

## Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - NORTHEAST KANSAS  
INCOME AND EXPENSE ANALYSIS

ECON. TOTAL EXPENSE RATIO QUANTILES

HIGH 25%  
64 FARMS

HIGH MIDDLE  
64 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	51,210		116,808	
2 DAIRY AND MILK	10,681		8,581	
3 SHEEP	427		6	
4 SWINE	2,258		14,987	
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	3,308		-1,297	
7 CUSTOM FEEDING	4,227		79,183	
8 FEED PURCHASED	-22,761		-83,107	
9 LIVESTOCK INCOME	\$ 49,350		\$ 135,162	
10 CORN	12,000		72,957	
11 GRAIN SORGHUM	1,404		6,344	
12 SOYBEANS	19,611		75,234	
13 SUNFLOWERS	58		648	
14 WHEAT	6,830		15,744	
15 HAY AND FORAGE	2,228		12,234	
16 OTHER CROP	392		6,068	
17 GOVERNMENT PAYMENTS	4,631		13,589	
18 CROP INSURANCE PROCEEDS	2,043		7,379	
19 MACHINE WORK	1,816		11,729	
20 OTHER INCOME	5,352		6,050	
21 VALUE OF FARM PRODUCTION	\$ 105,714		\$ 363,138	
22 HIRED LABOR	5,817		15,025	
23 MACHINERY REPAIRS	11,275		27,860	
24 IRRIGATION REPAIRS	24		91	
25 BUILDING REPAIRS	1,224		1,745	
26 INTEREST PAID	8,578		31,755	
27 SEED-OTHER CROP EXPENSE	6,655		33,038	
28 CROP INSURANCE	1,662		8,895	
29 FERTILIZER-LIME	14,203		31,922	
30 MACHINE HIRE	4,437		11,247	
31 ORGANIZATION FEE, PUBLICATION	2,234		3,533	
32 VET-MED-DRUGS	3,491		9,642	
33 CROP STORAGE-MARKETING	199		462	
34 LIVESTOCK MARKETING-BREEDING	3,142		25,893	
35 DAIRY EXPENSE	1,074		464	
36 GAS-FUEL-OIL	8,303		23,645	
37 IRRIGATION ENERGY	3		209	
38 REAL ESTATE TAXES	3,631		4,805	
39 PERSONAL PROPERTY TAXES	733		1,224	
40 GENERAL FARM INSURANCE	3,666		5,736	
41 UTILITIES	3,162		5,028	
42 CASH FARM RENT	9,876		27,274	
43 HERBICIDE-INSECTICIDE	4,514		14,227	
44 CONSERVATION	285		611	
45 AUTO EXPENSE	58		341	
46 TOTAL OPERATING EXPENSE	\$ 98,245		\$ 284,672	
47 DEPRECIATION-MACHINERY	10,005		22,120	
48 DEPRECIATION-BUILDINGS	1,681		4,922	
49 TOTAL FARM EXPENSE	\$ 109,931		\$ 311,714	
50 NET FARM INCOME	\$ -4,216		\$ 51,425	
51 UNPAID FAMILY LABOR	417		3,932	
52 UNPAID OPERATOR LABOR	36,600		51,385	
53 CURRENT ASSET CHARGE - 8%	12,136		18,017	
54 NONCURRENT ASSET CHARGE - 8%	42,617		42,169	
55 RETURN LABOR-MANAGEMENT	-59,386		-12,693	
56 RETURN TO CAPITAL	-32,656		27,862	
57 ASSET TURNOVER RATIO	.1314		.3148	
58 OPERATING PROFIT MARGIN RATIO	-.3089		.0767	
59 % RETURN ON ASSETS	-.0406		.0242	
60 % RETURN ON EQUITY	-.0602		-.0052	
61 TOTAL EXPENSE RATIO	1.0399		.8584	
62 ADJUSTED TOTAL EXPENSE RATIO	1.3900		1.0107	
63 ECONOMIC TOTAL EXPENSE RATIO	1.9080		1.1765	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	191,028	193,148	368,289	389,909
65 NONCURRENT ASSETS	612,751	612,414	762,358	786,321
66 CURRENT LIABILITIES	38,435	42,328	149,304	158,464
67 NONCURRENT LIABILITIES	83,888	75,862	244,356	250,104
68 CURRENT RATIO	4.97	4.56	2.47	2.46
69 DEBT TO ASSET RATIO	.15	.15	.35	.35



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INCOME AND EXPENSE ANALYSIS

ECON. TOTAL EXPENSE RATIO QUANTILES

LOW MIDDLE  
64 FARMS

LOW 25%  
62 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	86,549		43,896	
2 DAIRY AND MILK	52,165		43,027	
3 SHEEP				
4 SWINE	7,564		17,324	
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	7,792		185	
7 CUSTOM FEEDING	25,326		2,778	
8 FEED PURCHASED	-47,148		-31,894	
9 LIVESTOCK INCOME	\$ 132,248		\$ 75,315	
10 CORN	134,552		266,106	
11 GRAIN SORGHUM	8,986		4,507	
12 SOYBEANS	134,904		221,861	
13 SUNFLOWERS	3,468		5,498	
14 WHEAT	18,357		10,971	
15 HAY AND FORAGE	8,561		7,287	
16 OTHER CROP	801		358	
17 GOVERNMENT PAYMENTS	15,916		19,898	
18 CROP INSURANCE PROCEEDS	8,486		5,640	
19 MACHINE WORK	11,811		9,815	
20 OTHER INCOME	20,985		27,898	
21 VALUE OF FARM PRODUCTION	\$ 499,075		\$ 655,154	
22 HIRED LABOR	16,255		12,342	
23 MACHINERY REPAIRS	25,103		26,320	
24 IRRIGATION REPAIRS	219		480	
25 BUILDING REPAIRS	2,059		2,426	
26 INTEREST PAID	31,920		26,340	
27 SEED-OTHER CROP EXPENSE	35,386		52,109	
28 CROP INSURANCE	12,750		17,343	
29 FERTILIZER-LIME	45,720		51,179	
30 MACHINE HIRE	13,176		14,568	
31 ORGANIZATION FEE, PUBLICATION	4,014		4,253	
32 VET-MED-DRUGS	10,687		3,330	
33 CROP STORAGE-MARKETING	451		1,670	
34 LIVESTOCK MARKETING-BREEDING	6,439		3,494	
35 DAIRY EXPENSE	1,831		2,685	
36 GAS-FUEL-OIL	24,770		28,095	
37 IRRIGATION ENERGY	259		657	
38 REAL ESTATE TAXES	4,892		4,783	
39 PERSONAL PROPERTY TAXES	1,447		1,766	
40 GENERAL FARM INSURANCE	7,027		6,955	
41 UTILITIES	7,029		5,959	
42 CASH FARM RENT	36,283		48,269	
43 HERBICIDE-INSECTICIDE	22,006		32,055	
44 CONSERVATION	1,374		2,511	
45 AUTO EXPENSE	507		151	
46 TOTAL OPERATING EXPENSE	\$ 311,605		\$ 349,741	
47 DEPRECIATION-MACHINERY	30,380		34,648	
48 DEPRECIATION-BUILDINGS	6,130		4,593	
49 TOTAL FARM EXPENSE	\$ 348,115		\$ 388,982	
50 NET FARM INCOME	\$ 150,960		\$ 266,172	
51 UNPAID FAMILY LABOR	3,396		1,353	
52 UNPAID OPERATOR LABOR	52,064		58,639	
53 CURRENT ASSET CHARGE - 8%	23,590		26,160	
54 NONCURRENT ASSET CHARGE - 8%	54,985		40,512	
55 RETURN LABOR-MANAGEMENT	68,990		198,148	
56 RETURN TO CAPITAL	127,421		232,521	
57 ASSET TURNOVER RATIO	.3616		.5321	
58 OPERATING PROFIT MARGIN RATIO	.2553		.3549	
59 % RETURN ON ASSETS	.0923		.1888	
60 % RETURN ON EQUITY	.0972		.2474	
61 TOTAL EXPENSE RATIO	.6975		.5937	
62 ADJUSTED TOTAL EXPENSE RATIO	.8086		.6853	
63 ECONOMIC TOTAL EXPENSE RATIO	.9661		.7871	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	400,072	471,727	398,198	547,337
65 NONCURRENT ASSETS	921,916	966,371	732,443	784,687
66 CURRENT LIABILITIES	143,228	138,823	138,143	153,402
67 NONCURRENT LIABILITIES	253,782	259,874	249,071	255,258
68 CURRENT RATIO	2.79	3.40	2.88	3.57
69 DEBT TO ASSET RATIO	.30	.28	.34	.31

