

## Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - NORTHEAST KANSAS  
INCOME AND EXPENSE ANALYSIS  
NET FARM INCOME QUANTILES

HIGH 25%  
64 FARMS

HIGH MIDDLE  
64 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	76,032		92,672	
2 DAIRY AND MILK	79,932		9,220	
3 SHEEP				
4 SWINE	22,318		1,769	
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	8,535		-1,750	
7 CUSTOM FEEDING	9,220		22,832	
8 FEED PURCHASED	-53,827		-31,896	
9 LIVESTOCK INCOME	\$ 142,210		\$ 92,845	
10 CORN	284,476		123,581	
11 GRAIN SORGHUM	6,483		7,244	
12 SOYBEANS	248,051		126,314	
13 SUNFLOWERS	5,676		2,661	
14 WHEAT	15,576		15,860	
15 HAY AND FORAGE	7,720		9,376	
16 OTHER CROP	1,384		1,728	
17 GOVERNMENT PAYMENTS	23,540		14,132	
18 CROP INSURANCE PROCEEDS	7,537		6,506	
19 MACHINE WORK	10,625		9,690	
20 OTHER INCOME	37,637		10,410	
21 VALUE OF FARM PRODUCTION	\$ 790,916		\$ 420,347	
22 HIRED LABOR	21,543		10,493	
23 MACHINERY REPAIRS	33,594		22,834	
24 IRRIGATION REPAIRS	498		146	
25 BUILDING REPAIRS	3,593		1,499	
26 INTEREST PAID	36,571		25,962	
27 SEED-OTHER CROP EXPENSE	57,831		37,304	
28 CROP INSURANCE	20,284		10,300	
29 FERTILIZER-LIME	62,020		38,274	
30 MACHINE HIRE	16,845		10,256	
31 ORGANIZATION FEE, PUBLICATION	5,654		2,718	
32 VET-MED-DRUGS	7,361		7,724	
33 CROP STORAGE-MARKETING	1,350		682	
34 LIVESTOCK MARKETING-BREEDING	7,876		3,161	
35 DAIRY EXPENSE	3,832		446	
36 GAS-FUEL-OIL	35,392		21,766	
37 IRRIGATION ENERGY	636		359	
38 REAL ESTATE TAXES	6,482		5,003	
39 PERSONAL PROPERTY TAXES	2,224		1,077	
40 GENERAL FARM INSURANCE	9,536		5,715	
41 UTILITIES	9,107		4,517	
42 CASH FARM RENT	52,778		34,269	
43 HERBICIDE-INSECTICIDE	35,788		18,754	
44 CONSERVATION	2,438		1,147	
45 AUTO EXPENSE	475		126	
46 TOTAL OPERATING EXPENSE	\$ 433,709		\$ 264,530	
47 DEPRECIATION-MACHINERY	44,594		25,209	
48 DEPRECIATION-BUILDINGS	9,086		3,057	
49 TOTAL FARM EXPENSE	\$ 487,389		\$ 292,796	
50 NET FARM INCOME	\$ 303,527		\$ 127,550	
51 UNPAID FAMILY LABOR	2,204		3,455	
52 UNPAID OPERATOR LABOR	68,696		51,469	
53 CURRENT ASSET CHARGE - 8%	35,950		20,845	
54 NONCURRENT ASSET CHARGE - 8%	66,664		52,594	
55 RETURN LABOR-MANAGEMENT	198,708		50,656	
56 RETURN TO CAPITAL	269,197		98,588	
57 ASSET TURNOVER RATIO	.4428		.3330	
58 OPERATING PROFIT MARGIN RATIO	.3404		.2345	
59 % RETURN ON ASSETS	.1507		.0781	
60 % RETURN ON EQUITY	.1814		.0791	
61 TOTAL EXPENSE RATIO	.6162		.6966	
62 ADJUSTED TOTAL EXPENSE RATIO	.7059		.8272	
63 ECONOMIC TOTAL EXPENSE RATIO	.8356		1.0019	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	542,325	690,371	363,706	438,080
65 NONCURRENT ASSETS	1,131,783	1,207,682	846,877	876,130
66 CURRENT LIABILITIES	164,477	169,460	137,102	143,558
67 NONCURRENT LIABILITIES	329,866	342,998	204,004	204,144
68 CURRENT RATIO	3.30	4.07	2.65	3.05
69 DEBT TO ASSET RATIO	.30	.27	.28	.26



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INCOME AND EXPENSE ANALYSIS  
NET FARM INCOME QUANTILES

LOW MIDDLE  
64 FARMS

LOW 25%  
62 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	60,998	69,564		
2 DAIRY AND MILK	24,779	-848		
3 SHEEP	433			
4 SWINE	13,351	4,287		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	185	3,110		
7 CUSTOM FEEDING	2,986	78,854		
8 FEED PURCHASED	-30,494	-69,879		
9 LIVESTOCK INCOME	\$ 72,237	\$ 85,088		
10 CORN	43,995	26,062		
11 GRAIN SORGHUM	6,664	732		
12 SOYBEANS	48,617	22,393		
13 SUNFLOWERS	590	591		
14 WHEAT	12,400	7,972		
15 HAY AND FORAGE	4,993	8,251		
16 OTHER CROP	5,060	-581		
17 GOVERNMENT PAYMENTS	9,261	6,688		
18 CROP INSURANCE PROCEEDS	5,490	3,963		
19 MACHINE WORK	2,978	11,944		
20 OTHER INCOME	5,836	5,710		
21 VALUE OF FARM PRODUCTION	\$ 218,121	\$ 178,813		
22 HIRED LABOR	7,289	10,042		
23 MACHINERY REPAIRS	15,960	17,907		
24 IRRIGATION REPAIRS	79	78		
25 BUILDING REPAIRS	890	1,441		
26 INTEREST PAID	14,993	20,897		
27 SEED-OTHER CROP EXPENSE	17,789	13,043		
28 CROP INSURANCE	5,763	3,883		
29 FERTILIZER-LIME	23,366	18,339		
30 MACHINE HIRE	6,711	9,457		
31 ORGANIZATION FEE, PUBLICATION	2,353	3,280		
32 VET-MED-DRUGS	3,809	8,414		
33 CROP STORAGE-MARKETING	440	265		
34 LIVESTOCK MARKETING-BREEDING	2,030	26,623		
35 DAIRY EXPENSE	1,437	263		
36 GAS-FUEL-OIL	13,841	13,354		
37 IRRIGATION ENERGY	109	3		
38 REAL ESTATE TAXES	3,167	3,417		
39 PERSONAL PROPERTY TAXES	1,010	830		
40 GENERAL FARM INSURANCE	3,883	4,163		
41 UTILITIES	3,560	3,931		
42 CASH FARM RENT	17,888	15,751		
43 HERBICIDE-INSECTICIDE	10,641	6,829		
44 CONSERVATION	464	674		
45 AUTO EXPENSE	351	105		
46 TOTAL OPERATING EXPENSE	\$ 157,823	\$ 182,990		
47 DEPRECIATION-MACHINERY	13,501	13,178		
48 DEPRECIATION-BUILDINGS	2,083	3,052		
49 TOTAL FARM EXPENSE	\$ 173,406	\$ 199,219		
50 NET FARM INCOME	\$ 44,714	\$ -20,406		
51 UNPAID FAMILY LABOR	2,442	984		
52 UNPAID OPERATOR LABOR	42,235	35,567		
53 CURRENT ASSET CHARGE - 8%	13,270	9,311		
54 NONCURRENT ASSET CHARGE - 8%	32,630	28,004		
55 RETURN LABOR-MANAGEMENT	-3,628	-58,705		
56 RETURN TO CAPITAL	15,030	-36,060		
57 ASSET TURNOVER RATIO	.2788	.2474		
58 OPERATING PROFIT MARGIN RATIO	.0689	-.2017		
59 % RETURN ON ASSETS	.0192	-.0499		
60 % RETURN ON EQUITY	.0001	-.1221		
61 TOTAL EXPENSE RATIO	.7950	1.1141		
62 ADJUSTED TOTAL EXPENSE RATIO	.9998	1.3185		
63 ECONOMIC TOTAL EXPENSE RATIO	1.2103	1.5272		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	224,320	250,311	221,722	212,908
65 NONCURRENT ASSETS	541,457	548,452	502,155	508,911
66 CURRENT LIABILITIES	68,778	74,099	97,483	104,369
67 NONCURRENT LIABILITIES	136,868	137,301	157,497	153,475
68 CURRENT RATIO	3.26	3.38	2.27	2.04
69 DEBT TO ASSET RATIO	.27	.26	.35	.36

