal Property Tax	0.72	0.36	0.81	-0.10	-12 %
General Farm Insurance	5.85	3.09	6.46	-0.61	-9 %
Conservation	0.31	0.00	0.00	0.31	0 %
Utilities	3.49	2.21	2.00	1.48	74 %
Indirect Expenses	\$71.03	\$48.37	\$56.40	\$14.63	26 %
Seed/Other Crop Expense	6.19	6.69	5.46	0.73	13 %
Crop Insurance	11.45	6.66	10.47	0.99	9 %
Fertilizer/Lime	22.47	25.65	8.75	13.72	157 %
Machine Hire - Lease	19.59	6.29	5.23	14.36	275 %
Misc Crop Expense	1.72	0.34	1.34	0.38	28 %
Cash Farm Rent	3.79	5.33	9.42	-5.63	-60 %
Herbicide, Insecticide	31.40	9.97	21.73	9.67	44 %
Direct Expenses	\$96.61	\$60.93	\$62.39	\$34.22	55 %
<b>Total Variable Costs</b>	<b>\$167.64</b>	<b>\$109.30</b>	<b>\$118.79</b>	<b>\$48.85</b>	<b>41 %</b>
Return Above Variable Costs	\$118.52	\$40.91	\$9.01	\$109.51	1,215 %
Depreciation	23.55	11.45	13.99	9.56	68 %
Real Estate Tax	0.84	1.01	0.92	-0.08	-8 %
Unpaid Operator Labor	27.77	15.76	21.17	6.60	31 %
Interest Charge	7.79	3.07	2.58	5.21	202 %
Land Charge	7.10	11.35	0.61	6.49	1,068 %
<b>Total Fixed Costs</b>	<b>\$67.06</b>	<b>\$42.64</b>	<b>\$39.27</b>	<b>\$27.79</b>	<b>71 %</b>
<b>TOTAL EXPENSE</b>	<b>\$234.70</b>	<b>\$151.94</b>	<b>\$158.06</b>	<b>\$76.64</b>	<b>48 %</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$51.46</b>	<b>(\$1.73)</b>	<b>(\$30.26)</b>	<b>\$81.72</b>	
<b>NET RETURN TO LABOR-MGMT</b>	<b>\$82.30</b>	<b>\$15.10</b>	<b>(\$3.28)</b>	<b>\$85.58</b>	
<b>TOTAL MACHINERY COST</b>	<b>\$83.22</b>	<b>\$48.35</b>	<b>\$48.35</b>	<b>\$34.87</b>	<b>72 %</b>



# Southwest Kansas Farm Management Association Effective Nonirrigated Wheat Prices, 2006-2017



2017 Data - Southwest Kansas  
Enterprise Summary

Kansas Farm Management Association  
Annual ProfitLink Summary  
Non-Irrigated All Tillage Grain Sorghum

Number of Farms	17			
Crop Acres	632			
Acres Owned	124			
Acres Rented	507			
Yield/Acre	92.00			
Operator Percentage	75.60 %			
Gross Income/Acre	\$265.55			
Variable Cost/Acre	\$162.17			
Total Expense/Acre	\$225.56			
Gross Income/Bushels	\$3.82			
Total Expense/Bushels	\$3.24			
	<b>Bushels</b>	<b>Total \$</b>	<b>\$/Bushel</b>	<b>\$/Acre</b>
<b>INCOME</b>				
<i>Grain Sorghum (Operators Share)</i>	<b>43,905</b>	<b>\$142,214.90</b>	<b>\$3.24</b>	<b>\$225.17</b>
Patronage Refunds		1,417.87		
Government Payments		16,784.97		
Crop Insurance Proceeds		7,166.76		
Grain Futures		131.64		
<i>Total Other Income</i>		<b>\$25,501.24</b>	<b>0.58</b>	<b>40.38</b>
<b>GROSS INCOME</b>		<b>\$167,716.14</b>	<b>\$3.82</b>	<b>\$265.55</b>
<b>EXPENSE</b>				
Labor Hired		1,986.71	0.05	3.15
General Machinery Repairs		14,789.53	0.34	23.42
Interest Paid		4,926.76	0.11	7.80
Gas, Fuel, Oil		5,767.24	0.13	9.13
Auto Expense		264.99	0.01	0.42
Fees, Publications, Travel		1,370.04	0.03	2.17
Personal Property Tax		309.57	0.01	0.49
General Farm Insurance		2,690.46	0.06	4.26
Conservation		267.87	0.01	0.42
Utilities		1,233.21	0.03	1.95
<i>Indirect Expenses</i>		<b>\$33,606.37</b>	<b>0.77</b>	<b>53.21</b>
Seed/Other Crop Expense		6,768.12	0.15	10.72
Crop Insurance		8,541.02	0.19	13.52
Fertilizer/Lime		17,808.95	0.41	28.20
Machine Hire - Lease		8,221.91	0.19	13.02
Misc Crop Expense		921.60	0.02	1.46
Cash Farm Rent		3,662.33	0.08	5.80
Herbicide, Insecticide		22,892.95	0.52	36.25
<i>Direct Expenses</i>		<b>\$68,816.88</b>	<b>1.57</b>	<b>108.96</b>
<i>Total Variable Costs</i>		<b>\$102,423.25</b>	<b>2.33</b>	<b>162.17</b>
<i>Return Above Variable Costs</i>		<b>\$65,292.90</b>	<b>\$1.49</b>	<b>\$103.38</b>
Depreciation		9,418.51	0.21	14.91
Real Estate Tax		1,302.17	0.03	2.06
Unpaid Operator Labor		16,913.84	0.39	26.78
Interest Charge *		3,383.57	0.08	5.36
Land Charge **		9,022.22	0.21	14.28
<i>Total Fixed Costs</i>		<b>\$40,040.30</b>	<b>0.91</b>	<b>63.40</b>
<b>TOTAL EXPENSE</b>		<b>\$142,463.55</b>	<b>\$3.24</b>	<b>\$225.56</b>
<b>NET RETURN TO MANAGEMENT</b>		<b>\$25,252.59</b>	<b>\$0.58</b>	<b>\$39.98</b>
<b>NET RETURN TO LABOR-MANAGEMENT</b>		<b>\$44,153.14</b>	<b>\$1.01</b>	<b>\$69.91</b>
<b>TOTAL MACHINERY COST</b>		<b>\$37,634.85</b>	<b>\$0.86</b>	<b>\$59.59</b>

\* Interest charge represents computed Interest on gross purchases, variable costs, machinery, and buildings minus cash interest paid

\*\* Land charge represents a charge equal to landlord's share on owned land. Land Charge = Production from owned land X price per unit on owned production X 25% (non-irrigated) or 20% (irrigated). Crop production paid to landlord on rented land (already removed from above analysis) and cash rent are not included in the land charge.

2017 Data - Southwest Kansas  
Enterprise Summary

Kansas Farm Management Association  
Annual ProfitLink Summary  
NON-IRRIGATED ALL TILLAGE GRAIN SORGHUM

2012 - 2016					2017			
Number of Farms	19				17			
Crop Acres	450				632			
Acres Owned	120				124			
Acres Rented	330				507			
Yield/Acre	82.75				92.00			
Operator Percentage	78.97 %				75.60 %			
Gross Income/Acre	\$274.15				\$265.55			
Variable Cost/Acre	\$196.11				\$162.17			
Total Expense/Acre	\$284.83				\$225.56			
Gross Income/Bushels	\$4.08				\$3.82			
Total Expense/Bushels	\$4.24				\$3.24			
	Bushels	Total \$	\$/Bush	\$/Acre	Bushels	Total \$	\$/Bush	\$/Acre
<b>INCOME</b>								
<i>Grain Sorghum (Oper Shr)</i>	30,249	\$106,636.25	\$3.53	\$237.10	43,905	\$142,214.90	\$3.24	\$225.17
Patronage Refunds		1,413.19				1,417.87		
Government Payments		4,604.50				16,784.97		
Miscellaneous Income		1,911.70						
Crop Insurance Proceeds		8,879.58				7,166.76		
Grain Futures		-144.61				131.64		
<b>Total Other Income</b>		<b>\$16,664.36</b>	<b>0.55</b>	<b>37.05</b>		<b>\$25,501.24</b>	<b>0.58</b>	<b>40.38</b>
<b>GROSS INCOME</b>		<b>\$123,300.60</b>	<b>\$4.08</b>	<b>\$274.15</b>		<b>\$167,716.14</b>	<b>\$3.82</b>	<b>\$265.55</b>
<b>EXPENSE</b>								
Labor Hired		4,758.71	0.16	10.58		1,986.71	0.05	3.15
General Machinery Repairs		7,775.16	0.26	17.29		14,789.53	0.34	23.42
Interest Paid		1,989.47	0.07	4.42		4,926.76	0.11	7.80
Gas, Fuel, Oil		5,694.59	0.19	12.66		5,767.24	0.13	9.13
Auto Expense		207.32	0.01	0.46		264.99	0.01	0.42
Fees, Publications, Travel		989.51	0.03	2.20		1,370.04	0.03	2.17
Personal Property Tax		450.37	0.01	1.00		309.57	0.01	0.49
General Farm Insurance		2,179.56	0.07	4.85		2,690.46	0.06	4.26
Conservation		128.40	0.00	0.29		267.87	0.01	0.42
Utilities		1,041.91	0.03	2.32		1,233.21	0.03	1.95
<i>Indirect Expenses</i>		<i>\$25,214.99</i>	<i>0.83</i>	<i>56.06</i>		<i>\$33,606.37</i>	<i>0.77</i>	<i>53.21</i>
Seed/Other Crop Expense		8,983.02	0.30	19.97		6,768.12	0.15	10.72
Crop Insurance		5,685.29	0.19	12.64		8,541.02	0.19	13.52
Fertilizer/Lime		16,118.76	0.53	35.84		17,808.95	0.41	28.20
Machine Hire - Lease		7,573.48	0.25	16.84		8,221.91	0.19	13.02
Misc Crop Expense		247.23	0.01	0.55		921.60	0.02	1.46
Cash Farm Rent		3,069.55	0.10	6.82		3,662.33	0.08	5.80
Herbicide, Insecticide		21,310.45	0.70	47.38		22,892.95	0.52	36.25
<i>Direct Expenses</i>		<i>\$62,987.78</i>	<i>2.08</i>	<i>140.05</i>		<i>\$68,816.88</i>	<i>1.57</i>	<i>108.96</i>
<b>Total Variable Costs</b>		<b>\$88,202.77</b>	<b>2.92</b>	<b>196.11</b>		<b>\$102,423.25</b>	<b>2.33</b>	<b>162.17</b>
<i>Return Above Variable Costs</i>		<i>\$35,097.83</i>	<i>\$1.16</i>	<i>\$78.04</i>		<i>\$65,292.90</i>	<i>\$1.49</i>	<i>\$103.38</i>
Depreciation		9,633.60	0.32	21.42		9,418.51	0.21	14.91
Real Estate Tax		1,224.52	0.04	2.72		1,302.17	0.03	2.06
Unpaid Operator Labor		14,657.56	0.48	32.59		16,913.84	0.39	26.78
Interest Charge *		4,933.53	0.16	10.97		3,383.57	0.08	5.36
Land Charge **		9,453.90	0.31	21.02		9,022.22	0.21	14.28
<b>Total Fixed Costs</b>		<b>\$39,903.11</b>	<b>1.32</b>	<b>88.72</b>		<b>\$40,040.30</b>	<b>0.91</b>	<b>63.40</b>
<b>TOTAL EXPENSE</b>		<b>\$128,105.88</b>	<b>\$4.24</b>	<b>\$284.83</b>		<b>\$142,463.55</b>	<b>\$3.24</b>	<b>\$225.56</b>
<b>NET RETURN TO MANAGEMENT</b>		<b>(\$4,805.28)</b>	<b>(\$0.16)</b>	<b>(\$10.68)</b>		<b>\$25,252.59</b>	<b>\$0.58</b>	<b>\$39.98</b>
<b>NET RETURN TO LABOR-MANAGEMENT</b>		<b>\$14,610.99</b>	<b>\$0.48</b>	<b>\$32.49</b>		<b>\$44,153.14</b>	<b>\$1.01</b>	<b>\$69.91</b>
<b>TOTAL MACHINERY COST</b>		<b>\$29,744.80</b>	<b>\$0.98</b>	<b>\$66.13</b>		<b>\$37,634.85</b>	<b>\$0.86</b>	<b>\$59.59</b>

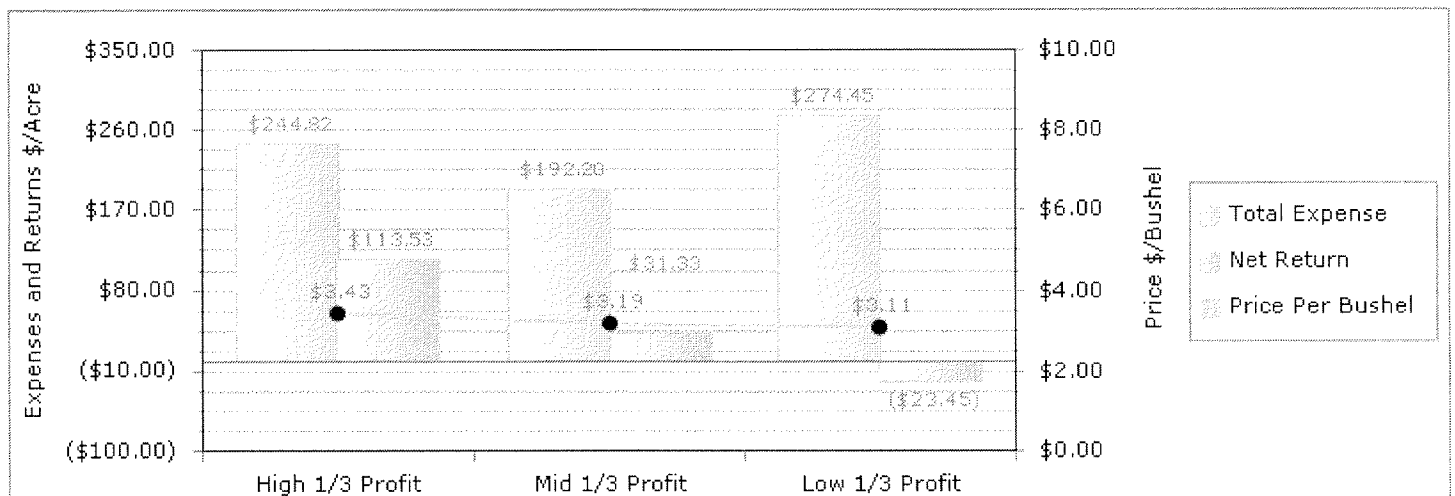
\* Interest charge represents computed Interest on gross purchases, variable costs, machinery, and buildings minus cash interest paid

\*\* Land charge represents a charge equal to landlord's share on owned land. Land Charge = Production from owned land X price per unit on owned production X 25% (non-irrigated) or 20% (irrigated). Crop production paid to landlord on rented land (already removed from above analysis) and cash rent are not included in the land charge.

2017 Data - Southwest Kansas  
Enterprise Summary

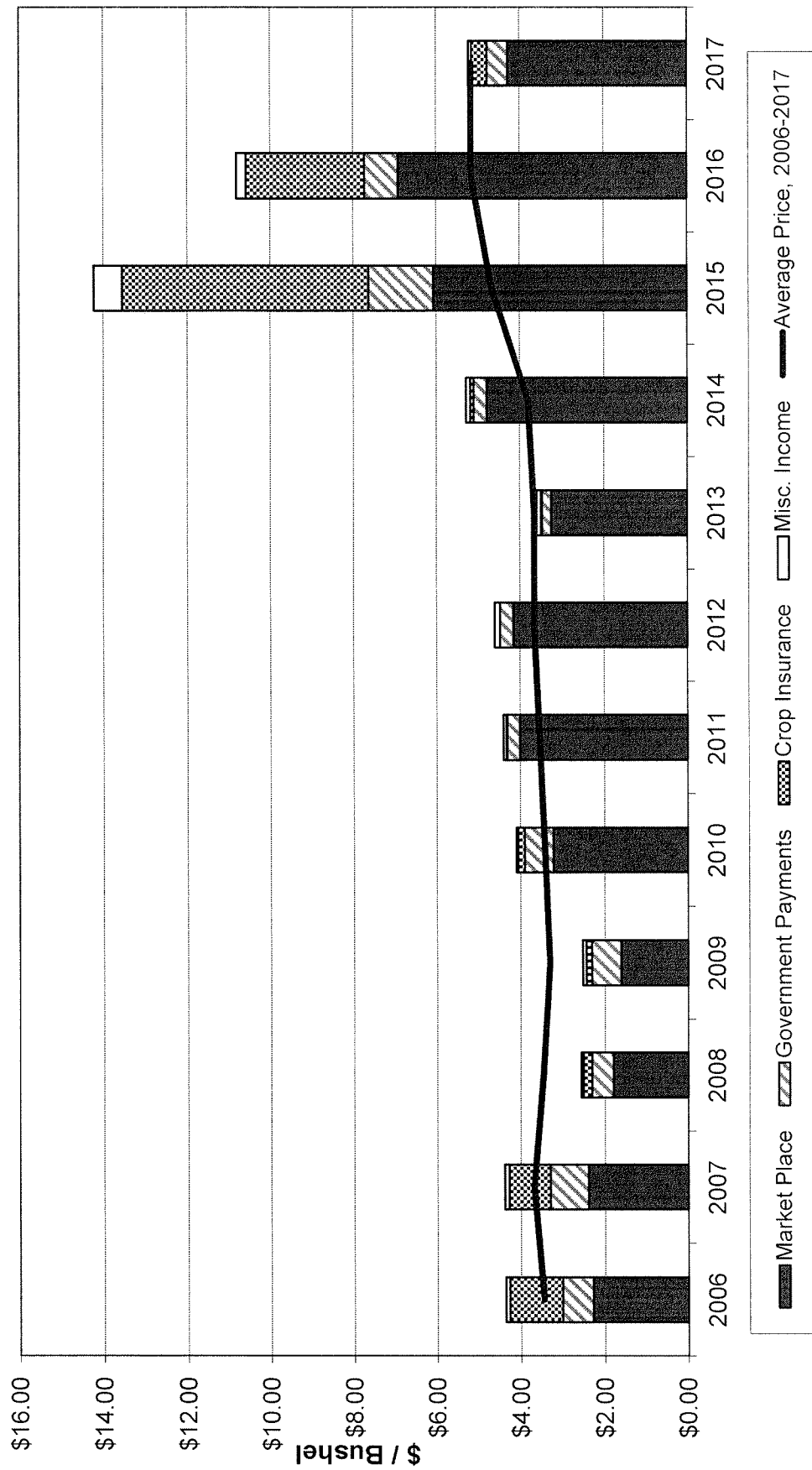
Kansas Farm Management Association  
Annual ProfitLink Summary  
NON-IRRIGATED ALL TILLAGE GRAIN SORGHUM

	PROFIT CATEGORY (per Acre)			Difference between High and Low	
	High 1/3	Mid 1/3	Low 1/3	\$	%
Number of Farms	5	6	6		
Enterprise Acres	565	894	424	141	33 %
Acres Owned	140	152	83	57	69 %
Acres Rented	425	742	341	84	25 %
Yield/Acre	104.03	85.11	93.16	10.87	12 %
Operator Percentage	75.37 %	76.72 %	73.49 %	1.88 %	3 %
Price/Bushel	\$3.43	\$3.19	\$3.11	\$0.32	10 %
<b>INCOME</b>					
Grain Sorghum (Oper Shr)	265.72	208.06	216.18	49.54	23 %
Government Payments	53.68	13.64	23.73	29.95	126 %
Crop Insurance Proceeds	34.19	1.43	6.88	27.31	397 %
Other Income	4.76	0.40	4.22	0.55	13 %
<b>GROSS INCOME</b>	<b>\$358.35</b>	<b>\$223.53</b>	<b>\$251.01</b>	<b>\$107.34</b>	<b>43 %</b>
<b>EXPENSE</b>					
Labor Hired	3.47	1.94	5.33	-1.86	-35 %
General Machinery Repairs	17.88	21.89	32.78	-14.90	-45 %
Interest Paid	8.54	6.12	10.52	-1.98	-19 %
Gas, Fuel, Oil	9.96	7.60	11.45	-1.49	-13 %
Auto Expense	0.32	0.02	1.38	-1.06	-77 %
Fees, Publications, Travel	1.66	1.82	3.46	-1.80	-52 %
Personal Property Tax	0.54	0.42	0.58	-0.04	-7 %
General Farm Insurance	4.64	3.53	5.38	-0.74	-14 %
Conservation	0.00	0.00	1.79	-1.79	-100 %
Utilities	1.66	1.59	3.03	-1.38	-45 %
Indirect Expenses	\$48.66	\$44.93	\$75.70	(\$27.04)	-36 %
Seed/Other Crop Expense	12.33	7.90	14.86	-2.53	-17 %
Crop Insurance	9.80	11.32	22.29	-12.49	-56 %
Fertilizer/Lime	35.42	23.76	29.52	5.90	20 %
Machine Hire - Lease	14.86	11.58	13.99	0.88	6 %
Misc Crop Expense	0.00	1.35	3.30	-3.30	-100 %
Cash Farm Rent	0.00	7.30	9.08	-9.08	-100 %
Herbicide, Insecticide	39.88	32.34	40.43	-0.55	-1 %
Direct Expenses	\$112.30	\$95.56	\$133.48	(\$21.18)	-16 %
<b>Total Variable Costs</b>	<b>\$160.95</b>	<b>\$140.49</b>	<b>\$209.18</b>	<b>(\$48.23)</b>	<b>-23 %</b>
Return Above Variable Costs	\$197.40	\$83.04	\$41.83	\$155.57	372 %
Depreciation	20.38	10.96	17.17	3.21	19 %
Real Estate Tax	2.18	2.22	1.60	0.58	36 %
Unpaid Operator Labor	35.63	21.62	27.83	7.80	28 %
Interest Charge	6.02	5.11	5.14	0.87	17 %
Land Charge	19.66	11.81	13.53	6.13	45 %
<b>Total Fixed Costs</b>	<b>\$83.87</b>	<b>\$51.71</b>	<b>\$65.27</b>	<b>\$18.59</b>	<b>28 %</b>
<b>TOTAL EXPENSE</b>	<b>\$244.82</b>	<b>\$192.20</b>	<b>\$274.45</b>	<b>(\$29.63)</b>	<b>-11 %</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$113.53</b>	<b>\$31.33</b>	<b>(\$23.45)</b>	<b>\$136.98</b>	
<b>NET RETURN TO LABOR-MGMT</b>	<b>\$152.63</b>	<b>\$54.88</b>	<b>\$9.72</b>	<b>\$142.91</b>	
<b>TOTAL MACHINERY COST</b>	<b>\$60.84</b>	<b>\$51.40</b>	<b>\$75.44</b>	<b>(\$14.60)</b>	<b>-19 %</b>





# Southwest Kansas Farm Management Association Effective Nonirrigated Grain Sorghum Prices, 2006-2017



2017 Data - Southwest Kansas  
Enterprise Summary

Kansas Farm Management Association  
Annual ProfitLink Summary  
Irrigated Wheat

Number of Farms	6			
Crop Acres	227			
Acres Owned	148			
Acres Rented	79			
Yield/Acre	53.82			
Operator Percentage	89.09 %			
Gross Income/Acre	\$267.85			
Variable Cost/Acre	\$286.08			
Total Expense/Acre	\$442.40			
Gross Income/Bushels	\$5.64			
Total Expense/Bushels	\$9.32			
	<b>Bushels</b>	<b>Total \$</b>	<b>\$/Bushel</b>	<b>\$/Acre</b>
<b>INCOME</b>				
<i>Wheat (Operators Share)</i>	<b>10,774</b>	<b>\$43,109.63</b>	<b>\$4.00</b>	<b>\$190.02</b>
Patronage Refunds		931.39		
Government Payments		7,719.01		
Miscellaneous Income		765.69		
Crop Insurance Proceeds		8,275.69		
Grain Futures		-35.42		
<b>Total Other Income</b>		<b>\$17,656.36</b>	<b>1.64</b>	<b>77.83</b>
<b>GROSS INCOME</b>		<b>\$60,765.99</b>	<b>\$5.64</b>	<b>\$267.85</b>
<b>EXPENSE</b>				
Labor Hired		6,972.96	0.65	30.74
General Machinery Repairs		3,607.81	0.33	15.90
Interest Paid		3,540.57	0.33	15.61
Gas, Fuel, Oil		2,999.30	0.28	13.22
Auto Expense		280.01	0.03	1.23
Fees, Publications, Travel		1,478.86	0.14	6.52
Personal Property Tax		125.55	0.01	0.55
General Farm Insurance		1,984.75	0.18	8.75
Utilities		372.23	0.03	1.64
<b>Indirect Expenses</b>		<b>\$21,362.03</b>	<b>1.98</b>	<b>94.16</b>
Irrigation Machinery Repairs		3,923.35	0.36	17.29
Irrigation Gas, Fuel, Oil		10,636.70	0.99	46.89
Seed/Other Crop Expense		6,631.98	0.62	29.23
Crop Insurance		4,452.20	0.41	19.62
Fertilizer/Lime		9,749.25	0.90	42.97
Machine Hire - Lease		1,516.67	0.14	6.69
Misc Crop Expense		775.49	0.07	3.42
Cash Farm Rent		750.72	0.07	3.31
Herbicide, Insecticide		5,103.11	0.47	22.49
<b>Direct Expenses</b>		<b>\$43,539.47</b>	<b>4.04</b>	<b>191.92</b>
<b>Total Variable Costs</b>		<b>\$64,901.50</b>	<b>6.02</b>	<b>286.08</b>
<b>Return Above Variable Costs</b>		<b>(\$4,135.51)</b>	<b>(\$0.38)</b>	<b>(\$18.23)</b>
Depreciation		8,150.98	0.76	35.93
Real Estate Tax		2,983.75	0.28	13.15
Unpaid Operator Labor		16,159.20	1.50	71.23
Interest Charge *		2,109.58	0.20	9.30
Land Charge **		6,059.75	0.56	26.71
<b>Total Fixed Costs</b>		<b>\$35,463.26</b>	<b>3.29</b>	<b>156.32</b>
<b>TOTAL EXPENSE</b>		<b>\$100,364.76</b>	<b>\$9.32</b>	<b>\$442.40</b>
<b>NET RETURN TO MANAGEMENT</b>		<b>(\$39,598.76)</b>	<b>(\$3.68)</b>	<b>(\$174.55)</b>
<b>NET RETURN TO LABOR-MANAGEMENT</b>		<b>(\$16,466.61)</b>	<b>(\$1.53)</b>	<b>(\$72.58)</b>
<b>TOTAL MACHINERY COST</b>		<b>\$19,014.82</b>	<b>\$1.76</b>	<b>\$83.81</b>

\* Interest charge represents computed Interest on gross purchases, variable costs, machinery, and buildings minus cash interest paid

\*\* Land charge represents a charge equal to landlord's share on owned land. Land Charge = Production from owned land X price per unit on owned production X 25% (non-irrigated) or 20% (irrigated). Crop production paid to landlord on rented land (already removed from above analysis) and cash rent are not included in the land charge.

2017 Data - Southwest Kansas  
Enterprise Summary

Kansas Farm Management Association  
Annual ProfitLink Summary  
IRRIGATED WHEAT

2012 - 2016					2017			
Number of Farms	9				6			
Crop Acres	325				227			
Acres Owned	80				148			
Acres Rented	245				79			
Yield/Acre	54.95				53.82			
Operator Percentage	73.75 %				89.09 %			
Gross Income/Acre	\$261.67				\$267.85			
Variable Cost/Acre	\$249.70				\$286.08			
Total Expense/Acre	\$342.16				\$442.40			
Gross Income/Bushels	\$6.48				\$5.64			
Total Expense/Bushels	\$8.48				\$9.32			
	Bushels	Total \$	\$/Bush	\$/Acre	Bushels	Total \$	\$/Bush	\$/Acre
<b>INCOME</b>								
<i>Wheat (Oper Shr)</i>	<i>13,112</i>	<i>\$75,599.45</i>	<i>\$5.77</i>	<i>\$232.65</i>	<i>10,774</i>	<i>\$43,109.63</i>	<i>\$4.00</i>	<i>\$190.02</i>
Patronage Refunds		627.04				931.39		
Government Payments		3,978.50				7,719.01		
Miscellaneous Income		1,419.16				765.69		
Crop Insurance Proceeds		3,460.81				8,275.69		
Grain Futures		-56.49				-35.42		
<b>Total Other Income</b>		<b>\$9,429.03</b>	<b>0.72</b>	<b>29.02</b>		<b>\$17,656.36</b>	<b>1.64</b>	<b>77.83</b>
<b>GROSS INCOME</b>		<b>\$85,028.48</b>	<b>\$6.48</b>	<b>\$261.67</b>		<b>\$60,765.99</b>	<b>\$5.64</b>	<b>\$267.85</b>
<b>EXPENSE</b>								
Labor Hired		9,459.84	0.72	29.11		6,972.96	0.65	30.74
General Machinery Repairs		5,016.30	0.38	15.44		3,607.81	0.33	15.90
Interest Paid		1,521.18	0.12	4.68		3,540.57	0.33	15.61
Gas, Fuel, Oil		5,580.33	0.43	17.17		2,999.30	0.28	13.22
Auto Expense		145.04	0.01	0.45		280.01	0.03	1.23
Fees, Publications, Travel		561.31	0.04	1.73		1,478.86	0.14	6.52
Personal Property Tax		320.19	0.02	0.99		125.55	0.01	0.55
General Farm Insurance		1,412.41	0.11	4.35		1,984.75	0.18	8.75
Conservation		6.09	0.00	0.02				
Utilities		445.10	0.03	1.37		372.23	0.03	1.64
<i>Indirect Expenses</i>		<i>\$24,467.79</i>	<i>1.87</i>	<i>75.30</i>		<i>\$21,362.03</i>	<i>1.98</i>	<i>94.16</i>
Irrigation Machinery Repairs		6,449.15	0.49	19.85		3,923.35	0.36	17.29
Irrigation Gas, Fuel, Oil		10,822.01	0.83	33.30		10,636.70	0.99	46.89
Seed/Other Crop Expense		5,709.10	0.44	17.57		6,631.98	0.62	29.23
Crop Insurance		4,475.40	0.34	13.77		4,452.20	0.41	19.62
Fertilizer/Lime		14,153.77	1.08	43.56		9,749.25	0.90	42.97
Machine Hire - Lease		3,920.62	0.30	12.07		1,516.67	0.14	6.69
Misc Crop Expense		466.74	0.04	1.44		775.49	0.07	3.42
Cash Farm Rent		642.24	0.05	1.98		750.72	0.07	3.31
Herbicide, Insecticide		10,033.84	0.77	30.88		5,103.11	0.47	22.49
<i>Direct Expenses</i>		<i>\$56,672.85</i>	<i>4.32</i>	<i>174.41</i>		<i>\$43,539.47</i>	<i>4.04</i>	<i>191.92</i>
<b>Total Variable Costs</b>		<b>\$81,140.64</b>	<b>6.19</b>	<b>249.70</b>		<b>\$64,901.50</b>	<b>6.02</b>	<b>286.08</b>
<i>Return Above Variable Costs</i>		<i>\$3,887.84</i>	<i>\$0.30</i>	<i>\$11.96</i>		<i>(\$4,135.51)</i>	<i>(\$0.38)</i>	<i>(\$18.23)</i>
Depreciation		9,622.26	0.73	29.61		8,150.98	0.76	35.93
Real Estate Tax		923.18	0.07	2.84		2,983.75	0.28	13.15
Unpaid Operator Labor		9,849.54	0.75	30.31		16,159.20	1.50	71.23
Interest Charge *		5,116.59	0.39	15.75		2,109.58	0.20	9.30
Land Charge **		4,530.01	0.35	13.94		6,059.75	0.56	26.71
<b>Total Fixed Costs</b>		<b>\$30,041.58</b>	<b>2.29</b>	<b>92.45</b>		<b>\$35,463.26</b>	<b>3.29</b>	<b>156.32</b>
<b>TOTAL EXPENSE</b>		<b>\$111,182.22</b>	<b>\$8.48</b>	<b>\$342.16</b>		<b>\$100,364.76</b>	<b>\$9.32</b>	<b>\$442.40</b>
<b>NET RETURN TO MANAGEMENT</b>		<b>(\$26,153.74)</b>	<b>(\$1.99)</b>	<b>(\$80.49)</b>		<b>(\$39,598.76)</b>	<b>(\$3.68)</b>	<b>(\$174.55)</b>
<b>NET RETURN TO LABOR-MANAGEMENT</b>		<b>(\$6,844.37)</b>	<b>(\$0.52)</b>	<b>(\$21.06)</b>		<b>(\$16,466.61)</b>	<b>(\$1.53)</b>	<b>(\$72.58)</b>
<b>TOTAL MACHINERY COST</b>		<b>\$29,746.78</b>	<b>\$2.27</b>	<b>\$91.54</b>		<b>\$19,014.82</b>	<b>\$1.76</b>	<b>\$83.81</b>

\* Interest charge represents computed Interest on gross purchases, variable costs, machinery, and buildings minus cash interest paid

\*\* Land charge represents a charge equal to landlord's share on owned land. Land Charge = Production from owned land X price per unit on owned production X 25% (non-irrigated) or 20% (irrigated). Crop production paid to landlord on rented land (already removed from above analysis) and cash rent are not included in the land charge.

2017 Data - Kansas  
Enterprise Summary

Kansas Farm Management Association  
Annual ProfitLink Summary  
IRRIGATED CORN

	2012 - 2016	2017
Number of Farms	63	56
Crop Acres	519	444
Acres Owned	140	130
Acres Rented	378	313
Yield/Acre	196.30	210.69
Operator Percentage	84.50 %	85.84 %
Gross Income/Acre	\$760.53	\$603.56
Variable Cost/Acre	\$565.82	\$488.57
Total Expense/Acre	\$746.83	\$649.02
Gross Income/Bushels	\$4.60	\$3.35
Total Expense/Bushels	\$4.51	\$3.60

	Bushels	Total \$	\$/Bush	\$/Acre	Bushels	Total \$	\$/Bush	\$/Acre
<b>INCOME</b>								
<b>Corn (Oper Shr)</b>	<b>85,808</b>	<b>\$373,528.18</b>	<b>\$4.35</b>	<b>\$720.25</b>	<b>79,901</b>	<b>\$254,669.12</b>	<b>\$3.19</b>	<b>\$573.89</b>
Patronage Refunds		4,370.68				816.62		
Government Payments		4,411.53				6,471.97		
Miscellaneous Income		1,609.59				3,381.91		
Crop Insurance Proceeds		10,756.44				3,043.17		
Grain Futures		-254.51				-548.25		
<b>Total Other Income</b>		<b>\$20,893.73</b>	<b>0.24</b>	<b>40.29</b>		<b>\$13,165.43</b>	<b>0.16</b>	<b>29.67</b>
<b>GROSS INCOME</b>		<b>\$394,421.91</b>	<b>\$4.60</b>	<b>\$760.53</b>		<b>\$267,834.54</b>	<b>\$3.35</b>	<b>\$603.56</b>
<b>EXPENSE</b>								
Labor Hired		16,098.52	0.19	31.04		11,442.33	0.14	25.78
General Machinery Repairs		15,115.80	0.18	29.15		12,703.06	0.16	28.63
Interest Paid		9,767.36	0.11	18.83		11,956.54	0.15	26.94
Gas, Fuel, Oil		12,871.75	0.15	24.82		8,582.51	0.11	19.34
Auto Expense		579.77	0.01	1.12		505.00	0.01	1.14
Fees, Publications, Travel		2,416.24	0.03	4.66		1,321.61	0.02	2.98
Personal Property Tax		1,293.23	0.02	2.49		885.73	0.01	2.00
General Farm Insurance		6,027.42	0.07	11.62		5,356.12	0.07	12.07
Conservation		79.73	0.00	0.15		0.35	0.00	0.00
Utilities		2,452.88	0.03	4.73		1,402.59	0.02	3.16
<b>Indirect Expenses</b>		<b>\$66,702.70</b>	<b>0.78</b>	<b>128.62</b>		<b>\$54,155.84</b>	<b>0.68</b>	<b>122.04</b>
Irrigation Machinery Repairs		9,039.30	0.11	17.43		5,516.41	0.07	12.43
Irrigation Gas, Fuel, Oil		27,076.28	0.32	52.21		13,183.51	0.16	29.71
Seed/Other Crop Expense		50,011.61	0.58	96.43		43,575.75	0.55	98.20
Crop Insurance		12,509.83	0.15	24.12		10,397.07	0.13	23.43
Fertilizer/Lime		60,806.38	0.71	117.25		39,099.64	0.49	88.11
Machine Hire - Lease		10,123.15	0.12	19.52		8,895.48	0.11	20.05
Misc Crop Expense		3,125.73	0.04	6.03		1,596.73	0.02	3.60
Cash Farm Rent		20,620.09	0.24	39.76		15,968.56	0.20	35.98
Herbicide, Insecticide		33,425.24	0.39	64.45		24,416.96	0.31	55.02
<b>Direct Expenses</b>		<b>\$226,737.61</b>	<b>2.64</b>	<b>437.20</b>		<b>\$162,650.11</b>	<b>2.04</b>	<b>366.53</b>
<b>Total Variable Costs</b>		<b>\$293,440.31</b>	<b>3.42</b>	<b>565.82</b>		<b>\$216,805.95</b>	<b>2.71</b>	<b>488.57</b>
<b>Return Above Variable Costs</b>		<b>\$100,981.59</b>	<b>\$1.18</b>	<b>\$194.72</b>		<b>\$51,028.59</b>	<b>\$0.64</b>	<b>\$114.99</b>
Depreciation		33,529.14	0.39	64.65		23,292.91	0.29	52.49
Real Estate Tax		1,490.14	0.02	2.87		2,178.90	0.03	4.91
Unpaid Operator Labor		20,797.50	0.24	40.10		20,960.10	0.26	47.23
Interest Charge *		14,340.93	0.17	27.65		7,824.65	0.10	17.63
Land Charge **		23,719.24	0.28	45.74		16,946.28	0.21	38.19
<b>Total Fixed Costs</b>		<b>\$93,876.96</b>	<b>1.09</b>	<b>181.02</b>		<b>\$71,202.83</b>	<b>0.89</b>	<b>160.45</b>
<b>TOTAL EXPENSE</b>		<b>\$387,317.27</b>	<b>\$4.51</b>	<b>\$746.83</b>		<b>\$288,008.78</b>	<b>\$3.60</b>	<b>\$649.02</b>
<b>NET RETURN TO MANAGEMENT</b>		<b>\$7,104.64</b>	<b>\$0.08</b>	<b>\$13.70</b>		<b>(\$20,174.24)</b>	<b>(\$0.25)</b>	<b>(\$45.46)</b>
<b>NET RETURN TO LABOR-MANAGEMENT</b>		<b>\$44,000.66</b>	<b>\$0.51</b>	<b>\$84.84</b>		<b>\$12,228.18</b>	<b>\$0.15</b>	<b>\$27.56</b>
<b>TOTAL MACHINERY COST</b>		<b>\$76,085.80</b>	<b>\$0.89</b>	<b>\$146.71</b>		<b>\$57,170.51</b>	<b>\$0.72</b>	<b>\$128.83</b>

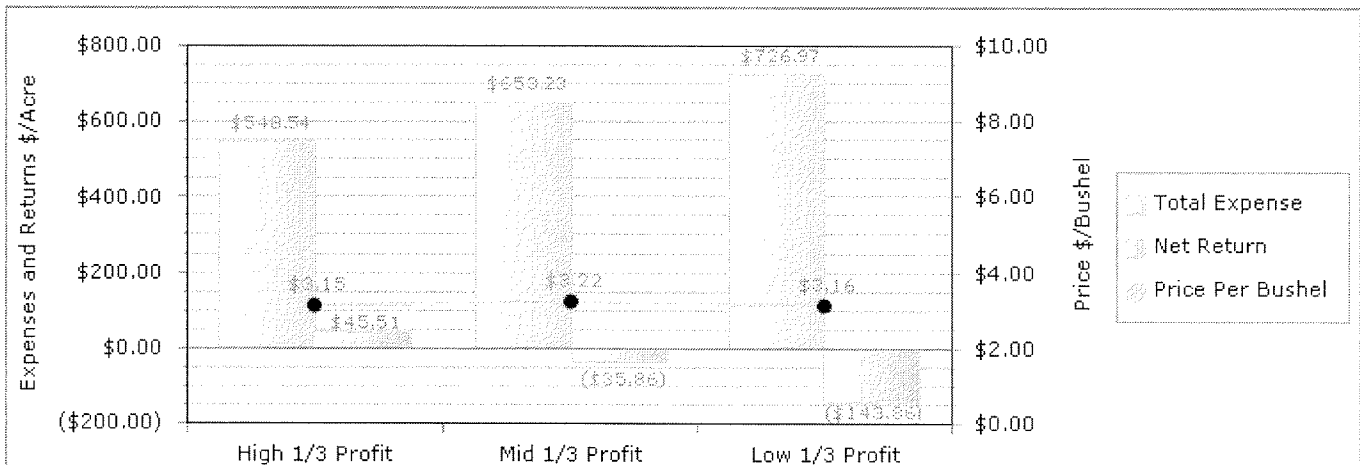
\* Interest charge represents computed Interest on gross purchases, variable costs, machinery, and buildings minus cash interest paid

\*\* Land charge represents a charge equal to landlord's share on owned land. Land Charge = Production from owned land X price per unit on owned production X 25% (non-irrigated) or 20% (irrigated). Crop production paid to landlord on rented land (already removed from above analysis) and cash rent are not included in the land charge.

2017 Data - Kansas  
Enterprise Summary

Kansas Farm Management Association  
Annual ProfitLink Summary  
IRRIGATED CORN

	PROFIT CATEGORY (per Acre)			Difference between High and Low	
	High 1/3	Mid 1/3	Low 1/3	\$	%
Number of Farms	18	19	19		
Enterprise Acres	302	689	332	-30	-9 %
Acres Owned	61	160	166	-106	-63 %
Acres Rented	242	529	166	76	46 %
Yield/Acre	198.04	220.56	201.11	-3.07	-2 %
Operator Percentage	87.69 %	84.35 %	87.32 %	0.37 %	0 %
Price/Bushel	\$3.15	\$3.22	\$3.16	(\$0.01)	0 %
<b>INCOME</b>					
Corn (Oper Shr)	544.86	598.34	548.20	-3.34	-1 %
Government Payments	26.65	6.36	21.24	5.41	25 %
Crop Insurance Proceeds	13.07	2.25	11.05	2.03	18 %
Other Income	9.46	10.41	2.62	6.85	262 %
<b>GROSS INCOME</b>	<b>\$594.05</b>	<b>\$617.36</b>	<b>\$583.11</b>	<b>\$10.94</b>	<b>2 %</b>
<b>EXPENSE</b>					
Labor Hired	27.97	25.53	24.42	3.55	15 %
General Machinery Repairs	30.05	28.77	27.09	2.95	11 %
Interest Paid	14.51	20.81	50.39	-35.88	-71 %
Gas, Fuel, Oil	19.82	19.90	17.76	2.06	12 %
Auto Expense	0.17	1.48	1.26	-1.08	-86 %
Fees, Publications, Travel	2.65	3.10	3.02	-0.37	-12 %
Personal Property Tax	1.25	2.36	1.89	-0.63	-34 %
General Farm Insurance	8.66	13.36	12.32	-3.66	-30 %
Conservation	0.00	0.00	0.00	0.00	0 %
Utilities	2.49	2.96	4.16	-1.67	-40 %
Indirect Expenses	\$107.58	\$118.28	\$142.31	(\$34.73)	-24 %
Irrigation Machinery Repairs	7.02	12.21	17.56	-10.54	-60 %
Irrigation Gas, Fuel, Oil	22.40	35.67	23.65	-1.25	-5 %
Seed/Other Crop Expense	83.22	101.81	103.62	-20.40	-20 %
Crop Insurance	29.80	17.75	29.71	0.09	0 %
Fertilizer/Lime	86.43	80.59	105.17	-18.73	-18 %
Machine Hire - Lease	5.26	23.73	25.15	-19.89	-79 %
Misc Crop Expense	0.17	5.70	2.19	-2.03	-92 %
Cash Farm Rent	24.55	43.02	31.25	-6.70	-21 %
Herbicide, Insecticide	45.80	51.43	70.44	-24.64	-35 %
Direct Expenses	\$304.66	\$371.90	\$408.74	(\$104.09)	-25 %
<b>Total Variable Costs</b>	<b>\$412.23</b>	<b>\$490.18</b>	<b>\$551.05</b>	<b>(\$138.82)</b>	<b>-25 %</b>
Return Above Variable Costs	\$181.82	\$127.18	\$32.05	\$149.77	467 %
Depreciation	42.26	57.43	51.07	-8.82	-17 %
Real Estate Tax	4.81	3.80	7.30	-2.49	-34 %
Unpaid Operator Labor	45.85	49.84	43.02	2.84	7 %
Interest Charge	17.55	19.27	14.31	3.25	23 %
Land Charge	25.83	32.71	60.22	-34.39	-57 %
<b>Total Fixed Costs</b>	<b>\$136.30</b>	<b>\$163.04</b>	<b>\$175.91</b>	<b>(\$39.61)</b>	<b>-23 %</b>
<b>TOTAL EXPENSE</b>	<b>\$548.54</b>	<b>\$653.23</b>	<b>\$726.97</b>	<b>(\$178.43)</b>	<b>-25 %</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$45.51</b>	<b>(\$35.86)</b>	<b>(\$143.86)</b>	<b>\$189.37</b>	
<b>NET RETURN TO LABOR-MGMT</b>	<b>\$119.34</b>	<b>\$39.51</b>	<b>(\$76.42)</b>	<b>\$195.76</b>	
<b>TOTAL MACHINERY COST</b>	<b>\$99.20</b>	<b>\$138.94</b>	<b>\$133.41</b>	<b>(\$34.21)</b>	<b>-26 %</b>



2017 Data - Southwest Kansas  
Enterprise Summary

Kansas Farm Management Association  
Annual ProfitLink Summary  
Irrigated Soybeans

Number of Farms	7			
Crop Acres	289			
Acres Owned	35			
Acres Rented	254			
Yield/Acre	60.31			
Operator Percentage	82.33 %			
Gross Income/Acre	\$486.13			
Variable Cost/Acre	\$326.63			
Total Expense/Acre	\$452.93			
Gross Income/Bushels	\$9.68			
Total Expense/Bushels	\$9.02			
	<b>Bushels</b>	<b>Total \$</b>	<b>\$/Bushel</b>	<b>\$/Acre</b>
<b>INCOME</b>				
<i>Soybeans (Operators Share)</i>	<b>14,510</b>	<b>\$127,558.30</b>	<b>\$8.79</b>	<b>\$441.33</b>
Patronage Refunds	580.57			
Government Payments	11,690.41			
Crop Insurance Proceeds	2,313.71			
Grain Futures	-1,638.29			
<i>Total Other Income</i>		<b>\$12,946.40</b>	<b>0.89</b>	<b>44.79</b>
<b>GROSS INCOME</b>		<b>\$140,504.70</b>	<b>\$9.68</b>	<b>\$486.13</b>
<b>EXPENSE</b>				
Labor Hired	6,171.33		0.43	21.35
General Machinery Repairs	6,982.07		0.48	24.16
Interest Paid	3,815.38		0.26	13.20
Gas, Fuel, Oil	5,977.29		0.41	20.68
Auto Expense	93.32		0.01	0.32
Fees, Publications, Travel	1,158.02		0.08	4.01
Personal Property Tax	382.90		0.03	1.32
General Farm Insurance	2,095.34		0.14	7.25
Utilities	784.61		0.05	2.71
<i>Indirect Expenses</i>	<b>\$27,460.27</b>		<b>1.89</b>	<b>95.01</b>
Irrigation Machinery Repairs	2,771.25		0.19	9.59
Irrigation Gas, Fuel, Oil	7,277.88		0.50	25.18
Seed/Other Crop Expense	17,083.61		1.18	59.11
Crop Insurance	4,026.44		0.28	13.93
Fertilizer/Lime	9,026.21		0.62	31.23
Machine Hire - Lease	2,301.98		0.16	7.96
Misc Crop Expense	197.88		0.01	0.68
Cash Farm Rent	11,316.03		0.78	39.15
Herbicide, Insecticide	12,944.05		0.89	44.78
<i>Direct Expenses</i>	<b>\$66,945.33</b>		<b>4.61</b>	<b>231.62</b>
<i>Total Variable Costs</i>		<b>\$94,405.60</b>	<b>6.51</b>	<b>326.63</b>
<i>Return Above Variable Costs</i>		<b>\$46,099.10</b>	<b>\$3.18</b>	<b>\$159.50</b>
Depreciation	8,450.43		0.58	29.24
Real Estate Tax	740.39		0.05	2.56
Unpaid Operator Labor	20,585.06		1.42	71.22
Interest Charge *	3,343.89		0.23	11.57
Land Charge **	3,384.79		0.23	11.71
<i>Total Fixed Costs</i>		<b>\$36,504.56</b>	<b>2.52</b>	<b>126.30</b>
<b>TOTAL EXPENSE</b>		<b>\$130,910.16</b>	<b>\$9.02</b>	<b>\$452.93</b>
<b>NET RETURN TO MANAGEMENT</b>		<b>\$9,594.54</b>	<b>\$0.66</b>	<b>\$33.20</b>
<b>NET RETURN TO LABOR-MANAGEMENT</b>		<b>\$36,350.93</b>	<b>\$2.51</b>	<b>\$125.77</b>
<b>TOTAL MACHINERY COST</b>		<b>\$25,466.18</b>	<b>\$1.76</b>	<b>\$88.11</b>

\* Interest charge represents computed Interest on gross purchases, variable costs, machinery, and buildings minus cash interest paid

\*\* Land charge represents a charge equal to landlord's share on owned land. Land Charge = Production from owned land X price per unit on owned production X 25% (non-irrigated) or 20% (irrigated). Crop production paid to landlord on rented land (already removed from above analysis) and cash rent are not included in the land charge.

2017 Data - Southwest Kansas  
Enterprise Summary

Kansas Farm Management Association  
Annual ProfitLink Summary  
Beef Cows - Calves

Number of Farms					9
Number of Cows in Herd					149
Number of Calves Sold					119
Avg Weight of Calves Sold					556
Calves Sales Price / CWT					\$148.54
Calves Weaned / Cow					0.95
Gross Income / Cow					\$676.16
Feed Cost / Cow					\$457.56
Non-Feed Cost / Cow					\$611.88
Lbs Beef Produced / Cow					500.32
Pasture Acres / Cow					17.26
	Head	Weight	Total \$	\$/CWT	\$/Cow
<b>INCOME</b>					
Calves Sold	119	65,987	\$98,015.70		
Breed Stk Sold	18	12,629	\$16,197.53		
Ending Inventory	273	261,231	\$273,815.32		
Gross Sales	410	339,847	\$388,028.54		
Breed Stk Purchased	5	6,306	\$9,969.56		
Beginning Inventory	268	259,160	\$276,744.22		
Livestock Births	144				
Gross Purchases	417	265,466	\$286,713.78		
<b>Net Sale Gain</b>	<b>-8</b>	<b>74,380</b>	<b>\$101,314.77</b>	<b>\$136.21</b>	<b>\$681.49</b>
Patronage Refunds			332.33		
Livestock Futures			-1,124.45		
<b>Total Other Income</b>			<b>(\$792.12)</b>	<b>-1.06</b>	<b>-5.33</b>
<b>GROSS INCOME</b>			<b>\$100,522.65</b>	<b>\$135.15</b>	<b>\$676.16</b>
<b>EXPENSE</b>					
Labor Hired			5,089.05	6.84	34.23
General Machinery Repairs			9,066.57	12.19	60.99
Interest Paid			11,336.68	15.24	76.26
Gas, Fuel, Oil			4,821.53	6.48	32.43
Auto Expense			251.91	0.34	1.69
Fees, Publications, Travel			850.82	1.14	5.72
Personal Property Tax			311.22	0.42	2.09
General Farm Insurance			1,944.76	2.61	13.08
Utilities			2,258.40	3.04	15.19
<b>Indirect Expenses</b>			<b>\$35,930.96</b>	<b>48.31</b>	<b>247.69</b>
Feed			33,415.21	44.92	224.77
Pasture			34,608.38	46.53	232.79
Machine Hire - Lease			95.54	0.13	0.64
Vet Medicine/Drugs			4,135.91	5.56	27.82
Misc Livestock Expense			3,329.20	4.48	22.39
Cash Building Rent			534.56	0.72	3.60
<b>Direct Expenses</b>			<b>\$76,118.80</b>	<b>102.34</b>	<b>512.01</b>
<b>Total Variable Costs</b>			<b>\$112,049.76</b>	<b>150.64</b>	<b>753.70</b>
<b>Return Above Variable Costs</b>			<b>(\$11,527.11)</b>	<b>(\$15.50)</b>	<b>(\$77.54)</b>
Depreciation			14,106.99	18.97	94.89
Real Estate Tax			423.94	0.57	2.85
Unpaid Operator Labor			18,242.27	24.53	122.71
Interest Charge *			14,166.88	19.05	95.29
<b>Total Fixed Costs</b>			<b>\$46,940.09</b>	<b>63.11</b>	<b>315.74</b>
<b>TOTAL EXPENSE</b>			<b>\$158,989.84</b>	<b>\$213.75</b>	<b>\$1,069.44</b>
<b>NET RETURN TO MANAGEMENT</b>			<b>(\$58,467.19)</b>	<b>(\$78.61)</b>	<b>(\$393.28)</b>
<b>NET RETURN TO LABOR-MANAGEMENT</b>			<b>(\$35,135.88)</b>	<b>(\$47.24)</b>	<b>(\$236.34)</b>
<b>Factors</b>					
Feed Cost			68,023.59	91.45	457.56
Non-Feed Cost			90,966.26	122.30	611.88

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2017 Data - Kansas  
Enterprise Summary

Kansas Farm Management Association  
Annual ProfitLink Summary  
BEEF - BACKGROUNDING

	2012 - 2016					2017				
Number of Farms	25					33				
Number of Head	901					844				
Weight Produced / Head	336.88					334.46				
Weight / Head Sold	889.14					870.51				
Weight / Head Purchased	525.09					517.20				
Selling Price / CWT	156.41					134.31				
Purchase Price / CWT	197.55					159.89				
Gross Income / CWT	93.10					102.59				
Feed Cost / CWT	71.35					61.23				
Non-Feed Cost / CWT	49.50					47.25				
	Head	Weight	Total \$	\$/CWT	\$/Head	Head	Weight	Total \$	\$/CWT	\$/Head
<b>INCOME</b>										
Steers-Heifers Sold	863	767,235	1,200,005.58			839	730,408	980,975.51		
Ending Inventory	490	351,640	608,810.10			497	358,782	529,648.91		
Gross Sales	1,352	1,118,875	\$1,808,815.68			1,336	1,089,190	\$1,510,624.43		
Steers-Heifers Purch	887	465,598	919,802.27			909	470,238	751,876.33		
Beginning Inventory	495	349,809	597,234.87			479	336,749	453,409.59		
Gross Purchases	1,381	815,407	\$1,517,037.15			1,388	806,987	\$1,205,285.92		
<b>Net Sale Gain</b>	<b>-29</b>	<b>303,468</b>	<b>\$291,778.53</b>	<b>\$96.15</b>	<b>\$323.91</b>	<b>-53</b>	<b>282,204</b>	<b>\$305,338.51</b>	<b>\$108.20</b>	<b>\$361.88</b>
Patronage Refunds			1,089.05					247.21		
Government Payments			1,022.09							
Miscellaneous Income			380.61					133.15		
Livestock Futures			-11,747.00					-16,199.06		
<b>Total Other Income</b>			<b>(\$9,255.25)</b>	<b>-3.05</b>	<b>-10.27</b>			<b>(\$15,818.70)</b>	<b>-5.61</b>	<b>-18.75</b>
<b>GROSS INCOME</b>			<b>\$282,523.28</b>	<b>\$93.10</b>	<b>\$313.63</b>			<b>\$289,519.81</b>	<b>\$102.59</b>	<b>\$343.13</b>
<b>EXPENSE</b>										
Labor Hired			4,642.14	1.53	5.15			4,557.79	1.62	5.40
General Machinery Repairs			13,545.58	4.46	15.04			9,681.81	3.43	11.47
Interest Paid			11,960.16	3.94	13.28			13,358.39	4.73	15.83
Gas, Fuel, Oil			5,913.23	1.95	6.56			3,050.44	1.08	3.62
Auto Expense			190.64	0.06	0.21			109.54	0.04	0.13
Fees, Publications, Travel			1,636.23	0.54	1.82			1,404.56	0.50	1.66
Personal Property Tax			426.19	0.14	0.47			544.86	0.19	0.65
General Farm Insurance			2,232.84	0.74	2.48			2,091.31	0.74	2.48
Conservation			1.20	0.00	0.00					
Utilities			3,028.11	1.00	3.36			2,411.02	0.85	2.86
Indirect Expenses			\$43,576.31	14.36	48.37			\$37,209.71	13.19	44.10
Feed			208,387.69	68.67	231.33			165,650.97	58.70	196.33
Pasture			8,139.59	2.68	9.04			7,134.28	2.53	8.46
Machine Hire - Lease			865.93	0.29	0.96			3.41	0.00	0.00
Vet Medicine/Drugs			23,784.31	7.84	26.40			20,558.56	7.29	24.37
Misc Livestock Expense			13,615.88	4.49	15.12			14,549.01	5.16	17.24
Cash Building Rent			183.66	0.06	0.20			1,756.40	0.62	2.08
Direct Expenses			\$254,977.06	84.02	283.05			\$209,652.62	74.29	248.47
<b>Total Variable Costs</b>			<b>\$298,553.37</b>	<b>98.38</b>	<b>331.43</b>			<b>\$246,862.33</b>	<b>87.48</b>	<b>292.57</b>
Return Above Variable Costs			(\$16,030.09)	(\$5.28)	(\$17.80)			\$42,657.47	\$15.12	\$50.56
Depreciation			9,772.83	3.22	10.85			10,405.62	3.69	12.33
Real Estate Tax			1,175.59	0.39	1.31			1,530.98	0.54	1.81
Unpaid Operator Labor			16,922.81	5.58	18.79			17,114.15	6.06	20.28
Interest Charge *			40,325.15	13.29	44.77			30,221.39	10.71	35.82
<b>Total Fixed Costs</b>			<b>\$68,196.39</b>	<b>22.47</b>	<b>75.71</b>			<b>\$59,272.14</b>	<b>21.00</b>	<b>70.25</b>
<b>TOTAL EXPENSE</b>			<b>\$366,749.75</b>	<b>\$120.85</b>	<b>\$407.13</b>			<b>\$306,134.48</b>	<b>\$108.48</b>	<b>\$362.82</b>
<b>NET RETURN TO MANAGEMENT</b>			<b>(\$84,226.47)</b>	<b>(\$27.75)</b>	<b>(\$93.50)</b>			<b>(\$16,614.67)</b>	<b>(\$5.89)</b>	<b>(\$19.69)</b>
<b>NET RETURN TO LABOR-MANAGEMENT</b>			<b>(\$62,661.52)</b>	<b>(\$20.65)</b>	<b>(\$69.56)</b>			<b>\$5,057.27</b>	<b>\$1.79</b>	<b>\$5.99</b>
<b>FACTORS</b>										
Feed Cost			216,527.27	71.35	240.37			172,785.24	61.23	204.78
Non-Feed Cost			150,222.48	49.50	166.76			133,349.23	47.25	158.04

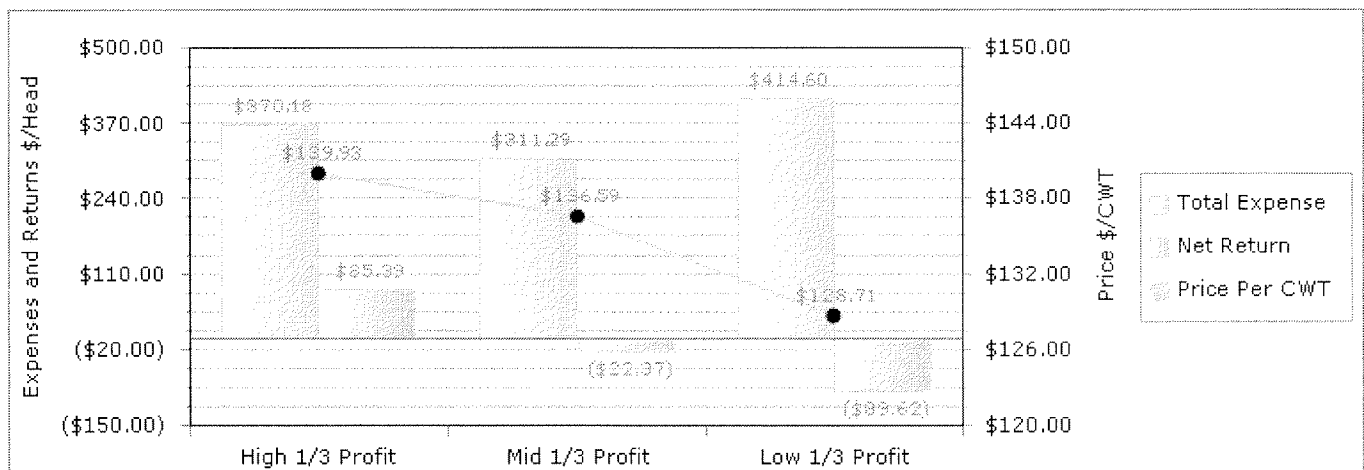
\* Interest charge represents computed Interest on gross purchases, variable costs, machinery, and buildings minus cash interest paid



2017 Data - Kansas  
Enterprise Summary

Kansas Farm Management Association  
Annual ProfitLink Summary  
BEEF - BACKGROUNDING

	PROFIT CATEGORY (per Head)			Difference between High and Low	
	High 1/3	Mid 1/3	Low 1/3	\$	%
Number of Farms	11	11	11		
Number of Head	628	999	905	-277	-31 %
Weight Produced / Head	378.56	294.27	348.23	30.33	9 %
Weight / Head Sold	830.09	833.07	938.86	-108.77	-12 %
Weight / Head Purchased	457.45	529.80	545.59	-88.14	-16 %
Selling Price / CWT	139.93	136.59	128.71	11.22	9 %
Purchase Price / CWT	166.89	161.31	154.27	12.62	8 %
Gross Income / CWT	120.34	98.18	93.32	27.02	29 %
Feed Cost / CWT	51.12	58.16	71.71	-20.59	-29 %
Non-Feed Cost / CWT	46.66	47.63	47.35	-0.69	-1 %
<b>GROSS INCOME</b>	<b>\$455.57</b>	<b>\$288.93</b>	<b>\$324.97</b>	<b>\$130.60</b>	<b>40 %</b>
<b>EXPENSE</b>					
Labor Hired	4.42	4.90	6.64	-2.23	-34 %
General Machinery Repairs	8.23	9.84	15.53	-7.31	-47 %
Interest Paid	9.46	22.17	13.26	-3.80	-29 %
Gas, Fuel, Oil	4.40	3.50	3.20	1.21	38 %
Auto Expense	0.16	0.11	0.14	0.02	16 %
Fees, Publications, Travel	1.19	1.01	2.72	-1.53	-56 %
Personal Property Tax	0.36	0.15	1.39	-1.03	-74 %
General Farm Insurance	2.47	2.31	2.67	-0.20	-8 %
Utilities	2.96	2.92	2.72	0.24	9 %
Indirect Expenses	\$33.64	\$46.90	\$48.27	(\$14.63)	-30 %
Feed	186.33	163.38	239.62	-53.29	-22 %
Pasture	7.19	7.76	10.10	-2.91	-29 %
Machine Hire - Lease	0.00	0.00	0.01	-0.01	-100 %
Vet Medicine/Drugs	26.54	21.07	26.50	0.04	0 %
Misc Livestock Expense	29.28	11.64	15.08	14.20	94 %
Cash Building Rent	7.42	0.61	0.00	7.42	0 %
Direct Expenses	\$256.76	\$204.46	\$291.31	(\$34.55)	-12 %
<b>Total Variable Costs</b>	<b>\$290.40</b>	<b>\$251.35</b>	<b>\$339.58</b>	<b>(\$49.18)</b>	<b>-14 %</b>
Return Above Variable Costs	\$165.17	\$37.57	(\$14.60)	\$179.77	-1,231 %
Depreciation	13.56	9.49	14.62	-1.07	-7 %
Real Estate Tax	1.90	0.85	2.82	-0.92	-33 %
Unpaid Operator Labor	24.38	20.72	16.96	7.42	44 %
Interest Charge	39.94	28.88	40.62	-0.67	-2 %
<b>Total Fixed Costs</b>	<b>\$79.78</b>	<b>\$59.94</b>	<b>\$75.02</b>	<b>\$4.76</b>	<b>6 %</b>
<b>TOTAL EXPENSE</b>	<b>\$370.18</b>	<b>\$311.29</b>	<b>\$414.60</b>	<b>(\$44.42)</b>	<b>-11 %</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$85.39</b>	<b>(\$22.37)</b>	<b>(\$89.62)</b>	<b>\$175.01</b>	
<b>NET RETURN TO LABOR-MGMT</b>	<b>\$114.18</b>	<b>\$3.25</b>	<b>(\$66.02)</b>	<b>\$180.20</b>	
<b>FACTORS</b>					
Feed Cost	193.52	171.14	249.72	-56.20	-23 %
Non-Feed Cost	176.66	140.15	164.87	11.78	7 %



2017 Data - Kansas  
Enterprise Summary

Kansas Farm Management Association  
Annual ProfitLink Summary  
BEEF - BACKGROUNDING/FINISHING

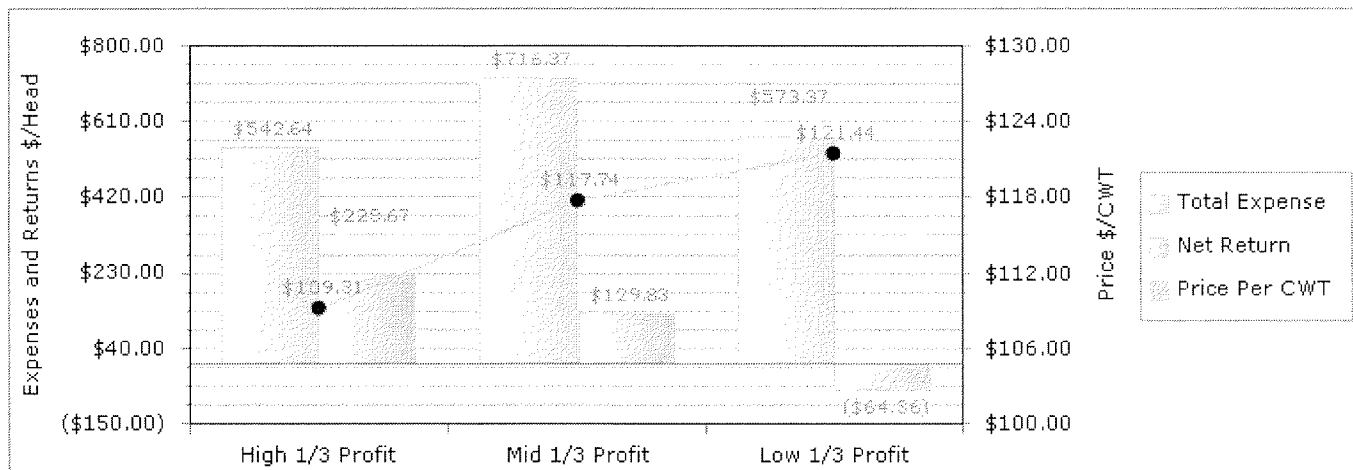
2012 - 2016						2017				
Number of Farms	15					18				
Number of Head	1,339					1,273				
Weight Produced / Head	671.52					767.25				
Weight / Head Sold	1,270.58					1,279.27				
Weight / Head Purchased	579.56					556.07				
Selling Price / CWT	135.53					116.76				
Purchase Price / CWT	173.74					151.60				
Gross Income / CWT	97.04					98.92				
Feed Cost / CWT	79.88					57.40				
Non-Feed Cost / CWT	32.43					27.12				
	Head	Weight	Total \$	\$/CWT	\$/Head	Head	Weight	Total \$	\$/CWT	\$/Head
<b>INCOME</b>										
Steers-Heifers Sold	1,297	1,648,385	2,233,984.29			1,355	1,734,019	2,024,619.91		
Ending Inventory	1,166	1,004,535	1,492,014.78			1,217	1,070,889	1,437,243.26		
Gross Sales	2,463	2,652,920	\$3,725,999.07			2,573	2,804,908	\$3,461,863.16		
Steers-Heifers Purch	1,351	782,973	1,360,298.83			1,457	810,413	1,228,577.18		
Beginning Inventory	1,167	970,517	1,502,906.20			1,154	1,018,024	1,272,153.28		
Gross Purchases	2,518	1,753,490	\$2,863,205.03			2,612	1,828,437	\$2,500,730.47		
<b>Net Sale Gain</b>	<b>-55</b>	<b>899,430</b>	<b>\$862,794.04</b>	<b>\$95.93</b>	<b>\$644.16</b>	<b>-39</b>	<b>976,471</b>	<b>\$961,132.70</b>	<b>\$98.43</b>	<b>\$755.20</b>
Patronage Refunds			1,794.99					1,113.39		
Government Payments			534.72							
Miscellaneous Income			1,944.83					12,852.56		
Livestock Futures			5,711.00					-9,192.67		
<b>Total Other Income</b>			<b>\$9,985.54</b>	<b>1.11</b>	<b>7.46</b>			<b>\$4,773.28</b>	<b>0.49</b>	<b>3.75</b>
<b>GROSS INCOME</b>			<b>\$872,779.57</b>	<b>\$97.04</b>	<b>\$651.62</b>			<b>\$965,905.98</b>	<b>\$98.92</b>	<b>\$758.95</b>
<b>EXPENSE</b>										
Labor Hired			21,243.89	2.36	15.86			21,078.77	2.16	16.56
General Machinery Repairs			18,173.85	2.02	13.57			20,072.31	2.06	15.77
Interest Paid			27,933.08	3.11	20.85			27,494.93	2.82	21.60
Gas, Fuel, Oil			10,561.66	1.17	7.89			7,815.12	0.80	6.14
Auto Expense			253.06	0.03	0.19			71.75	0.01	0.06
Fees, Publications, Travel			2,947.70	0.33	2.20			2,802.84	0.29	2.20
Personal Property Tax			1,455.86	0.16	1.09			958.20	0.10	0.75
General Farm Insurance			6,181.38	0.69	4.62			5,947.95	0.61	4.67
Utilities			4,930.78	0.55	3.68			4,390.24	0.45	3.45
Indirect Expenses			\$93,681.25	10.42	69.94			\$90,632.10	9.28	71.21
Feed			712,075.52	79.17	531.64			549,420.86	56.27	431.70
Pasture			6,414.75	0.71	4.79			11,099.94	1.14	8.72
Machine Hire - Lease			10,464.75	1.16	7.81			5,454.73	0.56	4.29
Vet Medicine/Drugs			32,779.68	3.64	24.47			34,168.83	3.50	26.85
Misc Livestock Expense			16,515.52	1.84	12.33			24,775.90	2.54	19.47
Cash Building Rent			1,089.09	0.12	0.81			203.62	0.02	0.16
Direct Expenses			\$779,339.31	86.65	581.86			\$625,123.89	64.02	491.18
<b>Total Variable Costs</b>			<b>\$873,020.56</b>	<b>97.06</b>	<b>651.80</b>			<b>\$715,755.99</b>	<b>73.30</b>	<b>562.39</b>
Return Above Variable Costs			(\$240.99)	(\$0.03)	(\$0.18)			\$250,149.98	\$25.62	\$196.55
Depreciation			27,678.31	3.08	20.66			17,529.91	1.80	13.77
Real Estate Tax			1,007.49	0.11	0.75			2,240.87	0.23	1.76
Unpaid Operator Labor			30,922.38	3.44	23.09			27,645.02	2.83	21.72
Interest Charge *			77,548.19	8.62	57.90			62,148.90	6.36	48.83
<b>Total Fixed Costs</b>			<b>\$137,156.38</b>	<b>15.25</b>	<b>102.40</b>			<b>\$109,564.69</b>	<b>11.22</b>	<b>86.09</b>
<b>TOTAL EXPENSE</b>			<b>\$1,010,176.94</b>	<b>\$112.31</b>	<b>\$754.20</b>			<b>\$825,320.69</b>	<b>\$84.52</b>	<b>\$648.48</b>
<b>NET RETURN TO MANAGEMENT</b>			<b>(\$137,397.37)</b>	<b>(\$15.28)</b>	<b>(\$102.58)</b>			<b>\$140,585.29</b>	<b>\$14.40</b>	<b>\$110.46</b>
<b>NET RETURN TO LABOR-MANAGEMENT</b>			<b>(\$85,231.10)</b>	<b>(\$9.48)</b>	<b>(\$63.63)</b>			<b>\$189,309.08</b>	<b>\$19.39</b>	<b>\$148.75</b>
<b>FACTORS</b>										
Feed Cost			718,490.28	79.88	536.43			560,520.81	57.40	440.42
Non-Feed Cost			291,686.66	32.43	217.77			264,799.88	27.12	208.06

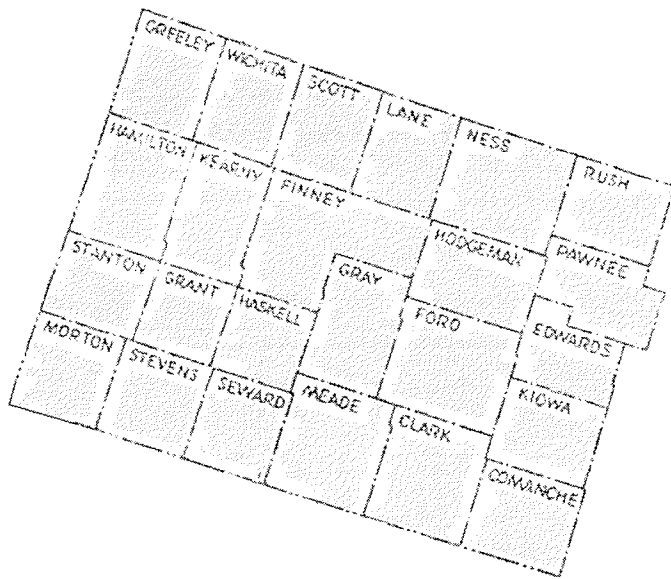
\* Interest charge represents computed Interest on gross purchases, variable costs, machinery, and buildings minus cash interest paid

**2017 Data - Kansas  
Enterprise Summary**

**Kansas Farm Management Association  
Annual ProfitLink Summary  
BEEF - BACKGROUNDING/FINISHING**

	PROFIT CATEGORY (per Head)			Difference between High and Low	
	High 1/3	Mid 1/3	Low 1/3	\$	%
Number of Farms	6	6	6		
Number of Head	831	2,184	804	27	3 %
Weight Produced / Head	873.61	804.96	554.79	318.82	57 %
Weight / Head Sold	1,290.13	1,317.19	1,152.21	137.92	12 %
Weight / Head Purchased	469.55	592.76	535.27	-65.72	-12 %
Selling Price / CWT	109.31	117.74	121.44	-12.13	-10 %
Purchase Price / CWT	159.72	146.70	161.73	-2.01	-1 %
Gross Income / CWT	88.29	105.12	91.75	-3.46	-4 %
Feed Cost / CWT	38.69	63.75	62.82	-24.13	-38 %
Non-Feed Cost / CWT	23.43	25.24	40.53	-17.10	-42 %
<b>GROSS INCOME</b>	<b>\$771.31</b>	<b>\$846.19</b>	<b>\$509.01</b>	<b>\$262.30</b>	<b>52 %</b>
<b>EXPENSE</b>					
Labor Hired	5.76	21.49	14.32	-8.55	-60 %
General Machinery Repairs	12.44	14.09	23.80	-11.35	-48 %
Interest Paid	18.19	21.05	26.64	-8.45	-32 %
Gas, Fuel, Oil	5.08	4.34	12.12	-7.03	-58 %
Auto Expense	0.00	0.02	0.21	-0.21	-100 %
Fees, Publications, Travel	2.97	1.69	2.80	0.16	6 %
Personal Property Tax	0.38	0.62	1.48	-1.10	-74 %
General Farm Insurance	4.31	3.88	7.22	-2.91	-40 %
Utilities	2.61	3.33	4.63	-2.02	-44 %
Indirect Expenses	\$51.75	\$70.52	\$93.21	(\$41.46)	-44 %
Feed	323.71	508.92	333.43	-9.73	-3 %
Pasture	14.27	4.28	15.07	-0.80	-5 %
Machine Hire - Lease	17.63	0.00	2.14	15.49	724 %
Vet Medicine/Drugs	36.10	23.49	26.40	9.70	37 %
Misc Livestock Expense	4.81	26.42	15.71	-10.91	-69 %
Cash Building Rent	0.00	0.00	0.76	-0.76	-100 %
Direct Expenses	\$396.51	\$563.12	\$393.51	\$3.00	1 %
<b>Total Variable Costs</b>	<b>\$448.26</b>	<b>\$633.64</b>	<b>\$486.72</b>	<b>(\$38.46)</b>	<b>-8 %</b>
Return Above Variable Costs	\$323.05	\$212.55	\$22.29	\$300.76	1,349 %
Depreciation	9.53	12.86	20.64	-11.11	-54 %
Real Estate Tax	0.00	2.27	2.20	-2.20	-100 %
Unpaid Operator Labor	42.34	11.67	27.74	14.61	53 %
Interest Charge	42.51	55.93	36.07	6.44	18 %
<b>Total Fixed Costs</b>	<b>\$94.38</b>	<b>\$82.73</b>	<b>\$86.65</b>	<b>\$7.74</b>	<b>9 %</b>
<b>TOTAL EXPENSE</b>	<b>\$542.64</b>	<b>\$716.37</b>	<b>\$573.37</b>	<b>(\$30.73)</b>	<b>-5 %</b>
<b>NET RETURN TO MANAGEMENT</b>	<b>\$228.67</b>	<b>\$129.83</b>	<b>(\$64.36)</b>	<b>\$293.03</b>	
<b>NET RETURN TO LABOR-MGMT</b>	<b>\$276.78</b>	<b>\$162.99</b>	<b>(\$22.30)</b>	<b>\$299.08</b>	
<b>FACTORS</b>					
Feed Cost	337.97	513.20	348.50	-10.53	-3 %
Non-Feed Cost	204.67	203.17	224.87	-20.20	-9 %



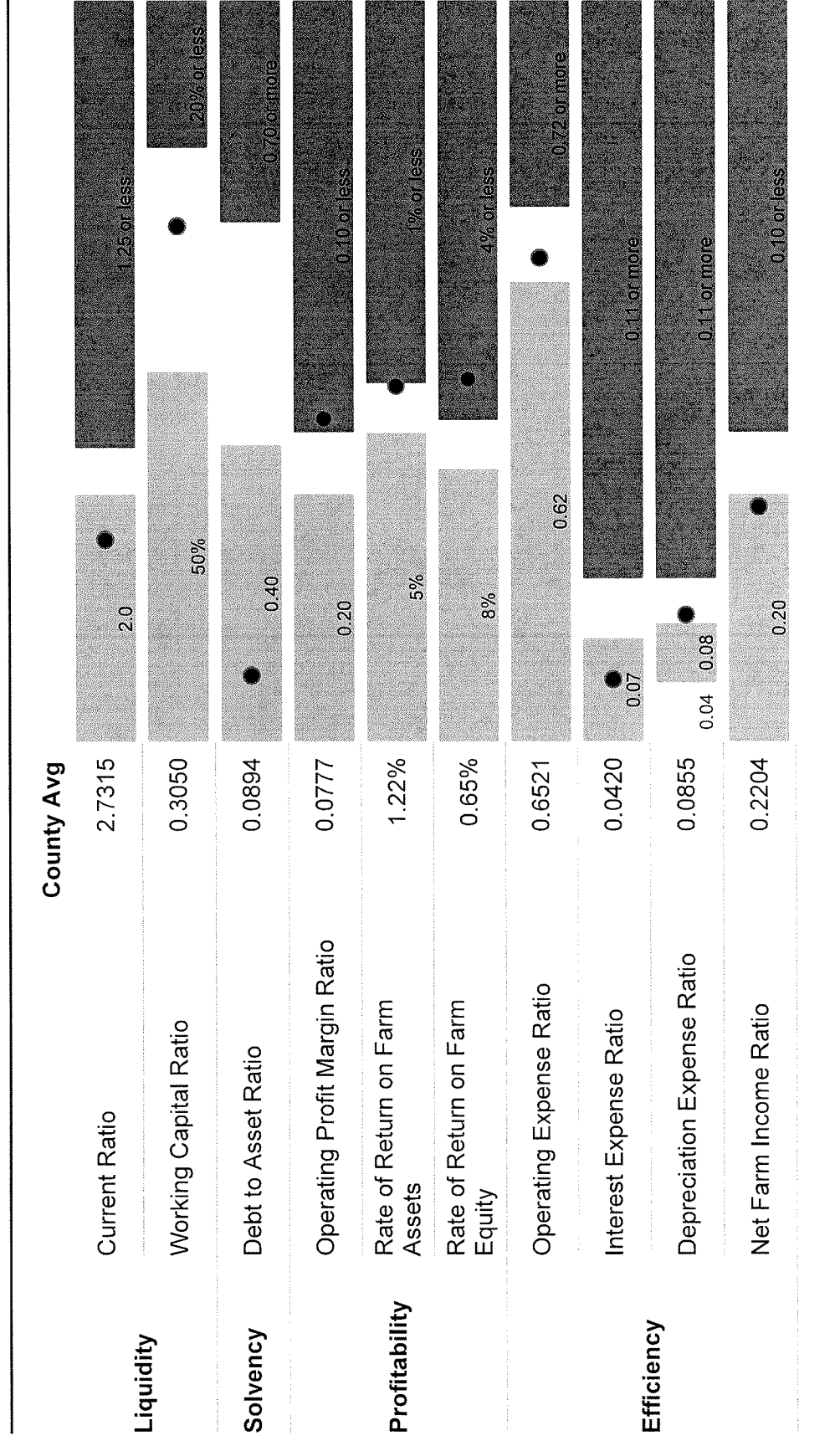


# 2017 COUNTY SPECIFIC SUMMARIES



Kansas Farm Management Association  
County Benchmarks 2017

SW CM Comanche



2017 Data - Southwest Kansas  
Detailed Cost Summary  
Comanche

Kansas Farm Management Association  
Annual ProfitLink Summary

5 Farms

	Cash Expense	Accrued Expense	Exp Inv Change	Non-Cash Costs	Total Costs*	Livestock Total	Crop Total	Crop Acre 808	Harv Acre 1052
Hired Labor	14,411				14,411	5,841	8,570	10.61	8.15
Operator Labor				45,600	45,600	22,556	23,044	28.52	21.91
Family Labor				3,000	3,000	381	2,619	3.24	2.49
<b>Total Labor</b>					<b>\$63,011</b>	<b>\$28,779</b>	<b>\$34,232</b>	<b>\$42.37</b>	<b>\$32.55</b>
Gen Mach Repair	16,486				16,486	7,498	8,988	11.12	8.55
Crop Mach Repair	5,898				5,898		5,898	7.30	5.61
Irrigation Equip Repair	127				127		127	0.16	0.12
Machine Hire	10,129				10,129	322	9,807	12.14	9.33
Gas-Fuel-Oil	13,299				13,299	6,258	7,041	8.71	6.70
Precision Ag					0				
Farm Auto Expense	580				580	551	29	0.04	0.03
Depr - Motor Vehicle				13,025	13,025	8,053	4,973	6.15	4.73
Depr - Machinery				6,704	6,704	3,415	3,290	4.07	3.13
<b>Total Machinery</b>					<b>\$66,250</b>	<b>\$26,097</b>	<b>\$40,153</b>	<b>\$49.69</b>	<b>\$38.18</b>
Seed-Crop Expense	11,408		-370		11,038		11,038	13.66	10.50
Crop Insurance	592				592		592	0.73	0.56
Fertilizer-Lime	12,144				12,144		12,144	15.03	11.55
Irrigation Fuel	997				997		997	1.23	0.95
Crop Stor-Marketing					0				
Herbicide-Insecticide	11,524				11,524		11,524	14.26	10.96
Crop Supplies	879				879		879	1.09	0.84
<b>Total Crop Expenses</b>					<b>\$37,175</b>		<b>\$37,175</b>	<b>\$46.01</b>	<b>\$35.35</b>
Dairy Expense					0				
Feed Purchased	17,233		-334		16,900	16,900			
Vet-Medicine-Drugs	4,024				4,024	4,024			
Lvstk Marketing-Breeding	2,029				2,029	2,029			
Livestock Supplies	9,494				9,494	9,494			
<b>Total Lvstk Expenses</b>					<b>\$32,447</b>	<b>\$32,447</b>			
Building Repair	1,282				1,282	868	414	0.51	0.39
Conservation					0				
Depr - Buildings				2,764	2,764	2,226	538	0.67	0.51
<b>Total Improvement</b>					<b>\$4,046</b>	<b>\$3,093</b>	<b>\$952</b>	<b>\$1.18</b>	<b>\$0.91</b>
Interest Paid	11,045				11,045	6,136	4,909	6.08	4.67
Cash Farm Rent	31,322				31,322	20,436	10,885	13.47	10.35
Net Curr Asset Chg				3,288	3,288	3,062	226	0.28	0.22
Net Int Asset Chg				18,655	18,655	13,923	4,732	5.86	4.50
Net LT Asset Chg				59,031	59,031	49,836	9,024	11.17	8.58
<b>Total Asset Charges</b>					<b>\$123,341</b>	<b>\$93,393</b>	<b>\$29,777</b>	<b>\$36.85</b>	<b>\$28.32</b>
Fee-Publ-Travel	3,272				3,272	2,181	1,091	1.35	1.04
Real Estate Tax	4,010				4,010	1,632	2,378	2.94	2.26
Property Taxes	1,346				1,346	1,023	323	0.40	0.31
Gen Farm Insurance	7,482				7,482	4,451	3,031	3.75	2.88
Farm Utilities	8,279				8,279	6,013	2,266	2.80	2.15
Utilities	953				953	950	3	0.00	0.00
<b>Total Other Expenses</b>					<b>\$25,342</b>	<b>\$16,251</b>	<b>\$9,091</b>	<b>\$11.25</b>	<b>\$8.65</b>
<b>Total</b>	<b>\$200,247</b>	<b>\$0</b>	<b>(\$704)</b>	<b>\$152,068</b>	<b>\$351,611</b>	<b>\$200,060</b>	<b>\$151,381</b>	<b>\$187.35</b>	<b>\$143.95</b>

\* Total costs may include costs allocated to custom work and/or other enterprises

Income and Expense Analysis

1	Beef	120,957
2	Dairy and Milk	
3	Sheep	
4	Swine	
5	Poultry and Eggs	
6	Other Livestock/Hedging	
7	Custom Feeding	14,899
8	Feed Purchased	-16,900
9	<b>Livestock Value Produced</b>	<b>\$118,956</b>
10	Corn	
11	Grain Sorghum	7,335
12	Soybeans	1,762
13	Sunflowers	
14	Wheat	48,230
15	Hay and Forage	7,052
16	Other Crop	37,363
17	Government Payments	17,101
18	Crop Insurance Proceeds	2,593
19	Machine Work	9,685
20	Other Income/Hedging	13,058
21	<b>Value of Farm Production</b>	<b>\$263,134</b>
22	Hired Labor	14,411
23	Machinery Repairs	32,758
24	Irrigation Repairs	127
25	Building Repairs	1,282
26	Seed/Other Crop Expense	11,038
27	Crop Insurance	592
28	Fertilizer-Lime	12,144
29	Machine Hire	10,129
30	Organization Fees, Publications	3,272
31	Vet-Med-Drugs	4,024
32	Misc Crop Expense	
33	Misc Livestock Expense	2,029
34	Dairy Expense	
35	Gas-Fuel-Oil	13,299
36	Irrigation Energy	997
37	Real Estate Taxes	4,010
38	Personal Property Taxes	1,346
39	General Farm Insurance	7,482
40	Utilities	9,232
41	Cash Farm Rent	31,322
42	Herbicide-Insecticide	11,524
43	Conservation	
44	Auto Expense	580
45	<b>Total Operating Expense</b>	<b>\$171,598</b>
46	Interest Paid	11,045
47	Depreciation-Machinery	19,730
48	Depreciation-Buildings	2,764
49	<b>Total Farm Expense</b>	<b>\$205,137</b>
50	<b>Net Farm Income</b>	<b>\$57,997</b>

51	Unpaid Family Labor	3,000
52	Unpaid Operator Labor	45,600
53	Current Asset Charge	3,288
54	Non-Current Asset Charge	77,686
55	Return to Labor & Management	-25,977
56	Return to Capital	20,442

Ratios

57	Total Expense Ratio	0.7796
58	Adjusted Total Expense Ratio	0.9643
59	Economic Total Expense Ratio	1.2720
60	Operating Profit Margin Ratio	0.0777
61	Asset Turnover Ratio	0.1568
62	% Return on Assets	0.0122
63	% Return on Equity	0.0065
64	Average Current Ratio	1.5704
65	Average Debt to Asset Ratio	0.1319

2017 Data - Southwest Kansas  
County Averages (1)

Kansas Farm Management Association  
Annual ProfitLink Summary  
Comanche (5 Farms)

Assets/Loans	January 1	December 31	January 1	December 31
66 Current Assets	102,410	204,435		
67 Non-Current Accts Receivable	7,014	8,645		
68 Breeding Livestock	144,454	147,936		
69 Machinery and Equipment	218,070	230,996		
70 Buildings	22,192	26,655		
71 Owned Land	1,145,385	1,097,385		
72 Total Assets	1,639,525	1,716,052		
73 Current Liabilities	120,544	74,844		
74 Non-Current Liabilities	168,568	78,535		
75 Net Worth	1,350,414	1,562,673		

Labor

76 Number of Operators	0.63	
77 Number of Workers	0.82	
78 Total Work Days	196	
79 Value Farm Production/Worker	321,680	
80 Net Farm Income/Worker	70,901	

Per Operator Basis

81 Total Assets	2,646,355	
82 Value of Farm Production/Operator	415,038	
83 Net Farm Income/Operator	91,478	

Other Factors

84 % Crop Acres Irrigated		
85 % Tillable Land	15.19 %	
86 Crop Machine Cost/Total Expense (%)	22.44 %	

Acres	Owned		Rented		Owned		Rented	
	Total	Cnt	Acres	Cnt	Acres	Cnt	Acres	Cnt
87 Total Acres	5320	5			4196	5		
88 Non-Irrigated Crop Acres	808	5			677	5		
89 Irrigated Crop Acres								
90 Total Crop Acres	808	5			677	5		
91 Pasture Acres	4509	5			3517	5		
92 Farmstead-Timber Acres								

Crop Value, Costs, Acres		Total	Per Crop Acre	Per Harv Acre	Total	Per Crop Acre	Per Harv Acre
93 Acres			808.00	1051.60			
94 Crop Mach Invest		102,711	127.12	97.67			
95 Crop Mach Cost		46,038	56.98	43.78			
96 Gross Crop Value		131,844	163.17	125.37			
97 Crop Prod Costs		102,163	126.44	97.15			

Non-Irrigated Acres		Avg	Owned		Rented		Avg	Owned		Rented	
Cnt	Acres	Acres	Yield	Acres	Yield	Cnt	Acres	Acres	Yield	Acres	Yield
98 Corn											
99 Grain Sorghum											
100 Soybeans											
101 Sunflowers											
102 Wheat											
103 Other Crops											
104 Alfalfa Hay											
105 Other Hay & Forage											
106 DC Grain Sorghum											
107 DC Soybeans											
108 DC Sunflowers											

Irrigated Acres		Avg	Owned		Rented		Avg	Owned		Rented	
Cnt	Acres	Acres	Yield	Acres	Yield	Cnt	Acres	Acres	Yield	Acres	Yield
109 Corn											
110 Grain Sorghum											
111 Soybeans											
112 Sunflowers											
113 Wheat											
114 Other Crops											
115 Alfalfa Hay											
116 Other Hay & Forage											
117 DC Grain Sorghum											
118 DC Soybeans											
119 DC Sunflowers											

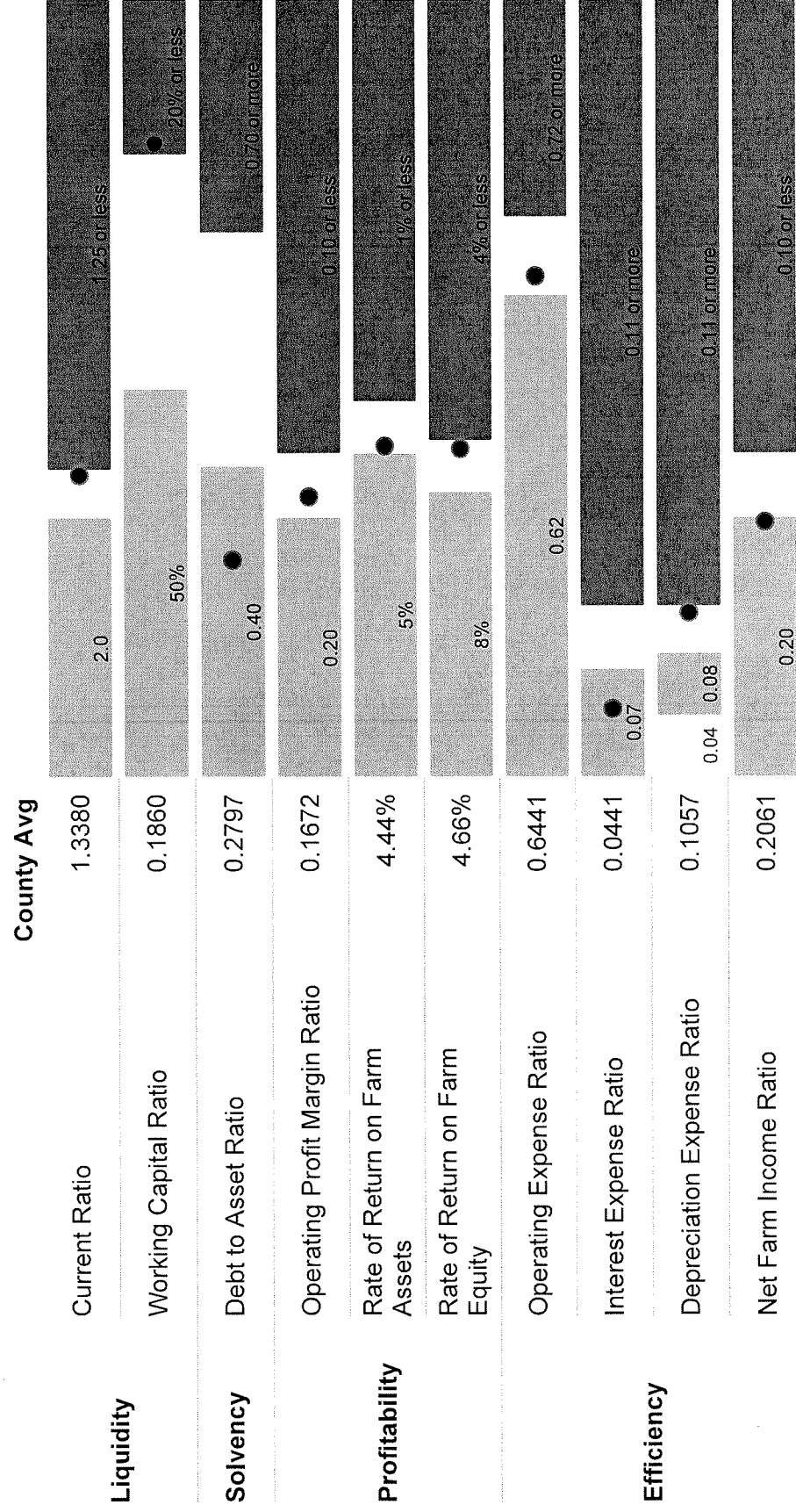
Avg Livestock Inventories and Sales

120 Beef Cows	141	
121 Dairy Cows		
122 Ewes		
123 Litters Farrowed		
124 Beef Feeders	130	
125 Swine Feeders		
126 Turkeys		



Kansas Farm Management Association  
County Benchmarks 2017

SW FO Ford



● County Avg

2017 Data - Southwest Kansas  
Detailed Cost Summary  
Ford

Kansas Farm Management Association  
Annual ProfitLink Summary

10 Farms

	Cash Expense	Accrued Expense	Exp Inv Change	Non-Cash Costs	Total Costs*	Livestock Total	Crop Total	Crop Acre 2550	Harv Acre 1897
Hired Labor	36,531				36,531	4,959	31,572	12.38	16.64
Operator Labor				53,700	53,700	7,991	45,709	17.93	24.10
Family Labor					0				
<b>Total Labor</b>					<b>\$90,231</b>	<b>\$12,950</b>	<b>\$77,281</b>	<b>\$30.31</b>	<b>\$40.74</b>
Gen Mach Repair	21,279	-142			21,137	2,188	18,949	7.43	9.99
Crop Mach Repair	4,956				4,956		4,956	1.94	2.61
Irrigation Equip Repair	6,492				6,492		6,492	2.55	3.42
Machine Hire	19,913				19,913	111	19,801	7.77	10.44
Gas-Fuel-Oil	24,397		-324		24,074	4,022	20,052	7.86	10.57
Precision Ag					0				
Farm Auto Expense	510				510	116	395	0.15	0.21
Depr - Motor Vehicle				21,633	21,633	1,944	19,689	7.72	10.38
Depr - Machinery				40,847	40,847	4,117	36,730	14.40	19.36
<b>Total Machinery</b>					<b>\$139,562</b>	<b>\$12,498</b>	<b>\$127,064</b>	<b>\$49.83</b>	<b>\$66.98</b>
Seed-Crop Expense	40,890	-950	-4,540		35,400		35,400	13.88	18.66
Crop Insurance	23,668				23,668		23,668	9.28	12.48
Fertilizer-Lime	79,374		7,798		87,172		87,172	34.19	45.95
Irrigation Fuel	12,163				12,163		12,163	4.77	6.41
Crop Stor-Marketing	3,428				3,428		3,428	1.34	1.81
Herbicide-Insecticide	72,367		-17,129		55,238		55,238	21.66	29.12
Crop Supplies	24				24		24	0.01	0.01
<b>Total Crop Expenses</b>					<b>\$217,094</b>		<b>\$217,094</b>	<b>\$85.13</b>	<b>\$114.44</b>
Dairy Expense					0				
Feed Purchased	13,437		-590		12,847	12,847			
Vet-Medicine-Drugs	3,456				3,456	3,456			
Lvstk Marketing-Breeding	1,766				1,766	1,766			
Livestock Supplies	3,013				3,013	3,013			
<b>Total Lvstk Expenses</b>					<b>\$21,082</b>	<b>\$21,082</b>			
Building Repair	483				483	212	271	0.11	0.14
Conservation	135				135		135	0.05	0.07
Depr - Buildings				5,888	5,888	1,635	4,253	1.67	2.24
<b>Total Improvement</b>					<b>\$6,506</b>	<b>\$1,848</b>	<b>\$4,659</b>	<b>\$1.83</b>	<b>\$2.46</b>
Interest Paid	28,040	500			28,539	10,893	17,646	6.92	9.30
Cash Farm Rent	32,455				32,455	4,204	28,251	11.08	14.89
Net Curr Asset Chg				4,884	4,884	-1,032	5,916	2.32	3.12
Net Int Asset Chg				37,704	37,704	8,755	28,949	11.35	15.26
Net LT Asset Chg				53,095	53,095	3,413	49,682	19.48	26.19
<b>Total Asset Charges</b>					<b>\$156,676</b>	<b>\$26,232</b>	<b>\$130,444</b>	<b>\$51.15</b>	<b>\$68.76</b>
Fee-Publ-Travel	9,320	15			9,335	3,589	5,746	2.25	3.03
Real Estate Tax	14,135				14,135	1,884	12,251	4.80	6.46
Property Taxes	2,143				2,143	223	1,919	0.75	1.01
Gen Farm Insurance	13,275				13,275	2,000	11,275	4.42	5.94
Farm Utilities	4,541				4,541	1,302	3,239	1.27	1.71
Utilities	1,323				1,323	582	741	0.29	0.39
<b>Total Other Expenses</b>					<b>\$44,751</b>	<b>\$9,579</b>	<b>\$35,172</b>	<b>\$13.79</b>	<b>\$18.54</b>
<b>Total</b>	<b>\$473,514</b>	<b>(\$578)</b>	<b>(\$14,784)</b>	<b>\$217,751</b>	<b>\$675,903</b>	<b>\$84,188</b>	<b>\$591,715</b>	<b>\$232.05</b>	<b>\$311.91</b>

\* Total costs may include costs allocated to custom work and/or other enterprises

**Income and Expense Analysis**

1	Beef	62,604
2	Dairy and Milk	
3	Sheep	
4	Swine	
5	Poultry and Eggs	
6	Other Livestock/Hedging	-2,778
7	Custom Feeding	
8	Feed Purchased	-12,847
9	<b>Livestock Value Produced</b>	<b>\$46,979</b>
10	Corn	96,899
11	Grain Sorghum	179,245
12	Soybeans	8,470
13	Sunflowers	
14	Wheat	198,806
15	Hay and Forage	2,460
16	Other Crop	
17	Government Payments	63,962
18	Crop Insurance Proceeds	23,283
19	Machine Work	2,486
20	Other Income/Hedging	24,435
21	<b>Value of Farm Production</b>	<b>\$647,026</b>
22	Hired Labor	36,531
23	Machinery Repairs	29,130
24	Irrigation Repairs	6,492
25	Building Repairs	483
26	Seed/Other Crop Expense	35,400
27	Crop Insurance	23,668
28	Fertilizer-Lime	87,172
29	Machine Hire	19,913
30	Organization Fees, Publications	9,335
31	Vet-Med-Drugs	3,456
32	Misc Crop Expense	3,428
33	Misc Livestock Expense	1,766
34	Dairy Expense	
35	Gas-Fuel-Oil	24,074
36	Irrigation Energy	12,163
37	Real Estate Taxes	14,135
38	Personal Property Taxes	2,143
39	General Farm Insurance	13,275
40	Utilities	5,864
41	Cash Farm Rent	32,455
42	Herbicide-Insecticide	55,238
43	Conservation	135
44	Auto Expense	510
45	<b>Total Operating Expense</b>	<b>\$416,765</b>
46	Interest Paid	28,539
47	Depreciation-Machinery	62,481
48	Depreciation-Buildings	5,888
49	<b>Total Farm Expense</b>	<b>\$513,673</b>
50	<b>Net Farm Income</b>	<b>\$133,353</b>

51	Unpaid Family Labor	
52	Unpaid Operator Labor	53,700
53	Current Asset Charge	4,884
54	Non-Current Asset Charge	90,799
55	Return to Labor & Management	37,670
56	Return to Capital	108,192

**Ratios**

57	Total Expense Ratio	0.7939
58	Adjusted Total Expense Ratio	0.8769
59	Economic Total Expense Ratio	1.0248
60	Operating Profit Margin Ratio	0.1672
61	Asset Turnover Ratio	0.2658
62	% Return on Assets	0.0444
63	% Return on Equity	0.0466
64	Average Current Ratio	1.2074
65	Average Debt to Asset Ratio	0.2985

**2017 Data - Southwest Kansas  
County Averages (1)**

**Kansas Farm Management Association  
Annual ProfitLink Summary  
Ford (10 Farms)**

Assets/Loans		January 1	December 31	January 1	December 31
66	Current Assets	442,144	521,779		
67	Non-Current Accts Receivable	30,798	30,566		
68	Breeding Livestock	82,409	82,260		
69	Machinery and Equipment	631,759	615,455		
70	Buildings	61,109	61,373		
71	Owned Land	1,154,824	1,154,824		
72	Total Assets	2,403,043	2,466,258		
73	Current Liabilities	408,390	389,982		
74	Non-Current Liabilities	355,388	299,732		
75	Net Worth	1,639,265	1,776,544		

**Labor**

76	Number of Operators	0.75	
77	Number of Workers	1.28	
78	Total Work Days	300	
79	Value Farm Production/Worker	505,489	
80	Net Farm Income/Worker	104,182	

**Per Operator Basis**

81	Total Assets	3,263,607	
82	Value of Farm Production/Operator	867,327	
83	Net Farm Income/Operator	178,757	

**Other Factors**

84	% Crop Acres Irrigated	11.16 %	
85	% Tillable Land	85.45 %	
86	Crop Machine Cost/Total Expense (%)	30.85 %	

Acres		Owned		Rented		Total		Owned		Rented	
		Total	Cnt	Acres	Cnt	Acres	Cnt	Total	Cnt	Acres	Cnt
87	Total Acres	2984	10	1164	9	2420	8				
88	Non-Irrigated Crop Acres	2265	10	821	9	2180	7				
89	Irrigated Crop Acres	474	6	351	6						
90	Total Crop Acres	2550	10	1056	9	2286	7				
91	Pasture Acres	614	7								
92	Farmstead-Timber Acres										

Crop Value, Costs, Acres		Total	Per Crop Acre	Per Harv Acre	Total	Per Crop Acre	Per Harv Acre
93	Acres		2550.00	1897.04			
94	Crop Mach Invest	547,998	214.90	288.87			
95	Crop Mach Cost	158,465	62.14	83.53			
96	Gross Crop Value	697,970	273.71	367.93			
97	Crop Prod Costs	449,463	176.26	236.93			

Non-Irrigated Acres		Owned		Rented		Total		Owned		Rented	
		Cnt	Avg Acres	Acres	Yield	Acres	Yield	Cnt	Avg Acres	Acres	Yield
98	Corn										
99	Grain Sorghum	8	824	177	101.00	1105	101.21				
100	Soybeans										
101	Sunflowers										
102	Wheat	10	839	246	52.89	883	60.37				
103	Other Crops										
104	Alfalfa Hay										
105	Other Hay & Forage										
106	DC Grain Sorghum										
107	DC Soybeans										
108	DC Sunflowers										

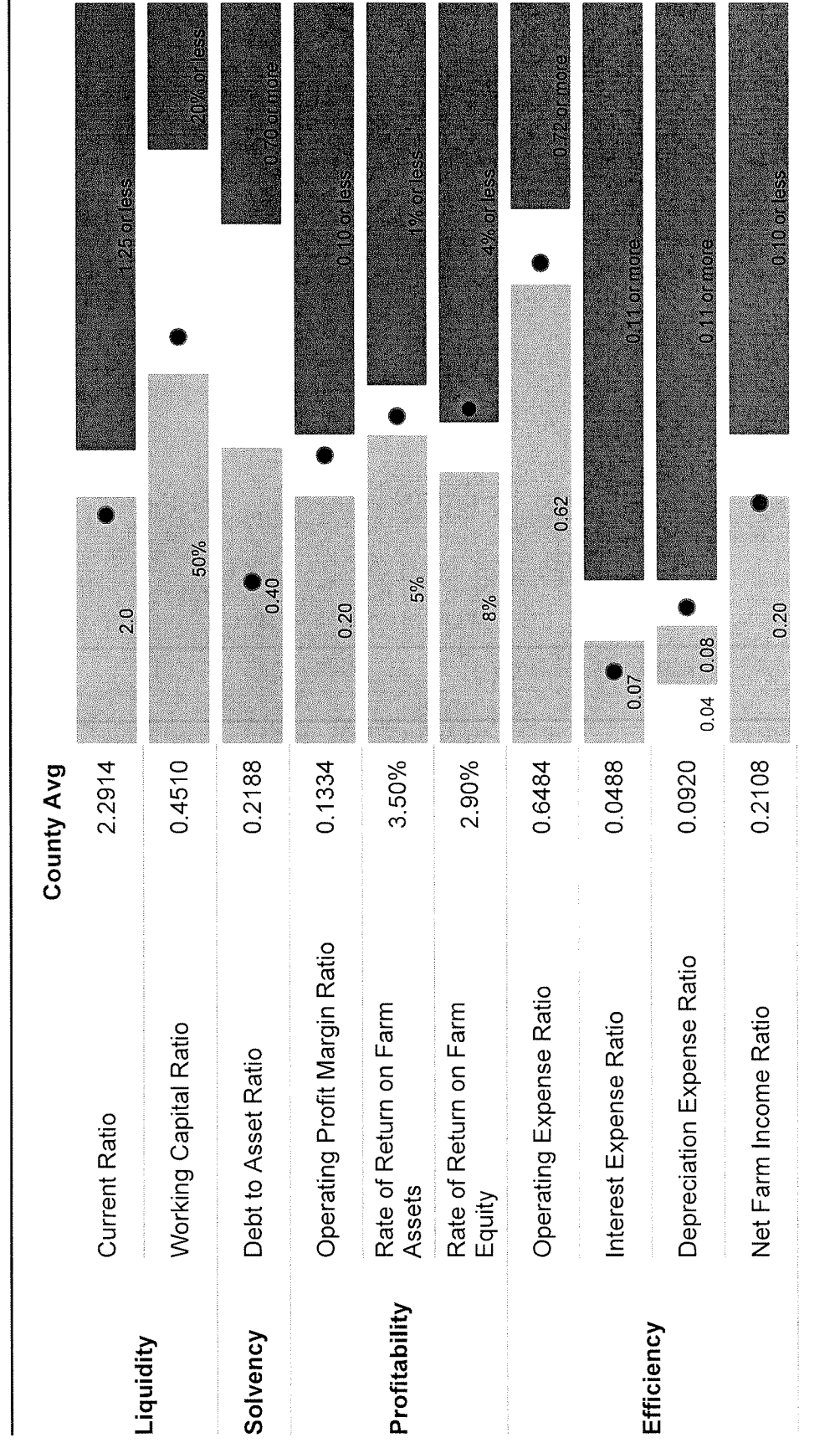
Irrigated Acres		Owned		Rented		Total		Owned		Rented	
		Cnt	Avg Acres	Acres	Yield	Acres	Yield	Cnt	Avg Acres	Acres	Yield
109	Corn	5	214	183	225.02						
110	Grain Sorghum										
111	Soybeans										
112	Sunflowers										
113	Wheat										
114	Other Crops										
115	Alfalfa Hay										
116	Other Hay & Forage										
117	DC Grain Sorghum										
118	DC Soybeans										
119	DC Sunflowers										

**Avg Livestock Inventories and Sales**

120	Beef Cows	60	
121	Dairy Cows		
122	Ewes		
123	Litters Farrowed		
124	Beef Feeders	47	
125	Swine Feeders		
126	Turkeys		

Kansas Farm Management Association  
County Benchmarks 2017

SW GY Gray



2017 Data - Southwest Kansas  
Detailed Cost Summary  
Gray

Kansas Farm Management Association  
Annual ProfitLink Summary

5 Farms

	Cash Expense	Accrued Expense	Exp Inv Change	Non-Cash Costs	Total Costs*	Livestock Total	Crop Total	Crop Acre 1978	Harv Acre 1433
Hired Labor	28,982				28,982	4,882	24,100	12.18	16.82
Operator Labor				79,200	79,200	6,149	73,051	36.93	50.97
Family Labor					0				
<b>Total Labor</b>					<b>\$108,182</b>	<b>\$11,031</b>	<b>\$97,151</b>	<b>\$49.12</b>	<b>\$67.79</b>
Gen Mach Repair	33,953				33,953	8,571	25,382	12.83	17.71
Crop Mach Repair	7,743				7,743		7,743	3.91	5.40
Irrigation Equip Repair	12,653				12,653		12,653	6.40	8.83
Machine Hire	17,527				17,527		17,527	8.86	12.23
Gas-Fuel-Oil	27,439				27,439	5,162	22,277	11.26	15.54
Precision Ag					0				
Farm Auto Expense	657				657	143	514	0.26	0.36
Depr - Motor Vehicle				15,810	15,810	2,196	13,613	6.88	9.50
Depr - Machinery				36,033	36,033	6,495	29,538	14.93	20.61
<b>Total Machinery</b>					<b>\$151,816</b>	<b>\$22,568</b>	<b>\$129,248</b>	<b>\$65.35</b>	<b>\$90.18</b>
Seed-Crop Expense	47,329		6,648		53,978		53,978	27.29	37.66
Crop Insurance	17,604				17,604		17,604	8.90	12.28
Fertilizer-Lime	49,938		3,502		53,440		53,440	27.02	37.29
Irrigation Fuel	26,933				26,933		26,933	13.62	18.79
Crop Stor-Marketing	1,394				1,394		1,394	0.70	0.97
Herbicide-Insecticide	48,259				48,259		48,259	24.40	33.67
Crop Supplies					0				
<b>Total Crop Expenses</b>					<b>\$201,607</b>		<b>\$201,607</b>	<b>\$101.93</b>	<b>\$140.67</b>
Dairy Expense					0				
Feed Purchased	19,596		-967		18,629	18,629			
Vet-Medicine-Drugs	1,444				1,444	1,444			
Lvstk Marketing-Breeding	509				509	509			
Livestock Supplies	2,006				2,006	2,006			
<b>Total Lvstk Expenses</b>					<b>\$22,588</b>	<b>\$22,588</b>			
Building Repair	3,839				3,839	1,371	2,468	1.25	1.72
Conservation					0				
Depr - Buildings				5,877	5,877	1,740	4,137	2.09	2.89
<b>Total Improvement</b>					<b>\$9,716</b>	<b>\$3,111</b>	<b>\$6,605</b>	<b>\$3.34</b>	<b>\$4.61</b>
Interest Paid	30,681	-50			30,631	6,051	24,580	12.43	17.15
Cash Farm Rent	18,862				18,862		18,862	9.54	13.16
Net Curr Asset Chg				11,646	11,646	1,057	10,589	5.35	7.39
Net Int Asset Chg				27,004	27,004	3,268	23,736	12.00	16.56
Net LT Asset Chg				63,683	63,683	3,922	59,761	30.21	41.70
<b>Total Asset Charges</b>					<b>\$151,826</b>	<b>\$14,298</b>	<b>\$137,529</b>	<b>\$69.53</b>	<b>\$95.96</b>
Fee-Publ-Travel	6,095				6,095	1,402	4,693	2.37	3.27
Real Estate Tax	15,731				15,731	1,840	13,891	7.02	9.69
Property Taxes	1,746				1,746	307	1,439	0.73	1.00
Gen Farm Insurance	20,139				20,139	3,566	16,573	8.38	11.56
Farm Utilities	3,899				3,899	2,009	1,890	0.96	1.32
Utilities	1,985				1,985	312	1,673	0.85	1.17
<b>Total Other Expenses</b>					<b>\$49,595</b>	<b>\$9,436</b>	<b>\$40,160</b>	<b>\$20.30</b>	<b>\$28.02</b>
<b>Total</b>	<b>\$446,944</b>	<b>(\$50)</b>	<b>\$9,183</b>	<b>\$239,253</b>	<b>\$695,332</b>	<b>\$83,033</b>	<b>\$612,299</b>	<b>\$309.57</b>	<b>\$427.22</b>

\* Total costs may include costs allocated to custom work and/or other enterprises

2017 Data - Southwest Kansas  
County Averages (1)

Kansas Farm Management Association  
Annual ProfitLink Summary  
Gray (5 Farms)

Income and Expense Analysis

1	Beef	21,362
2	Dairy and Milk	
3	Sheep	62,347
4	Swine	
5	Poultry and Eggs	
6	Other Livestock/Hedging	
7	Custom Feeding	
8	Feed Purchased	-18,629
9	<b>Livestock Value Produced</b>	<b>\$65,079</b>
10	Corn	177,152
11	Grain Sorghum	95,206
12	Soybeans	83,859
13	Sunflowers	
14	Wheat	78,146
15	Hay and Forage	15,758
16	Other Crop	
17	Government Payments	72,418
18	Crop Insurance Proceeds	5,231
19	Machine Work	10,599
20	Other Income/Hedging	23,953
21	<b>Value of Farm Production</b>	<b>\$627,403</b>
22	Hired Labor	28,982
23	Machinery Repairs	43,703
24	Irrigation Repairs	12,653
25	Building Repairs	3,839
26	Seed/Other Crop Expense	53,978
27	Crop Insurance	17,604
28	Fertilizer-Lime	53,440
29	Machine Hire	17,527
30	Organization Fees, Publications	6,095
31	Vet-Med-Drugs	1,444
32	Misc Crop Expense	1,394
33	Misc Livestock Expense	509
34	Dairy Expense	
35	Gas-Fuel-Oil	27,439
36	Irrigation Energy	26,933
37	Real Estate Taxes	15,731
38	Personal Property Taxes	1,746
39	General Farm Insurance	20,139
40	Utilities	5,884
41	Cash Farm Rent	18,862
42	Herbicide-Insecticide	48,259
43	Conservation	
44	Auto Expense	657
45	<b>Total Operating Expense</b>	<b>\$406,818</b>
46	Interest Paid	30,631
47	Depreciation-Machinery	51,843
48	Depreciation-Buildings	5,877
49	<b>Total Farm Expense</b>	<b>\$495,169</b>
50	<b>Net Farm Income</b>	<b>\$132,234</b>

51	Unpaid Family Labor	
52	Unpaid Operator Labor	79,200
53	Current Asset Charge	11,646
54	Non-Current Asset Charge	90,687
55	Return to Labor & Management	29,901
56	Return to Capital	83,665

Ratios

57	Total Expense Ratio	0.7892
58	Adjusted Total Expense Ratio	0.9155
59	Economic Total Expense Ratio	1.0786
60	Operating Profit Margin Ratio	0.1334
61	Asset Turnover Ratio	0.2628
62	% Return on Assets	0.0350
63	% Return on Equity	0.0290
64	Average Current Ratio	2.0253
65	Average Debt to Asset Ratio	0.2341

2017 Data - Southwest Kansas  
County Averages (1)

Kansas Farm Management Association  
Annual ProfitLink Summary  
Gray (5 Farms)

Assets/Loans		January 1	December 31	January 1	December 31
66	Current Assets	313,680	466,171		
67	Non-Current Accts Receivable	24,308	23,730		
68	Breeding Livestock	52,940	70,600		
69	Machinery and Equipment	588,968	558,834		
70	Buildings	50,613	78,147		
71	Owned Land	1,273,601	1,273,601		
72	<b>Total Assets</b>	<b>2,304,111</b>	<b>2,471,083</b>		
73	Current Liabilities	181,612	203,444		
74	Non-Current Liabilities	395,688	337,159		
75	<b>Net Worth</b>	<b>1,726,810</b>	<b>1,930,480</b>		

Labor

76	Number of Operators	1.10	
77	Number of Workers	1.87	
78	Total Work Days	305	
79	Value Farm Production/Worker	335,869	
80	Net Farm Income/Worker	70,789	

Per Operator Basis

81	Total Assets	2,170,543	
82	Value of Farm Production/Operator	570,366	
83	Net Farm Income/Operator	120,212	

Other Factors

84	% Crop Acres Irrigated	34.69 %	
85	% Tillable Land	100.00 %	
86	Crop Machine Cost/Total Expense (%)	31.74 %	

Acres		Owned		Rented		Owned		Rented	
	Total	Cnt	Acres	Cnt	Acres	Cnt	Acres	Cnt	Acres
87	Total Acres	1978	5	793	5				
88	Non-Irrigated Crop Acres	1292	5	368	5				
89	Irrigated Crop Acres	686	5	425	5				
90	Total Crop Acres	1978	5	793	5				
91	Pasture Acres								
92	Farmstead-Timber Acres								

Crop Value, Costs, Acres		Total	Per Crop Acre	Per Harv Acre	Total	Per Crop Acre	Per Harv Acre
93	Acres		1977.91	1433.22			
94	Crop Mach Invest	487,395	246.42	340.07			
95	Crop Mach Cost	157,176	79.47	109.67			
96	Gross Crop Value	574,982	290.70	401.18			
97	Crop Prod Costs	432,217	218.52	301.57			

Non-Irrigated Acres		Owned		Rented		Owned		Rented	
	Cnt	Avg Acres	Acres	Yield	Acres	Yield	Acres	Yield	Acres
98	Corn								
99	Grain Sorghum								
100	Soybeans								
101	Sunflowers								
102	Wheat	5	305						
103	Other Crops								
104	Alfalfa Hay								
105	Other Hay & Forage								
106	DC Grain Sorghum								
107	DC Soybeans								
108	DC Sunflowers								

Irrigated Acres		Owned		Rented		Owned		Rented	
	Cnt	Avg Acres	Acres	Yield	Acres	Yield	Acres	Yield	Acres
109	Corn								
110	Grain Sorghum								
111	Soybeans								
112	Sunflowers								
113	Wheat	5	226						
114	Other Crops								
115	Alfalfa Hay								
116	Other Hay & Forage								
117	DC Grain Sorghum								
118	DC Soybeans								
119	DC Sunflowers								

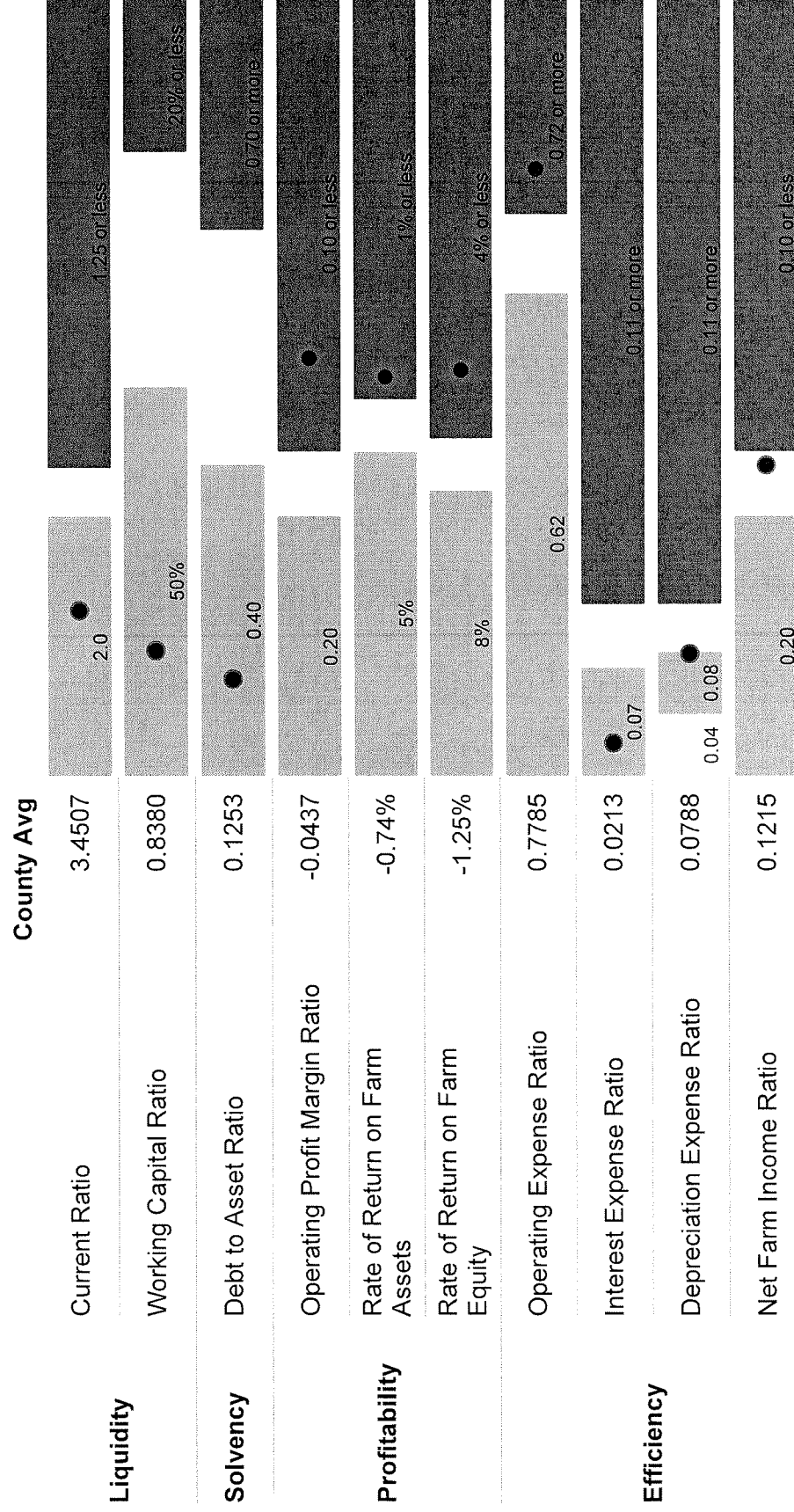
Avg Livestock Inventories and Sales

120	Beef Cows	17	
121	Dairy Cows		
122	Ewes	122	
123	Litters Farrowed		
124	Beef Feeders	3	
125	Swine Feeders		
126	Turkeys		



Kansas Farm Management Association  
County Benchmarks 2017

SW HG Hodgeman



● County Avg

2017 Data - Southwest Kansas  
Detailed Cost Summary  
Hodgeman

Kansas Farm Management Association  
Annual ProfitLink Summary

13 Farms

	Cash Expense	Accrued Expense	Exp Inv Change	Non-Cash Costs	Total Costs*	Livestock Total	Crop Total	Crop Acre 2523	Harv Acre 1447
Hired Labor	27,155				27,155	9,864	17,290	6.85	11.95
Operator Labor				81,000	81,000	18,377	62,623	24.82	43.28
Family Labor				8,308	8,308	1,556	6,751	2.68	4.67
<b>Total Labor</b>					<b>\$116,462</b>	<b>\$29,797</b>	<b>\$86,665</b>	<b>\$34.35</b>	<b>\$59.90</b>
Gen Mach Repair	38,189				38,189	3,108	35,081	13.90	24.25
Crop Mach Repair	6,216				6,216		6,216	2.46	4.30
Irrigation Equip Repair	2,283				2,283		2,283	0.90	1.58
Machine Hire	34,458		-259		34,199	957	33,242	13.17	22.97
Gas-Fuel-Oil	26,389		-1,445		24,943	4,858	20,086	7.96	13.88
Precision Ag					0				
Farm Auto Expense	515				515	74	441	0.17	0.31
Depr - Motor Vehicle				13,127	13,127	2,490	10,637	4.22	7.35
Depr - Machinery				22,422	22,422	3,531	18,891	7.49	13.06
<b>Total Machinery</b>					<b>\$141,895</b>	<b>\$15,017</b>	<b>\$126,877</b>	<b>\$50.28</b>	<b>\$87.69</b>
Seed-Crop Expense	23,292		-1,660		21,632		21,632	8.57	14.95
Crop Insurance	18,215				18,215		18,215	7.22	12.59
Fertilizer-Lime	47,785		-6,729		41,056	3,356	37,700	14.94	26.06
Irrigation Fuel	5,344				5,344		5,344	2.12	3.69
Crop Stor-Marketing	3,622				3,622		3,622	1.44	2.50
Herbicide-Insecticide	68,704		-1,041		67,663	5,724	61,939	24.55	42.81
Crop Supplies	843				843		843	0.33	0.58
<b>Total Crop Expenses</b>					<b>\$158,374</b>	<b>\$9,080</b>	<b>\$149,294</b>	<b>\$59.17</b>	<b>\$103.18</b>
Dairy Expense					0				
Feed Purchased	35,894		-130		35,765	35,765			
Vet-Medicine-Drugs	14,373		-607		13,766	13,766			
Lvstk Marketing-Breeding	2,296				2,296	2,296			
Livestock Supplies	2,095		730		2,825	2,825			
<b>Total Lvstk Expenses</b>					<b>\$54,652</b>	<b>\$54,652</b>			
Building Repair	7,921				7,921	4,365	3,556	1.41	2.46
Conservation	875				875		875	0.35	0.60
Depr - Buildings				2,179	2,179	458	1,721	0.68	1.19
<b>Total Improvement</b>					<b>\$10,975</b>	<b>\$4,823</b>	<b>\$6,152</b>	<b>\$2.44</b>	<b>\$4.25</b>
Interest Paid	9,699	506			10,205	5,293	4,912	1.95	3.39
Cash Farm Rent	9,660				9,660	4,608	5,052	2.00	3.49
Net Curr Asset Chg				18,943	18,943	4,328	14,615	5.79	10.10
Net Int Asset Chg				22,669	22,669	6,791	15,878	6.29	10.97
Net LT Asset Chg				96,953	96,953	15,470	81,482	32.29	56.31
<b>Total Asset Charges</b>					<b>\$158,430</b>	<b>\$36,491</b>	<b>\$121,939</b>	<b>\$48.32</b>	<b>\$84.28</b>
Fee-Publ-Travel	5,641				5,641	1,671	3,970	1.57	2.74
Real Estate Tax	13,907				13,907	2,030	11,877	4.71	8.21
Property Taxes	1,449				1,449	359	1,090	0.43	0.75
Gen Farm Insurance	16,131				16,131	3,724	12,407	4.92	8.57
Farm Utilities	5,156				5,156	2,542	2,614	1.04	1.81
Utilities	1,319				1,319	412	907	0.36	0.63
<b>Total Other Expenses</b>					<b>\$43,603</b>	<b>\$10,738</b>	<b>\$32,865</b>	<b>\$13.02</b>	<b>\$22.71</b>
<b>Total</b>	<b>\$429,424</b>	<b>\$506</b>	<b>(\$11,141)</b>	<b>\$265,601</b>	<b>\$684,390</b>	<b>\$160,598</b>	<b>\$523,792</b>	<b>\$207.58</b>	<b>\$362.01</b>

\* Total costs may include costs allocated to custom work and/or other enterprises

**2017 Data - Southwest Kansas  
County Averages (1)**

**Kansas Farm Management Association  
Annual ProfitLink Summary  
Hodgeman (13 Farms)**

**Income and Expense Analysis**

1	Beef	83,810
2	Dairy and Milk	
3	Sheep	
4	Swine	
5	Poultry and Eggs	
6	Other Livestock/Hedging	123
7	Custom Feeding	55,721
8	Feed Purchased	-35,765
9	<b>Livestock Value Produced</b>	<b>\$103,890</b>
10	Corn	42,487
11	Grain Sorghum	84,997
12	Soybeans	5,879
13	Sunflowers	
14	Wheat	113,848
15	Hay and Forage	5,482
16	Other Crop	-25
17	Government Payments	82,628
18	Crop Insurance Proceeds	7,046
19	Machine Work	7,265
20	Other Income/Hedging	25,427
21	<b>Value of Farm Production</b>	<b>\$478,924</b>
22	Hired Labor	27,155
23	Machinery Repairs	48,073
24	Irrigation Repairs	2,283
25	Building Repairs	7,921
26	Seed/Other Crop Expense	21,632
27	Crop Insurance	18,215
28	Fertilizer-Lime	41,056
29	Machine Hire	34,199
30	Organization Fees, Publications	5,641
31	Vet-Med-Drugs	13,766
32	Misc Crop Expense	3,622
33	Misc Livestock Expense	2,296
34	Dairy Expense	
35	Gas-Fuel-Oil	24,943
36	Irrigation Energy	5,344
37	Real Estate Taxes	13,907
38	Personal Property Taxes	1,449
39	General Farm Insurance	16,131
40	Utilities	6,475
41	Cash Farm Rent	9,660
42	Herbicide-Insecticide	67,663
43	Conservation	875
44	Auto Expense	515
45	<b>Total Operating Expense</b>	<b>\$372,820</b>
46	Interest Paid	10,205
47	Depreciation-Machinery	35,550
48	Depreciation-Buildings	2,179
49	<b>Total Farm Expense</b>	<b>\$420,753</b>
50	<b>Net Farm Income</b>	<b>\$58,171</b>

51	Unpaid Family Labor	8,308
52	Unpaid Operator Labor	81,000
53	Current Asset Charge	18,943
54	Non-Current Asset Charge	119,621
55	Return to Labor & Management	-88,702
56	Return to Capital	-20,932

**Ratios**

57	Total Expense Ratio	0.8785
58	Adjusted Total Expense Ratio	1.0650
59	Economic Total Expense Ratio	1.3543
60	Operating Profit Margin Ratio	-0.0437
61	Asset Turnover Ratio	0.1696
62	% Return on Assets	-0.0074
63	% Return on Equity	-0.0125
64	Average Current Ratio	3.5090
65	Average Debt to Asset Ratio	0.1211

2017 Data - Southwest Kansas  
County Averages (1)

Kansas Farm Management Association  
Annual ProfitLink Summary  
Hodgeman (13 Farms)

Assets/Loans	January 1	December 31	January 1	December 31
66 Current Assets	441,688	456,403		
67 Non-Current Accts Receivable	48,056	53,419		
68 Breeding Livestock	69,210	69,376		
69 Machinery and Equipment	395,123	392,168		
70 Buildings	26,065	26,507		
71 Owned Land	1,805,756	1,865,541		
72 Total Assets	2,785,897	2,863,414		
73 Current Liabilities	123,679	132,262		
74 Non-Current Liabilities	201,528	226,493		
75 Net Worth	2,460,690	2,504,658		

Labor

76 Number of Operators	1.12	
77 Number of Workers	1.81	
78 Total Work Days	263	
79 Value Farm Production/Worker	264,486	
80 Net Farm Income/Worker	32,125	

Per Operator Basis

81 Total Assets	2,511,664	
82 Value of Farm Production/Operator	425,856	
83 Net Farm Income/Operator	51,725	

Other Factors

84 % Crop Acres Irrigated	3.82 %	
85 % Tillable Land	82.64 %	
86 Crop Machine Cost/Total Expense (%)	34.65 %	

Acres	Total		Owned		Rented		Total		Owned		Rented	
	Cnt		Acres	Cnt	Acres	Cnt	Cnt		Acres	Cnt	Acres	Cnt
87 Total Acres	3053	13	1786	13	1648	10						
88 Non-Irrigated Crop Acres	2427	13	1306	13	1457	10						
89 Irrigated Crop Acres	156	8	128	7								
90 Total Crop Acres	2523	13	1375	13	1492	10						
91 Pasture Acres	689	10	534	10								
92 Farmstead-Timber Acres												

Crop Value, Costs, Acres		Total	Per Crop Acre	Per Harv Acre	Total	Per Crop Acre	Per Harv Acre
93 Acres			2523.32	1446.91			
94 Crop Mach Invest	329,810		130.71	227.94			
95 Crop Mach Cost	145,775		57.77	100.75			
96 Gross Crop Value	428,132		169.67	295.89			
97 Crop Prod Costs	352,502		139.70	243.62			

Non-Irrigated Acres		Avg		Owned		Rented		Avg		Owned		Rented	
Cnt		Acres		Acres	Yield	Acres	Yield	Cnt	Acres	Acres	Yield	Acres	Yield
98 Corn	10	608		215	78.17	653	86.59						
99 Grain Sorghum													
100 Soybeans													
101 Sunflowers													
102 Wheat	13	769		434	52.62	565	48.93						
103 Other Crops													
104 Alfalfa Hay													
105 Other Hay & Forage	5	79											
106 DC Grain Sorghum													
107 DC Soybeans													
108 DC Sunflowers													

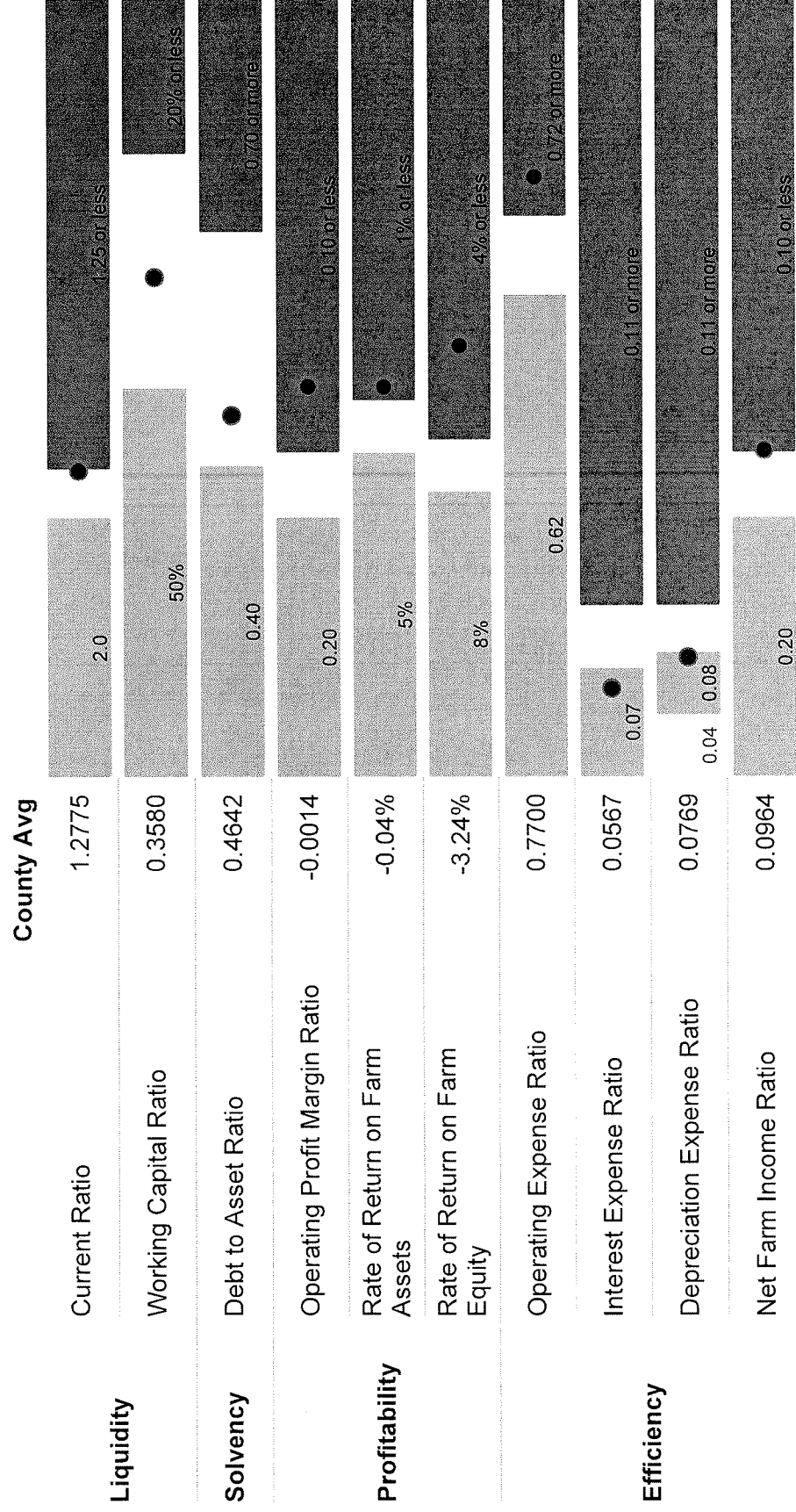
Irrigated Acres		Avg		Owned		Rented		Avg		Owned		Rented	
Cnt		Acres		Acres	Yield	Acres	Yield	Cnt	Acres	Acres	Yield	Acres	Yield
109 Corn	6	91		63	192.85								
110 Grain Sorghum													
111 Soybeans													
112 Sunflowers													
113 Wheat													
114 Other Crops													
115 Alfalfa Hay													
116 Other Hay & Forage													
117 DC Grain Sorghum													
118 DC Soybeans													
119 DC Sunflowers													

Avg Livestock Inventories and Sales

120 Beef Cows	64	
121 Dairy Cows		
122 Ewes		
123 Litters Farrowed		
124 Beef Feeders	173	
125 Swine Feeders		
126 Turkeys		

Kansas Farm Management Association  
County Benchmarks 2017

SW KW Kiowa



2017 Data - Southwest Kansas  
Detailed Cost Summary  
Kiowa

Kansas Farm Management Association  
Annual ProfitLink Summary

5 Farms

	Cash Expense	Accrued Expense	Exp Inv Change	Non-Cash Costs	Total Costs*	Livestock Total	Crop Total	Crop Acre 2353	Harv Acre 1940
Hired Labor	18,137				18,137	8,575	9,562	4.06	4.93
Operator Labor				85,800	85,800	27,209	58,591	24.90	30.19
Family Labor					0				
<b>Total Labor</b>					<b>\$103,937</b>	<b>\$35,783</b>	<b>\$68,153</b>	<b>\$28.96</b>	<b>\$35.12</b>
Gen Mach Repair	21,300				21,300	3,428	17,872	7.59	9.21
Crop Mach Repair	4,768				4,768		4,768	2.03	2.46
Irrigation Equip Repair	2,348				2,348		2,348	1.00	1.21
Machine Hire	45,412		-355		45,058	16,919	28,139	11.96	14.50
Gas-Fuel-Oil	28,297				28,297	6,187	22,110	9.40	11.39
Precision Ag					0				
Farm Auto Expense	3,734				3,734	1,537	2,197	0.93	1.13
Depr - Motor Vehicle				15,207	15,207	5,618	9,589	4.07	4.94
Depr - Machinery				21,620	21,620	3,801	17,819	7.57	9.18
<b>Total Machinery</b>					<b>\$142,331</b>	<b>\$37,490</b>	<b>\$104,841</b>	<b>\$44.55</b>	<b>\$54.03</b>
Seed-Crop Expense	53,859		-4,410		49,449		49,449	21.01	25.48
Crop Insurance	18,192				18,192		18,192	7.73	9.38
Fertilizer-Lime	68,953		-8,484		60,470	954	59,515	25.29	30.67
Irrigation Fuel	9,216				9,216		9,216	3.92	4.75
Crop Stor-Marketing	1,356				1,356		1,356	0.58	0.70
Herbicide-Insecticide	70,424		-530		69,894		69,894	29.70	36.02
Crop Supplies	219				219		219	0.09	0.11
<b>Total Crop Expenses</b>					<b>\$208,795</b>	<b>\$954</b>	<b>\$207,841</b>	<b>\$88.32</b>	<b>\$107.11</b>
Dairy Expense					0				
Feed Purchased	69,583		-1,328		68,255	68,255			
Vet-Medicine-Drugs	8,772				8,772	8,772			
Lvstk Marketing-Breeding	4,794				4,794	4,794			
Livestock Supplies	3,326				3,326	3,326			
<b>Total Lvstk Expenses</b>					<b>\$85,146</b>	<b>\$85,146</b>			
Building Repair	1,239				1,239	523	716	0.30	0.37
Conservation	12				12		12	0.00	0.01
Depr - Buildings				5,890	5,890	4,388	1,502	0.64	0.77
<b>Total Improvement</b>					<b>\$7,141</b>	<b>\$4,911</b>	<b>\$2,230</b>	<b>\$0.95</b>	<b>\$1.15</b>
Interest Paid	31,119	400			31,519	12,302	19,217	8.17	9.90
Cash Farm Rent	50,008				50,008	23,642	26,366	11.20	13.59
Net Curr Asset Chg				9,709	9,709	2,833	6,876	2.92	3.54
Net Int Asset Chg				17,153	17,153	7,129	10,023	4.26	5.17
Net LT Asset Chg				29,158	29,158	5,088	24,070	10.23	12.40
<b>Total Asset Charges</b>					<b>\$137,547</b>	<b>\$50,994</b>	<b>\$86,553</b>	<b>\$36.78</b>	<b>\$44.60</b>
Fee-Publ-Travel	5,548				5,548	1,799	3,750	1.59	1.93
Real Estate Tax	5,230				5,230	780	4,451	1.89	2.29
Property Taxes	1,420				1,420	436	984	0.42	0.51
Gen Farm Insurance	8,653				8,653	3,564	5,089	2.16	2.62
Farm Utilities	4,794				4,794	2,987	1,807	0.77	0.93
Utilities	1,481				1,481		1,481	0.63	0.76
<b>Total Other Expenses</b>					<b>\$27,127</b>	<b>\$9,566</b>	<b>\$17,561</b>	<b>\$7.46</b>	<b>\$9.05</b>
<b>Total</b>	<b>\$542,193</b>	<b>\$400</b>	<b>(\$15,107)</b>	<b>\$184,537</b>	<b>\$712,023</b>	<b>\$224,845</b>	<b>\$487,178</b>	<b>\$207.02</b>	<b>\$251.06</b>

\* Total costs may include costs allocated to custom work and/or other enterprises

2017 Data - Southwest Kansas  
County Averages (1)

Kansas Farm Management Association  
Annual ProfitLink Summary  
Kiowa (5 Farms)

Income and Expense Analysis

1	Beef	239,350
2	Dairy and Milk	
3	Sheep	
4	Swine	
5	Poultry and Eggs	
6	Other Livestock/Hedging	-5,630
7	Custom Feeding	55,969
8	Feed Purchased	-68,255
9	<i>Livestock Value Produced</i>	<i>\$221,434</i>
10	Corn	60,882
11	Grain Sorghum	19,396
12	Soybeans	131,231
13	Sunflowers	
14	Wheat	56,465
15	Hay and Forage	4,437
16	Other Crop	-792
17	Government Payments	31,738
18	Crop Insurance Proceeds	5,854
19	Machine Work	4,984
20	Other Income/Hedging	19,840
21	<b>Value of Farm Production</b>	<b>\$555,469</b>
22	Hired Labor	18,137
23	Machinery Repairs	29,613
24	Irrigation Repairs	2,348
25	Building Repairs	1,239
26	Seed/Other Crop Expense	49,449
27	Crop Insurance	18,192
28	Fertilizer-Lime	60,470
29	Machine Hire	45,058
30	Organization Fees, Publications	5,548
31	Vet-Med-Drugs	8,772
32	Misc Crop Expense	1,356
33	Misc Livestock Expense	4,794
34	Dairy Expense	
35	Gas-Fuel-Oil	28,297
36	Irrigation Energy	9,216
37	Real Estate Taxes	5,230
38	Personal Property Taxes	1,420
39	General Farm Insurance	8,653
40	Utilities	6,276
41	Cash Farm Rent	50,008
42	Herbicide-Insecticide	69,894
43	Conservation	12
44	Auto Expense	3,734
45	<i>Total Operating Expense</i>	<i>\$427,712</i>
46	Interest Paid	31,519
47	Depreciation-Machinery	36,826
48	Depreciation-Buildings	5,890
49	<b>Total Farm Expense</b>	<b>\$501,948</b>
50	<b>Net Farm Income</b>	<b>\$53,521</b>

51	Unpaid Family Labor	
52	Unpaid Operator Labor	85,800
53	Current Asset Charge	9,709
54	Non-Current Asset Charge	46,311
55	Return to Labor & Management	-2,499
56	Return to Capital	-760

Ratios

57	Total Expense Ratio	0.9036
58	Adjusted Total Expense Ratio	1.0581
59	Economic Total Expense Ratio	1.1590
60	Operating Profit Margin Ratio	-0.0014
61	Asset Turnover Ratio	0.3065
62	% Return on Assets	-0.0004
63	% Return on Equity	-0.0324
64	Average Current Ratio	1.3632
65	Average Debt to Asset Ratio	0.4509

2017 Data - Southwest Kansas  
County Averages (1)

Kansas Farm Management Association  
Annual ProfitLink Summary  
Kiowa (5 Farms)

Assets/Loans	January 1	December 31	January 1	December 31
66 Current Assets	559,046	676,185		
67 Non-Current Accts Receivable	51,237	55,523		
68 Breeding Livestock	228,026	199,905		
69 Machinery and Equipment	321,523	320,656		
70 Buildings	48,460	42,570		
71 Owned Land	560,550	560,550		
72 Total Assets	1,768,842	1,855,389		
73 Current Liabilities	376,791	529,316		
74 Non-Current Liabilities	396,212	331,869		
75 Net Worth	995,840	994,205		

Labor

76 Number of Operators	1.19	
77 Number of Workers	1.25	
78 Total Work Days	352	
79 Value Farm Production/Worker	443,665	
80 Net Farm Income/Worker	42,748	

Per Operator Basis

81 Total Assets	1,517,685	
82 Value of Farm Production/Operator	465,217	
83 Net Farm Income/Operator	44,825	

Other Factors

84 % Crop Acres Irrigated	22.84 %	
85 % Tillable Land	64.58 %	
86 Crop Machine Cost/Total Expense (%)	23.66 %	

		Owned		Rented				Owned		Rented	
Acres		Total	Cnt	Acres	Cnt	Acres	Cnt	Total	Cnt	Acres	Cnt
87 Total Acres	2915	5		2458	5						
88 Non-Irrigated Crop Acres											
89 Irrigated Crop Acres											
90 Total Crop Acres											
91 Pasture Acres											
92 Farmstead-Timber Acres											
Crop Value, Costs, Acres		Total	Per Crop Acre		Per Harv Acre		Total	Per Crop Acre		Per Harv Acre	
93 Acres			2353.28		1940.48						
94 Crop Mach Invest	242,867		103.20		125.16						
95 Crop Mach Cost	118,757		50.46		61.20						
96 Gross Crop Value	559,247		237.65		288.20						
97 Crop Prod Costs	356,807		151.62		183.88						

Non-Irrigated Acres		Owned		Rented				Owned		Rented	
		Cnt	Avg Acres	Acres	Yield	Acres	Yield	Cnt	Avg Acres	Acres	Yield
98 Corn											
99 Grain Sorghum											
100 Soybeans											
101 Sunflowers											
102 Wheat											
103 Other Crops											
104 Alfalfa Hay											
105 Other Hay & Forage											
106 DC Grain Sorghum											
107 DC Soybeans											
108 DC Sunflowers											

Irrigated Acres		Owned		Rented				Owned		Rented	
		Cnt	Avg Acres	Acres	Yield	Acres	Yield	Cnt	Avg Acres	Acres	Yield
109 Corn											
110 Grain Sorghum											
111 Soybeans											
112 Sunflowers											
113 Wheat											
114 Other Crops											
115 Alfalfa Hay											
116 Other Hay & Forage											
117 DC Grain Sorghum											
118 DC Soybeans											
119 DC Sunflowers											

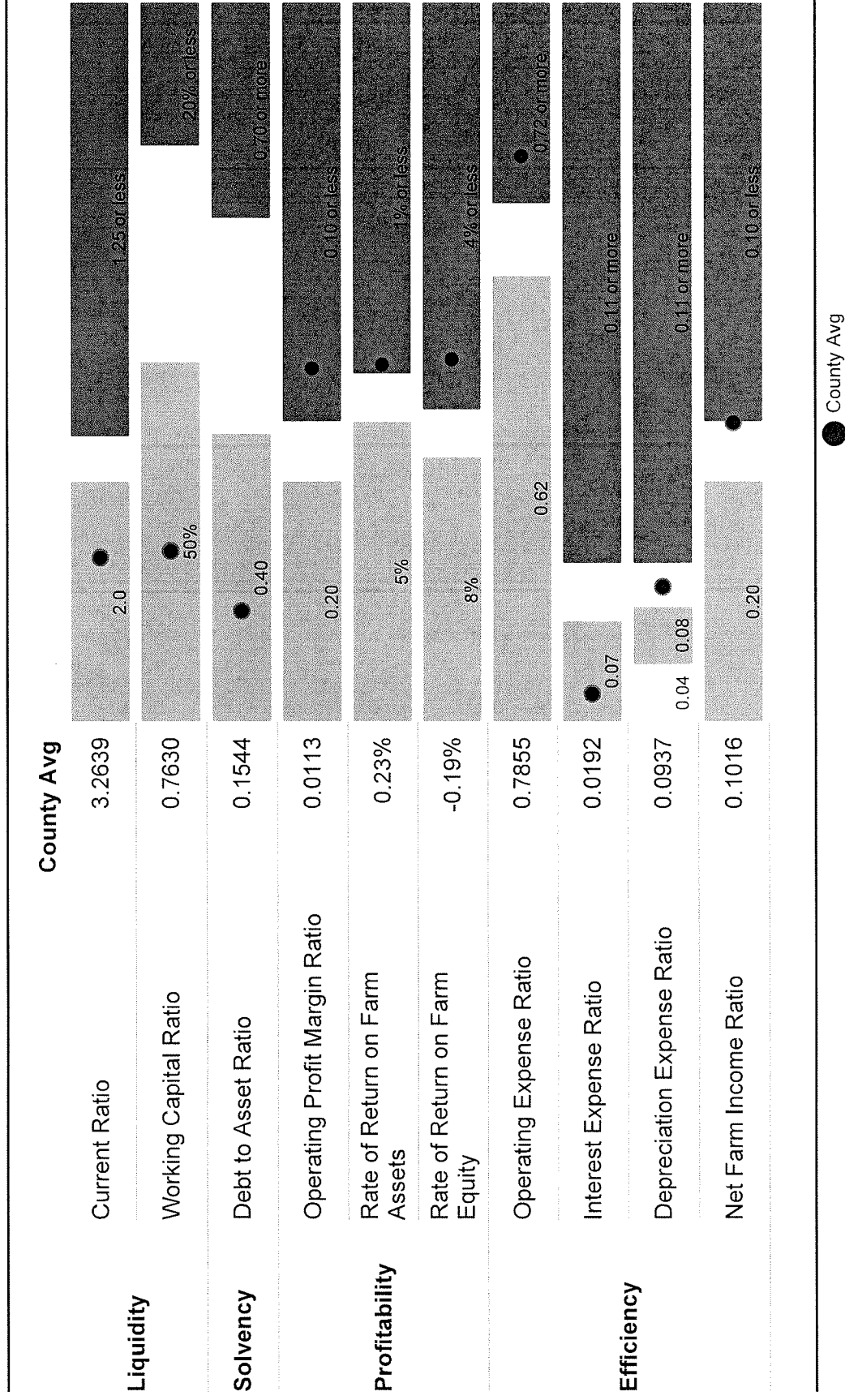
Avg Livestock Inventories and Sales

120 Beef Cows	108	
121 Dairy Cows		
122 Ewes		
123 Litters Farrowed		
124 Beef Feeders	350	
125 Swine Feeders		
126 Turkeys		



Kansas Farm Management Association  
County Benchmarks 2017

SW PN Pawnee



2017 Data - Southwest Kansas  
Detailed Cost Summary  
Pawnee

Kansas Farm Management Association  
Annual ProfitLink Summary

5 Farms

	Cash Expense	Accrued Expense	Exp Inv Change	Non-Cash Costs	Total Costs*	Livestock Total	Crop Total	Crop Acre 2977	Harv Acre 2295
Hired Labor	12,872				12,872	290	12,582	4.23	5.48
Operator Labor				56,400	56,400	1,312	55,088	18.50	24.01
Family Labor					0				
<b>Total Labor</b>					<b>\$69,272</b>	<b>\$1,601</b>	<b>\$67,670</b>	<b>\$22.73</b>	<b>\$29.49</b>
Gen Mach Repair	21,009				21,009	452	19,509	6.55	8.50
Crop Mach Repair	15,681				15,681		15,681	5.27	6.83
Irrigation Equip Repair	1,703				1,703		1,703	0.57	0.74
Machine Hire	38,158				38,158	588	37,569	12.62	16.37
Gas-Fuel-Oil	20,338		-664		19,674	467	18,085	6.07	7.88
Precision Ag					0				
Farm Auto Expense	640				640	35	559	0.19	0.24
Depr - Motor Vehicle				20,225	20,225	715	19,510	6.55	8.50
Depr - Machinery				21,827	21,827	743	18,719	6.29	8.16
<b>Total Machinery</b>					<b>\$138,917</b>	<b>\$3,001</b>	<b>\$131,336</b>	<b>\$44.12</b>	<b>\$57.24</b>
Seed-Crop Expense	44,542		-1,687		42,855		42,855	14.40	18.68
Crop Insurance	14,189				14,189		14,189	4.77	6.18
Fertilizer-Lime	68,449		4,665		73,113		73,113	24.56	31.86
Irrigation Fuel	8,907				8,907		8,907	2.99	3.88
Crop Stor-Marketing	6,288				6,288		6,288	2.11	2.74
Herbicide-Insecticide	76,808		1,638		78,447	1,311	77,136	25.91	33.62
Crop Supplies	183				183		183	0.06	0.08
<b>Total Crop Expenses</b>					<b>\$223,983</b>	<b>\$1,311</b>	<b>\$222,672</b>	<b>\$74.80</b>	<b>\$97.04</b>
Dairy Expense					0				
Feed Purchased	1,398		-88		1,310	1,310			
Vet-Medicine-Drugs	401				401	401			
Lvstk Marketing-Breeding	1,687				1,687	1,687			
Livestock Supplies	606				606	606			
<b>Total Lvstk Expenses</b>					<b>\$4,003</b>	<b>\$4,003</b>			
Building Repair	2,662				2,662	66	2,596	0.87	1.13
Conservation	20				20		20	0.01	0.01
Depr - Buildings				6,223	6,223	2,715	3,508	1.18	1.53
<b>Total Improvement</b>					<b>\$8,906</b>	<b>\$2,781</b>	<b>\$6,124</b>	<b>\$2.06</b>	<b>\$2.67</b>
Interest Paid	9,842	29			9,871	962	8,268	2.78	3.60
Cash Farm Rent	19,838				19,838	3,073	16,765	5.63	7.31
Net Curr Asset Chg				18,654	18,654	4	18,619	6.25	8.11
Net Int Asset Chg				18,271	18,271	1,626	16,109	5.41	7.02
Net LT Asset Chg				84,076	84,076	3,702	80,374	27.00	35.03
<b>Total Asset Charges</b>					<b>\$150,711</b>	<b>\$9,367</b>	<b>\$140,135</b>	<b>\$47.07</b>	<b>\$61.07</b>
Fee-Publ-Travel	8,003				8,003	152	7,851	2.64	3.42
Real Estate Tax	18,449				18,449	293	18,110	6.08	7.89
Property Taxes	830				830	33	792	0.27	0.35
Gen Farm Insurance	10,605				10,605	141	10,370	3.48	4.52
Farm Utilities	6,093				6,093	222	5,871	1.97	2.56
Utilities	1,776				1,776	165	1,611	0.54	0.70
<b>Total Other Expenses</b>					<b>\$45,756</b>	<b>\$1,007</b>	<b>\$44,605</b>	<b>\$14.98</b>	<b>\$19.44</b>
<b>Total</b>	<b>\$411,977</b>	<b>\$29</b>	<b>\$3,864</b>	<b>\$225,677</b>	<b>\$641,547</b>	<b>\$23,071</b>	<b>\$612,543</b>	<b>\$205.76</b>	<b>\$266.95</b>

\* Total costs may include costs allocated to custom work and/or other enterprises

Income and Expense Analysis

1	Beef	18,272	
2	Dairy and Milk		
3	Sheep		
4	Swine		
5	Poultry and Eggs		
6	Other Livestock/Hedging		
7	Custom Feeding		
8	Feed Purchased	-1,310	
9	<i>Livestock Value Produced</i>	<i>\$16,961</i>	
10	Corn	100,366	
11	Grain Sorghum	81,466	
12	Soybeans	29,654	
13	Sunflowers		
14	Wheat	167,978	
15	Hay and Forage	32,524	
16	Other Crop	1,151	
17	Government Payments	52,583	
18	Crop Insurance Proceeds	10,084	
19	Machine Work	5,354	
20	Other Income/Hedging	17,046	
21	<b>Value of Farm Production</b>	<b>\$515,168</b>	
22	Hired Labor	12,872	
23	Machinery Repairs	37,479	
24	Irrigation Repairs	1,703	
25	Building Repairs	2,662	
26	Seed/Other Crop Expense	42,855	
27	Crop Insurance	14,189	
28	Fertilizer-Lime	73,113	
29	Machine Hire	38,158	
30	Organization Fees, Publications	8,003	
31	Vet-Med-Drugs	401	
32	Misc Crop Expense	6,288	
33	Misc Livestock Expense	1,687	
34	Dairy Expense		
35	Gas-Fuel-Oil	19,674	
36	Irrigation Energy	8,907	
37	Real Estate Taxes	18,449	
38	Personal Property Taxes	830	
39	General Farm Insurance	10,605	
40	Utilities	7,868	
41	Cash Farm Rent	19,838	
42	Herbicide-Insecticide	78,447	
43	Conservation	20	
44	Auto Expense	640	
45	<i>Total Operating Expense</i>	<i>\$404,689</i>	
46	Interest Paid	9,871	
47	Depreciation-Machinery	42,053	
48	Depreciation-Buildings	6,223	
49	<b>Total Farm Expense</b>	<b>\$462,836</b>	
50	<b>Net Farm Income</b>	<b>\$52,332</b>	

51	Unpaid Family Labor		
52	Unpaid Operator Labor	56,400	
53	Current Asset Charge	18,654	
54	Non-Current Asset Charge	102,347	
55	Return to Labor & Management	-68,669	
56	Return to Capital	5,803	

Ratios

57	Total Expense Ratio	0.8984	
58	Adjusted Total Expense Ratio	1.0079	
59	Economic Total Expense Ratio	1.2428	
60	Operating Profit Margin Ratio	0.0113	
61	Asset Turnover Ratio	0.2017	
62	% Return on Assets	0.0023	
63	% Return on Equity	-0.0019	
64	Average Current Ratio	3.3819	
65	Average Debt to Asset Ratio	0.1517	

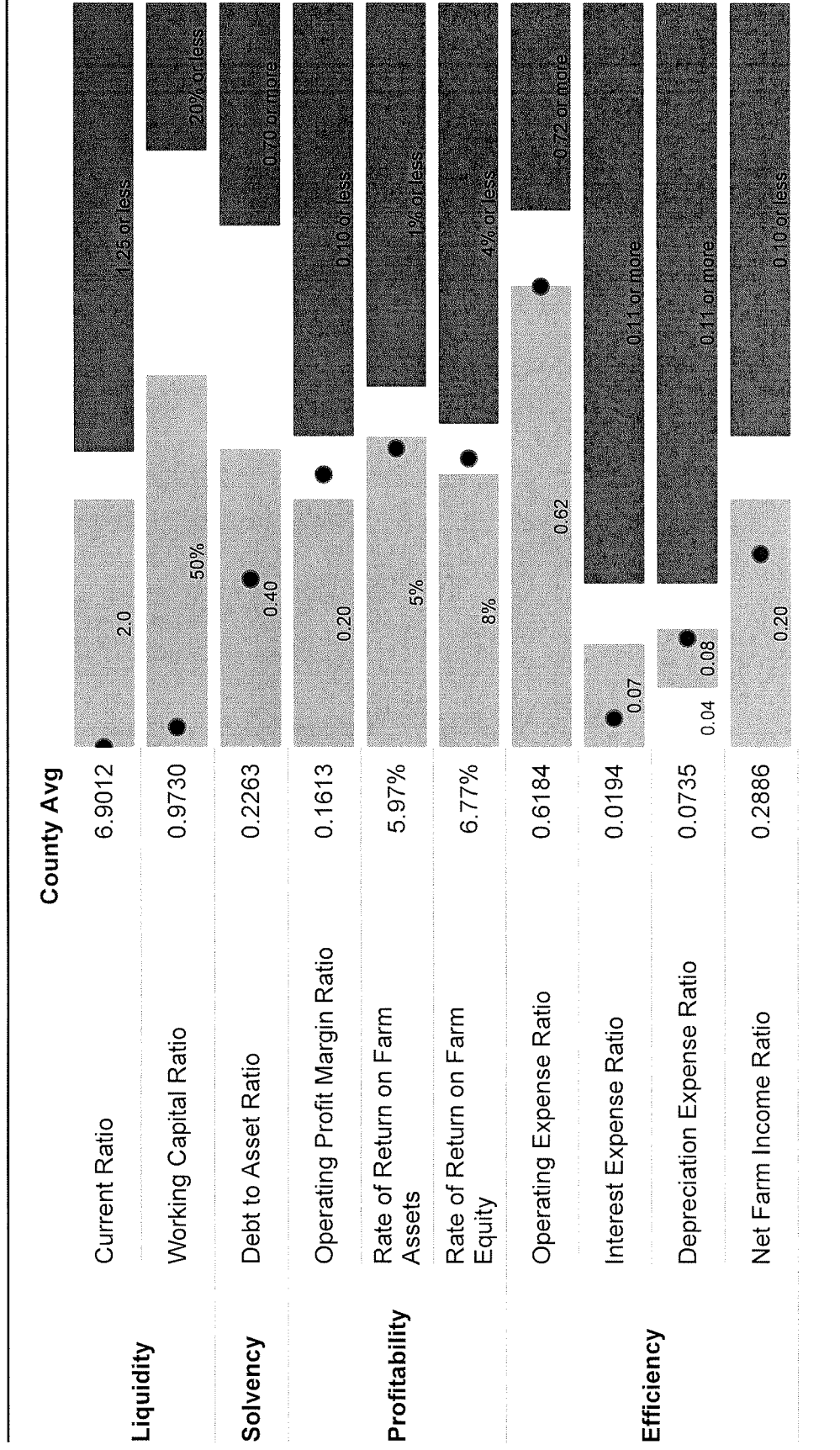
2017 Data - Southwest Kansas  
County Averages (1)

Kansas Farm Management Association  
Annual ProfitLink Summary  
Pawnee (5 Farms)

Assets/Loans		January 1	December 31	January 1	December 31								
66	Current Assets	444,704	453,106										
67	Non-Current Accts Receivable	34,617	37,445										
68	Breeding Livestock	23,520	25,500										
69	Machinery and Equipment	380,114	346,094										
70	Buildings	56,923	50,700										
71	Owned Land	1,622,418	1,632,861										
72	Total Assets	2,562,297	2,545,707										
73	Current Liabilities	126,651	138,823										
74	Non-Current Liabilities	255,405	254,167										
75	Net Worth	2,180,242	2,152,717										
Labor													
76	Number of Operators		0.78										
77	Number of Workers		1.08										
78	Total Work Days		322										
79	Value Farm Production/Worker		478,781										
80	Net Farm Income/Worker		48,636										
Per Operator Basis													
81	Total Assets		3,257,656										
82	Value of Farm Production/Operator		657,102										
83	Net Farm Income/Operator		66,750										
Other Factors													
84	% Crop Acres Irrigated		5.78 %										
85	% Tillable Land		91.52 %										
86	Crop Machine Cost/Total Expense (%)		32.55 %										
Acres													
		Total	Cnt	Owned Acres	Cnt	Rented Acres	Cnt	Total	Cnt	Owned Acres	Cnt	Rented Acres	Cnt
87	Total Acres	3253	5										
88	Non-Irrigated Crop Acres	2805	5										
89	Irrigated Crop Acres												
90	Total Crop Acres	2977	5										
91	Pasture Acres												
92	Farmstead-Timber Acres												
Crop Value, Costs, Acres													
		Total		Per Crop Acre		Per Harv Acre		Total		Per Crop Acre		Per Harv Acre	
93	Acres			2976.96		2294.63							
94	Crop Mach Invest	336,726		113.11		146.74							
95	Crop Mach Cost	150,630		50.60		65.64							
96	Gross Crop Value	627,559		210.81		273.49							
97	Crop Prod Costs	438,500		147.30		191.10							
Non-Irrigated Acres													
		Cnt	Avg Acres	Owned Acres	Yield	Rented Acres	Yield	Cnt	Avg Acres	Owned Acres	Yield	Rented Acres	Yield
98	Corn												
99	Grain Sorghum												
100	Soybeans												
101	Sunflowers												
102	Wheat	5	953										
103	Other Crops												
104	Alfalfa Hay												
105	Other Hay & Forage												
106	DC Grain Sorghum												
107	DC Soybeans												
108	DC Sunflowers												
Irrigated Acres													
		Cnt	Avg Acres	Owned Acres	Yield	Rented Acres	Yield	Cnt	Avg Acres	Owned Acres	Yield	Rented Acres	Yield
109	Corn												
110	Grain Sorghum												
111	Soybeans												
112	Sunflowers												
113	Wheat												
114	Other Crops												
115	Alfalfa Hay												
116	Other Hay & Forage												
117	DC Grain Sorghum												
118	DC Soybeans												
119	DC Sunflowers												
Avg Livestock Inventories and Sales													
120	Beef Cows							16					
121	Dairy Cows												
122	Ewes												
123	Litters Farrowed												
124	Beef Feeders							18					
125	Swine Feeders												
126	Turkeys												

# Kansas Farm Management Association County Benchmarks 2017

SW WH Wichita



● County Avg

2017 Data - Southwest Kansas  
Detailed Cost Summary  
Wichita

Kansas Farm Management Association  
Annual ProfitLink Summary

5 Farms

	Cash Expense	Accrued Expense	Exp Inv Change	Non-Cash Costs	Total Costs*	Livestock Total	Crop Total	Crop Acre 2014	Harv Acre 1627
Hired Labor	8,337				8,337		8,337	4.14	5.13
Operator Labor				66,000	66,000	10,681	55,319	27.47	34.01
Family Labor				3,600	3,600	1,177	2,423	1.20	1.49
<b>Total Labor</b>					<b>\$77,937</b>	<b>\$11,858</b>	<b>\$66,079</b>	<b>\$32.82</b>	<b>\$40.62</b>
Gen Mach Repair	25,813				25,813	3,234	22,579	11.21	13.88
Crop Mach Repair	14				14		14	0.01	0.01
Irrigation Equip Repair	885				885		885	0.44	0.54
Machine Hire	42,112	5,000	617		47,729		47,729	23.70	29.34
Gas-Fuel-Oil	22,567		-101		22,466	2,046	20,420	10.14	12.55
Precision Ag					0				
Farm Auto Expense	586				586	76	510	0.25	0.31
Depr - Motor Vehicle				19,103	19,103	71	19,032	9.45	11.70
Depr - Machinery				14,061	14,061	524	13,537	6.72	8.32
<b>Total Machinery</b>					<b>\$130,656</b>	<b>\$5,949</b>	<b>\$124,707</b>	<b>\$61.93</b>	<b>\$76.67</b>
Seed-Crop Expense	34,495		-6,808		27,688		27,688	13.75	17.02
Crop Insurance	7,332				7,332		7,332	3.64	4.51
Fertilizer-Lime	40,545		-7,268		33,277		33,277	16.53	20.46
Irrigation Fuel	3,667				3,667		3,667	1.82	2.25
Crop Stor-Marketing	3,342				3,342		3,342	1.66	2.05
Herbicide-Insecticide	53,881				53,881		53,881	26.76	33.13
Crop Supplies					0				
<b>Total Crop Expenses</b>					<b>\$129,187</b>		<b>\$129,187</b>	<b>\$64.16</b>	<b>\$79.42</b>
Dairy Expense					0				
Feed Purchased	6,415		-2,912		3,503	3,503			
Vet-Medicine-Drugs	1,103				1,103	1,103			
Lvstk Marketing-Breeding	1,581				1,581	1,581			
Livestock Supplies	754				754	754			
<b>Total Lvstk Expenses</b>					<b>\$6,941</b>	<b>\$6,941</b>			
Building Repair	1,388				1,388	195	1,193	0.59	0.73
Conservation					0				
Depr - Buildings				1,715	1,715	484	1,231	0.61	0.76
<b>Total Improvement</b>					<b>\$3,103</b>	<b>\$679</b>	<b>\$2,424</b>	<b>\$1.20</b>	<b>\$1.49</b>
Interest Paid	9,211				9,211	2,115	7,097	3.52	4.36
Cash Farm Rent	30,859				30,859	19,761	11,097	5.51	6.82
Net Curr Asset Chg				17,372	17,372	2,654	14,718	7.31	9.05
Net Int Asset Chg				17,029	17,029	4,712	12,317	6.12	7.57
Net LT Asset Chg				22,119	22,119	3,945	18,173	9.03	11.17
<b>Total Asset Charges</b>					<b>\$96,590</b>	<b>\$33,188</b>	<b>\$63,402</b>	<b>\$31.49</b>	<b>\$38.98</b>
Fee-Publ-Travel	4,012				4,012	660	3,352	1.66	2.06
Real Estate Tax	7,075				7,075	1,327	5,748	2.85	3.53
Property Taxes	1,464				1,464	184	1,280	0.64	0.79
Gen Farm Insurance	5,386				5,386	835	4,551	2.26	2.80
Farm Utilities	3,622				3,622	1,281	2,341	1.16	1.44
Utilities	1,030				1,030	178	853	0.42	0.52
<b>Total Other Expenses</b>					<b>\$22,590</b>	<b>\$4,465</b>	<b>\$18,125</b>	<b>\$9.00</b>	<b>\$11.14</b>
<b>Total</b>	<b>\$317,477</b>	<b>\$5,000</b>	<b>(\$16,472)</b>	<b>\$160,998</b>	<b>\$467,003</b>	<b>\$63,080</b>	<b>\$403,923</b>	<b>\$200.61</b>	<b>\$248.32</b>

\* Total costs may include costs allocated to custom work and/or other enterprises

2017 Data - Southwest Kansas  
County Averages (1)

Kansas Farm Management Association  
Annual ProfitLink Summary  
Wichita (5 Farms)

Income and Expense Analysis

1	Beef	56,155
2	Dairy and Milk	
3	Sheep	
4	Swine	
5	Poultry and Eggs	
6	Other Livestock/Hedging	
7	Custom Feeding	
8	Feed Purchased	-3,503
9	<b>Livestock Value Produced</b>	<b>\$52,652</b>
10	Corn	125,799
11	Grain Sorghum	70,895
12	Soybeans	
13	Sunflowers	
14	Wheat	139,613
15	Hay and Forage	4,983
16	Other Crop	
17	Government Payments	51,333
18	Crop Insurance Proceeds	20,455
19	Machine Work	2,231
20	Other Income/Hedging	6,323
21	<b>Value of Farm Production</b>	<b>\$474,283</b>
22	Hired Labor	8,337
23	Machinery Repairs	26,581
24	Irrigation Repairs	885
25	Building Repairs	1,388
26	Seed/Other Crop Expense	27,688
27	Crop Insurance	7,332
28	Fertilizer-Lime	33,277
29	Machine Hire	47,729
30	Organization Fees, Publications	4,012
31	Vet-Med-Drugs	1,103
32	Misc Crop Expense	3,342
33	Misc Livestock Expense	1,581
34	Dairy Expense	
35	Gas-Fuel-Oil	22,466
36	Irrigation Energy	3,667
37	Real Estate Taxes	7,075
38	Personal Property Taxes	1,464
39	General Farm Insurance	5,386
40	Utilities	4,652
41	Cash Farm Rent	30,859
42	Herbicide-Insecticide	53,881
43	Conservation	
44	Auto Expense	586
45	<b>Total Operating Expense</b>	<b>\$293,291</b>
46	Interest Paid	9,211
47	Depreciation-Machinery	33,164
48	Depreciation-Buildings	1,715
49	<b>Total Farm Expense</b>	<b>\$337,381</b>
50	<b>Net Farm Income</b>	<b>\$136,902</b>

51	Unpaid Family Labor	3,600
52	Unpaid Operator Labor	66,000
53	Current Asset Charge	17,372
54	Non-Current Asset Charge	39,148
55	Return to Labor & Management	76,782
56	Return to Capital	76,513

Ratios

57	Total Expense Ratio	0.7114
58	Adjusted Total Expense Ratio	0.8581
59	Economic Total Expense Ratio	0.9773
60	Operating Profit Margin Ratio	0.1613
61	Asset Turnover Ratio	0.3702
62	% Return on Assets	0.0597
63	% Return on Equity	0.0677
64	Average Current Ratio	6.8815
65	Average Debt to Asset Ratio	0.2236

2017 Data - Southwest Kansas  
County Averages (1)

Kansas Farm Management Association  
Annual ProfitLink Summary  
Wichita (5 Farms)

Assets/Loans		January 1	December 31	January 1	December 31
66	Current Assets	310,276	378,730		
67	Non-Current Accts Receivable	1,463	1,314		
68	Breeding Livestock	92,437	73,148		
69	Machinery and Equipment	324,024	340,808		
70	Buildings	17,544	15,829		
71	Owned Land	456,250	550,165		
72	Total Assets	1,201,994	1,359,994		
73	Current Liabilities	45,246	54,879		
74	Non-Current Liabilities	219,890	252,934		
75	Net Worth	936,858	1,052,181		

Labor

76	Number of Operators	0.92	
77	Number of Workers	1.20	
78	Total Work Days	250	
79	Value Farm Production/Worker	395,236	
80	Net Farm Income/Worker	114,085	

Per Operator Basis

81	Total Assets	1,398,465	
82	Value of Farm Production/Operator	517,776	
83	Net Farm Income/Operator	149,456	

Other Factors

84	% Crop Acres Irrigated	7.26 %	
85	% Tillable Land	58.53 %	
86	Crop Machine Cost/Total Expense (%)	42.44 %	

Acres		Total	Cnt	Owned		Rented		Total	Cnt	Owned		Rented	
				Acres	Cnt	Acres	Cnt			Acres	Cnt	Acres	Cnt
87	Total Acres	3440	5	459	5	2981	5						
88	Non-Irrigated Crop Acres	1867	5	250	5	1617	5						
89	Irrigated Crop Acres												
90	Total Crop Acres	2014	5	355	5	1658	5						
91	Pasture Acres												
92	Farmstead-Timber Acres												

Crop Value, Costs, Acres		Total	Per Crop Acre	Per Harv Acre	Total	Per Crop Acre	Per Harv Acre
93	Acres		2013.52	1626.60			
94	Crop Mach Invest	322,545	160.19	198.29			
95	Crop Mach Cost	143,189	71.11	88.03			
96	Gross Crop Value	526,911	261.69	323.93			
97	Crop Prod Costs	301,927	149.95	185.62			

Non-Irrigated Acres		Cnt	Avg Acres	Owned		Rented		Cnt	Avg Acres	Owned		Rented	
				Acres	Yield	Acres	Yield			Acres	Yield	Acres	Yield
98	Corn												
99	Grain Sorghum	5	384										
100	Soybeans												
101	Sunflowers												
102	Wheat	5	888			790	36.34						
103	Other Crops												
104	Alfalfa Hay												
105	Other Hay & Forage												
106	DC Grain Sorghum												
107	DC Soybeans												
108	DC Sunflowers												

Irrigated Acres		Cnt	Avg Acres	Owned		Rented		Cnt	Avg Acres	Owned		Rented	
				Acres	Yield	Acres	Yield			Acres	Yield	Acres	Yield
109	Corn												
110	Grain Sorghum												
111	Soybeans												
112	Sunflowers												
113	Wheat												
114	Other Crops												
115	Alfalfa Hay												
116	Other Hay & Forage												
117	DC Grain Sorghum												
118	DC Soybeans												
119	DC Sunflowers												

Avg Livestock Inventories and Sales

120	Beef Cows	76	
121	Dairy Cows		
122	Ewes		
123	Litters Farrowed		
124	Beef Feeders	63	
125	Swine Feeders		
126	Turkeys		



## **SUMMARY NOTES:**



# **Kansas Farm Management Association**

*Building Strong Relationships... Producing Excellence*

The Kansas Farm Management Association (KFMA) is a cooperative program between K-State Research & Extension and six local Farm Management Associations with 11 offices located throughout the state. A team of dedicated KFMA Economists works with members to provide farm families with production and financial management information that can be used to improve:

- Farm business organization
- Farm business decisions
- Farm profitability

Find out more about the Kansas Farm Management Association by contacting the local KFMA office in your area or the KFMA Executive Director at the offices listed below:

## **KFMA NW**

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785-462-6664  
**Mark Wood**  
**Ashley Sherman**  
**Jordan Steele**

## **KFMA SW**

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**Douglas Stucky**  
**Lindsay Bryant**  
**Sandy Myers**

## **KFMA SC**

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**Clay Simons**  
**Camille Claassen**  
**Jonie James**  
**Bryan Manny**  
**Aaron Meisenheimer**

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**Associate Director:** **Mark Dikeman**, e-mail [dikemanm@k-state.edu](mailto:dikemanm@k-state.edu)

**Professional Development Officer:** **Anthony Ruiz**, e-mail [anruiz@k-state.edu](mailto:anruiz@k-state.edu)

Visit our Web site at: [www.AgManager.info/KFMA](http://www.AgManager.info/KFMA)

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