

## Kansas Farm Management Associations

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

INCOME AND EXPENSE ANALYSIS

Farm Size by Census Acres

181 - 499 ACRES

500 - 999 ACRES

18 FARMS

57 FARMS

| ITEM                             | PER FARM   | PER FARM    |           |             |
|----------------------------------|------------|-------------|-----------|-------------|
| 1 BEEF                           | 10,197     | 22,759      |           |             |
| 2 DAIRY AND MILK                 | 116,924    | 13,878      |           |             |
| 3 SHEEP                          |            | 575         |           |             |
| 4 SWINE                          | 16,375     | 228         |           |             |
| 5 POULTRY AND EGGS               |            | -4          |           |             |
| 6 OTHER LIVESTOCK                | -601       | -277        |           |             |
| 7 CUSTOM FEEDING                 | 2,770      |             |           |             |
| 8 FEED PURCHASED                 | -57,334    | -10,624     |           |             |
| 9 LIVESTOCK INCOME               | \$ 88,332  | \$ 26,535   |           |             |
| 10 CORN                          | 5,019      | 10,483      |           |             |
| 11 GRAIN SORGHUM                 | 4,597      | 26,697      |           |             |
| 12 SOYBEANS                      | 9,425      | 29,338      |           |             |
| 13 SUNFLOWERS                    | 421        | 1,941       |           |             |
| 14 WHEAT                         | 11,655     | 31,329      |           |             |
| 15 HAY AND FORAGE                | 8,052      | 15,390      |           |             |
| 16 OTHER CROP                    | 56         | 1,253       |           |             |
| 17 GOVERNMENT PAYMENTS           | 5,048      | 9,967       |           |             |
| 18 CROP INSURANCE PROCEEDS       | 6,237      | 15,759      |           |             |
| 19 MACHINE WORK                  | 848        | 5,988       |           |             |
| 20 OTHER INCOME                  | 3,652      | 3,114       |           |             |
| 21 VALUE OF FARM PRODUCTION      | \$ 143,341 | \$ 177,795  |           |             |
| 22 HIRED LABOR                   | 13,349     | 3,680       |           |             |
| 23 MACHINERY REPAIRS             | 11,868     | 14,579      |           |             |
| 24 IRRIGATION REPAIRS            | 4          | 214         |           |             |
| 25 BUILDING REPAIRS              | 1,133      | 679         |           |             |
| 26 INTEREST PAID                 | 13,741     | 8,461       |           |             |
| 27 SEED-OTHER CROP EXPENSE       | 4,775      | 8,894       |           |             |
| 28 CROP INSURANCE                | 1,176      | 3,366       |           |             |
| 29 FERTILIZER-LIME               | 10,380     | 22,590      |           |             |
| 30 MACHINE HIRE                  | 7,829      | 4,553       |           |             |
| 31 ORGANIZATION FEE, PUBLICATION | 2,446      | 1,895       |           |             |
| 32 VET-MED-DRUGS                 | 4,433      | 1,355       |           |             |
| 33 CROP STORAGE-MARKETING        | 164        | 1,759       |           |             |
| 34 LIVESTOCK MARKETING-BREEDING  | 2,832      | 2,618       |           |             |
| 35 DAIRY EXPENSE                 | 9,356      | 1,143       |           |             |
| 36 GAS-FUEL-OIL                  | 9,068      | 12,363      |           |             |
| 37 IRRIGATION ENERGY             |            | 4           |           |             |
| 38 REAL ESTATE TAXES             | 2,970      | 3,289       |           |             |
| 39 PERSONAL PROPERTY TAXES       | 635        | 438         |           |             |
| 40 GENERAL FARM INSURANCE        | 2,417      | 3,118       |           |             |
| 41 UTILITIES                     | 6,439      | 2,982       |           |             |
| 42 CASH FARM RENT                | 4,352      | 10,693      |           |             |
| 43 HERBICIDE-INSECTICIDE         | 3,474      | 9,528       |           |             |
| 44 CONSERVATION                  | 622        | 111         |           |             |
| 45 AUTO EXPENSE                  | 812        | 1,094       |           |             |
| 46 TOTAL OPERATING EXPENSE       | \$ 114,275 | \$ 119,408  |           |             |
| 47 DEPRECIATION-MACHINERY        | 10,622     | 13,172      |           |             |
| 48 DEPRECIATION-BUILDINGS        | 3,211      | 923         |           |             |
| 49 TOTAL FARM EXPENSE            | \$ 128,108 | \$ 133,503  |           |             |
| 50 NET FARM INCOME               | \$ 15,233  | \$ 44,291   |           |             |
| 51 UNPAID FAMILY LABOR           | 1,906      | 1,405       |           |             |
| 52 UNPAID OPERATOR LABOR         | 34,567     | 33,791      |           |             |
| 53 CURRENT ASSET CHARGE - 8%     | 6,885      | 8,328       |           |             |
| 54 NONCURRENT ASSET CHARGE - 8%  | 22,885     | 28,112      |           |             |
| 55 RETURN LABOR-MANAGEMENT       | -16,444    | 6,447       |           |             |
| 56 RETURN TO CAPITAL             | -7,499     | 17,557      |           |             |
| 57 ASSET TURNOVER RATIO          | .2616      | .2969       |           |             |
| 58 OPERATING PROFIT MARGIN RATIO | -.0523     | .0987       |           |             |
| 59 % RETURN ON ASSETS            | -.0137     | .0293       |           |             |
| 60 % RETURN ON EQUITY            | -.0571     | .0200       |           |             |
| 61 TOTAL EXPENSE RATIO           | .8937      | .7509       |           |             |
| 62 ADJUSTED TOTAL EXPENSE RATIO  | 1.1482     | .9488       |           |             |
| 63 ECONOMIC TOTAL EXPENSE RATIO  | 1.3559     | 1.1538      |           |             |
| ASSETS/LOANS/FINANCIAL RATIOS    | JANUARY 1  | DECEMBER 31 | JANUARY 1 | DECEMBER 31 |
| 64 CURRENT ASSETS                | 137,633    | 151,275     | 141,822   | 169,435     |
| 65 NONCURRENT ASSETS             | 403,606    | 403,175     | 436,819   | 449,473     |
| 66 CURRENT LIABILITIES           | 67,600     | 49,173      | 52,486    | 50,582      |
| 67 NONCURRENT LIABILITIES        | 112,272    | 122,378     | 90,227    | 93,257      |
| 68 CURRENT RATIO                 | 2.04       | 3.08        | 2.70      | 3.35        |
| 69 DEBT TO ASSET RATIO           | .33        | .31         | .25       | .23         |



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**Farm Size by Census Acres**

**1,000 - 1,999 ACRES**

**2,000 - 4,999 ACRES**

108 FARMS

78 FARMS

| ITEM                             | PER FARM   | PER FARM    |           |             |
|----------------------------------|------------|-------------|-----------|-------------|
| 1 BEEF                           | 90,186     | 111,593     |           |             |
| 2 DAIRY AND MILK                 | 15,275     | 25,895      |           |             |
| 3 SHEEP                          | 96         |             |           |             |
| 4 SWINE                          | 4,486      | 5,357       |           |             |
| 5 POULTRY AND EGGS               | -1         |             |           |             |
| 6 OTHER LIVESTOCK                | -123       | -1,646      |           |             |
| 7 CUSTOM FEEDING                 | 622        | 3,097       |           |             |
| 8 FEED PURCHASED                 | -50,370    | -31,688     |           |             |
| 9 LIVESTOCK INCOME               | \$ 60,172  | \$ 112,607  |           |             |
| 10 CORN                          | 19,807     | 36,520      |           |             |
| 11 GRAIN SORGHUM                 | 45,125     | 78,472      |           |             |
| 12 SOYBEANS                      | 46,363     | 75,383      |           |             |
| 13 SUNFLOWERS                    | 1,172      | 2,231       |           |             |
| 14 WHEAT                         | 47,680     | 94,266      |           |             |
| 15 HAY AND FORAGE                | 12,747     | 13,172      |           |             |
| 16 OTHER CROP                    | 1,312      | 6,192       |           |             |
| 17 GOVERNMENT PAYMENTS           | 16,828     | 30,383      |           |             |
| 18 CROP INSURANCE PROCEEDS       | 24,649     | 42,218      |           |             |
| 19 MACHINE WORK                  | 4,947      | 5,001       |           |             |
| 20 OTHER INCOME                  | 9,476      | 10,854      |           |             |
| 21 VALUE OF FARM PRODUCTION      | \$ 290,275 | \$ 507,301  |           |             |
| 22 HIRED LABOR                   | 6,564      | 22,648      |           |             |
| 23 MACHINERY REPAIRS             | 20,825     | 32,604      |           |             |
| 24 IRRIGATION REPAIRS            | 200        | 736         |           |             |
| 25 BUILDING REPAIRS              | 1,334      | 2,968       |           |             |
| 26 INTEREST PAID                 | 20,000     | 30,745      |           |             |
| 27 SEED-OTHER CROP EXPENSE       | 17,002     | 27,938      |           |             |
| 28 CROP INSURANCE                | 6,962      | 11,209      |           |             |
| 29 FERTILIZER-LIME               | 36,967     | 60,995      |           |             |
| 30 MACHINE HIRE                  | 8,968      | 12,561      |           |             |
| 31 ORGANIZATION FEE, PUBLICATION | 2,661      | 3,997       |           |             |
| 32 VET-MED-DRUGS                 | 4,158      | 7,128       |           |             |
| 33 CROP STORAGE-MARKETING        | 627        | 1,051       |           |             |
| 34 LIVESTOCK MARKETING-BREEDING  | 4,114      | 5,709       |           |             |
| 35 DAIRY EXPENSE                 | 1,500      | 2,271       |           |             |
| 36 GAS-FUEL-OIL                  | 16,201     | 28,805      |           |             |
| 37 IRRIGATION ENERGY             | 270        | 357         |           |             |
| 38 REAL ESTATE TAXES             | 4,623      | 5,906       |           |             |
| 39 PERSONAL PROPERTY TAXES       | 544        | 987         |           |             |
| 40 GENERAL FARM INSURANCE        | 3,991      | 6,442       |           |             |
| 41 UTILITIES                     | 3,961      | 7,217       |           |             |
| 42 CASH FARM RENT                | 15,464     | 41,539      |           |             |
| 43 HERBICIDE-INSECTICIDE         | 15,248     | 28,509      |           |             |
| 44 CONSERVATION                  | 277        | 367         |           |             |
| 45 AUTO EXPENSE                  | 1,072      | 929         |           |             |
| 46 TOTAL OPERATING EXPENSE       | \$ 193,534 | \$ 343,618  |           |             |
| 47 DEPRECIATION-MACHINERY        | 18,778     | 35,365      |           |             |
| 48 DEPRECIATION-BUILDINGS        | 1,655      | 2,752       |           |             |
| 49 TOTAL FARM EXPENSE            | \$ 213,966 | \$ 381,735  |           |             |
| 50 NET FARM INCOME               | \$ 76,309  | \$ 125,567  |           |             |
| 51 UNPAID FAMILY LABOR           | 847        | 1,564       |           |             |
| 52 UNPAID OPERATOR LABOR         | 44,691     | 51,733      |           |             |
| 53 CURRENT ASSET CHARGE - 8%     | 11,854     | 18,680      |           |             |
| 54 NONCURRENT ASSET CHARGE - 8%  | 34,120     | 41,844      |           |             |
| 55 RETURN LABOR-MANAGEMENT       | 29,487     | 63,479      |           |             |
| 56 RETURN TO CAPITAL             | 50,771     | 103,015     |           |             |
| 57 ASSET TURNOVER RATIO          | .3332      | .4277       |           |             |
| 58 OPERATING PROFIT MARGIN RATIO | .1749      | .2031       |           |             |
| 59 % RETURN ON ASSETS            | .0583      | .0869       |           |             |
| 60 % RETURN ON EQUITY            | .0535      | .0955       |           |             |
| 61 TOTAL EXPENSE RATIO           | .7371      | .7525       |           |             |
| 62 ADJUSTED TOTAL EXPENSE RATIO  | .8940      | .8575       |           |             |
| 63 ECONOMIC TOTAL EXPENSE RATIO  | 1.0524     | .9768       |           |             |
| ASSETS/LOANS/FINANCIAL RATIOS    | JANUARY 1  | DECEMBER 31 | JANUARY 1 | DECEMBER 31 |
| 64 CURRENT ASSETS                | 265,076    | 295,333     | 403,121   | 460,048     |
| 65 NONCURRENT ASSETS             | 577,180    | 604,794     | 737,969   | 770,833     |
| 66 CURRENT LIABILITIES           | 139,914    | 124,147     | 198,090   | 198,087     |
| 67 NONCURRENT LIABILITIES        | 158,986    | 169,977     | 238,084   | 224,629     |
| 68 CURRENT RATIO                 | 1.89       | 2.38        | 2.04      | 2.32        |
| 69 DEBT TO ASSET RATIO           | .35        | .33         | .38       | .34         |



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INCOME AND EXPENSE ANALYSIS

Farm Size by Census Acres

> 5,000 ACRES

7 FARMS

| ITEM                             | PER FARM     | PER FARM    |
|----------------------------------|--------------|-------------|
| 1 BEEF                           | 187,755      |             |
| 2 DAIRY AND MILK                 |              |             |
| 3 SHEEP                          |              |             |
| 4 SWINE                          |              |             |
| 5 POULTRY AND EGGS               | 1            |             |
| 6 OTHER LIVESTOCK                | -2,625       |             |
| 7 CUSTOM FEEDING                 | 38,177       |             |
| 8 FEED PURCHASED                 | -27,196      |             |
| 9 LIVESTOCK INCOME               | \$ 196,112   |             |
| 10 CORN                          | 90,235       |             |
| 11 GRAIN SORGHUM                 | 267,751      |             |
| 12 SOYBEANS                      | 203,353      |             |
| 13 SUNFLOWERS                    | 28,782       |             |
| 14 WHEAT                         | 183,488      |             |
| 15 HAY AND FORAGE                | 14,420       |             |
| 16 OTHER CROP                    |              |             |
| 17 GOVERNMENT PAYMENTS           | 62,241       |             |
| 18 CROP INSURANCE PROCEEDS       | 54,872       |             |
| 19 MACHINE WORK                  | 46,848       |             |
| 20 OTHER INCOME                  | 60,264       |             |
| 21 VALUE OF FARM PRODUCTION      | \$ 1,208,364 |             |
| 22 HIRED LABOR                   | 55,795       |             |
| 23 MACHINERY REPAIRS             | 75,442       |             |
| 24 IRRIGATION REPAIRS            | 2,455        |             |
| 25 BUILDING REPAIRS              | 2,443        |             |
| 26 INTEREST PAID                 | 58,177       |             |
| 27 SEED-OTHER CROP EXPENSE       | 58,204       |             |
| 28 CROP INSURANCE                | 39,409       |             |
| 29 FERTILIZER-LIME               | 124,192      |             |
| 30 MACHINE HIRE                  | 37,941       |             |
| 31 ORGANIZATION FEE, PUBLICATION | 7,669        |             |
| 32 VET-MED-DRUGS                 | 9,895        |             |
| 33 CROP STORAGE-MARKETING        | 4,416        |             |
| 34 LIVESTOCK MARKETING-BREEDING  | 2,912        |             |
| 35 DAIRY EXPENSE                 |              |             |
| 36 GAS-FUEL-OIL                  | 65,891       |             |
| 37 IRRIGATION ENERGY             | 2,900        |             |
| 38 REAL ESTATE TAXES             | 8,133        |             |
| 39 PERSONAL PROPERTY TAXES       | 2,300        |             |
| 40 GENERAL FARM INSURANCE        | 21,642       |             |
| 41 UTILITIES                     | 22,106       |             |
| 42 CASH FARM RENT                | 114,987      |             |
| 43 HERBICIDE-INSECTICIDE         | 84,863       |             |
| 44 CONSERVATION                  | 365          |             |
| 45 AUTO EXPENSE                  | 92           |             |
| 46 TOTAL OPERATING EXPENSE       | \$ 802,231   |             |
| 47 DEPRECIATION-MACHINERY        | 85,521       |             |
| 48 DEPRECIATION-BUILDINGS        | 8,412        |             |
| 49 TOTAL FARM EXPENSE            | \$ 896,164   |             |
| 50 NET FARM INCOME               | \$ 312,200   |             |
| 51 UNPAID FAMILY LABOR           |              |             |
| 52 UNPAID OPERATOR LABOR         | 78,429       |             |
| 53 CURRENT ASSET CHARGE - 8%     | 40,632       |             |
| 54 NONCURRENT ASSET CHARGE - 8%  | 54,231       |             |
| 55 RETURN LABOR-MANAGEMENT       | 217,338      |             |
| 56 RETURN TO CAPITAL             | 291,949      |             |
| 57 ASSET TURNOVER RATIO          | .5793        |             |
| 58 OPERATING PROFIT MARGIN RATIO | .2416        |             |
| 59 % RETURN ON ASSETS            | .1400        |             |
| 60 % RETURN ON EQUITY            | .1971        |             |
| 61 TOTAL EXPENSE RATIO           | .7416        |             |
| 62 ADJUSTED TOTAL EXPENSE RATIO  | .8065        |             |
| 63 ECONOMIC TOTAL EXPENSE RATIO  | .8850        |             |
| ASSETS/LOANS/FINANCIAL RATIOS    | JANUARY 1    | DECEMBER 31 |
|                                  | JANUARY 1    | DECEMBER 31 |
| 64 CURRENT ASSETS                | 738,388      | 873,195     |
| 65 NONCURRENT ASSETS             | 1,139,304    | 1,420,883   |
| 66 CURRENT LIABILITIES           | 298,373      | 297,407     |
| 67 NONCURRENT LIABILITIES        | 559,088      | 645,332     |
| 68 CURRENT RATIO                 | 2.47         | 2.94        |
| 69 DEBT TO ASSET RATIO           | .46          | .41         |

