

Kansas Farm Management Associations

2007 Annual ProfitLink Summary

2007 DATA - NORTHEAST KANSAS

INCOME AND EXPENSE ANALYSIS

Farm Size by Census Acres

< 181 ACRES

181 - 499 ACRES

11 FARMS

37 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	127,737	20,247	
2 DAIRY AND MILK	54,765	60,311	
3 SHEEP		749	
4 SWINE		2,110	
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	-1,378	144	
7 CUSTOM FEEDING	9,358	531	
8 FEED PURCHASED	-24,621	-30,308	
9 LIVESTOCK INCOME	\$ 165,861	\$ 53,785	
10 CORN	5,166	26,691	
11 GRAIN SORGHUM		254	
12 SOYBEANS	5,436	28,408	
13 SUNFLOWERS		321	
14 WHEAT	1,678	3,987	
15 HAY AND FORAGE	2,029	3,418	
16 OTHER CROP		5,888	
17 GOVERNMENT PAYMENTS	2,830	3,698	
18 CROP INSURANCE PROCEEDS	1,038	664	
19 MACHINE WORK	4,927	1,926	
20 OTHER INCOME	1,999	5,525	
21 VALUE OF FARM PRODUCTION	\$ 190,965	\$ 134,564	
22 HIRED LABOR	3,048	4,548	
23 MACHINERY REPAIRS	6,596	9,076	
24 IRRIGATION REPAIRS		1	
25 BUILDING REPAIRS	321	1,833	
26 INTEREST PAID	22,051	6,114	
27 SEED-OTHER CROP EXPENSE	1,611	7,596	
28 CROP INSURANCE	794	1,866	
29 FERTILIZER-LIME	2,221	10,843	
30 MACHINE HIRE	4,847	5,261	
31 ORGANIZATION FEE, PUBLICATION	2,345	2,242	
32 VET-MED-DRUGS	3,897	2,453	
33 CROP STORAGE-MARKETING		376	
34 LIVESTOCK MARKETING-BREEDING	124,963	2,853	
35 DAIRY EXPENSE	3,031	3,002	
36 GAS-FUEL-OIL	3,438	7,009	
37 IRRIGATION ENERGY			
38 REAL ESTATE TAXES	3,322	2,107	
39 PERSONAL PROPERTY TAXES	244	692	
40 GENERAL FARM INSURANCE	3,028	2,988	
41 UTILITIES	3,343	3,623	
42 CASH FARM RENT	3,723	5,463	
43 HERBICIDE-INSECTICIDE	1,066	4,400	
44 CONSERVATION	18	158	
45 AUTO EXPENSE	98	97	
46 TOTAL OPERATING EXPENSE	\$ 194,005	\$ 84,601	
47 DEPRECIATION-MACHINERY	8,121	8,134	
48 DEPRECIATION-BUILDINGS	2,510	4,326	
49 TOTAL FARM EXPENSE	\$ 204,636	\$ 97,061	
50 NET FARM INCOME	\$ -13,671	\$ 37,502	
51 UNPAID FAMILY LABOR	3,466	1,958	
52 UNPAID OPERATOR LABOR	21,627	30,541	
53 CURRENT ASSET CHARGE - 8%	8,546	9,967	
54 NONCURRENT ASSET CHARGE - 8%	21,615	25,456	
55 RETURN LABOR-MANAGEMENT	-47,299	122	
56 RETURN TO CAPITAL	-16,713	11,117	
57 ASSET TURNOVER RATIO	.3000	.2547	
58 OPERATING PROFIT MARGIN RATIO	-.0875	.0826	
59 % RETURN ON ASSETS	-.0263	.0210	
60 % RETURN ON EQUITY	-.1028	.0113	
61 TOTAL EXPENSE RATIO	1.0716	.7213	
62 ADJUSTED TOTAL EXPENSE RATIO	1.2030	.9628	
63 ECONOMIC TOTAL EXPENSE RATIO	1.3609	1.2261	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	256,947	253,566	139,693
65 NONCURRENT ASSETS	395,320	367,200	367,918
66 CURRENT LIABILITIES	147,286	149,567	28,077
67 NONCURRENT LIABILITIES	136,241	85,900	58,615
68 CURRENT RATIO	1.74	1.70	4.98
69 DEBT TO ASSET RATIO	.43	.38	.17
			.15

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2007 DATA - NORTHEAST KANSAS

INCOME AND EXPENSE ANALYSIS

Farm Size by Census Acres

500 - 999 ACRES

48 FARMS

1,000 - 1,999 ACRES

84 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	43,494	51,858		
2 DAIRY AND MILK	62,512	16,064		
3 SHEEP				
4 SWINE	26,107	13,955		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-61	9,107		
7 CUSTOM FEEDING	935	11,920		
8 FEED PURCHASED	-43,260	-30,841		
9 LIVESTOCK INCOME	\$ 89,727	\$ 72,062		
10 CORN	68,385	131,555		
11 GRAIN SORGHUM	610	8,508		
12 SOYBEANS	61,437	124,116		
13 SUNFLOWERS	3,982	2,583		
14 WHEAT	8,620	14,196		
15 HAY AND FORAGE	9,047	5,482		
16 OTHER CROP	433	935		
17 GOVERNMENT PAYMENTS	7,110	14,124		
18 CROP INSURANCE PROCEEDS	3,081	6,381		
19 MACHINE WORK	7,662	8,689		
20 OTHER INCOME	3,643	20,111		
21 VALUE OF FARM PRODUCTION	\$ 263,737	\$ 408,743		
22 HIRED LABOR	7,236	8,829		
23 MACHINERY REPAIRS	18,160	22,437		
24 IRRIGATION REPAIRS	1	126		
25 BUILDING REPAIRS	1,239	1,975		
26 INTEREST PAID	13,988	24,273		
27 SEED-OTHER CROP EXPENSE	18,771	33,752		
28 CROP INSURANCE	5,612	10,677		
29 FERTILIZER-LIME	20,926	37,383		
30 MACHINE HIRE	7,749	10,124		
31 ORGANIZATION FEE, PUBLICATION	2,048	3,573		
32 VET-MED-DRUGS	5,217	6,100		
33 CROP STORAGE-MARKETING	811	422		
34 LIVESTOCK MARKETING-BREEDING	4,029	1,830		
35 DAIRY EXPENSE	3,758	682		
36 GAS-FUEL-OIL	14,160	20,429		
37 IRRIGATION ENERGY	78	262		
38 REAL ESTATE TAXES	2,658	4,588		
39 PERSONAL PROPERTY TAXES	953	1,094		
40 GENERAL FARM INSURANCE	4,550	5,342		
41 UTILITIES	4,117	5,384		
42 CASH FARM RENT	19,984	28,071		
43 HERBICIDE-INSECTICIDE	10,415	18,466		
44 CONSERVATION	1,423	1,680		
45 AUTO EXPENSE	118	505		
46 TOTAL OPERATING EXPENSE	\$ 168,001	\$ 248,004		
47 DEPRECIATION-MACHINERY	14,890	24,063		
48 DEPRECIATION-BUILDINGS	3,412	2,771		
49 TOTAL FARM EXPENSE	\$ 186,303	\$ 274,838		
50 NET FARM INCOME	\$ 77,434	\$ 133,904		
51 UNPAID FAMILY LABOR	2,145	2,133		
52 UNPAID OPERATOR LABOR	43,272	50,570		
53 CURRENT ASSET CHARGE - 8%	15,031	19,536		
54 NONCURRENT ASSET CHARGE - 8%	32,444	44,611		
55 RETURN LABOR-MANAGEMENT	27,814	67,624		
56 RETURN TO CAPITAL	46,006	105,473		
57 ASSET TURNOVER RATIO	.3304	.3636		
58 OPERATING PROFIT MARGIN RATIO	.1744	.2580		
59 % RETURN ON ASSETS	.0576	.0938		
60 % RETURN ON EQUITY	.0540	.1013		
61 TOTAL EXPENSE RATIO	.7064	.6724		
62 ADJUSTED TOTAL EXPENSE RATIO	.8786	.8013		
63 ECONOMIC TOTAL EXPENSE RATIO	1.0586	.9583		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	227,033	275,329	334,069	412,530
65 NONCURRENT ASSETS	542,012	552,339	727,360	774,480
66 CURRENT LIABILITIES	64,857	61,726	124,299	133,899
67 NONCURRENT LIABILITIES	141,409	141,849	185,994	200,563
68 CURRENT RATIO	3.50	4.46	2.69	3.08
69 DEBT TO ASSET RATIO	.27	.25	.29	.28

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2007 DATA - NORTHEAST KANSAS

INCOME AND EXPENSE ANALYSIS

Farm Size by Census Acres

2,000 - 4,999 ACRES

68 FARMS

> 5,000 ACRES

6 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	123,740		333,587	
2 DAIRY AND MILK	811			
3 SHEEP				
4 SWINE	2,329			
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-1,242		-4,805	
7 CUSTOM FEEDING	81,870		65,900	
8 FEED PURCHASED	-77,945		-68,464	
9 LIVESTOCK INCOME	\$ 129,563		\$ 326,219	
10 CORN	205,223		202,430	
11 GRAIN SORGHUM	8,232		6,211	
12 SOYBEANS	193,038		141,181	
13 SUNFLOWERS	2,764			
14 WHEAT	20,734		19,611	
15 HAY AND FORAGE	13,048		-928	
16 OTHER CROP	2,286		2,372	
17 GOVERNMENT PAYMENTS	23,570		19,989	
18 CROP INSURANCE PROCEEDS	11,399		138	
19 MACHINE WORK	14,578		2,824	
20 OTHER INCOME	24,211		10,918	
21 VALUE OF FARM PRODUCTION	\$ 648,646		\$ 730,964	
22 HIRED LABOR	25,306		21,302	
23 MACHINERY REPAIRS	34,990		33,178	
24 IRRIGATION REPAIRS	555		450	
25 BUILDING REPAIRS	2,336		2,774	
26 INTEREST PAID	40,771		50,958	
27 SEED-OTHER CROP EXPENSE	54,713		46,724	
28 CROP INSURANCE	18,782		7,628	
29 FERTILIZER-LIME	60,500		61,177	
30 MACHINE HIRE	16,727		23,754	
31 ORGANIZATION FEE, PUBLICATION	5,206		4,746	
32 VET-MED-DRUGS	10,890		15,645	
33 CROP STORAGE-MARKETING	1,079		2,159	
34 LIVESTOCK MARKETING-BREEDING	8,462		14,051	
35 DAIRY EXPENSE				
36 GAS-FUEL-OIL	35,664		42,318	
37 IRRIGATION ENERGY	663			
38 REAL ESTATE TAXES	7,070		6,885	
39 PERSONAL PROPERTY TAXES	2,229		1,646	
40 GENERAL FARM INSURANCE	9,081		9,019	
41 UTILITIES	7,000		7,796	
42 CASH FARM RENT	50,364		117,904	
43 HERBICIDE-INSECTICIDE	32,021		32,028	
44 CONSERVATION	1,197		672	
45 AUTO EXPENSE	213		33	
46 TOTAL OPERATING EXPENSE	\$ 425,817		\$ 502,846	
47 DEPRECIATION-MACHINERY	39,963		50,772	
48 DEPRECIATION-BUILDINGS	7,384		2,223	
49 TOTAL FARM EXPENSE	\$ 473,164		\$ 555,841	
50 NET FARM INCOME	\$ 175,481		\$ 175,122	
51 UNPAID FAMILY LABOR	2,747			
52 UNPAID OPERATOR LABOR	65,418		76,250	
53 CURRENT ASSET CHARGE - 8%	27,325		63,009	
54 NONCURRENT ASSET CHARGE - 8%	64,885		93,429	
55 RETURN LABOR-MANAGEMENT	80,523		18,685	
56 RETURN TO CAPITAL	148,087		149,830	
57 ASSET TURNOVER RATIO	.3815		.2909	
58 OPERATING PROFIT MARGIN RATIO	.2283		.2050	
59 % RETURN ON ASSETS	.0871		.0596	
60 % RETURN ON EQUITY	.0931		.0506	
61 TOTAL EXPENSE RATIO	.7295		.7604	
62 ADJUSTED TOTAL EXPENSE RATIO	.8346		.8647	
63 ECONOMIC TOTAL EXPENSE RATIO	.9767		1.0788	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	489,249	561,799	977,637	1,066,104
65 NONCURRENT ASSETS	1,155,989	1,193,052	1,456,251	1,525,355
66 CURRENT LIABILITIES	182,806	185,107	183,777	284,740
67 NONCURRENT LIABILITIES	361,041	365,865	343,808	302,075
68 CURRENT RATIO	2.68	3.03	5.32	3.74
69 DEBT TO ASSET RATIO	.33	.31	.22	.23

