

## Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - NORTHEAST KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY CAPITAL MANAGED

< 320,001  
12 FARMS

320,001 - 500,000  
12 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	16,272	12,939	
2 DAIRY AND MILK		15,376	
3 SHEEP	32	2,277	
4 SWINE	-368		
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	-339		
7 CUSTOM FEEDING	8,578	217	
8 FEED PURCHASED	-14,973	-7,199	
9 LIVESTOCK INCOME	\$ 9,201	\$ 23,610	
10 CORN	13,897	13,126	
11 GRAIN SORGHUM	266	304	
12 SOYBEANS	13,499	29,249	
13 SUNFLOWERS		307	
14 WHEAT	3,344	3,596	
15 HAY AND FORAGE	2,208	1,444	
16 OTHER CROP	18,088	409	
17 GOVERNMENT PAYMENTS	2,531	4,477	
18 CROP INSURANCE PROCEEDS	806	2,704	
19 MACHINE WORK	2,381	1,028	
20 OTHER INCOME	7,753	281	
21 VALUE OF FARM PRODUCTION	\$ 73,975	\$ 80,535	
22 HIRED LABOR	6,838	2,358	
23 MACHINERY REPAIRS	4,651	8,982	
24 IRRIGATION REPAIRS	2		
25 BUILDING REPAIRS	558	849	
26 INTEREST PAID	3,704	1,621	
27 SEED-OTHER CROP EXPENSE	7,693	6,952	
28 CROP INSURANCE	735	1,390	
29 FERTILIZER-LIME	8,243	7,957	
30 MACHINE HIRE	3,564	2,937	
31 ORGANIZATION FEE, PUBLICATION	2,351	1,810	
32 VET-MED-DRUGS	1,342	896	
33 CROP STORAGE-MARKETING	194	424	
34 LIVESTOCK MARKETING-BREEDING	1,866	388	
35 DAIRY EXPENSE		822	
36 GAS-FUEL-OIL	4,535	4,930	
37 IRRIGATION ENERGY			
38 REAL ESTATE TAXES	1,886	2,077	
39 PERSONAL PROPERTY TAXES	1,085	247	
40 GENERAL FARM INSURANCE	1,730	2,036	
41 UTILITIES	2,302	2,044	
42 CASH FARM RENT	4,146	5,548	
43 HERBICIDE-INSECTICIDE	2,293	4,567	
44 CONSERVATION		52	
45 AUTO EXPENSE	131	169	
46 TOTAL OPERATING EXPENSE	\$ 59,848	\$ 59,055	
47 DEPRECIATION-MACHINERY	3,616	5,360	
48 DEPRECIATION-BUILDINGS	408	568	
49 TOTAL FARM EXPENSE	\$ 63,872	\$ 64,983	
50 NET FARM INCOME	\$ 10,103	\$ 15,552	
51 UNPAID FAMILY LABOR	4,766	318	
52 UNPAID OPERATOR LABOR	20,588	20,969	
53 CURRENT ASSET CHARGE - 8%	3,662	6,850	
54 NONCURRENT ASSET CHARGE - 8%	10,500	21,057	
55 RETURN LABOR-MANAGEMENT	-8,825	-12,673	
56 RETURN TO CAPITAL	-11,546	-4,114	
57 ASSET TURNOVER RATIO	.3255	.2136	
58 OPERATING PROFIT MARGIN RATIO	-.1561	-.0511	
59 % RETURN ON ASSETS	-.0508	-.0109	
60 % RETURN ON EQUITY	-.0861	-.0164	
61 TOTAL EXPENSE RATIO	.8634	.8069	
62 ADJUSTED TOTAL EXPENSE RATIO	1.2062	1.0712	
63 ECONOMIC TOTAL EXPENSE RATIO	1.3976	1.4177	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	54,194	61,411	88,020
65 NONCURRENT ASSETS	164,681	174,249	267,354
66 CURRENT LIABILITIES	10,906	13,153	10,080
67 NONCURRENT LIABILITIES	34,565	41,862	20,466
68 CURRENT RATIO	4.97	4.67	8.73
69 DEBT TO ASSET RATIO	.21	.23	.09



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2007 DATA - NORTHEAST KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY CAPITAL MANAGED

500,001 - 750,000  
16 FARMS

750,001 - 1,000,000  
14 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	27,171	58,846	
2 DAIRY AND MILK	2,193	36,479	
3 SHEEP			
4 SWINE	1,036	51,612	
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	-580	-778	
7 CUSTOM FEEDING	8,722	13,047	
8 FEED PURCHASED	-11,994	-52,627	
9 LIVESTOCK INCOME	\$ 26,548	\$ 106,579	
10 CORN	14,137	46,879	
11 GRAIN SORGHUM	932	1,000	
12 SOYBEANS	12,711	32,429	
13 SUNFLOWERS			
14 WHEAT	3,143	4,470	
15 HAY AND FORAGE	-684	6,492	
16 OTHER CROP	4,733	-125	
17 GOVERNMENT PAYMENTS	4,020	4,779	
18 CROP INSURANCE PROCEEDS	743	682	
19 MACHINE WORK	701	6,040	
20 OTHER INCOME	7,106	6,652	
21 VALUE OF FARM PRODUCTION	\$ 74,090	\$ 215,878	
22 HIRED LABOR	746	8,572	
23 MACHINERY REPAIRS	5,592	17,943	
24 IRRIGATION REPAIRS	2		
25 BUILDING REPAIRS	535	2,539	
26 INTEREST PAID	6,835	11,661	
27 SEED-OTHER CROP EXPENSE	4,617	9,813	
28 CROP INSURANCE	1,036	3,714	
29 FERTILIZER-LIME	7,765	16,165	
30 MACHINE HIRE	5,184	7,387	
31 ORGANIZATION FEE, PUBLICATION	1,433	3,729	
32 VET-MED-DRUGS	1,620	6,861	
33 CROP STORAGE-MARKETING	187	15	
34 LIVESTOCK MARKETING-BREEDING	1,247	5,093	
35 DAIRY EXPENSE	303	2,036	
36 GAS-FUEL-OIL	4,902	11,285	
37 IRRIGATION ENERGY			
38 REAL ESTATE TAXES	2,658	3,356	
39 PERSONAL PROPERTY TAXES	394	876	
40 GENERAL FARM INSURANCE	2,463	4,905	
41 UTILITIES	2,506	5,710	
42 CASH FARM RENT	4,799	13,670	
43 HERBICIDE-INSECTICIDE	2,057	8,670	
44 CONSERVATION	51	196	
45 AUTO EXPENSE	274	68	
46 TOTAL OPERATING EXPENSE	\$ 57,205	\$ 144,264	
47 DEPRECIATION-MACHINERY	4,974	12,321	
48 DEPRECIATION-BUILDINGS	1,252	2,992	
49 TOTAL FARM EXPENSE	\$ 63,431	\$ 159,577	
50 NET FARM INCOME	\$ 10,659	\$ 56,302	
51 UNPAID FAMILY LABOR	477	3,268	
52 UNPAID OPERATOR LABOR	28,308	47,384	
53 CURRENT ASSET CHARGE - 8%	7,477	16,535	
54 NONCURRENT ASSET CHARGE - 8%	19,030	21,584	
55 RETURN LABOR-MANAGEMENT	-16,324	14,914	
56 RETURN TO CAPITAL	-11,289	17,310	
57 ASSET TURNOVER RATIO	.1788	.3341	
58 OPERATING PROFIT MARGIN RATIO	-.1524	.0802	
59 % RETURN ON ASSETS	-.0272	.0268	
60 % RETURN ON EQUITY	-.0547	.0119	
61 TOTAL EXPENSE RATIO	.8561	.7392	
62 ADJUSTED TOTAL EXPENSE RATIO	1.2446	.9738	
63 ECONOMIC TOTAL EXPENSE RATIO	1.6024	1.1504	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	108,399	107,169	237,816
65 NONCURRENT ASSETS	317,099	296,231	383,822
66 CURRENT LIABILITIES	13,667	14,977	49,947
67 NONCURRENT LIABILITIES	94,369	43,212	123,775
68 CURRENT RATIO	7.93	7.16	4.76
69 DEBT TO ASSET RATIO	.25	.14	.28



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2007 DATA - NORTHEAST KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY CAPITAL MANAGED

1,000,001 - 1,375,000  
33 FARMS

1,375,001 - 1,750,000  
18 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	41,923	42,761	
2 DAIRY AND MILK	69,329	185	
3 SHEEP			
4 SWINE	2,640	6,874	
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	192	209	
7 CUSTOM FEEDING	918		
8 FEED PURCHASED	-38,980	-13,700	
9 LIVESTOCK INCOME	\$ 76,022	\$ 36,329	
10 CORN	27,205	88,665	
11 GRAIN SORGHUM	5,054	4,028	
12 SOYBEANS	35,614	84,109	
13 SUNFLOWERS	636	8,516	
14 WHEAT	6,293	11,483	
15 HAY AND FORAGE	7,037	15,544	
16 OTHER CROP	916	2,822	
17 GOVERNMENT PAYMENTS	6,205	9,890	
18 CROP INSURANCE PROCEEDS	3,319	8,988	
19 MACHINE WORK	3,220	13,022	
20 OTHER INCOME	5,491	2,194	
21 VALUE OF FARM PRODUCTION	\$ 177,012	\$ 285,588	
22 HIRED LABOR	5,478	2,810	
23 MACHINERY REPAIRS	13,814	16,204	
24 IRRIGATION REPAIRS	17	2	
25 BUILDING REPAIRS	796	592	
26 INTEREST PAID	14,648	18,050	
27 SEED-OTHER CROP EXPENSE	11,355	23,893	
28 CROP INSURANCE	3,698	8,134	
29 FERTILIZER-LIME	14,630	30,709	
30 MACHINE HIRE	5,817	11,009	
31 ORGANIZATION FEE, PUBLICATION	1,749	1,778	
32 VET-MED-DRUGS	4,282	1,567	
33 CROP STORAGE-MARKETING	364	1,754	
34 LIVESTOCK MARKETING-BREEDING	2,792	2,577	
35 DAIRY EXPENSE	4,618		
36 GAS-FUEL-OIL	11,250	16,049	
37 IRRIGATION ENERGY		208	
38 REAL ESTATE TAXES	2,429	4,504	
39 PERSONAL PROPERTY TAXES	621	850	
40 GENERAL FARM INSURANCE	3,223	4,769	
41 UTILITIES	3,513	2,803	
42 CASH FARM RENT	9,919	27,749	
43 HERBICIDE-INSECTICIDE	6,059	9,965	
44 CONSERVATION	396	578	
45 AUTO EXPENSE	299	301	
46 TOTAL OPERATING EXPENSE	\$ 121,769	\$ 186,854	
47 DEPRECIATION-MACHINERY	10,675	17,414	
48 DEPRECIATION-BUILDINGS	1,613	2,878	
49 TOTAL FARM EXPENSE	\$ 134,056	\$ 207,146	
50 NET FARM INCOME	\$ 42,956	\$ 78,442	
51 UNPAID FAMILY LABOR	1,849	1,906	
52 UNPAID OPERATOR LABOR	37,848	43,208	
53 CURRENT ASSET CHARGE - 8%	10,527	15,446	
54 NONCURRENT ASSET CHARGE - 8%	25,501	41,911	
55 RETURN LABOR-MANAGEMENT	5,079	19,179	
56 RETURN TO CAPITAL	17,908	51,377	
57 ASSET TURNOVER RATIO	.2771	.3013	
58 OPERATING PROFIT MARGIN RATIO	.1012	.1799	
59 % RETURN ON ASSETS	.0280	.0542	
60 % RETURN ON EQUITY	.0072	.0465	
61 TOTAL EXPENSE RATIO	.7573	.7253	
62 ADJUSTED TOTAL EXPENSE RATIO	.9816	.8833	
63 ECONOMIC TOTAL EXPENSE RATIO	1.1851	1.0841	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	192,635	208,775	239,932
65 NONCURRENT ASSETS	433,118	443,243	656,292
66 CURRENT LIABILITIES	69,264	68,960	73,115
67 NONCURRENT LIABILITIES	117,074	121,771	149,731
68 CURRENT RATIO	2.78	3.03	3.28
69 DEBT TO ASSET RATIO	.30	.29	.25



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2007 DATA - NORTHEAST KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY CAPITAL MANAGED

1,750,001 - 2,125,000  
26 FARMS

> 2,125,001  
123 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	76,043	107,922	
2 DAIRY AND MILK	34,448	27,007	
3 SHEEP			
4 SWINE	17,631	10,226	
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	-4	5,310	
7 CUSTOM FEEDING	509	54,146	
8 FEED PURCHASED	-42,546	-64,525	
9 LIVESTOCK INCOME	\$ 86,082	\$ 140,088	
10 CORN	97,288	197,700	
11 GRAIN SORGHUM	5,479	7,584	
12 SOYBEANS	99,182	179,032	
13 SUNFLOWERS	487	3,393	
14 WHEAT	14,149	18,873	
15 HAY AND FORAGE	5,123	9,400	
16 OTHER CROP	328	824	
17 GOVERNMENT PAYMENTS	11,666	20,463	
18 CROP INSURANCE PROCEEDS	4,181	8,555	
19 MACHINE WORK	7,553	12,663	
20 OTHER INCOME	19,582	22,516	
21 VALUE OF FARM PRODUCTION	\$ 351,100	\$ 621,093	
22 HIRED LABOR	5,432	20,524	
23 MACHINERY REPAIRS	20,287	32,226	
24 IRRIGATION REPAIRS	94	391	
25 BUILDING REPAIRS	2,436	2,528	
26 INTEREST PAID	19,008	37,547	
27 SEED-OTHER CROP EXPENSE	27,350	49,861	
28 CROP INSURANCE	8,439	16,138	
29 FERTILIZER-LIME	31,743	54,028	
30 MACHINE HIRE	6,932	15,574	
31 ORGANIZATION FEE, PUBLICATION	2,314	4,998	
32 VET-MED-DRUGS	4,221	10,592	
33 CROP STORAGE-MARKETING	178	942	
34 LIVESTOCK MARKETING-BREEDING	2,276	17,650	
35 DAIRY EXPENSE	1,485	1,202	
36 GAS-FUEL-OIL	16,989	31,870	
37 IRRIGATION ENERGY	8	544	
38 REAL ESTATE TAXES	4,845	5,897	
39 PERSONAL PROPERTY TAXES	1,714	1,728	
40 GENERAL FARM INSURANCE	4,413	8,313	
41 UTILITIES	3,941	7,337	
42 CASH FARM RENT	23,572	47,709	
43 HERBICIDE-INSECTICIDE	15,971	28,976	
44 CONSERVATION	2,925	1,603	
45 AUTO EXPENSE	54	340	
46 TOTAL OPERATING EXPENSE	\$ 206,628	\$ 398,516	
47 DEPRECIATION-MACHINERY	20,166	37,387	
48 DEPRECIATION-BUILDINGS	4,829	6,467	
49 TOTAL FARM EXPENSE	\$ 231,623	\$ 442,370	
50 NET FARM INCOME	\$ 119,478	\$ 178,723	
51 UNPAID FAMILY LABOR	2,933	2,387	
52 UNPAID OPERATOR LABOR	48,859	62,494	
53 CURRENT ASSET CHARGE - 8%	18,835	28,204	
54 NONCURRENT ASSET CHARGE - 8%	43,960	62,869	
55 RETURN LABOR-MANAGEMENT	53,750	85,264	
56 RETURN TO CAPITAL	86,695	151,389	
57 ASSET TURNOVER RATIO	.3222	.3809	
58 OPERATING PROFIT MARGIN RATIO	.2469	.2437	
59 % RETURN ON ASSETS	.0796	.0928	
60 % RETURN ON EQUITY	.0862	.1000	
61 TOTAL EXPENSE RATIO	.6597	.7122	
62 ADJUSTED TOTAL EXPENSE RATIO	.8072	.8167	
63 ECONOMIC TOTAL EXPENSE RATIO	.9861	.9633	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	304,830	366,462	493,638
65 NONCURRENT ASSETS	744,373	763,746	1,067,721
66 CURRENT LIABILITIES	93,680	106,733	183,249
67 NONCURRENT LIABILITIES	206,531	202,594	299,679
68 CURRENT RATIO	3.25	3.43	2.69
69 DEBT TO ASSET RATIO	.29	.27	.31
			.30

