

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - NORTHEAST KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY TOTAL CROP ACRES

< 301 ACRES
50 FARMS

301 - 600 ACRES
48 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	65,228	69,787	
2 DAIRY AND MILK	16,828	104,022	
3 SHEEP	554		
4 SWINE	15,116	8,818	
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	-893	96	
7 CUSTOM FEEDING	26,010	5,627	
8 FEED PURCHASED	-30,572	-60,853	
9 LIVESTOCK INCOME	\$ 92,271	\$ 127,497	
10 CORN	6,829	35,374	
11 GRAIN SORGHUM	722	107	
12 SOYBEANS	11,291	37,754	
13 SUNFLOWERS	74	645	
14 WHEAT	2,888	5,577	
15 HAY AND FORAGE	2,773	7,868	
16 OTHER CROP	4,515	2,100	
17 GOVERNMENT PAYMENTS	2,257	6,267	
18 CROP INSURANCE PROCEEDS	446	1,760	
19 MACHINE WORK	2,930	3,539	
20 OTHER INCOME	4,567	3,379	
21 VALUE OF FARM PRODUCTION	\$ 131,564	\$ 231,866	
22 HIRED LABOR	5,989	8,131	
23 MACHINERY REPAIRS	7,967	17,587	
24 IRRIGATION REPAIRS	1	26	
25 BUILDING REPAIRS	1,258	1,782	
26 INTEREST PAID	9,043	14,354	
27 SEED-OTHER CROP EXPENSE	3,696	10,670	
28 CROP INSURANCE	608	3,508	
29 FERTILIZER-LIME	6,549	17,267	
30 MACHINE HIRE	4,743	8,106	
31 ORGANIZATION FEE, PUBLICATION	2,317	2,165	
32 VET-MED-DRUGS	7,004	7,620	
33 CROP STORAGE-MARKETING	164	311	
34 LIVESTOCK MARKETING-BREEDING	29,192	5,617	
35 DAIRY EXPENSE	1,051	5,670	
36 GAS-FUEL-OIL	5,842	11,996	
37 IRRIGATION ENERGY		4	
38 REAL ESTATE TAXES	2,716	3,409	
39 PERSONAL PROPERTY TAXES	580	905	
40 GENERAL FARM INSURANCE	2,900	4,322	
41 UTILITIES	3,074	4,619	
42 CASH FARM RENT	10,371	14,641	
43 HERBICIDE-INSECTICIDE	1,883	7,601	
44 CONSERVATION	112	251	
45 AUTO EXPENSE	200	205	
46 TOTAL OPERATING EXPENSE	\$ 107,259	\$ 150,766	
47 DEPRECIATION-MACHINERY	7,222	13,165	
48 DEPRECIATION-BUILDINGS	1,708	5,218	
49 TOTAL FARM EXPENSE	\$ 116,189	\$ 169,149	
50 NET FARM INCOME	\$ 15,375	\$ 62,717	
51 UNPAID FAMILY LABOR	2,288	2,224	
52 UNPAID OPERATOR LABOR	27,450	44,892	
53 CURRENT ASSET CHARGE - 8%	10,868	15,163	
54 NONCURRENT ASSET CHARGE - 8%	28,860	34,973	
55 RETURN LABOR-MANAGEMENT	-26,642	10,358	
56 RETURN TO CAPITAL	-5,320	29,955	
57 ASSET TURNOVER RATIO	.2155	.2791	
58 OPERATING PROFIT MARGIN RATIO	-.0404	.1292	
59 % RETURN ON ASSETS	-.0087	.0361	
60 % RETURN ON EQUITY	-.0289	.0249	
61 TOTAL EXPENSE RATIO	.8831	.7295	
62 ADJUSTED TOTAL EXPENSE RATIO	1.1092	.9327	
63 ECONOMIC TOTAL EXPENSE RATIO	1.4111	1.1489	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	183,379	201,317	251,942
65 NONCURRENT ASSETS	416,675	419,403	566,408
66 CURRENT LIABILITIES	53,823	59,161	79,514
67 NONCURRENT LIABILITIES	65,336	49,229	131,183
68 CURRENT RATIO	3.41	3.40	3.17
69 DEBT TO ASSET RATIO	.20	.17	.26
			.23

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2007 DATA - NORTHEAST KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY TOTAL CROP ACRES

601 - 900 ACRES
52 FARMS

901 - 1,200 ACRES
22 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	96,816		69,030	
2 DAIRY AND MILK	20,921		-9,440	
3 SHEEP				
4 SWINE	3,338		50,818	
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	370		10,485	
7 CUSTOM FEEDING	3,605		13,936	
8 FEED PURCHASED	-33,684		-39,633	
9 LIVESTOCK INCOME	\$ 91,366		\$ 95,196	
10 CORN	73,966		123,744	
11 GRAIN SORGHUM	5,407		5,551	
12 SOYBEANS	80,908		123,935	
13 SUNFLOWERS	3,238		3,095	
14 WHEAT	12,151		15,292	
15 HAY AND FORAGE	7,785		6,679	
16 OTHER CROP	673		189	
17 GOVERNMENT PAYMENTS	9,473		15,423	
18 CROP INSURANCE PROCEEDS	5,326		6,215	
19 MACHINE WORK	9,211		3,001	
20 OTHER INCOME	4,304		18,028	
21 VALUE OF FARM PRODUCTION	\$ 303,809		\$ 416,347	
22 HIRED LABOR	6,358		12,375	
23 MACHINERY REPAIRS	18,980		20,993	
24 IRRIGATION REPAIRS	71		46	
25 BUILDING REPAIRS	1,340		2,063	
26 INTEREST PAID	18,238		19,574	
27 SEED-OTHER CROP EXPENSE	23,318		31,677	
28 CROP INSURANCE	6,932		10,688	
29 FERTILIZER-LIME	30,298		35,192	
30 MACHINE HIRE	9,116		9,409	
31 ORGANIZATION FEE, PUBLICATION	2,595		3,569	
32 VET-MED-DRUGS	4,007		5,693	
33 CROP STORAGE-MARKETING	822		527	
34 LIVESTOCK MARKETING-BREEDING	3,055		2,655	
35 DAIRY EXPENSE	630			
36 GAS-FUEL-OIL	17,759		20,545	
37 IRRIGATION ENERGY	102		520	
38 REAL ESTATE TAXES	4,024		4,739	
39 PERSONAL PROPERTY TAXES	1,018		1,438	
40 GENERAL FARM INSURANCE	4,488		5,625	
41 UTILITIES	3,949		5,264	
42 CASH FARM RENT	30,176		32,518	
43 HERBICIDE-INSECTICIDE	12,186		19,360	
44 CONSERVATION	1,544		1,484	
45 AUTO EXPENSE	271		162	
46 TOTAL OPERATING EXPENSE	\$ 201,278		\$ 246,119	
47 DEPRECIATION-MACHINERY	19,755		22,489	
48 DEPRECIATION-BUILDINGS	2,501		2,789	
49 TOTAL FARM EXPENSE	\$ 223,534		\$ 271,397	
50 NET FARM INCOME	\$ 80,274		\$ 144,950	
51 UNPAID FAMILY LABOR	807		2,599	
52 UNPAID OPERATOR LABOR	50,765		49,043	
53 CURRENT ASSET CHARGE - 8%	21,738		25,725	
54 NONCURRENT ASSET CHARGE - 8%	38,396		50,888	
55 RETURN LABOR-MANAGEMENT	19,333		65,738	
56 RETURN TO CAPITAL	46,941		112,882	
57 ASSET TURNOVER RATIO	.3011		.3343	
58 OPERATING PROFIT MARGIN RATIO	.1545		.2711	
59 % RETURN ON ASSETS	.0465		.0906	
60 % RETURN ON EQUITY	.0382		.0974	
61 TOTAL EXPENSE RATIO	.7358		.6519	
62 ADJUSTED TOTAL EXPENSE RATIO	.9055		.7759	
63 ECONOMIC TOTAL EXPENSE RATIO	1.1035		.9599	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	333,688	396,781	420,726	497,224
65 NONCURRENT ASSETS	629,755	657,620	774,554	798,708
66 CURRENT LIABILITIES	86,789	100,223	122,940	151,888
67 NONCURRENT LIABILITIES	158,345	169,118	161,708	139,362
68 CURRENT RATIO	3.84	3.96	3.42	3.27
69 DEBT TO ASSET RATIO	.25	.26	.24	.22

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2007 DATA - NORTHEAST KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY TOTAL CROP ACRES

1,201 - 1,800 ACRES
41 FARMS

1,801 - 2,100 ACRES
16 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	54,442	39,294		
2 DAIRY AND MILK	9,590			
3 SHEEP				
4 SWINE	799	725		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	12,846	-116		
7 CUSTOM FEEDING	933	288,654		
8 FEED PURCHASED	-15,077	-202,838		
9 LIVESTOCK INCOME	\$ 63,533	\$ 125,719		
10 CORN	196,177	263,233		
11 GRAIN SORGHUM	12,633	648		
12 SOYBEANS	175,673	227,539		
13 SUNFLOWERS	3,632			
14 WHEAT	17,979	28,626		
15 HAY AND FORAGE	15,009	6,503		
16 OTHER CROP	1,420	212		
17 GOVERNMENT PAYMENTS	21,036	27,051		
18 CROP INSURANCE PROCEEDS	9,666	15,351		
19 MACHINE WORK	19,251	15,980		
20 OTHER INCOME	25,564	25,461		
21 VALUE OF FARM PRODUCTION	\$ 561,573	\$ 736,323		
22 HIRED LABOR	13,052	31,316		
23 MACHINERY REPAIRS	28,838	44,601		
24 IRRIGATION REPAIRS	250	582		
25 BUILDING REPAIRS	2,966	1,905		
26 INTEREST PAID	34,936	43,063		
27 SEED-OTHER CROP EXPENSE	49,273	58,783		
28 CROP INSURANCE	15,219	21,227		
29 FERTILIZER-LIME	51,550	64,176		
30 MACHINE HIRE	14,055	19,584		
31 ORGANIZATION FEE, PUBLICATION	3,888	7,223		
32 VET-MED-DRUGS	4,670	19,111		
33 CROP STORAGE-MARKETING	644	905		
34 LIVESTOCK MARKETING-BREEDING	4,788	7,083		
35 DAIRY EXPENSE	600			
36 GAS-FUEL-OIL	28,983	40,523		
37 IRRIGATION ENERGY	171	1,643		
38 REAL ESTATE TAXES	5,450	8,779		
39 PERSONAL PROPERTY TAXES	1,421	1,987		
40 GENERAL FARM INSURANCE	7,323	10,137		
41 UTILITIES	6,485	8,413		
42 CASH FARM RENT	42,556	37,129		
43 HERBICIDE-INSECTICIDE	25,840	37,468		
44 CONSERVATION	2,816	1,354		
45 AUTO EXPENSE	515	350		
46 TOTAL OPERATING EXPENSE	\$ 346,288	\$ 467,339		
47 DEPRECIATION-MACHINERY	34,943	45,842		
48 DEPRECIATION-BUILDINGS	4,201	7,208		
49 TOTAL FARM EXPENSE	\$ 385,432	\$ 520,388		
50 NET FARM INCOME	\$ 176,141	\$ 215,935		
51 UNPAID FAMILY LABOR	3,162	2,383		
52 UNPAID OPERATOR LABOR	54,305	61,763		
53 CURRENT ASSET CHARGE - 8%	20,581	28,971		
54 NONCURRENT ASSET CHARGE - 8%	54,704	75,224		
55 RETURN LABOR-MANAGEMENT	97,695	109,358		
56 RETURN TO CAPITAL	153,611	194,853		
57 ASSET TURNOVER RATIO	.4027	.3909		
58 OPERATING PROFIT MARGIN RATIO	.2735	.2646		
59 % RETURN ON ASSETS	.1101	.1034		
60 % RETURN ON EQUITY	.1261	.1165		
61 TOTAL EXPENSE RATIO	.6863	.7067		
62 ADJUSTED TOTAL EXPENSE RATIO	.7887	.7939		
63 ECONOMIC TOTAL EXPENSE RATIO	.9227	.9354		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	375,238	463,663	492,347	618,964
65 NONCURRENT ASSETS	945,772	1,004,559	1,278,302	1,378,146
66 CURRENT LIABILITIES	162,785	161,591	189,483	197,554
67 NONCURRENT LIABILITIES	281,099	301,640	355,469	420,388
68 CURRENT RATIO	2.31	2.87	2.60	3.13
69 DEBT TO ASSET RATIO	.34	.32	.31	.31

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2007 DATA - NORTHEAST KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY TOTAL CROP ACRES

> 2,101 ACRES
25 FARMS

ITEM	PER FARM	PER FARM
1 BEEF	119,547	
2 DAIRY AND MILK	5,246	
3 SHEEP		
4 SWINE	5,872	
5 POULTRY AND EGGS		
6 OTHER LIVESTOCK	-3,831	
7 CUSTOM FEEDING	16,399	
8 FEED PURCHASED	-33,354	
9 LIVESTOCK INCOME	\$ 109,880	
10 CORN	387,367	
11 GRAIN SORGHUM	15,104	
12 SOYBEANS	332,220	
13 SUNFLOWERS	7,519	
14 WHEAT	28,970	
15 HAY AND FORAGE	5,509	
16 OTHER CROP	2,385	
17 GOVERNMENT PAYMENTS	35,101	
18 CROP INSURANCE PROCEEDS	13,338	
19 MACHINE WORK	13,000	
20 OTHER INCOME	53,441	
21 VALUE OF FARM PRODUCTION	\$ 1,003,833	
22 HIRED LABOR	32,424	
23 MACHINERY REPAIRS	46,230	
24 IRRIGATION REPAIRS	1,021	
25 BUILDING REPAIRS	2,266	
26 INTEREST PAID	64,631	
27 SEED-OTHER CROP EXPENSE	98,747	
28 CROP INSURANCE	32,357	
29 FERTILIZER-LIME	96,196	
30 MACHINE HIRE	22,135	
31 ORGANIZATION FEE, PUBLICATION	7,261	
32 VET-MED-DRUGS	7,365	
33 CROP STORAGE-MARKETING	2,253	
34 LIVESTOCK MARKETING-BREEDING	9,234	
35 DAIRY EXPENSE		
36 GAS-FUEL-OIL	51,675	
37 IRRIGATION ENERGY	823	
38 REAL ESTATE TAXES	6,909	
39 PERSONAL PROPERTY TAXES	3,213	
40 GENERAL FARM INSURANCE	12,428	
41 UTILITIES	9,856	
42 CASH FARM RENT	73,909	
43 HERBICIDE-INSECTICIDE	56,707	
44 CONSERVATION	1,328	
45 AUTO EXPENSE	125	
46 TOTAL OPERATING EXPENSE	\$ 639,094	
47 DEPRECIATION-MACHINERY	58,690	
48 DEPRECIATION-BUILDINGS	11,393	
49 TOTAL FARM EXPENSE	\$ 709,177	
50 NET FARM INCOME	\$ 294,656	
51 UNPAID FAMILY LABOR	3,660	
52 UNPAID OPERATOR LABOR	85,522	
53 CURRENT ASSET CHARGE - 8%	31,462	
54 NONCURRENT ASSET CHARGE - 8%	70,911	
55 RETURN LABOR-MANAGEMENT	188,622	
56 RETURN TO CAPITAL	270,104	
57 ASSET TURNOVER RATIO	.4789	
58 OPERATING PROFIT MARGIN RATIO	.2691	
59 % RETURN ON ASSETS	.1289	
60 % RETURN ON EQUITY	.1606	
61 TOTAL EXPENSE RATIO	.7065	
62 ADJUSTED TOTAL EXPENSE RATIO	.7953	
63 ECONOMIC TOTAL EXPENSE RATIO	.8973	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	598,277	710,872
65 NONCURRENT ASSETS	1,415,311	1,467,587
66 CURRENT LIABILITIES	252,613	269,979
67 NONCURRENT LIABILITIES	564,977	545,147
68 CURRENT RATIO	2.37	2.63
69 DEBT TO ASSET RATIO	.41	.37

