

## Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - NORTHEAST KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY AGE OF OPERATOR

< 36  
17 FARMS

36 - 40  
12 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	47,664	60,804	
2 DAIRY AND MILK	55,702	47,644	
3 SHEEP			
4 SWINE	3,649		
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	-1,152	-974	
7 CUSTOM FEEDING	6,345	7,900	
8 FEED PURCHASED	-37,841	-32,587	
9 LIVESTOCK INCOME	\$ 74,368	\$ 82,787	
10 CORN	129,953	147,894	
11 GRAIN SORGHUM	782	4,518	
12 SOYBEANS	84,204	118,225	
13 SUNFLOWERS	15,052	3,055	
14 WHEAT	9,076	11,802	
15 HAY AND FORAGE	9,552	11,175	
16 OTHER CROP	-2,338	29	
17 GOVERNMENT PAYMENTS	10,182	12,926	
18 CROP INSURANCE PROCEEDS	9,951	3,731	
19 MACHINE WORK	27,512	10,289	
20 OTHER INCOME	11,355	9,292	
21 VALUE OF FARM PRODUCTION	\$ 379,651	\$ 415,723	
22 HIRED LABOR	6,756	9,689	
23 MACHINERY REPAIRS	20,426	24,378	
24 IRRIGATION REPAIRS	108	1,402	
25 BUILDING REPAIRS	454	3,345	
26 INTEREST PAID	27,062	25,014	
27 SEED-OTHER CROP EXPENSE	34,286	36,424	
28 CROP INSURANCE	9,410	8,159	
29 FERTILIZER-LIME	26,037	39,679	
30 MACHINE HIRE	17,097	8,603	
31 ORGANIZATION FEE, PUBLICATION	3,266	4,196	
32 VET-MED-DRUGS	5,013	6,696	
33 CROP STORAGE-MARKETING	2,115	1,619	
34 LIVESTOCK MARKETING-BREEDING	2,722	8,182	
35 DAIRY EXPENSE	2,258	2,378	
36 GAS-FUEL-OIL	17,838	22,277	
37 IRRIGATION ENERGY	233	415	
38 REAL ESTATE TAXES	1,979	1,431	
39 PERSONAL PROPERTY TAXES	1,021	1,342	
40 GENERAL FARM INSURANCE	3,537	5,319	
41 UTILITIES	3,464	4,955	
42 CASH FARM RENT	52,417	34,894	
43 HERBICIDE-INSECTICIDE	16,427	17,075	
44 CONSERVATION	4,123	375	
45 AUTO EXPENSE	267	32	
46 TOTAL OPERATING EXPENSE	\$ 258,315	\$ 267,879	
47 DEPRECIATION-MACHINERY	19,500	27,630	
48 DEPRECIATION-BUILDINGS	2,345	4,631	
49 TOTAL FARM EXPENSE	\$ 280,160	\$ 300,140	
50 NET FARM INCOME	\$ 99,491	\$ 115,582	
51 UNPAID FAMILY LABOR	2,467	2,859	
52 UNPAID OPERATOR LABOR	39,381	52,613	
53 CURRENT ASSET CHARGE - 8%	10,289	18,394	
54 NONCURRENT ASSET CHARGE - 8%	8,870	12,843	
55 RETURN LABOR-MANAGEMENT	77,865	81,486	
56 RETURN TO CAPITAL	84,705	85,125	
57 ASSET TURNOVER RATIO	.6147	.5357	
58 OPERATING PROFIT MARGIN RATIO	.2231	.2048	
59 % RETURN ON ASSETS	.1371	.1097	
60 % RETURN ON EQUITY	.2407	.1539	
61 TOTAL EXPENSE RATIO	.7379	.7220	
62 ADJUSTED TOTAL EXPENSE RATIO	.8482	.8554	
63 ECONOMIC TOTAL EXPENSE RATIO	.8986	.9305	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
	DECEMBER 31		DECEMBER 31
64 CURRENT ASSETS	233,341	306,498	316,175
65 NONCURRENT ASSETS	336,124	359,316	405,580
66 CURRENT LIABILITIES	133,640	148,984	121,165
67 NONCURRENT LIABILITIES	240,181	233,506	253,698
68 CURRENT RATIO	1.75	2.06	2.61
69 DEBT TO ASSET RATIO	.66	.57	.52
			.48



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2007 DATA - NORTHEAST KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY AGE OF OPERATOR

41 - 45  
24 FARMS

46 - 50  
32 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	84,627	68,550	
2 DAIRY AND MILK	78,918	11,447	
3 SHEEP			
4 SWINE	13,446	34,946	
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	-2,348	-2,414	
7 CUSTOM FEEDING	632	170,636	
8 FEED PURCHASED	-46,313	-148,305	
9 LIVESTOCK INCOME	\$ 128,962	\$ 134,860	
10 CORN	110,431	155,571	
11 GRAIN SORGHUM	2,183	13,771	
12 SOYBEANS	87,782	134,180	
13 SUNFLOWERS	6,262	353	
14 WHEAT	14,954	18,160	
15 HAY AND FORAGE	15,202	11,884	
16 OTHER CROP	-152	808	
17 GOVERNMENT PAYMENTS	13,253	14,149	
18 CROP INSURANCE PROCEEDS	6,053	5,082	
19 MACHINE WORK	5,458	18,560	
20 OTHER INCOME	16,975	22,620	
21 VALUE OF FARM PRODUCTION	\$ 407,363	\$ 529,998	
22 HIRED LABOR	8,452	22,454	
23 MACHINERY REPAIRS	18,838	37,149	
24 IRRIGATION REPAIRS	81	236	
25 BUILDING REPAIRS	2,574	2,207	
26 INTEREST PAID	25,213	39,477	
27 SEED-OTHER CROP EXPENSE	30,237	49,002	
28 CROP INSURANCE	9,396	12,873	
29 FERTILIZER-LIME	35,992	39,503	
30 MACHINE HIRE	13,969	12,352	
31 ORGANIZATION FEE, PUBLICATION	2,695	4,614	
32 VET-MED-DRUGS	6,790	19,806	
33 CROP STORAGE-MARKETING	838	783	
34 LIVESTOCK MARKETING-BREEDING	5,315	7,559	
35 DAIRY EXPENSE	3,800	639	
36 GAS-FUEL-OIL	20,024	29,953	
37 IRRIGATION ENERGY	65	564	
38 REAL ESTATE TAXES	3,284	5,538	
39 PERSONAL PROPERTY TAXES	967	1,529	
40 GENERAL FARM INSURANCE	5,159	7,606	
41 UTILITIES	5,259	7,005	
42 CASH FARM RENT	34,781	30,206	
43 HERBICIDE-INSECTICIDE	15,950	23,129	
44 CONSERVATION	1,610	964	
45 AUTO EXPENSE	93	251	
46 TOTAL OPERATING EXPENSE	\$ 251,381	\$ 355,399	
47 DEPRECIATION-MACHINERY	25,173	34,960	
48 DEPRECIATION-BUILDINGS	8,575	6,564	
49 TOTAL FARM EXPENSE	\$ 285,128	\$ 396,923	
50 NET FARM INCOME	\$ 122,234	\$ 133,075	
51 UNPAID FAMILY LABOR	3,018	4,766	
52 UNPAID OPERATOR LABOR	53,947	50,873	
53 CURRENT ASSET CHARGE - 8%	21,269	18,915	
54 NONCURRENT ASSET CHARGE - 8%	27,869	42,712	
55 RETURN LABOR-MANAGEMENT	70,078	66,683	
56 RETURN TO CAPITAL	90,482	116,913	
57 ASSET TURNOVER RATIO	.4454	.4086	
58 OPERATING PROFIT MARGIN RATIO	.2221	.2206	
59 % RETURN ON ASSETS	.0989	.0901	
60 % RETURN ON EQUITY	.1063	.1005	
61 TOTAL EXPENSE RATIO	.6999	.7489	
62 ADJUSTED TOTAL EXPENSE RATIO	.8398	.8539	
63 ECONOMIC TOTAL EXPENSE RATIO	.9604	.9702	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	332,255	413,095	392,023
65 NONCURRENT ASSETS	530,130	553,718	840,547
66 CURRENT LIABILITIES	86,731	126,906	179,584
67 NONCURRENT LIABILITIES	197,929	189,184	321,434
68 CURRENT RATIO	3.83	3.26	2.18
69 DEBT TO ASSET RATIO	.33	.33	.41



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2007 DATA - NORTHEAST KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY AGE OF OPERATOR

51 - 55  
35 FARMS

56 - 60  
40 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	111,132	86,051		
2 DAIRY AND MILK	25,623	52,657		
3 SHEEP				
4 SWINE	28,028	4,153		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-893	5,280		
7 CUSTOM FEEDING	8,449	17,681		
8 FEED PURCHASED	-36,321	-43,182		
9 LIVESTOCK INCOME	\$ 136,019	\$ 122,639		
10 CORN	112,016	119,049		
11 GRAIN SORGHUM	2,690	5,229		
12 SOYBEANS	106,340	115,442		
13 SUNFLOWERS	263	3,146		
14 WHEAT	9,883	20,635		
15 HAY AND FORAGE	5,785	7,272		
16 OTHER CROP	1,818	2,066		
17 GOVERNMENT PAYMENTS	12,861	16,467		
18 CROP INSURANCE PROCEEDS	3,459	12,595		
19 MACHINE WORK	6,883	9,288		
20 OTHER INCOME	22,243	13,994		
21 VALUE OF FARM PRODUCTION	\$ 420,261	\$ 447,821		
22 HIRED LABOR	9,611	16,831		
23 MACHINERY REPAIRS	23,370	30,347		
24 IRRIGATION REPAIRS	468	71		
25 BUILDING REPAIRS	1,774	2,065		
26 INTEREST PAID	19,919	26,267		
27 SEED-OTHER CROP EXPENSE	28,543	33,781		
28 CROP INSURANCE	9,638	13,421		
29 FERTILIZER-LIME	34,262	39,975		
30 MACHINE HIRE	10,363	13,051		
31 ORGANIZATION FEE, PUBLICATION	3,772	4,083		
32 VET-MED-DRUGS	5,078	5,883		
33 CROP STORAGE-MARKETING	751	380		
34 LIVESTOCK MARKETING-BREEDING	41,685	7,353		
35 DAIRY EXPENSE	1,748	2,755		
36 GAS-FUEL-OIL	20,066	26,287		
37 IRRIGATION ENERGY	1,107			
38 REAL ESTATE TAXES	4,380	5,322		
39 PERSONAL PROPERTY TAXES	1,623	1,503		
40 GENERAL FARM INSURANCE	6,294	7,453		
41 UTILITIES	4,999	6,791		
42 CASH FARM RENT	38,303	30,846		
43 HERBICIDE-INSECTICIDE	19,056	20,887		
44 CONSERVATION	897	1,194		
45 AUTO EXPENSE	171	146		
46 TOTAL OPERATING EXPENSE	\$ 287,879	\$ 296,694		
47 DEPRECIATION-MACHINERY	25,313	26,993		
48 DEPRECIATION-BUILDINGS	4,110	5,471		
49 TOTAL FARM EXPENSE	\$ 317,302	\$ 329,157		
50 NET FARM INCOME	\$ 102,959	\$ 118,663		
51 UNPAID FAMILY LABOR	1,961	667		
52 UNPAID OPERATOR LABOR	49,018	59,513		
53 CURRENT ASSET CHARGE - 8%	23,713	21,718		
54 NONCURRENT ASSET CHARGE - 8%	49,649	57,459		
55 RETURN LABOR-MANAGEMENT	27,636	38,819		
56 RETURN TO CAPITAL	71,900	84,750		
57 ASSET TURNOVER RATIO	.3539	.3247		
58 OPERATING PROFIT MARGIN RATIO	.1711	.1892		
59 % RETURN ON ASSETS	.0605	.0615		
60 % RETURN ON EQUITY	.0567	.0591		
61 TOTAL EXPENSE RATIO	.7550	.7350		
62 ADJUSTED TOTAL EXPENSE RATIO	.8763	.8694		
63 ECONOMIC TOTAL EXPENSE RATIO	1.0509	1.0462		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	404,989	459,933	396,498	436,088
65 NONCURRENT ASSETS	745,321	764,691	936,381	989,251
66 CURRENT LIABILITIES	129,144	142,956	156,718	132,925
67 NONCURRENT LIABILITIES	144,923	123,857	235,227	253,926
68 CURRENT RATIO	3.14	3.22	2.53	3.28
69 DEBT TO ASSET RATIO	.24	.22	.29	.27



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2007 DATA - NORTHEAST KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY AGE OF OPERATOR

61 - 65  
40 FARMS

66 - 70  
27 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	57,398	77,827		
2 DAIRY AND MILK	9,200	3,291		
3 SHEEP	10			
4 SWINE	279	21		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-77	23,220		
7 CUSTOM FEEDING	3,560	11,400		
8 FEED PURCHASED	-18,128	-31,132		
9 LIVESTOCK INCOME	\$ 52,241	\$ 84,628		
10 CORN	153,546	66,130		
11 GRAIN SORGHUM	3,802	8,648		
12 SOYBEANS	162,664	91,131		
13 SUNFLOWERS	377			
14 WHEAT	10,141	12,299		
15 HAY AND FORAGE	5,922	3,787		
16 OTHER CROP	8,619	95		
17 GOVERNMENT PAYMENTS	16,404	11,875		
18 CROP INSURANCE PROCEEDS	3,991	6,399		
19 MACHINE WORK	3,484	4,542		
20 OTHER INCOME	19,506	4,447		
21 VALUE OF FARM PRODUCTION	\$ 440,698	\$ 293,980		
22 HIRED LABOR	8,263	14,438		
23 MACHINERY REPAIRS	18,176	15,369		
24 IRRIGATION REPAIRS	37	32		
25 BUILDING REPAIRS	1,750	1,794		
26 INTEREST PAID	23,934	17,398		
27 SEED-OTHER CROP EXPENSE	37,125	17,922		
28 CROP INSURANCE	11,622	7,350		
29 FERTILIZER-LIME	41,890	28,232		
30 MACHINE HIRE	9,789	7,323		
31 ORGANIZATION FEE, PUBLICATION	3,468	2,904		
32 VET-MED-DRUGS	2,754	7,316		
33 CROP STORAGE-MARKETING	272	217		
34 LIVESTOCK MARKETING-BREEDING	1,115	5,540		
35 DAIRY EXPENSE	609	288		
36 GAS-FUEL-OIL	20,035	15,901		
37 IRRIGATION ENERGY	36			
38 REAL ESTATE TAXES	6,246	4,552		
39 PERSONAL PROPERTY TAXES	1,399	672		
40 GENERAL FARM INSURANCE	5,963	4,666		
41 UTILITIES	5,114	5,500		
42 CASH FARM RENT	25,595	20,801		
43 HERBICIDE-INSECTICIDE	22,006	11,265		
44 CONSERVATION	984	1,386		
45 AUTO EXPENSE	405	802		
46 TOTAL OPERATING EXPENSE	\$ 248,587	\$ 191,667		
47 DEPRECIATION-MACHINERY	23,067	18,764		
48 DEPRECIATION-BUILDINGS	3,622	2,318		
49 TOTAL FARM EXPENSE	\$ 275,276	\$ 212,749		
50 NET FARM INCOME	\$ 165,421	\$ 81,231		
51 UNPAID FAMILY LABOR	3,431	141		
52 UNPAID OPERATOR LABOR	50,478	43,547		
53 CURRENT ASSET CHARGE - 8%	22,499	18,423		
54 NONCURRENT ASSET CHARGE - 8%	58,841	49,335		
55 RETURN LABOR-MANAGEMENT	80,651	13,332		
56 RETURN TO CAPITAL	135,447	54,941		
57 ASSET TURNOVER RATIO	.3330	.2758		
58 OPERATING PROFIT MARGIN RATIO	.3073	.1869		
59 % RETURN ON ASSETS	.1024	.0516		
60 % RETURN ON EQUITY	.1097	.0443		
61 TOTAL EXPENSE RATIO	.6246	.7237		
62 ADJUSTED TOTAL EXPENSE RATIO	.7470	.8723		
63 ECONOMIC TOTAL EXPENSE RATIO	.9315	1.1028		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	339,673	420,420	291,040	324,194
65 NONCURRENT ASSETS	929,752	956,687	749,389	766,869
66 CURRENT LIABILITIES	97,292	100,337	86,929	67,739
67 NONCURRENT LIABILITIES	201,907	213,510	144,766	138,112
68 CURRENT RATIO	3.49	4.19	3.35	4.79
69 DEBT TO ASSET RATIO	.24	.23	.22	.19



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2007 DATA - NORTHEAST KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY AGE OF OPERATOR

> 70  
26 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	51,746		
2 DAIRY AND MILK			
3 SHEEP	1,051		
4 SWINE			
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK			
7 CUSTOM FEEDING			
8 FEED PURCHASED	-11,405		
9 LIVESTOCK INCOME	\$ 41,392		
10 CORN	75,527		
11 GRAIN SORGHUM	3,883		
12 SOYBEANS	53,293		
13 SUNFLOWERS	142		
14 WHEAT	4,344		
15 HAY AND FORAGE	1,354		
16 OTHER CROP	406		
17 GOVERNMENT PAYMENTS	7,774		
18 CROP INSURANCE PROCEEDS	252		
19 MACHINE WORK	1,512		
20 OTHER INCOME	4,712		
21 VALUE OF FARM PRODUCTION	\$ 194,591		
22 HIRED LABOR	9,882		
23 MACHINERY REPAIRS	10,407		
24 IRRIGATION REPAIRS	54		
25 BUILDING REPAIRS	1,040		
26 INTEREST PAID	14,984		
27 SEED-OTHER CROP EXPENSE	12,554		
28 CROP INSURANCE	3,869		
29 FERTILIZER-LIME	25,954		
30 MACHINE HIRE	5,081		
31 ORGANIZATION FEE, PUBLICATION	2,120		
32 VET-MED-DRUGS	1,643		
33 CROP STORAGE-MARKETING	217		
34 LIVESTOCK MARKETING-BREEDING	597		
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	13,320		
37 IRRIGATION ENERGY	81		
38 REAL ESTATE TAXES	3,978		
39 PERSONAL PROPERTY TAXES	1,068		
40 GENERAL FARM INSURANCE	3,799		
41 UTILITIES	2,765		
42 CASH FARM RENT	9,571		
43 HERBICIDE-INSECTICIDE	9,534		
44 CONSERVATION	34		
45 AUTO EXPENSE	96		
46 TOTAL OPERATING EXPENSE	\$ 132,650		
47 DEPRECIATION-MACHINERY	12,544		
48 DEPRECIATION-BUILDINGS	508		
49 TOTAL FARM EXPENSE	\$ 145,701		
50 NET FARM INCOME	\$ 48,890		
51 UNPAID FAMILY LABOR	1,613		
52 UNPAID OPERATOR LABOR	34,664		
53 CURRENT ASSET CHARGE - 8%	15,846		
54 NONCURRENT ASSET CHARGE - 8%	53,725		
55 RETURN LABOR-MANAGEMENT	-22,294		
56 RETURN TO CAPITAL	27,597		
57 ASSET TURNOVER RATIO	.1895		
58 OPERATING PROFIT MARGIN RATIO	.1418		
59 % RETURN ON ASSETS	.0269		
60 % RETURN ON EQUITY	.0145		
61 TOTAL EXPENSE RATIO	.7488		
62 ADJUSTED TOTAL EXPENSE RATIO	.9352		
63 ECONOMIC TOTAL EXPENSE RATIO	1.2927		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1      DECEMBER 31	JANUARY 1      DECEMBER 31	
64 CURRENT ASSETS	208,088	246,856	
65 NONCURRENT ASSETS	797,021	801,412	
66 CURRENT LIABILITIES	24,541	34,261	
67 NONCURRENT LIABILITIES	133,960	121,338	
68 CURRENT RATIO	8.48	7.21	
69 DEBT TO ASSET RATIO	.16	.15	

