

Kansas Farm Management Associations

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

INCOME AND EXPENSE ANALYSIS

SORTED BY CAPITAL MANAGED

< 350,001

9 FARMS

350,001 - 500,000

5 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	3,754	20,950	
2 DAIRY AND MILK	6,219		
3 SHEEP			
4 SWINE	5,906		
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	-1,200	-3	
7 CUSTOM FEEDING	2,630		
8 FEED PURCHASED	-4,818	-3,214	
9 LIVESTOCK INCOME	\$ 12,491	\$ 17,733	
10 CORN	5,659	4,499	
11 GRAIN SORGHUM	45,054	657	
12 SOYBEANS	17,469	10,287	
13 SUNFLOWERS		1,517	
14 WHEAT	28,778	15,365	
15 HAY AND FORAGE	2,348	9,985	
16 OTHER CROP	115	-7	
17 GOVERNMENT PAYMENTS	6,247	3,497	
18 CROP INSURANCE PROCEEDS	6,649	7,978	
19 MACHINE WORK	391	993	
20 OTHER INCOME	2,073	4,215	
21 VALUE OF FARM PRODUCTION	\$ 127,273	\$ 76,720	
22 HIRED LABOR	994	55	
23 MACHINERY REPAIRS	8,950	12,676	
24 IRRIGATION REPAIRS	2	9	
25 BUILDING REPAIRS	464	273	
26 INTEREST PAID	4,858	9,449	
27 SEED-OTHER CROP EXPENSE	6,586	7,060	
28 CROP INSURANCE	3,580	1,386	
29 FERTILIZER-LIME	15,766	6,561	
30 MACHINE HIRE	7,626	2,344	
31 ORGANIZATION FEE, PUBLICATION	1,856	2,525	
32 VET-MED-DRUGS	212	977	
33 CROP STORAGE-MARKETING	160	15	
34 LIVESTOCK MARKETING-BREEDING	755	283	
35 DAIRY EXPENSE	294		
36 GAS-FUEL-OIL	10,949	9,670	
37 IRRIGATION ENERGY	106		
38 REAL ESTATE TAXES	1,927	3,134	
39 PERSONAL PROPERTY TAXES	504	159	
40 GENERAL FARM INSURANCE	2,851	2,465	
41 UTILITIES	3,744	2,030	
42 CASH FARM RENT	2,240	3,284	
43 HERBICIDE-INSECTICIDE	10,028	2,794	
44 CONSERVATION	248		
45 AUTO EXPENSE	915	789	
46 TOTAL OPERATING EXPENSE	\$ 85,615	\$ 67,941	
47 DEPRECIATION-MACHINERY	3,812	6,274	
48 DEPRECIATION-BUILDINGS	1,561	179	
49 TOTAL FARM EXPENSE	\$ 90,989	\$ 74,393	
50 NET FARM INCOME	\$ 36,284	\$ 2,327	
51 UNPAID FAMILY LABOR	1,271		
52 UNPAID OPERATOR LABOR	38,125	34,770	
53 CURRENT ASSET CHARGE - 8%	2,538	907	
54 NONCURRENT ASSET CHARGE - 8%	5,144	15,716	
55 RETURN LABOR-MANAGEMENT	27,331	-14,296	
56 RETURN TO CAPITAL	1,746	-22,994	
57 ASSET TURNOVER RATIO	.7964	.2278	
58 OPERATING PROFIT MARGIN RATIO	.0137	-.2997	
59 % RETURN ON ASSETS	.0109	-.0683	
60 % RETURN ON EQUITY	-.0324	-.1561	
61 TOTAL EXPENSE RATIO	.7149	.9697	
62 ADJUSTED TOTAL EXPENSE RATIO	1.0245	1.4229	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0848	1.6396	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	42,230	70,629	64,325
65 NONCURRENT ASSETS	102,404	104,364	273,483
66 CURRENT LIABILITIES	27,623	21,797	59,368
67 NONCURRENT LIABILITIES	35,838	42,330	71,731
68 CURRENT RATIO	1.53	3.24	1.08
69 DEBT TO ASSET RATIO	.44	.37	.39

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INCOME AND EXPENSE ANALYSIS

SORTED BY CAPITAL MANAGED

500,001 - 750,000

21 FARMS

750,001 - 1,000,000

33 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	20,990	26,603		
2 DAIRY AND MILK	21,121	32,016		
3 SHEEP	651	48		
4 SWINE	28	376		
5 POULTRY AND EGGS	-6	-2		
6 OTHER LIVESTOCK	-199	-302		
7 CUSTOM FEEDING	1,247	1,426		
8 FEED PURCHASED	-18,683	-18,148		
9 LIVESTOCK INCOME	\$ 25,149	\$ 42,017		
10 CORN	888	4,540		
11 GRAIN SORGHUM	15,077	25,185		
12 SOYBEANS	20,393	21,278		
13 SUNFLOWERS	2,703	2,078		
14 WHEAT	28,908	27,040		
15 HAY AND FORAGE	16,323	8,631		
16 OTHER CROP	255	1,639		
17 GOVERNMENT PAYMENTS	7,891	8,487		
18 CROP INSURANCE PROCEEDS	9,246	14,068		
19 MACHINE WORK	5,881	7,031		
20 OTHER INCOME	5,537	4,711		
21 VALUE OF FARM PRODUCTION	\$ 138,251	\$ 166,706		
22 HIRED LABOR	5,719	3,857		
23 MACHINERY REPAIRS	14,805	14,289		
24 IRRIGATION REPAIRS		123		
25 BUILDING REPAIRS	556	660		
26 INTEREST PAID	9,287	14,596		
27 SEED-OTHER CROP EXPENSE	7,810	7,621		
28 CROP INSURANCE	2,880	2,709		
29 FERTILIZER-LIME	17,069	21,646		
30 MACHINE HIRE	7,432	5,496		
31 ORGANIZATION FEE, PUBLICATION	2,059	1,759		
32 VET-MED-DRUGS	1,890	2,960		
33 CROP STORAGE-MARKETING	330	583		
34 LIVESTOCK MARKETING-BREEDING	1,279	2,222		
35 DAIRY EXPENSE	1,067	2,400		
36 GAS-FUEL-OIL	12,507	11,853		
37 IRRIGATION ENERGY	12	4		
38 REAL ESTATE TAXES	2,671	3,115		
39 PERSONAL PROPERTY TAXES	341	572		
40 GENERAL FARM INSURANCE	2,528	3,007		
41 UTILITIES	3,970	3,657		
42 CASH FARM RENT	12,850	8,381		
43 HERBICIDE-INSECTICIDE	8,570	8,738		
44 CONSERVATION	406	65		
45 AUTO EXPENSE	1,217	1,223		
46 TOTAL OPERATING EXPENSE	\$ 117,253	\$ 121,535		
47 DEPRECIATION-MACHINERY	10,867	11,566		
48 DEPRECIATION-BUILDINGS	1,037	1,524		
49 TOTAL FARM EXPENSE	\$ 129,158	\$ 134,624		
50 NET FARM INCOME	\$ 9,094	\$ 32,081		
51 UNPAID FAMILY LABOR	908	924		
52 UNPAID OPERATOR LABOR	33,332	32,580		
53 CURRENT ASSET CHARGE - 8%	4,401	6,604		
54 NONCURRENT ASSET CHARGE - 8%	12,143	23,364		
55 RETURN LABOR-MANAGEMENT	-8,358	1,189		
56 RETURN TO CAPITAL	-15,859	13,173		
57 ASSET TURNOVER RATIO	.3832	.2894		
58 OPERATING PROFIT MARGIN RATIO	-.1147	.0790		
59 % RETURN ON ASSETS	-.0440	.0229		
60 % RETURN ON EQUITY	-.1216	-.0038		
61 TOTAL EXPENSE RATIO	.9342	.8076		
62 ADJUSTED TOTAL EXPENSE RATIO	1.1819	1.0085		
63 ECONOMIC TOTAL EXPENSE RATIO	1.3016	1.1883		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	107,871	125,504	143,427	148,910
65 NONCURRENT ASSETS	237,347	250,820	428,234	431,681
66 CURRENT LIABILITIES	58,075	65,274	74,999	52,236
67 NONCURRENT LIABILITIES	97,479	87,120	131,430	144,396
68 CURRENT RATIO	1.86	1.92	1.91	2.85
69 DEBT TO ASSET RATIO	.45	.40	.36	.34

Kansas Farm Management Associations

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

INCOME AND EXPENSE ANALYSIS

SORTED BY CAPITAL MANAGED

1,000,001 - 1,375,000

45 FARMS

1,375,001 - 1,750,000

52 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	33,696		62,375	
2 DAIRY AND MILK	18,742		11,029	
3 SHEEP	502		101	
4 SWINE	9,506		13,453	
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-140		-167	
7 CUSTOM FEEDING	264		158	
8 FEED PURCHASED	-14,163		-26,830	
9 LIVESTOCK INCOME	\$ 48,407		\$ 60,119	
10 CORN	12,646		20,310	
11 GRAIN SORGHUM	35,739		53,709	
12 SOYBEANS	32,177		45,169	
13 SUNFLOWERS			759	
14 WHEAT	38,327		51,231	
15 HAY AND FORAGE	13,528		18,315	
16 OTHER CROP	2,176		1,571	
17 GOVERNMENT PAYMENTS	14,023		17,553	
18 CROP INSURANCE PROCEEDS	23,645		20,039	
19 MACHINE WORK	3,094		1,644	
20 OTHER INCOME	8,197		7,712	
21 VALUE OF FARM PRODUCTION	\$ 231,958		\$ 298,131	
22 HIRED LABOR	8,007		8,155	
23 MACHINERY REPAIRS	16,421		19,237	
24 IRRIGATION REPAIRS	225		293	
25 BUILDING REPAIRS	1,221		1,160	
26 INTEREST PAID	15,515		15,921	
27 SEED-OTHER CROP EXPENSE	15,419		15,501	
28 CROP INSURANCE	5,311		6,999	
29 FERTILIZER-LIME	28,473		35,510	
30 MACHINE HIRE	5,868		8,024	
31 ORGANIZATION FEE, PUBLICATION	2,330		2,902	
32 VET-MED-DRUGS	2,452		3,061	
33 CROP STORAGE-MARKETING	1,979		805	
34 LIVESTOCK MARKETING-BREEDING	1,704		5,743	
35 DAIRY EXPENSE	1,744		1,123	
36 GAS-FUEL-OIL	13,080		15,580	
37 IRRIGATION ENERGY	30		522	
38 REAL ESTATE TAXES	4,337		4,060	
39 PERSONAL PROPERTY TAXES	544		575	
40 GENERAL FARM INSURANCE	3,837		4,148	
41 UTILITIES	4,508		4,168	
42 CASH FARM RENT	14,179		17,730	
43 HERBICIDE-INSECTICIDE	12,177		15,325	
44 CONSERVATION	324		429	
45 AUTO EXPENSE	1,054		1,090	
46 TOTAL OPERATING EXPENSE	\$ 160,739		\$ 188,064	
47 DEPRECIATION-MACHINERY	15,141		19,459	
48 DEPRECIATION-BUILDINGS	1,396		1,568	
49 TOTAL FARM EXPENSE	\$ 177,277		\$ 209,091	
50 NET FARM INCOME	\$ 54,682		\$ 89,041	
51 UNPAID FAMILY LABOR	1,271		1,540	
52 UNPAID OPERATOR LABOR	40,667		44,254	
53 CURRENT ASSET CHARGE - 8%	8,778		12,829	
54 NONCURRENT ASSET CHARGE - 8%	29,844		35,351	
55 RETURN LABOR-MANAGEMENT	14,789		39,321	
56 RETURN TO CAPITAL	28,259		59,168	
57 ASSET TURNOVER RATIO	.3369		.3620	
58 OPERATING PROFIT MARGIN RATIO	.1218		.1985	
59 % RETURN ON ASSETS	.0410		.0718	
60 % RETURN ON EQUITY	.0264		.0718	
61 TOTAL EXPENSE RATIO	.7643		.7013	
62 ADJUSTED TOTAL EXPENSE RATIO	.9451		.8549	
63 ECONOMIC TOTAL EXPENSE RATIO	1.1116		1.0165	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	170,136	199,805	218,882	266,111
65 NONCURRENT ASSETS	500,320	506,869	561,754	600,608
66 CURRENT LIABILITIES	78,341	72,146	78,158	86,117
67 NONCURRENT LIABILITIES	123,967	137,128	138,989	139,592
68 CURRENT RATIO	2.17	2.77	2.80	3.09
69 DEBT TO ASSET RATIO	.30	.30	.28	.26

Kansas Farm Management Associations

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INCOME AND EXPENSE ANALYSIS

SORTED BY CAPITAL MANAGED

1,750,001 - 2,125,000

25 FARMS

> 2,125,001

80 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	61,591		168,687	
2 DAIRY AND MILK	62,899		25,248	
3 SHEEP				
4 SWINE	813		619	
5 POULTRY AND EGGS			-1	
6 OTHER LIVESTOCK			-1,835	
7 CUSTOM FEEDING			6,360	
8 FEED PURCHASED	-26,402		-75,050	
9 LIVESTOCK INCOME	\$ 98,901		\$ 124,028	
10 CORN	23,987		48,007	
11 GRAIN SORGHUM	34,135		96,038	
12 SOYBEANS	43,235		99,452	
13 SUNFLOWERS	3,607		4,473	
14 WHEAT	53,709		102,787	
15 HAY AND FORAGE	6,287		13,785	
16 OTHER CROP	2,397		4,964	
17 GOVERNMENT PAYMENTS	20,104		34,094	
18 CROP INSURANCE PROCEEDS	31,875		46,112	
19 MACHINE WORK	5,803		10,937	
20 OTHER INCOME	10,316		15,008	
21 VALUE OF FARM PRODUCTION	\$ 334,356		\$ 599,684	
22 HIRED LABOR	12,383		24,634	
23 MACHINERY REPAIRS	25,786		38,269	
24 IRRIGATION REPAIRS	93		959	
25 BUILDING REPAIRS	1,756		3,194	
26 INTEREST PAID	20,355		36,277	
27 SEED-OTHER CROP EXPENSE	16,610		32,419	
28 CROP INSURANCE	7,305		14,269	
29 FERTILIZER-LIME	45,405		69,839	
30 MACHINE HIRE	9,811		15,917	
31 ORGANIZATION FEE, PUBLICATION	2,503		4,531	
32 VET-MED-DRUGS	4,605		8,787	
33 CROP STORAGE-MARKETING	1,072		1,232	
34 LIVESTOCK MARKETING-BREEDING	6,184		5,946	
35 DAIRY EXPENSE	6,176		2,214	
36 GAS-FUEL-OIL	21,424		32,409	
37 IRRIGATION ENERGY	174		543	
38 REAL ESTATE TAXES	5,300		6,726	
39 PERSONAL PROPERTY TAXES	570		1,105	
40 GENERAL FARM INSURANCE	4,322		7,802	
41 UTILITIES	5,346		7,988	
42 CASH FARM RENT	20,662		46,804	
43 HERBICIDE-INSECTICIDE	16,123		34,412	
44 CONSERVATION	66		429	
45 AUTO EXPENSE	1,254		699	
46 TOTAL OPERATING EXPENSE	\$ 235,288		\$ 397,403	
47 DEPRECIATION-MACHINERY	20,534		43,206	
48 DEPRECIATION-BUILDINGS	2,516		3,494	
49 TOTAL FARM EXPENSE	\$ 258,337		\$ 444,103	
50 NET FARM INCOME	\$ 76,019		\$ 155,581	
51 UNPAID FAMILY LABOR	2,440		858	
52 UNPAID OPERATOR LABOR	48,678		54,728	
53 CURRENT ASSET CHARGE - 8%	15,586		23,041	
54 NONCURRENT ASSET CHARGE - 8%	37,212		51,443	
55 RETURN LABOR-MANAGEMENT	20,781		80,239	
56 RETURN TO CAPITAL	45,256		136,272	
57 ASSET TURNOVER RATIO	.3382		.4075	
58 OPERATING PROFIT MARGIN RATIO	.1354		.2272	
59 % RETURN ON ASSETS	.0458		.0926	
60 % RETURN ON EQUITY	.0377		.1074	
61 TOTAL EXPENSE RATIO	.7726		.7406	
62 ADJUSTED TOTAL EXPENSE RATIO	.9255		.8333	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0834		.9575	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	313,658	303,284	517,450	593,422
65 NONCURRENT ASSETS	662,762	697,480	886,512	945,489
66 CURRENT LIABILITIES	139,078	88,214	269,642	265,205
67 NONCURRENT LIABILITIES	215,488	214,457	271,451	274,486
68 CURRENT RATIO	2.26	3.44	1.92	2.24
69 DEBT TO ASSET RATIO	.36	.30	.39	.35

