

## Kansas Farm Management Associations

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

INCOME AND EXPENSE ANALYSIS

ADJ. TOTAL EXPENSE RATIO QUANTILES

HIGH 25%  
68 FARMS

HIGH MIDDLE  
68 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	56,636	108,998		
2 DAIRY AND MILK	4,721	20,134		
3 SHEEP	146	160		
4 SWINE	5,927	1,524		
5 POULTRY AND EGGS	-1	-3		
6 OTHER LIVESTOCK	-766	-445		
7 CUSTOM FEEDING	1,044	782		
8 FEED PURCHASED	-22,694	-60,769		
9 LIVESTOCK INCOME	\$ 45,012	\$ 70,380		
10 CORN	3,879	21,082		
11 GRAIN SORGHUM	15,255	34,765		
12 SOYBEANS	20,550	35,784		
13 SUNFLOWERS	580	2,034		
14 WHEAT	35,241	45,904		
15 HAY AND FORAGE	6,512	19,517		
16 OTHER CROP	271	5,926		
17 GOVERNMENT PAYMENTS	11,514	18,630		
18 CROP INSURANCE PROCEEDS	16,185	24,619		
19 MACHINE WORK	1,720	5,647		
20 OTHER INCOME	1,523	8,910		
21 VALUE OF FARM PRODUCTION	\$ 158,244	\$ 293,197		
22 HIRED LABOR	7,197	9,986		
23 MACHINERY REPAIRS	16,511	24,090		
24 IRRIGATION REPAIRS	540	254		
25 BUILDING REPAIRS	1,626	1,288		
26 INTEREST PAID	22,509	22,688		
27 SEED-OTHER CROP EXPENSE	11,266	18,574		
28 CROP INSURANCE	4,133	5,991		
29 FERTILIZER-LIME	24,178	37,448		
30 MACHINE HIRE	5,897	9,673		
31 ORGANIZATION FEE, PUBLICATION	2,123	3,836		
32 VET-MED-DRUGS	3,764	5,417		
33 CROP STORAGE-MARKETING	180	1,628		
34 LIVESTOCK MARKETING-BREEDING	5,935	3,862		
35 DAIRY EXPENSE	627	1,662		
36 GAS-FUEL-OIL	14,120	20,113		
37 IRRIGATION ENERGY	113	306		
38 REAL ESTATE TAXES	4,043	4,289		
39 PERSONAL PROPERTY TAXES	513	517		
40 GENERAL FARM INSURANCE	3,645	4,489		
41 UTILITIES	4,315	4,888		
42 CASH FARM RENT	14,214	22,628		
43 HERBICIDE-INSECTICIDE	9,168	18,365		
44 CONSERVATION	399	251		
45 AUTO EXPENSE	785	1,220		
46 TOTAL OPERATING EXPENSE	\$ 157,800	\$ 223,464		
47 DEPRECIATION-MACHINERY	15,267	21,301		
48 DEPRECIATION-BUILDINGS	1,582	1,683		
49 TOTAL FARM EXPENSE	\$ 174,649	\$ 246,448		
50 NET FARM INCOME	\$ -16,405	\$ 46,750		
51 UNPAID FAMILY LABOR	1,850	1,962		
52 UNPAID OPERATOR LABOR	40,368	45,481		
53 CURRENT ASSET CHARGE - 8%	6,847	10,189		
54 NONCURRENT ASSET CHARGE - 8%	28,414	25,089		
55 RETURN LABOR-MANAGEMENT	-53,516	9,509		
56 RETURN TO CAPITAL	-36,114	21,994		
57 ASSET TURNOVER RATIO	.2202	.3724		
58 OPERATING PROFIT MARGIN RATIO	-.2282	.0750		
59 % RETURN ON ASSETS	-.0503	.0279		
60 % RETURN ON EQUITY	-.1330	-.0016		
61 TOTAL EXPENSE RATIO	1.1037	.8406		
62 ADJUSTED TOTAL EXPENSE RATIO	1.3705	1.0024		
63 ECONOMIC TOTAL EXPENSE RATIO	1.5933	1.1227		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	228,038	198,143	294,466	314,995
65 NONCURRENT ASSETS	501,467	509,336	468,637	496,370
66 CURRENT LIABILITIES	140,312	114,695	173,906	180,818
67 NONCURRENT LIABILITIES	144,546	155,900	168,761	169,024
68 CURRENT RATIO	1.63	1.73	1.69	1.74
69 DEBT TO ASSET RATIO	.39	.38	.45	.43



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INCOME AND EXPENSE ANALYSIS

ADJ. TOTAL EXPENSE RATIO QUANTILES

LOW MIDDLE  
68 FARMS

LOW 25%  
66 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	76,640	72,382		
2 DAIRY AND MILK	54,999	17,200		
3 SHEEP	337	-9		
4 SWINE	8,940	2,252		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-1,113	-435		
7 CUSTOM FEEDING	5,054	2,393		
8 FEED PURCHASED	-36,254	-24,340		
9 LIVESTOCK INCOME	\$ 108,603	\$ 69,444		
10 CORN	20,230	49,005		
11 GRAIN SORGHUM	72,392	93,485		
12 SOYBEANS	57,821	97,126		
13 SUNFLOWERS	4,916	1,641		
14 WHEAT	65,191	88,466		
15 HAY AND FORAGE	15,591	10,449		
16 OTHER CROP	1,817	2,304		
17 GOVERNMENT PAYMENTS	21,641	26,849		
18 CROP INSURANCE PROCEEDS	35,068	33,193		
19 MACHINE WORK	8,067	8,474		
20 OTHER INCOME	13,868	13,445		
21 VALUE OF FARM PRODUCTION	\$ 425,206	\$ 493,881		
22 HIRED LABOR	20,861	11,126		
23 MACHINERY REPAIRS	28,907	24,928		
24 IRRIGATION REPAIRS	381	434		
25 BUILDING REPAIRS	1,785	2,032		
26 INTEREST PAID	24,739	14,383		
27 SEED-OTHER CROP EXPENSE	21,539	23,107		
28 CROP INSURANCE	10,815	10,488		
29 FERTILIZER-LIME	48,587	54,591		
30 MACHINE HIRE	13,246	9,973		
31 ORGANIZATION FEE, PUBLICATION	2,884	3,183		
32 VET-MED-DRUGS	5,535	3,501		
33 CROP STORAGE-MARKETING	1,284	1,117		
34 LIVESTOCK MARKETING-BREEDING	4,971	1,664		
35 DAIRY EXPENSE	4,394	1,791		
36 GAS-FUEL-OIL	23,588	21,151		
37 IRRIGATION ENERGY	439	291		
38 REAL ESTATE TAXES	5,011	5,476		
39 PERSONAL PROPERTY TAXES	979	784		
40 GENERAL FARM INSURANCE	6,104	5,194		
41 UTILITIES	7,541	4,570		
42 CASH FARM RENT	31,974	26,128		
43 HERBICIDE-INSECTICIDE	21,583	26,267		
44 CONSERVATION	233	389		
45 AUTO EXPENSE	831	1,161		
46 TOTAL OPERATING EXPENSE	\$ 288,209	\$ 253,728		
47 DEPRECIATION-MACHINERY	26,795	30,757		
48 DEPRECIATION-BUILDINGS	3,122	2,113		
49 TOTAL FARM EXPENSE	\$ 318,126	\$ 286,598		
50 NET FARM INCOME	\$ 107,080	\$ 207,283		
51 UNPAID FAMILY LABOR	561	462		
52 UNPAID OPERATOR LABOR	45,346	46,928		
53 CURRENT ASSET CHARGE - 8%	15,048	21,986		
54 NONCURRENT ASSET CHARGE - 8%	36,214	49,652		
55 RETURN LABOR-MANAGEMENT	55,258	135,182		
56 RETURN TO CAPITAL	85,912	174,275		
57 ASSET TURNOVER RATIO	.4213	.4349		
58 OPERATING PROFIT MARGIN RATIO	.2020	.3529		
59 % RETURN ON ASSETS	.0851	.1535		
60 % RETURN ON EQUITY	.0955	.1786		
61 TOTAL EXPENSE RATIO	.7482	.5803		
62 ADJUSTED TOTAL EXPENSE RATIO	.8561	.6763		
63 ECONOMIC TOTAL EXPENSE RATIO	.9767	.8213		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	294,770	350,315	309,104	420,190
65 NONCURRENT ASSETS	675,753	697,514	737,915	803,799
66 CURRENT LIABILITIES	130,824	138,068	100,227	79,428
67 NONCURRENT LIABILITIES	239,733	228,190	141,938	158,465
68 CURRENT RATIO	2.25	2.54	3.08	5.29
69 DEBT TO ASSET RATIO	.38	.35	.23	.19

