

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - NORTHEAST KANSAS
INCOME AND EXPENSE ANALYSIS

ADJ. TOTAL EXPENSE RATIO QUANTILES

HIGH 25%
64 FARMS

HIGH MIDDLE
64 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	47,004		117,513	
2 DAIRY AND MILK	9,293		23,599	
3 SHEEP	6		427	
4 SWINE	2,195		15,049	
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	2,966		-1,239	
7 CUSTOM FEEDING	76,537		19,283	
8 FEED PURCHASED	-71,958		-38,304	
9 LIVESTOCK INCOME	\$ 66,043		\$ 136,328	
10 CORN	16,703		79,103	
11 GRAIN SORGHUM	763		7,581	
12 SOYBEANS	19,571		71,654	
13 SUNFLOWERS	200		951	
14 WHEAT	7,390		17,622	
15 HAY AND FORAGE	7,873		6,343	
16 OTHER CROP	3,671		978	
17 GOVERNMENT PAYMENTS	6,045		13,629	
18 CROP INSURANCE PROCEEDS	2,620		8,059	
19 MACHINE WORK	6,989		13,216	
20 OTHER INCOME	5,962		9,461	
21 VALUE OF FARM PRODUCTION	\$ 143,830		\$ 364,925	
22 HIRED LABOR	11,096		12,183	
23 MACHINERY REPAIRS	16,219		24,602	
24 IRRIGATION REPAIRS	56		123	
25 BUILDING REPAIRS	1,499		1,094	
26 INTEREST PAID	16,647		28,997	
27 SEED-OTHER CROP EXPENSE	11,537		30,983	
28 CROP INSURANCE	2,643		9,785	
29 FERTILIZER-LIME	16,263		36,278	
30 MACHINE HIRE	7,117		11,323	
31 ORGANIZATION FEE, PUBLICATION	3,117		3,331	
32 VET-MED-DRUGS	8,281		8,466	
33 CROP STORAGE-MARKETING	244		552	
34 LIVESTOCK MARKETING-BREEDING	4,961		24,947	
35 DAIRY EXPENSE	953		1,184	
36 GAS-FUEL-OIL	12,077		22,060	
37 IRRIGATION ENERGY	3		265	
38 REAL ESTATE TAXES	3,593		4,258	
39 PERSONAL PROPERTY TAXES	992		1,124	
40 GENERAL FARM INSURANCE	4,201		5,414	
41 UTILITIES	3,862		5,131	
42 CASH FARM RENT	11,989		33,192	
43 HERBICIDE-INSECTICIDE	5,920		15,668	
44 CONSERVATION	482		711	
45 AUTO EXPENSE	76		211	
46 TOTAL OPERATING EXPENSE	\$ 143,829		\$ 281,882	
47 DEPRECIATION-MACHINERY	11,954		22,369	
48 DEPRECIATION-BUILDINGS	2,981		4,024	
49 TOTAL FARM EXPENSE	\$ 158,764		\$ 308,275	
50 NET FARM INCOME	\$ -14,934		\$ 56,650	
51 UNPAID FAMILY LABOR	2,145		2,264	
52 UNPAID OPERATOR LABOR	38,173		51,457	
53 CURRENT ASSET CHARGE - 8%	10,466		16,104	
54 NONCURRENT ASSET CHARGE - 8%	32,652		42,469	
55 RETURN LABOR-MANAGEMENT	-60,197		-4,187	
56 RETURN TO CAPITAL	-38,605		31,927	
57 ASSET TURNOVER RATIO	.1904		.3311	
58 OPERATING PROFIT MARGIN RATIO	-.2684		.0875	
59 % RETURN ON ASSETS	-.0511		.0290	
60 % RETURN ON EQUITY	-.1025		.0040	
61 TOTAL EXPENSE RATIO	1.1038		.8448	
62 ADJUSTED TOTAL EXPENSE RATIO	1.3841		.9920	
63 ECONOMIC TOTAL EXPENSE RATIO	1.6839		1.1525	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	201,552	194,888	346,167	381,966
65 NONCURRENT ASSETS	555,072	559,472	729,188	746,832
66 CURRENT LIABILITIES	64,176	70,609	150,753	174,774
67 NONCURRENT LIABILITIES	149,438	148,811	208,592	205,705
68 CURRENT RATIO	3.14	2.76	2.30	2.19
69 DEBT TO ASSET RATIO	.28	.29	.33	.34

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ADJ. TOTAL EXPENSE RATIO QUANTILES

LOW MIDDLE
64 FARMS

LOW 25%
62 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	79,792		54,485	
2 DAIRY AND MILK	52,352		28,765	
3 SHEEP				
4 SWINE	2,317		22,740	
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	8,094		168	
7 CUSTOM FEEDING	13,169		2,516	
8 FEED PURCHASED	-45,294		-29,272	
9 LIVESTOCK INCOME	\$ 110,430		\$ 79,401	
10 CORN	184,740		203,101	
11 GRAIN SORGHUM	5,518		7,471	
12 SOYBEANS	150,453		209,547	
13 SUNFLOWERS	5,224		3,225	
14 WHEAT	14,849		12,075	
15 HAY AND FORAGE	10,121		5,930	
16 OTHER CROP	2,437		538	
17 GOVERNMENT PAYMENTS	16,292		18,009	
18 CROP INSURANCE PROCEEDS	8,449		4,382	
19 MACHINE WORK	7,903		6,974	
20 OTHER INCOME	14,603		30,336	
21 VALUE OF FARM PRODUCTION	\$ 531,019		\$ 580,990	
22 HIRED LABOR	15,678		10,421	
23 MACHINERY REPAIRS	25,157		24,524	
24 IRRIGATION REPAIRS	313		317	
25 BUILDING REPAIRS	2,698		2,154	
26 INTEREST PAID	30,830		21,983	
27 SEED-OTHER CROP EXPENSE	41,723		42,649	
28 CROP INSURANCE	13,650		14,482	
29 FERTILIZER-LIME	47,647		42,567	
30 MACHINE HIRE	14,001		10,873	
31 ORGANIZATION FEE, PUBLICATION	3,460		4,123	
32 VET-MED-DRUGS	6,560		3,859	
33 CROP STORAGE-MARKETING	1,226		729	
34 LIVESTOCK MARKETING-BREEDING	6,551		2,476	
35 DAIRY EXPENSE	2,289		1,594	
36 GAS-FUEL-OIL	26,481		24,070	
37 IRRIGATION ENERGY	785		56	
38 REAL ESTATE TAXES	4,174		6,129	
39 PERSONAL PROPERTY TAXES	1,298		1,757	
40 GENERAL FARM INSURANCE	7,301		6,453	
41 UTILITIES	6,359		5,822	
42 CASH FARM RENT	45,364		30,605	
43 HERBICIDE-INSECTICIDE	25,927		25,068	
44 CONSERVATION	1,693		1,874	
45 AUTO EXPENSE	473		302	
46 TOTAL OPERATING EXPENSE	\$ 331,638		\$ 284,888	
47 DEPRECIATION-MACHINERY	32,507		30,183	
48 DEPRECIATION-BUILDINGS	5,435		4,895	
49 TOTAL FARM EXPENSE	\$ 369,580		\$ 319,966	
50 NET FARM INCOME	\$ 161,440		\$ 261,024	
51 UNPAID FAMILY LABOR	2,859		1,845	
52 UNPAID OPERATOR LABOR	54,662		54,260	
53 CURRENT ASSET CHARGE - 8%	22,223		31,270	
54 NONCURRENT ASSET CHARGE - 8%	37,795		68,233	
55 RETURN LABOR-MANAGEMENT	98,563		159,676	
56 RETURN TO CAPITAL	134,749		226,902	
57 ASSET TURNOVER RATIO	.4604		.3703	
58 OPERATING PROFIT MARGIN RATIO	.2538		.3905	
59 % RETURN ON ASSETS	.1168		.1446	
60 % RETURN ON EQUITY	.1385		.1648	
61 TOTAL EXPENSE RATIO	.6960		.5507	
62 ADJUSTED TOTAL EXPENSE RATIO	.8043		.6473	
63 ECONOMIC TOTAL EXPENSE RATIO	.9173		.8186	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	382,926	460,803	427,869	565,015
65 NONCURRENT ASSETS	709,966	753,080	1,045,009	1,100,271
66 CURRENT LIABILITIES	152,980	135,187	100,010	111,128
67 NONCURRENT LIABILITIES	257,289	260,888	214,703	224,741
68 CURRENT RATIO	2.50	3.41	4.28	5.08
69 DEBT TO ASSET RATIO	.38	.33	.21	.20

