

## Kansas Farm Management Associations

2007 DATA - NORTH CENTRAL KANSAS **2007 Annual ProfitLink Summary**

INCOME AND EXPENSE ANALYSIS

**SORTED BY TOTAL CROP ACRES**

**< 401 ACRES**

**33 FARMS**

**401 - 800 ACRES**

**68 FARMS**

| ITEM                             | PER FARM   | PER FARM    |           |             |
|----------------------------------|------------|-------------|-----------|-------------|
| 1 BEEF                           | 30,011     | 97,993      |           |             |
| 2 DAIRY AND MILK                 | 63,864     | 11,266      |           |             |
| 3 SHEEP                          |            | 197         |           |             |
| 4 SWINE                          | 10,543     | 2,487       |           |             |
| 5 POULTRY AND EGGS               | -3         | -2          |           |             |
| 6 OTHER LIVESTOCK                | -324       | -409        |           |             |
| 7 CUSTOM FEEDING                 | 2,937      |             |           |             |
| 8 FEED PURCHASED                 | -36,611    | -56,779     |           |             |
| 9 LIVESTOCK INCOME               | \$ 70,417  | \$ 54,753   |           |             |
| 10 CORN                          | 2,379      | 5,939       |           |             |
| 11 GRAIN SORGHUM                 | 5,601      | 22,348      |           |             |
| 12 SOYBEANS                      | 9,293      | 19,294      |           |             |
| 13 SUNFLOWERS                    | 230        | 42          |           |             |
| 14 WHEAT                         | 9,987      | 31,608      |           |             |
| 15 HAY AND FORAGE                | 7,108      | 11,520      |           |             |
| 16 OTHER CROP                    | 314        | 646         |           |             |
| 17 GOVERNMENT PAYMENTS           | 4,749      | 8,985       |           |             |
| 18 CROP INSURANCE PROCEEDS       | 5,162      | 12,871      |           |             |
| 19 MACHINE WORK                  | 1,303      | 3,472       |           |             |
| 20 OTHER INCOME                  | 2,778      | 6,899       |           |             |
| 21 VALUE OF FARM PRODUCTION      | \$ 119,322 | \$ 178,377  |           |             |
| 22 HIRED LABOR                   | 7,695      | 2,403       |           |             |
| 23 MACHINERY REPAIRS             | 10,527     | 14,424      |           |             |
| 24 IRRIGATION REPAIRS            | 2          | 61          |           |             |
| 25 BUILDING REPAIRS              | 858        | 1,486       |           |             |
| 26 INTEREST PAID                 | 11,147     | 14,013      |           |             |
| 27 SEED-OTHER CROP EXPENSE       | 4,071      | 7,960       |           |             |
| 28 CROP INSURANCE                | 952        | 3,219       |           |             |
| 29 FERTILIZER-LIME               | 8,164      | 21,317      |           |             |
| 30 MACHINE HIRE                  | 5,474      | 6,363       |           |             |
| 31 ORGANIZATION FEE, PUBLICATION | 2,244      | 1,835       |           |             |
| 32 VET-MED-DRUGS                 | 4,150      | 3,780       |           |             |
| 33 CROP STORAGE-MARKETING        | 263        | 644         |           |             |
| 34 LIVESTOCK MARKETING-BREEDING  | 2,553      | 5,991       |           |             |
| 35 DAIRY EXPENSE                 | 5,103      | 958         |           |             |
| 36 GAS-FUEL-OIL                  | 8,800      | 11,906      |           |             |
| 37 IRRIGATION ENERGY             |            | 4           |           |             |
| 38 REAL ESTATE TAXES             | 3,263      | 3,310       |           |             |
| 39 PERSONAL PROPERTY TAXES       | 486        | 423         |           |             |
| 40 GENERAL FARM INSURANCE        | 2,796      | 3,068       |           |             |
| 41 UTILITIES                     | 4,706      | 3,197       |           |             |
| 42 CASH FARM RENT                | 5,799      | 12,395      |           |             |
| 43 HERBICIDE-INSECTICIDE         | 2,859      | 7,747       |           |             |
| 44 CONSERVATION                  | 758        | 101         |           |             |
| 45 AUTO EXPENSE                  | 746        | 1,164       |           |             |
| 46 TOTAL OPERATING EXPENSE       | \$ 93,419  | \$ 127,770  |           |             |
| 47 DEPRECIATION-MACHINERY        | 8,893      | 12,557      |           |             |
| 48 DEPRECIATION-BUILDINGS        | 2,019      | 1,355       |           |             |
| 49 TOTAL FARM EXPENSE            | \$ 104,331 | \$ 141,682  |           |             |
| 50 NET FARM INCOME               | \$ 14,990  | \$ 36,696   |           |             |
| 51 UNPAID FAMILY LABOR           | 693        | 1,458       |           |             |
| 52 UNPAID OPERATOR LABOR         | 32,580     | 37,273      |           |             |
| 53 CURRENT ASSET CHARGE - 8%     | 7,650      | 11,999      |           |             |
| 54 NONCURRENT ASSET CHARGE - 8%  | 29,600     | 28,326      |           |             |
| 55 RETURN LABOR-MANAGEMENT       | -22,953    | -5,087      |           |             |
| 56 RETURN TO CAPITAL             | -7,135     | 11,978      |           |             |
| 57 ASSET TURNOVER RATIO          | .1941      | .2412       |           |             |
| 58 OPERATING PROFIT MARGIN RATIO | -.0598     | .0672       |           |             |
| 59 % RETURN ON ASSETS            | -.0116     | .0162       |           |             |
| 60 % RETURN ON EQUITY            | -.0393     | -.0040      |           |             |
| 61 TOTAL EXPENSE RATIO           | .8744      | .7943       |           |             |
| 62 ADJUSTED TOTAL EXPENSE RATIO  | 1.1532     | 1.0114      |           |             |
| 63 ECONOMIC TOTAL EXPENSE RATIO  | 1.4654     | 1.2375      |           |             |
| ASSETS/LOANS/FINANCIAL RATIOS    | JANUARY 1  | DECEMBER 31 | JANUARY 1 | DECEMBER 31 |
| 64 CURRENT ASSETS                | 149,529    | 159,168     | 258,042   | 281,084     |
| 65 NONCURRENT ASSETS             | 461,394    | 459,705     | 466,396   | 473,817     |
| 66 CURRENT LIABILITIES           | 63,636     | 53,818      | 117,680   | 121,482     |
| 67 NONCURRENT LIABILITIES        | 88,186     | 92,906      | 114,741   | 117,325     |
| 68 CURRENT RATIO                 | 2.35       | 2.96        | 2.19      | 2.31        |
| 69 DEBT TO ASSET RATIO           | .25        | .24         | .32       | .32         |

## Kansas Farm Management Associations

2007 DATA - NORTH CENTRAL KANSAS **2007 Annual ProfitLink Summary**

ANALYSIS OF THE FARM BUSINESS

**SORTED BY TOTAL CROP ACRES**

**< 401 ACRES**

**401 - 800 ACRES**

|   |                               |        |       |               |       |               |        |         |      |               |         |               |        |       |
|---|-------------------------------|--------|-------|---------------|-------|---------------|--------|---------|------|---------------|---------|---------------|--------|-------|
| AVERAGE ASSET & NET WORTH VALUES        |                               |        |       |               |       |               |        |         |      |               |         |               |        |       |
| 70                                      | BREEDING LIVESTOCK            |        |       |               |       |               |        |         |      | 73,531        | 51,735  |               |        |       |
| 71                                      | MACHINERY AND EQUIPMENT       |        |       |               |       |               |        |         |      | 30,822        | 40,837  |               |        |       |
| 72                                      | MOTOR VEHICLES & LISTED PROPE |        |       |               |       |               |        |         |      | 48,287        | 66,675  |               |        |       |
| 73                                      | BUILDINGS                     |        |       |               |       |               |        |         |      | 15,950        | 13,650  |               |        |       |
| 74                                      | OWNED LAND                    |        |       |               |       |               |        |         |      | 334,739       | 338,040 |               |        |       |
| 75                                      | TOTAL ASSETS                  |        |       |               |       |               |        |         |      | 614,898       | 739,670 |               |        |       |
| 76                                      | NET WORTH                     |        |       |               |       |               |        |         |      | 465,625       | 504,055 |               |        |       |
| LABOR                                   |                               |        |       |               |       |               |        |         |      |               |         |               |        |       |
| 77                                      | NUMBER OF OPERATORS           |        |       |               |       |               |        |         |      | .71           | .81     |               |        |       |
| 78                                      | NUMBER OF WORKERS             |        |       |               |       |               |        |         |      | .99           | .89     |               |        |       |
| 79                                      | TOTAL WORK DAYS               |        |       |               |       |               |        |         |      | 180           | 199     |               |        |       |
| 80                                      | VALUE FARM PRODUCTION/WORKER  |        |       |               |       |               |        |         |      | 120,049       | 199,830 |               |        |       |
| 81                                      | NET FARM INCOME/WORKER        |        |       |               |       |               |        |         |      | 15,082        | 41,109  |               |        |       |
| PER OPERATOR BASIS                      |                               |        |       |               |       |               |        |         |      |               |         |               |        |       |
| 82                                      | TOTAL ASSETS                  |        |       |               |       |               |        |         |      | 863,474       | 907,898 |               |        |       |
| 83                                      | VALUE OF FARM PRODUCTION      |        |       |               |       |               |        |         |      | 167,558       | 218,947 |               |        |       |
| 84                                      | NET FARM INCOME               |        |       |               |       |               |        |         |      | 21,050        | 45,042  |               |        |       |
| OTHER FACTORS                           |                               |        |       |               |       |               |        |         |      |               |         |               |        |       |
| 85                                      | % CROP ACRES IRRIGATED        |        |       |               |       |               |        |         |      | 2.35          | .49     |               |        |       |
| 86                                      | % TILLABLE LAND               |        |       |               |       |               |        |         |      | 39.06         | 57.12   |               |        |       |
| 87                                      | CROP MACH COST/TOT EXPENSE(%) |        |       |               |       |               |        |         |      | 22.67         | 28.35   |               |        |       |
| ACRES                                   |                               |        |       |               |       |               |        |         |      |               |         |               |        |       |
|   |                               | TOTAL  | CNT   | OWNED         | CNT   | RENTED        | CNT    | TOTAL   | CNT  | OWNED         | CNT     | RENTED        | CNT    |       |
| 88                                      | TOTAL ACRES                   | 676    | 33    | 332           | 31    | 429           | 28     | 1045    | 68   | 500           | 57      | 655           | 65     |       |
| 89                                      | NON-IRRIGATED CROP ACRES      | 266    | 32    | 157           | 30    | 147           | 26     | 594     | 68   | 309           | 54      | 376           | 63     |       |
| 90                                      | IRRIGATED CROP ACRES          |        |       |               |       |               |        |         |      |               |         |               |        |       |
| 91                                      | TOTAL CROP ACRES              | 272    | 32    | 160           | 30    | 151           | 26     | 597     | 68   | 312           | 54      | 377           | 63     |       |
| 92                                      | PASTURE ACRES                 | 538    | 25    | 285           | 19    | 383           | 21     | 548     | 54   | 244           | 46      | 438           | 42     |       |
| 93                                      | FARMSTEAD ACRES               | 22     | 7     | 18            | 6     |               |        | 51      | 17   | 34            | 14      | 64            | 6      |       |
| CROP VALUE, COSTS, ACRES                |                               |        |       |               |       |               |        |         |      |               |         |               |        |       |
|   |                               | TOTAL  |       | PER CROP ACRE |       | PER HARV.ACRE |        | TOTAL   |      | PER CROP ACRE |         | PER HARV.ACRE |        |       |
| 94                                      | ACRES                         |        |       | 264           |       | 292           |        |         |      | 597           |         | 612           |        |       |
| 95                                      | CROP MACHINERY INVESTMENT     | 52,251 |       | 197.76        |       | 178.91        |        | 85,363  |      | 142.97        |         | 139.43        |        |       |
| 96                                      | CROP MACHINERY COST           | 23,656 |       | 89.53         |       | 81.00         |        | 40,167  |      | 67.27         |         | 65.61         |        |       |
| 97                                      | GROSS CROP VALUE              | 65,993 |       | 249.77        |       | 225.97        |        | 139,849 |      | 234.22        |         | 228.43        |        |       |
| 98                                      | CROP PRODUCTION COSTS         | 48,838 |       | 184.84        |       | 167.22        |        | 93,388  |      | 156.41        |         | 152.54        |        |       |
| NON-IRRIGATED ACRES                     |                               |        |       |               |       |               |        |         |      |               |         |               |        |       |
|   |                               |        | AVE.  |               | OWNED |               | RENTED |         | AVE. |               | OWNED   |               | RENTED |       |
|   |                               | CNT    | ACRES |               | ACRES | YIELD         | ACRES  | YIELD   | CNT  | ACRES         | ACRES   | YIELD         | ACRES  | YIELD |
| 99                                      | CORN                          |        |       |               |       |               |        |         | 19   | 66            | 48      | 96.1          | 48     | 97.1  |
| 100                                     | GRAIN SORGHUM                 | 13     | 54    |               | 58    | 93.7          | 29     | 80.1    | 56   | 104           | 68      | 84.4          | 82     | 82.9  |
| 101                                     | SOYBEANS                      | 20     | 50    |               | 35    | 34.8          | 36     | 33.6    | 49   | 104           | 67      | 28.3          | 79     | 28.9  |
| 102                                     | SUNFLOWERS                    |        |       |               |       |               |        |         |      |               |         |               |        |       |
| 103                                     | WHEAT                         | 26     | 114   |               | 86    | 17.6          | 71     | 17.8    | 66   | 292           | 161     | 22.8          | 189    | 21.3  |
| 104                                     | OTHER CROPS                   |        |       |               |       |               |        |         |      |               |         |               |        |       |
| 105                                     | ALFALFA                       | 22     | 53    |               | 33    | 3.0           | 47     | 2.7     | 47   | 76            | 47      | 3.5           | 72     | 2.5   |
| 106                                     | OTHER HAY & FORAGE            | 25     | 137   |               | 63    |               | 123    |         | 56   | 111           | 73      |               | 84     |       |
| 107                                     | VEGETABLES                    |        |       |               |       |               |        |         |      |               |         |               |        |       |
| 108                                     | TRUCK CROPS                   |        |       |               |       |               |        |         |      |               |         |               |        |       |
| 109                                     | FRUIT - FLOWERS - TREES       |        |       |               |       |               |        |         |      |               |         |               |        |       |
| IRRIGATED ACRES                         |                               |        |       |               |       |               |        |         |      |               |         |               |        |       |
|   |                               |        | AVE.  |               | OWNED |               | RENTED |         | AVE. |               | OWNED   |               | RENTED |       |
|   |                               | CNT    | ACRES |               | ACRES | YIELD         | ACRES  | YIELD   | CNT  | ACRES         | ACRES   | YIELD         | ACRES  | YIELD |
| 110                                     | CORN                          |        |       |               |       |               |        |         |      |               |         |               |        |       |
| 111                                     | GRAIN SORGHUM                 |        |       |               |       |               |        |         |      |               |         |               |        |       |
| 112                                     | SOYBEANS                      |        |       |               |       |               |        |         |      |               |         |               |        |       |
| 113                                     | SUNFLOWERS                    |        |       |               |       |               |        |         |      |               |         |               |        |       |
| 114                                     | WHEAT                         |        |       |               |       |               |        |         |      |               |         |               |        |       |
| 115                                     | OTHER CROPS                   |        |       |               |       |               |        |         |      |               |         |               |        |       |
| 116                                     | ALFALFA                       |        |       |               |       |               |        |         |      |               |         |               |        |       |
| 117                                     | OTHER HAY & FORAGE            |        |       |               |       |               |        |         |      |               |         |               |        |       |
| 118                                     | VEGETABLES                    |        |       |               |       |               |        |         |      |               |         |               |        |       |
| 119                                     | TRUCK CROPS                   |        |       |               |       |               |        |         |      |               |         |               |        |       |
| 120                                     | FRUIT - FLOWERS - TREES       |        |       |               |       |               |        |         |      |               |         |               |        |       |
| AVERAGE LIVESTOCK INVENTORIES AND SALES |                               |        |       |               |       |               |        |         |      |               |         |               |        |       |
| 121                                     | BEEF COWS                     |        |       |               |       |               |        |         |      | 22            | 30      |               |        |       |
| 122                                     | DAIRY COWS                    |        |       |               |       |               |        |         |      | 16            | 2       |               |        |       |
| 123                                     | EWES                          |        |       |               |       |               |        |         |      | 3             | 3       |               |        |       |
| 124                                     | SOWS                          |        |       |               |       |               |        |         |      | 27            | 2       |               |        |       |
| 125                                     | BEEF PURCH. FOR RESALE SALES  |        |       |               |       |               |        |         |      | 35            | 145     |               |        |       |
| 126                                     | SWINE PURCH. FOR RESALE SALES |        |       |               |       |               |        |         |      | 8             | 8       |               |        |       |
| 127                                     | TURKEYS                       |        |       |               |       |               |        |         |      |               |         |               |        |       |

## Kansas Farm Management Associations

2007 DATA - NORTH CENTRAL KANSAS **2007 Annual ProfitLink Summary**

INCOME AND EXPENSE ANALYSIS

**SORTED BY TOTAL CROP ACRES**

**801 - 1,200 ACRES**

**64 FARMS**

**1,201 - 1,600 ACRES**

**53 FARMS**

| ITEM                             | PER FARM   | PER FARM    |           |             |
|----------------------------------|------------|-------------|-----------|-------------|
| 1 BEEF                           | 61,893     | 80,480      |           |             |
| 2 DAIRY AND MILK                 | 17,545     | 10,395      |           |             |
| 3 SHEEP                          | 469        | -6          |           |             |
| 4 SWINE                          | 4,625      | 1,555       |           |             |
| 5 POULTRY AND EGGS               |            | -1          |           |             |
| 6 OTHER LIVESTOCK                | -294       | -1,318      |           |             |
| 7 CUSTOM FEEDING                 | 1,577      | 1,554       |           |             |
| 8 FEED PURCHASED                 | -21,891    | -23,236     |           |             |
| 9 LIVESTOCK INCOME               | \$ 63,925  | \$ 69,425   |           |             |
| 10 CORN                          | 15,176     | 33,158      |           |             |
| 11 GRAIN SORGHUM                 | 46,463     | 61,422      |           |             |
| 12 SOYBEANS                      | 43,828     | 61,860      |           |             |
| 13 SUNFLOWERS                    | 3,267      | 1,497       |           |             |
| 14 WHEAT                         | 49,701     | 63,150      |           |             |
| 15 HAY AND FORAGE                | 14,630     | 8,289       |           |             |
| 16 OTHER CROP                    | 1,395      | 2,963       |           |             |
| 17 GOVERNMENT PAYMENTS           | 17,090     | 22,754      |           |             |
| 18 CROP INSURANCE PROCEEDS       | 21,112     | 34,195      |           |             |
| 19 MACHINE WORK                  | 7,654      | 4,637       |           |             |
| 20 OTHER INCOME                  | 13,538     | 8,047       |           |             |
| 21 VALUE OF FARM PRODUCTION      | \$ 297,777 | \$ 371,397  |           |             |
| 22 HIRED LABOR                   | 9,548      | 9,522       |           |             |
| 23 MACHINERY REPAIRS             | 22,367     | 25,734      |           |             |
| 24 IRRIGATION REPAIRS            | 755        | 233         |           |             |
| 25 BUILDING REPAIRS              | 794        | 1,553       |           |             |
| 26 INTEREST PAID                 | 20,845     | 20,832      |           |             |
| 27 SEED-OTHER CROP EXPENSE       | 16,913     | 21,432      |           |             |
| 28 CROP INSURANCE                | 6,859      | 8,736       |           |             |
| 29 FERTILIZER-LIME               | 35,451     | 49,024      |           |             |
| 30 MACHINE HIRE                  | 7,948      | 9,349       |           |             |
| 31 ORGANIZATION FEE, PUBLICATION | 2,831      | 2,749       |           |             |
| 32 VET-MED-DRUGS                 | 3,958      | 3,674       |           |             |
| 33 CROP STORAGE-MARKETING        | 1,918      | 718         |           |             |
| 34 LIVESTOCK MARKETING-BREEDING  | 3,884      | 2,815       |           |             |
| 35 DAIRY EXPENSE                 | 1,598      | 1,127       |           |             |
| 36 GAS-FUEL-OIL                  | 18,752     | 21,238      |           |             |
| 37 IRRIGATION ENERGY             | 78         | 523         |           |             |
| 38 REAL ESTATE TAXES             | 4,974      | 5,182       |           |             |
| 39 PERSONAL PROPERTY TAXES       | 504        | 576         |           |             |
| 40 GENERAL FARM INSURANCE        | 4,271      | 4,988       |           |             |
| 41 UTILITIES                     | 4,138      | 4,200       |           |             |
| 42 CASH FARM RENT                | 19,775     | 22,275      |           |             |
| 43 HERBICIDE-INSECTICIDE         | 18,301     | 19,095      |           |             |
| 44 CONSERVATION                  | 186        | 292         |           |             |
| 45 AUTO EXPENSE                  | 1,026      | 987         |           |             |
| 46 TOTAL OPERATING EXPENSE       | \$ 207,672 | \$ 236,854  |           |             |
| 47 DEPRECIATION-MACHINERY        | 20,836     | 23,839      |           |             |
| 48 DEPRECIATION-BUILDINGS        | 1,492      | 1,684       |           |             |
| 49 TOTAL FARM EXPENSE            | \$ 230,001 | \$ 262,378  |           |             |
| 50 NET FARM INCOME               | \$ 67,777  | \$ 109,019  |           |             |
| 51 UNPAID FAMILY LABOR           | 1,013      | 1,511       |           |             |
| 52 UNPAID OPERATOR LABOR         | 44,606     | 48,081      |           |             |
| 53 CURRENT ASSET CHARGE - 8%     | 12,220     | 13,048      |           |             |
| 54 NONCURRENT ASSET CHARGE - 8%  | 33,152     | 39,715      |           |             |
| 55 RETURN LABOR-MANAGEMENT       | 21,392     | 54,746      |           |             |
| 56 RETURN TO CAPITAL             | 43,003     | 80,260      |           |             |
| 57 ASSET TURNOVER RATIO          | .3537      | .3734       |           |             |
| 58 OPERATING PROFIT MARGIN RATIO | .1444      | .2161       |           |             |
| 59 % RETURN ON ASSETS            | .0511      | .0807       |           |             |
| 60 % RETURN ON EQUITY            | .0391      | .0901       |           |             |
| 61 TOTAL EXPENSE RATIO           | .7724      | .7065       |           |             |
| 62 ADJUSTED TOTAL EXPENSE RATIO  | .9256      | .8400       |           |             |
| 63 ECONOMIC TOTAL EXPENSE RATIO  | 1.0780     | .9821       |           |             |
| ASSETS/LOANS/FINANCIAL RATIOS    | JANUARY 1  | DECEMBER 31 | JANUARY 1 | DECEMBER 31 |
| 64 CURRENT ASSETS                | 247,087    | 272,728     | 283,034   | 321,649     |
| 65 NONCURRENT ASSETS             | 560,467    | 603,649     | 681,278   | 703,456     |
| 66 CURRENT LIABILITIES           | 113,103    | 101,213     | 149,742   | 128,745     |
| 67 NONCURRENT LIABILITIES        | 158,669    | 176,659     | 202,352   | 189,514     |
| 68 CURRENT RATIO                 | 2.18       | 2.69        | 1.89      | 2.50        |
| 69 DEBT TO ASSET RATIO           | .34        | .32         | .37       | .31         |



## Kansas Farm Management Associations

2007 DATA - NORTH CENTRAL KANSAS **2007 Annual ProfitLink Summary**

INCOME AND EXPENSE ANALYSIS

**SORTED BY TOTAL CROP ACRES**

**1,601 - 2,000 ACRES**

**19 FARMS**

**2,001 - 2,400 ACRES**

**15 FARMS**

| ITEM                             | PER FARM   | PER FARM    |             |
|----------------------------------|------------|-------------|-------------|
| 1 BEEF                           | 104,278    | 96,559      |             |
| 2 DAIRY AND MILK                 | 39,298     | -12,536     |             |
| 3 SHEEP                          |            |             |             |
| 4 SWINE                          | 19,383     |             |             |
| 5 POULTRY AND EGGS               |            |             |             |
| 6 OTHER LIVESTOCK                |            | -2,747      |             |
| 7 CUSTOM FEEDING                 |            | 669         |             |
| 8 FEED PURCHASED                 | -54,643    | -26,619     |             |
| 9 LIVESTOCK INCOME               | \$ 108,317 | \$ 55,326   |             |
| 10 CORN                          | 30,779     | 59,420      |             |
| 11 GRAIN SORGHUM                 | 64,946     | 131,566     |             |
| 12 SOYBEANS                      | 62,754     | 128,025     |             |
| 13 SUNFLOWERS                    | 3,230      | 1,505       |             |
| 14 WHEAT                         | 91,784     | 127,732     |             |
| 15 HAY AND FORAGE                | 23,660     | 17,756      |             |
| 16 OTHER CROP                    | 19,945     | 307         |             |
| 17 GOVERNMENT PAYMENTS           | 34,279     | 41,968      |             |
| 18 CROP INSURANCE PROCEEDS       | 64,632     | 57,153      |             |
| 19 MACHINE WORK                  | 13,556     | 8,633       |             |
| 20 OTHER INCOME                  | 14,210     | 2,349       |             |
| 21 VALUE OF FARM PRODUCTION      | \$ 532,091 | \$ 631,740  |             |
| 22 HIRED LABOR                   | 21,075     | 20,912      |             |
| 23 MACHINERY REPAIRS             | 37,238     | 33,660      |             |
| 24 IRRIGATION REPAIRS            | 177        | 401         |             |
| 25 BUILDING REPAIRS              | 1,808      | 2,814       |             |
| 26 INTEREST PAID                 | 34,395     | 29,357      |             |
| 27 SEED-OTHER CROP EXPENSE       | 30,043     | 35,445      |             |
| 28 CROP INSURANCE                | 11,532     | 21,046      |             |
| 29 FERTILIZER-LIME               | 63,726     | 82,201      |             |
| 30 MACHINE HIRE                  | 17,582     | 11,763      |             |
| 31 ORGANIZATION FEE, PUBLICATION | 3,968      | 3,402       |             |
| 32 VET-MED-DRUGS                 | 5,633      | 5,056       |             |
| 33 CROP STORAGE-MARKETING        | 247        | 1,940       |             |
| 34 LIVESTOCK MARKETING-BREEDING  | 4,491      | 5,961       |             |
| 35 DAIRY EXPENSE                 | 4,024      |             |             |
| 36 GAS-FUEL-OIL                  | 28,205     | 29,114      |             |
| 37 IRRIGATION ENERGY             | 303        | 949         |             |
| 38 REAL ESTATE TAXES             | 5,547      | 5,750       |             |
| 39 PERSONAL PROPERTY TAXES       | 1,845      | 1,343       |             |
| 40 GENERAL FARM INSURANCE        | 6,562      | 6,798       |             |
| 41 UTILITIES                     | 8,722      | 5,311       |             |
| 42 CASH FARM RENT                | 39,848     | 63,472      |             |
| 43 HERBICIDE-INSECTICIDE         | 28,528     | 37,087      |             |
| 44 CONSERVATION                  | 206        | 383         |             |
| 45 AUTO EXPENSE                  | 1,364      | 818         |             |
| 46 TOTAL OPERATING EXPENSE       | \$ 357,071 | \$ 404,983  |             |
| 47 DEPRECIATION-MACHINERY        | 32,691     | 46,103      |             |
| 48 DEPRECIATION-BUILDINGS        | 3,737      | 2,325       |             |
| 49 TOTAL FARM EXPENSE            | \$ 393,499 | \$ 453,411  |             |
| 50 NET FARM INCOME               | \$ 138,592 | \$ 178,329  |             |
| 51 UNPAID FAMILY LABOR           | 1,204      | 2,542       |             |
| 52 UNPAID OPERATOR LABOR         | 50,084     | 60,695      |             |
| 53 CURRENT ASSET CHARGE - 8%     | 15,445     | 26,467      |             |
| 54 NONCURRENT ASSET CHARGE - 8%  | 31,862     | 46,142      |             |
| 55 RETURN LABOR-MANAGEMENT       | 90,080     | 103,178     |             |
| 56 RETURN TO CAPITAL             | 121,699    | 144,449     |             |
| 57 ASSET TURNOVER RATIO          | .5157      | .4707       |             |
| 58 OPERATING PROFIT MARGIN RATIO | .2287      | .2287       |             |
| 59 % RETURN ON ASSETS            | .1180      | .1076       |             |
| 60 % RETURN ON EQUITY            | .1476      | .1268       |             |
| 61 TOTAL EXPENSE RATIO           | .7395      | .7177       |             |
| 62 ADJUSTED TOTAL EXPENSE RATIO  | .8359      | .8178       |             |
| 63 ECONOMIC TOTAL EXPENSE RATIO  | .9248      | .9328       |             |
| ASSETS/LOANS/FINANCIAL RATIOS    | JANUARY 1  | DECEMBER 31 | JANUARY 1   |
|                                  |            |             | DECEMBER 31 |
| 64 CURRENT ASSETS                | 313,034    | 371,914     | 489,971     |
| 65 NONCURRENT ASSETS             | 672,102    | 706,447     | 776,911     |
| 66 CURRENT LIABILITIES           | 153,374    | 145,447     | 192,019     |
| 67 NONCURRENT LIABILITIES        | 294,342    | 287,651     | 243,334     |
| 68 CURRENT RATIO                 | 2.04       | 2.56        | 2.55        |
| 69 DEBT TO ASSET RATIO           | .45        | .40         | .34         |



## Kansas Farm Management Associations

2007 DATA - NORTH CENTRAL KANSAS **2007 Annual ProfitLink Summary**

INCOME AND EXPENSE ANALYSIS

**SORTED BY TOTAL CROP ACRES**

**2,401 - 2,800 ACRES**

**5 FARMS**

**> 2,801 ACRES**

**13 FARMS**

| ITEM                             | PER FARM   | PER FARM    |             |
|----------------------------------|------------|-------------|-------------|
| 1 BEEF                           | 19,832     | 141,730     |             |
| 2 DAIRY AND MILK                 | 317,282    | -9,787      |             |
| 3 SHEEP                          |            |             |             |
| 4 SWINE                          |            | -38         |             |
| 5 POULTRY AND EGGS               |            | 1           |             |
| 6 OTHER LIVESTOCK                |            | -1,415      |             |
| 7 CUSTOM FEEDING                 |            | 25,809      |             |
| 8 FEED PURCHASED                 | -70,278    | -19,741     |             |
| 9 LIVESTOCK INCOME               | \$ 266,837 | \$ 136,558  |             |
| 10 CORN                          | 109,969    | 82,339      |             |
| 11 GRAIN SORGHUM                 | 153,180    | 199,013     |             |
| 12 SOYBEANS                      | 197,762    | 182,239     |             |
| 13 SUNFLOWERS                    | 9,751      | 14,524      |             |
| 14 WHEAT                         | 113,208    | 196,688     |             |
| 15 HAY AND FORAGE                | -2,136     | 32,384      |             |
| 16 OTHER CROP                    |            | 993         |             |
| 17 GOVERNMENT PAYMENTS           | 45,361     | 55,260      |             |
| 18 CROP INSURANCE PROCEEDS       | 37,161     | 66,912      |             |
| 19 MACHINE WORK                  | 5,026      | 13,994      |             |
| 20 OTHER INCOME                  | 28,098     | 18,496      |             |
| 21 VALUE OF FARM PRODUCTION      | \$ 964,218 | \$ 999,400  |             |
| 22 HIRED LABOR                   | 92,756     | 46,949      |             |
| 23 MACHINERY REPAIRS             | 46,364     | 61,839      |             |
| 24 IRRIGATION REPAIRS            | 1,284      | 2,142       |             |
| 25 BUILDING REPAIRS              | 9,369      | 5,211       |             |
| 26 INTEREST PAID                 | 28,034     | 54,758      |             |
| 27 SEED-OTHER CROP EXPENSE       | 48,263     | 60,074      |             |
| 28 CROP INSURANCE                | 12,188     | 28,309      |             |
| 29 FERTILIZER-LIME               | 102,138    | 119,759     |             |
| 30 MACHINE HIRE                  | 31,376     | 25,606      |             |
| 31 ORGANIZATION FEE, PUBLICATION | 4,906      | 10,360      |             |
| 32 VET-MED-DRUGS                 | 17,034     | 9,363       |             |
| 33 CROP STORAGE-MARKETING        | 1,174      | 2,387       |             |
| 34 LIVESTOCK MARKETING-BREEDING  | 4,727      | 2,016       |             |
| 35 DAIRY EXPENSE                 | 20,142     |             |             |
| 36 GAS-FUEL-OIL                  | 46,165     | 53,736      |             |
| 37 IRRIGATION ENERGY             |            | 1,897       |             |
| 38 REAL ESTATE TAXES             | 7,794      | 8,649       |             |
| 39 PERSONAL PROPERTY TAXES       | 873        | 1,632       |             |
| 40 GENERAL FARM INSURANCE        | 8,530      | 15,619      |             |
| 41 UTILITIES                     | 21,795     | 17,363      |             |
| 42 CASH FARM RENT                | 42,359     | 77,116      |             |
| 43 HERBICIDE-INSECTICIDE         | 55,424     | 68,732      |             |
| 44 CONSERVATION                  | 2,904      | 180         |             |
| 45 AUTO EXPENSE                  | 890        | 397         |             |
| 46 TOTAL OPERATING EXPENSE       | \$ 606,488 | \$ 674,095  |             |
| 47 DEPRECIATION-MACHINERY        | 58,132     | 76,228      |             |
| 48 DEPRECIATION-BUILDINGS        | 7,756      | 6,582       |             |
| 49 TOTAL FARM EXPENSE            | \$ 672,376 | \$ 756,905  |             |
| 50 NET FARM INCOME               | \$ 291,842 | \$ 242,496  |             |
| 51 UNPAID FAMILY LABOR           |            | 66,865      |             |
| 52 UNPAID OPERATOR LABOR         | 54,900     |             |             |
| 53 CURRENT ASSET CHARGE - 8%     | 19,832     | 23,168      |             |
| 54 NONCURRENT ASSET CHARGE - 8%  | 60,656     | 49,806      |             |
| 55 RETURN LABOR-MANAGEMENT       | 211,353    | 169,522     |             |
| 56 RETURN TO CAPITAL             | 264,975    | 230,388     |             |
| 57 ASSET TURNOVER RATIO          | .6689      | .5954       |             |
| 58 OPERATING PROFIT MARGIN RATIO | .2748      | .2305       |             |
| 59 % RETURN ON ASSETS            | .1838      | .1373       |             |
| 60 % RETURN ON EQUITY            | .2355      | .1925       |             |
| 61 TOTAL EXPENSE RATIO           | .6973      | .7574       |             |
| 62 ADJUSTED TOTAL EXPENSE RATIO  | .7543      | .8243       |             |
| 63 ECONOMIC TOTAL EXPENSE RATIO  | .8377      | .8973       |             |
| ASSETS/LOANS/FINANCIAL RATIOS    | JANUARY 1  | DECEMBER 31 | JANUARY 1   |
|                                  |            |             | DECEMBER 31 |
| 64 CURRENT ASSETS                | 403,070    | 567,603     | 566,712     |
| 65 NONCURRENT ASSETS             | 945,159    | 967,185     | 965,593     |
| 66 CURRENT LIABILITIES           | 248,601    | 226,265     | 351,024     |
| 67 NONCURRENT LIABILITIES        | 202,824    | 193,113     | 394,304     |
| 68 CURRENT RATIO                 | 1.62       | 2.51        | 1.61        |
| 69 DEBT TO ASSET RATIO           | .33        | .27         | .49         |

