

Kansas Farm Management Associations

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

INCOME AND EXPENSE ANALYSIS

SORTED BY AGE OF OPERATOR

< 36

9 FARMS

36 - 40

11 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	32,034		43,082	
2 DAIRY AND MILK			267,957	
3 SHEEP				
4 SWINE				
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-704			
7 CUSTOM FEEDING			36	
8 FEED PURCHASED	-3,327		-90,702	
9 LIVESTOCK INCOME	\$ 28,003		\$ 220,373	
10 CORN	7,207		22,744	
11 GRAIN SORGHUM	83,676		54,023	
12 SOYBEANS	58,171		43,896	
13 SUNFLOWERS	6,306			
14 WHEAT	43,396		36,566	
15 HAY AND FORAGE	11,693		20,161	
16 OTHER CROP	56		-3	
17 GOVERNMENT PAYMENTS	12,654		20,879	
18 CROP INSURANCE PROCEEDS	15,081		19,863	
19 MACHINE WORK	2,234		2,224	
20 OTHER INCOME	23,318		2,892	
21 VALUE OF FARM PRODUCTION	\$ 291,795		\$ 443,617	
22 HIRED LABOR	3,085		42,629	
23 MACHINERY REPAIRS	12,359		25,765	
24 IRRIGATION REPAIRS			603	
25 BUILDING REPAIRS	896		3,597	
26 INTEREST PAID	6,643		25,846	
27 SEED-OTHER CROP EXPENSE	19,784		15,090	
28 CROP INSURANCE	6,540		6,091	
29 FERTILIZER-LIME	38,474		40,332	
30 MACHINE HIRE	6,072		22,020	
31 ORGANIZATION FEE, PUBLICATION	1,927		3,778	
32 VET-MED-DRUGS	1,376		12,640	
33 CROP STORAGE-MARKETING	730		472	
34 LIVESTOCK MARKETING-BREEDING	664		4,383	
35 DAIRY EXPENSE			17,271	
36 GAS-FUEL-OIL	16,432		22,449	
37 IRRIGATION ENERGY	106		117	
38 REAL ESTATE TAXES	2,010		2,221	
39 PERSONAL PROPERTY TAXES	269		859	
40 GENERAL FARM INSURANCE	3,087		5,007	
41 UTILITIES	3,537		13,857	
42 CASH FARM RENT	11,499		20,777	
43 HERBICIDE-INSECTICIDE	29,878		18,751	
44 CONSERVATION	788		546	
45 AUTO EXPENSE	1,674		660	
46 TOTAL OPERATING EXPENSE	\$ 167,830		\$ 305,761	
47 DEPRECIATION-MACHINERY	17,820		29,780	
48 DEPRECIATION-BUILDINGS	1,075		5,160	
49 TOTAL FARM EXPENSE	\$ 186,725		\$ 340,702	
50 NET FARM INCOME	\$ 105,069		\$ 102,915	
51 UNPAID FAMILY LABOR	1,271		1,040	
52 UNPAID OPERATOR LABOR	39,650		43,255	
53 CURRENT ASSET CHARGE - 8%	12,268		6,648	
54 NONCURRENT ASSET CHARGE - 8%	17,133		22,959	
55 RETURN LABOR-MANAGEMENT	74,398		72,269	
56 RETURN TO CAPITAL	70,791		84,467	
57 ASSET TURNOVER RATIO	.5853		.6100	
58 OPERATING PROFIT MARGIN RATIO	.2426		.1904	
59 % RETURN ON ASSETS	.1420		.1162	
60 % RETURN ON EQUITY	.1746		.1584	
61 TOTAL EXPENSE RATIO	.6399		.7680	
62 ADJUSTED TOTAL EXPENSE RATIO	.7802		.8679	
63 ECONOMIC TOTAL EXPENSE RATIO	.8809		.9346	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	142,582	195,518	285,916	299,151
65 NONCURRENT ASSETS	313,056	345,944	416,450	452,887
66 CURRENT LIABILITIES	18,584	12,827	224,202	194,659
67 NONCURRENT LIABILITIES	119,723	110,957	135,695	159,676
68 CURRENT RATIO	7.67	15.24	1.28	1.54
69 DEBT TO ASSET RATIO	.30	.23	.51	.47

Kansas Farm Management Associations

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INCOME AND EXPENSE ANALYSIS

SORTED BY AGE OF OPERATOR

41 - 45

28 FARMS

46 - 50

39 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	49,881	100,362		
2 DAIRY AND MILK	22,707	52		
3 SHEEP	520			
4 SWINE	4,577	8,672		
5 POULTRY AND EGGS	-4			
6 OTHER LIVESTOCK	-612	-1,589		
7 CUSTOM FEEDING		867		
8 FEED PURCHASED	-25,244	-28,678		
9 LIVESTOCK INCOME	\$ 51,824	\$ 79,687		
10 CORN	16,212	17,848		
11 GRAIN SORGHUM	48,091	44,627		
12 SOYBEANS	42,990	43,612		
13 SUNFLOWERS	1,185	1,045		
14 WHEAT	51,411	65,644		
15 HAY AND FORAGE	11,789	16,339		
16 OTHER CROP	691	1,904		
17 GOVERNMENT PAYMENTS	14,176	19,958		
18 CROP INSURANCE PROCEEDS	21,803	24,929		
19 MACHINE WORK	10,113	4,076		
20 OTHER INCOME	12,866	3,026		
21 VALUE OF FARM PRODUCTION	\$ 283,151	\$ 322,693		
22 HIRED LABOR	5,050	7,413		
23 MACHINERY REPAIRS	21,900	25,770		
24 IRRIGATION REPAIRS	14	119		
25 BUILDING REPAIRS	445	2,241		
26 INTEREST PAID	17,521	23,253		
27 SEED-OTHER CROP EXPENSE	14,291	16,669		
28 CROP INSURANCE	6,101	7,784		
29 FERTILIZER-LIME	32,882	42,631		
30 MACHINE HIRE	8,466	9,459		
31 ORGANIZATION FEE, PUBLICATION	2,524	2,558		
32 VET-MED-DRUGS	3,453	6,309		
33 CROP STORAGE-MARKETING	542	1,188		
34 LIVESTOCK MARKETING-BREEDING	3,523	8,945		
35 DAIRY EXPENSE	1,937			
36 GAS-FUEL-OIL	17,154	22,768		
37 IRRIGATION ENERGY	155			
38 REAL ESTATE TAXES	3,156	4,070		
39 PERSONAL PROPERTY TAXES	671	625		
40 GENERAL FARM INSURANCE	4,237	4,898		
41 UTILITIES	4,309	3,989		
42 CASH FARM RENT	19,250	24,799		
43 HERBICIDE-INSECTICIDE	17,881	20,442		
44 CONSERVATION	153	535		
45 AUTO EXPENSE	1,151	712		
46 TOTAL OPERATING EXPENSE	\$ 186,764	\$ 237,176		
47 DEPRECIATION-MACHINERY	19,677	21,430		
48 DEPRECIATION-BUILDINGS	2,020	2,004		
49 TOTAL FARM EXPENSE	\$ 208,461	\$ 260,610		
50 NET FARM INCOME	\$ 74,690	\$ 62,083		
51 UNPAID FAMILY LABOR	272	782		
52 UNPAID OPERATOR LABOR	43,626	48,683		
53 CURRENT ASSET CHARGE - 8%	13,607	18,769		
54 NONCURRENT ASSET CHARGE - 8%	15,364	26,207		
55 RETURN LABOR-MANAGEMENT	45,446	16,325		
56 RETURN TO CAPITAL	48,313	35,871		
57 ASSET TURNOVER RATIO	.4361	.3622		
58 OPERATING PROFIT MARGIN RATIO	.1706	.1112		
59 % RETURN ON ASSETS	.0744	.0403		
60 % RETURN ON EQUITY	.0850	.0224		
61 TOTAL EXPENSE RATIO	.7362	.8076		
62 ADJUSTED TOTAL EXPENSE RATIO	.8913	.9609		
63 ECONOMIC TOTAL EXPENSE RATIO	.9936	1.1003		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	205,922	249,170	353,338	380,988
65 NONCURRENT ASSETS	417,178	426,259	515,054	532,657
66 CURRENT LIABILITIES	62,253	52,655	130,587	134,510
67 NONCURRENT LIABILITIES	223,241	236,090	193,653	198,882
68 CURRENT RATIO	3.31	4.73	2.71	2.83
69 DEBT TO ASSET RATIO	.46	.43	.37	.36

Kansas Farm Management Associations

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INCOME AND EXPENSE ANALYSIS

SORTED BY AGE OF OPERATOR

51 - 55

59 FARMS

56 - 60

47 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	57,191	83,871		
2 DAIRY AND MILK	29,221	5,052		
3 SHEEP	91	493		
4 SWINE	6,045	611		
5 POULTRY AND EGGS	-1	-2		
6 OTHER LIVESTOCK	-190	-938		
7 CUSTOM FEEDING	1,973	7,759		
8 FEED PURCHASED	-23,978	-18,947		
9 LIVESTOCK INCOME	\$ 70,353	\$ 77,899		
10 CORN	31,394	27,687		
11 GRAIN SORGHUM	52,104	70,946		
12 SOYBEANS	58,881	60,019		
13 SUNFLOWERS	1,852	3,323		
14 WHEAT	63,617	65,412		
15 HAY AND FORAGE	21,858	15,743		
16 OTHER CROP	7,040	2,806		
17 GOVERNMENT PAYMENTS	21,639	21,349		
18 CROP INSURANCE PROCEEDS	33,354	28,616		
19 MACHINE WORK	6,364	12,319		
20 OTHER INCOME	7,399	18,653		
21 VALUE OF FARM PRODUCTION	\$ 375,856	\$ 404,773		
22 HIRED LABOR	10,540	22,432		
23 MACHINERY REPAIRS	26,937	26,361		
24 IRRIGATION REPAIRS	395	613		
25 BUILDING REPAIRS	1,639	1,593		
26 INTEREST PAID	21,766	27,397		
27 SEED-OTHER CROP EXPENSE	21,458	21,359		
28 CROP INSURANCE	8,871	9,029		
29 FERTILIZER-LIME	46,508	46,920		
30 MACHINE HIRE	10,174	10,401		
31 ORGANIZATION FEE, PUBLICATION	2,968	3,527		
32 VET-MED-DRUGS	4,669	3,141		
33 CROP STORAGE-MARKETING	729	3,206		
34 LIVESTOCK MARKETING-BREEDING	3,111	2,663		
35 DAIRY EXPENSE	3,029	833		
36 GAS-FUEL-OIL	21,316	23,705		
37 IRRIGATION ENERGY	130	772		
38 REAL ESTATE TAXES	4,801	5,363		
39 PERSONAL PROPERTY TAXES	891	875		
40 GENERAL FARM INSURANCE	5,285	5,413		
41 UTILITIES	5,272	6,270		
42 CASH FARM RENT	28,872	32,020		
43 HERBICIDE-INSECTICIDE	17,736	21,371		
44 CONSERVATION	242	153		
45 AUTO EXPENSE	1,016	1,103		
46 TOTAL OPERATING EXPENSE	\$ 248,354	\$ 276,517		
47 DEPRECIATION-MACHINERY	25,901	27,425		
48 DEPRECIATION-BUILDINGS	2,451	2,421		
49 TOTAL FARM EXPENSE	\$ 276,706	\$ 306,362		
50 NET FARM INCOME	\$ 99,150	\$ 98,411		
51 UNPAID FAMILY LABOR	1,357	2,028		
52 UNPAID OPERATOR LABOR	48,774	43,901		
53 CURRENT ASSET CHARGE - 8%	10,986	13,451		
54 NONCURRENT ASSET CHARGE - 8%	34,932	35,791		
55 RETURN LABOR-MANAGEMENT	51,874	47,142		
56 RETURN TO CAPITAL	70,785	79,880		
57 ASSET TURNOVER RATIO	.4222	.4071		
58 OPERATING PROFIT MARGIN RATIO	.1883	.1973		
59 % RETURN ON ASSETS	.0795	.0803		
60 % RETURN ON EQUITY	.0854	.0853		
61 TOTAL EXPENSE RATIO	.7362	.7569		
62 ADJUSTED TOTAL EXPENSE RATIO	.8696	.8703		
63 ECONOMIC TOTAL EXPENSE RATIO	.9918	.9920		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	234,347	291,842	304,162	340,591
65 NONCURRENT ASSETS	611,015	643,300	641,255	702,783
66 CURRENT LIABILITIES	128,368	123,164	158,788	149,697
67 NONCURRENT LIABILITIES	185,248	195,761	231,054	218,215
68 CURRENT RATIO	1.83	2.37	1.92	2.28
69 DEBT TO ASSET RATIO	.37	.34	.41	.35

Kansas Farm Management Associations

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INCOME AND EXPENSE ANALYSIS

SORTED BY AGE OF OPERATOR

61 - 65

33 FARMS

66 - 70

21 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	168,233	75,043		
2 DAIRY AND MILK	-264	48,910		
3 SHEEP				
4 SWINE	1,310	17,537		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-407	-1,008		
7 CUSTOM FEEDING	2,631			
8 FEED PURCHASED	-102,819	-50,692		
9 LIVESTOCK INCOME	\$ 68,685	\$ 89,791		
10 CORN	31,349	24,706		
11 GRAIN SORGHUM	71,922	39,132		
12 SOYBEANS	79,198	47,505		
13 SUNFLOWERS	4,932	2,928		
14 WHEAT	67,186	53,139		
15 HAY AND FORAGE	202	5,045		
16 OTHER CROP	1,118	30		
17 GOVERNMENT PAYMENTS	27,432	15,976		
18 CROP INSURANCE PROCEEDS	36,284	27,044		
19 MACHINE WORK	4,000	1,126		
20 OTHER INCOME	9,278	7,790		
21 VALUE OF FARM PRODUCTION	\$ 401,587	\$ 314,212		
22 HIRED LABOR	13,595	10,311		
23 MACHINERY REPAIRS	26,485	19,550		
24 IRRIGATION REPAIRS	1,279	118		
25 BUILDING REPAIRS	2,009	1,782		
26 INTEREST PAID	27,688	11,654		
27 SEED-OTHER CROP EXPENSE	25,460	14,624		
28 CROP INSURANCE	10,883	7,079		
29 FERTILIZER-LIME	50,452	31,153		
30 MACHINE HIRE	11,132	6,915		
31 ORGANIZATION FEE, PUBLICATION	4,543	2,552		
32 VET-MED-DRUGS	6,421	3,788		
33 CROP STORAGE-MARKETING	147	337		
34 LIVESTOCK MARKETING-BREEDING	4,188	6,871		
35 DAIRY EXPENSE		5,269		
36 GAS-FUEL-OIL	20,537	14,820		
37 IRRIGATION ENERGY	598	312		
38 REAL ESTATE TAXES	6,431	5,893		
39 PERSONAL PROPERTY TAXES	536	381		
40 GENERAL FARM INSURANCE	5,771	4,463		
41 UTILITIES	5,589	5,913		
42 CASH FARM RENT	26,773	16,675		
43 HERBICIDE-INSECTICIDE	21,682	14,131		
44 CONSERVATION	365	106		
45 AUTO EXPENSE	1,095	915		
46 TOTAL OPERATING EXPENSE	\$ 273,660	\$ 185,612		
47 DEPRECIATION-MACHINERY	30,350	18,522		
48 DEPRECIATION-BUILDINGS	1,293	2,465		
49 TOTAL FARM EXPENSE	\$ 305,303	\$ 206,598		
50 NET FARM INCOME	\$ 96,284	\$ 107,614		
51 UNPAID FAMILY LABOR	578	2,179		
52 UNPAID OPERATOR LABOR	45,611	41,611		
53 CURRENT ASSET CHARGE - 8%	13,263	19,914		
54 NONCURRENT ASSET CHARGE - 8%	47,361	55,094		
55 RETURN LABOR-MANAGEMENT	35,082	30,427		
56 RETURN TO CAPITAL	77,783	75,478		
57 ASSET TURNOVER RATIO	.3320	.2836		
58 OPERATING PROFIT MARGIN RATIO	.1937	.2402		
59 % RETURN ON ASSETS	.0643	.0681		
60 % RETURN ON EQUITY	.0661	.0681		
61 TOTAL EXPENSE RATIO	.7602	.6575		
62 ADJUSTED TOTAL EXPENSE RATIO	.8753	.7969		
63 ECONOMIC TOTAL EXPENSE RATIO	1.0262	1.0356		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	419,388	462,312	314,272	345,824
65 NONCURRENT ASSETS	751,667	786,047	765,720	789,847
66 CURRENT LIABILITIES	276,315	273,810	93,320	68,929
67 NONCURRENT LIABILITIES	178,266	175,428	86,280	91,926
68 CURRENT RATIO	1.52	1.69	3.37	5.02
69 DEBT TO ASSET RATIO	.39	.36	.17	.14

Kansas Farm Management Associations

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INCOME AND EXPENSE ANALYSIS

SORTED BY AGE OF OPERATOR

> 70

20 FARMS

ITEM	PER FARM	PER FARM
1 BEEF	19,501	
2 DAIRY AND MILK		
3 SHEEP		
4 SWINE		
5 POULTRY AND EGGS		
6 OTHER LIVESTOCK	-540	
7 CUSTOM FEEDING	1,183	
8 FEED PURCHASED	-2,655	
9 LIVESTOCK INCOME	\$ 17,490	
10 CORN	5,176	
11 GRAIN SORGHUM	20,964	
12 SOYBEANS	17,216	
13 SUNFLOWERS		
14 WHEAT	38,195	
15 HAY AND FORAGE	3,473	
16 OTHER CROP	1,016	
17 GOVERNMENT PAYMENTS	10,502	
18 CROP INSURANCE PROCEEDS	15,300	
19 MACHINE WORK	440	
20 OTHER INCOME	2,341	
21 VALUE OF FARM PRODUCTION	\$ 132,113	
22 HIRED LABOR	1,172	
23 MACHINERY REPAIRS	9,625	
24 IRRIGATION REPAIRS	2	
25 BUILDING REPAIRS	1,093	
26 INTEREST PAID	4,776	
27 SEED-OTHER CROP EXPENSE	8,172	
28 CROP INSURANCE	2,868	
29 FERTILIZER-LIME	20,912	
30 MACHINE HIRE	4,576	
31 ORGANIZATION FEE, PUBLICATION	1,636	
32 VET-MED-DRUGS	392	
33 CROP STORAGE-MARKETING	252	
34 LIVESTOCK MARKETING-BREEDING	607	
35 DAIRY EXPENSE		
36 GAS-FUEL-OIL	9,204	
37 IRRIGATION ENERGY	39	
38 REAL ESTATE TAXES	4,481	
39 PERSONAL PROPERTY TAXES	624	
40 GENERAL FARM INSURANCE	3,034	
41 UTILITIES	2,788	
42 CASH FARM RENT	5,189	
43 HERBICIDE-INSECTICIDE	6,705	
44 CONSERVATION	590	
45 AUTO EXPENSE	755	
46 TOTAL OPERATING EXPENSE	\$ 89,494	
47 DEPRECIATION-MACHINERY	10,390	
48 DEPRECIATION-BUILDINGS	639	
49 TOTAL FARM EXPENSE	\$ 100,523	
50 NET FARM INCOME	\$ 31,591	
51 UNPAID FAMILY LABOR	1,334	
52 UNPAID OPERATOR LABOR	30,424	
53 CURRENT ASSET CHARGE - 8%	8,260	
54 NONCURRENT ASSET CHARGE - 8%	45,192	
55 RETURN LABOR-MANAGEMENT	-23,197	
56 RETURN TO CAPITAL	4,608	
57 ASSET TURNOVER RATIO	.1810	
58 OPERATING PROFIT MARGIN RATIO	.0349	
59 % RETURN ON ASSETS	.0063	
60 % RETURN ON EQUITY	-.0003	
61 TOTAL EXPENSE RATIO	.7609	
62 ADJUSTED TOTAL EXPENSE RATIO	1.0013	
63 ECONOMIC TOTAL EXPENSE RATIO	1.4059	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	127,070	143,505
65 NONCURRENT ASSETS	590,352	599,049
66 CURRENT LIABILITIES	39,761	24,306
67 NONCURRENT LIABILITIES	25,740	33,851
68 CURRENT RATIO	3.20	5.90
69 DEBT TO ASSET RATIO	.09	.08

