

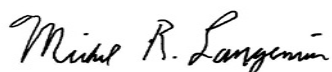
May, 2008

EXECUTIVE SUMMARY
2007 ProfitLink Analysis
Kansas Farm Management Association Program
www.kmar105.com/kfma
www.agmanager.info

The efforts of many farm families throughout Kansas keeping detailed farm business and financial records make possible the annual report of whole farm and enterprise cost-of-production analysis information. The KFMA Economists, association clerical staff, and the K-MAR-105 Association staff, work together with the Farm Management Association member families to make this information available.

The following tables provide you with a glimpse of the information on a state-wide basis. More detailed analysis will be published soon.

Sincerely,



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VALUE OF FARM PRODUCTION

Year	NW	NC	NE	SW	SC	SE
2007	\$696,902	\$321,257	\$391,896	\$405,898	\$376,111	\$390,616
2006	\$377,128	\$259,335	\$294,436	\$260,130	\$314,336	\$291,010
2005	\$364,436	\$258,323	\$290,570	\$264,536	\$268,648	\$312,390
2004	\$289,904	\$241,269	\$269,048	\$233,102	\$259,927	\$283,622
2003	\$271,200	\$226,788	\$213,380	\$242,700	\$247,129	\$244,661
5 Year Avg	\$399,914	\$261,394	\$291,866	\$281,273	\$293,230	\$304,460

NET FARM INCOME

Year	NW	NC	NE	SW	SC	SE
2007	\$233,000	\$81,288	\$114,118	\$108,397	\$88,849	\$114,423
2006	\$58,517	\$40,742	\$52,259	\$21,779	\$57,960	\$40,026
2005	\$66,930	\$42,065	\$68,325	\$23,779	\$36,535	\$76,283
2004	\$45,801	\$51,670	\$77,393	\$29,927	\$52,709	\$84,394
2003	\$59,988	\$52,511	\$38,630	\$37,329	\$43,628	\$63,155
5 Year Avg	\$92,847	\$53,655	\$70,145	\$44,242	\$55,936	\$75,656

**PERCENT OF FARMS IN INCOME GROUPS
FARM MANAGEMENT ASSOCIATIONS
2007**

	NW %	SW %	NC %	SC %	NE %	SE %	All Assn. %
Over \$240,000 Net Income	31.08%	8.70%	7.39%	9.52%	16.53%	14.08%	13.76%
\$210,000 - \$240,000	4.73%	5.43%	2.72%	2.04%	3.39%	2.58%	3.03%
\$180,000 - \$210,000	7.43%	3.26%	4.28%	5.44%	8.47%	1.88%	4.75%
\$150,000 - \$180,000	4.73%	7.61%	4.28%	4.76%	2.54%	4.69%	4.47%
\$120,000 - \$150,000	10.14%	4.35%	4.28%	11.56%	7.63%	6.10%	7.43%
\$90,000 - \$120,000	14.86%	10.87%	13.62%	9.18%	9.75%	10.56%	11.15%
\$60,000 - \$90,000	6.08%	15.22%	14.79%	12.24%	8.47%	9.39%	10.81%
\$30,000 - \$60,000	8.78%	15.22%	16.73%	10.20%	12.71%	15.26%	13.42%
\$0 - \$30,000	4.73%	20.65%	15.95%	17.69%	12.71%	18.78%	15.76%
\$0 - \$30,000 Loss	4.05%	5.43%	10.12%	11.56%	12.29%	11.74%	10.32%
\$30,000 - \$60,000 Loss	1.35%	1.09%	3.89%	2.72%	2.54%	3.76%	2.96%
Greater than - \$60,000 Loss	2.03%	2.17%	1.95%	3.06%	2.97%	1.17%	2.13%
TOTAL NUMBER OF FARMS	148	92	257	294	236	426	1,453
AVERAGE NET FARM INCOME	\$233,000	\$108,397	\$81,288	\$88,849	\$114,118	\$114,423	\$115,035

**FIVE-YEAR TREND ANALYSIS
TYPE OF FARM
2003-2007**

Type of Farm	No. of Farms	Net Income/Operator				
		2007	2007	2006	2005	2004
All Farms	1,453	\$116,130	\$46,804	\$57,584	\$63,491	\$52,410
Cash Crop Dryland	1,010	120,594	49,366	49,422	57,087	51,424
Cash Crop Irrigated	62	280,585	92,335	64,955	62,729	57,580
Stock-Ranch Cowherd	21	23,633	35,986	45,396	51,366	34,148
Cowherd	15	34,948	13,344	24,914	32,088	22,458
Dairy	35	82,088	25,663	52,658	71,192	24,484
Backgrounding	11	(941)	(5,823)	63,279	82,252	63,035
Cash Crop-Cowherd	137	61,588	31,132	50,149	49,613	33,879
Cash Crop-Dairy	11	161,507	55,538	72,799	81,068	49,643
Cash Crop-Backgrounding	29	74,803	1,203	83,820	79,308	87,728
Cash Crop-Beef	44	104,912	12,898	97,138	80,306	89,456
Turkeys	9	44,338	46,732	48,093	47,912	36,777
Cash Crop - Livestock	31	76,332	34,629	85,253	110,064	55,244

**VALUE OF PRODUCTION, TOTAL EXPENSE, and NET FARM INCOME
by INCOME—2007**

Assn	High Income Farms (25%)			Low Income Farms (25%)			Average of all Farms				
	Number Farms (25% of Total)	Value of Farm Production	Total Farm Expenses	Net Farm Income	Value of Farm Production	Total Farm Expenses	Net Farm Income	Number of Farms	Value of Farm Production	Total Farm Expenses	Net Farm Income
NW	37	\$1,449,675	\$860,267	\$589,408	\$374,085	\$353,844	\$20,241	148	\$696,902	\$463,902	\$233,000
SW	23	\$848,624	\$553,694	\$294,930	\$252,435	\$259,959	(\$ 7,524)	92	\$405,898	\$297,500	\$108,397
NC	64	\$602,639	\$389,349	\$213,291	\$152,183	\$166,625	(\$14,442)	257	\$321,257	\$239,969	\$81,288
SC	74	\$652,000	\$411,109	\$240,891	\$243,711	\$274,382	(\$30,671)	294	\$376,111	\$287,262	\$88,849
NE	59	\$797,389	\$497,671	\$299,718	\$139,987	\$158,099	(\$18,112)	236	\$391,896	\$277,778	\$114,118
SE	107	\$891,324	\$551,362	\$339,962	\$116,066	\$130,435	(\$14,369)	426	\$390,616	\$276,193	\$114,423
2007	363	\$846,644	\$524,484	\$322,160	\$179,819	\$196,269	(\$16,450)	1,453	\$407,787	\$292,752	\$115,035
State of Kansas											
2006	389	\$539,153	\$383,574	\$155,469	\$217,221	\$254,172	(\$36,951)	1,554	\$298,230	\$252,161	\$46,593
2005	383	\$556,264	\$386,252	\$170,012	\$167,705	\$185,426	(\$17,721)	1,532	\$294,230	\$237,248	\$56,982
2004	437	\$521,796	\$345,625	\$176,171	\$129,382	\$141,523	(\$12,142)	1,746	\$265,629	\$203,025	\$62,604
2003	455	\$462,290	\$312,084	\$150,206	\$126,220	\$141,845	(\$15,625)	1,820	\$240,059	\$189,008	\$51,051
2002	480	\$345,541	\$253,105	\$ 92,436	\$166,575	\$207,732	(\$41,156)	1,921	\$198,706	\$179,600	\$19,106
2001	486	\$367,089	\$264,222	\$102,867	\$182,642	\$214,652	(\$32,010)	1,937	\$214,664	\$186,669	\$27,995
2000	521	\$393,589	\$271,536	\$122,053	\$134,965	\$155,068	(\$20,103)	2,083	\$214,104	\$174,907	\$39,197
1999	524	\$398,602	\$272,377	\$126,225	\$117,669	\$133,792	(\$16,123)	2,097	\$207,858	\$165,370	\$42,488
1998	535	\$304,419	\$220,779	\$ 83,640	\$135,548	\$177,607	(\$42,058)	2,139	\$175,615	\$158,836	\$16,778
1997	541	\$410,484	\$257,880	\$152,604	\$115,173	\$121,628	(\$6,455)	2,164	\$220,426	\$161,074	\$59,352

FIVE-YEAR TREND ANALYSIS
AVERAGE OF ALL FARMS
2003 - 2007

	<u>2007</u>	<u>2006</u>	<u>2005</u>	<u>2004</u>	<u>2003</u>
Number of Farms	1,453	1,554	1,532	1,746	1,820
Livestock Gross Income	71,786	60,860	77,765	70,261	55,650
Value of Farm Production	407,787	298,754	294,230	265,629	240,059
Cash Operating Expense - Interest	240,495	206,136	194,618	166,241	153,185
Interest Expense	22,933	19,378	16,865	14,269	15,218
Depreciation	29,324	26,647	25,764	22,515	20,606
Total Farm Expense	292,752	252,161	237,247	203,025	189,009
Accrual Net Farm Income	115,035	46,593	56,982	62,604	51,051
Return to Labor-Management	47,187	(13,635)	(1,274)	18,244	9,932
Return to Capital	89,939	24,137	30,995	33,818	25,770
<u>Values / \$100 of Farm Production:</u>					
Operating Expense	58.98	69.00	66.14	62.58	63.81
Interest Expense	5.62	6.49	5.73	5.37	6.34
Depreciation Expense	7.19	8.92	8.76	8.48	8.58
Total Expense	71.79	84.40	80.63	76.43	78.73
Net Farm Income	28.21	15.60	19.37	23.57	21.27
% Return on Net Worth	8.23%	0.65%	2.00%	3.66%	2.13%
Total Loans (Dec. 31)	336,113	318,994	306,458	275,174	261,786
Total Assets (Dec. 31)	1,195,316	1,060,720	1,029,784	829,309	773,034
Current Assets/Current Liabilities (Dec. 31)	2.83	2.32	2.41	2.49	2.30
Total Loans/Total Assets (Dec. 31)	0.28	0.30	0.30	0.33	0.34
Total Acres	1,907	1,918	1,861	1,823	1,836
Crop Acres	1,305	1,269	1,244	1,206	1,224
Number of Workers	1.41	1.45	1.42	1.40	1.38
Number of Operators	0.99	0.99	0.98	0.98	0.97
Gross Crop Value / Crop Acre	316.47	217.90	212.10	190.42	186.97
Crop Production Costs / Crop Acre	170.14	148.71	147.79	130.70	119.97
Machinery Investment / Crop Acre	145.95	135.07	134.10	124.91	115.37
Machinery Costs / Crop Acre	63.12	57.67	58.47	51.85	47.11
Total Family Living Expense	50,261	45,752	44,864	41,365	38,989