

## Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - NORTHWEST KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY TOTAL CROP ACRES

< 501 ACRES  
11 FARMS

501 - 1,000 ACRES  
32 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	20,138	57,294	
2 DAIRY AND MILK	31,452	-25	
3 SHEEP		53	
4 SWINE	56		
5 POULTRY AND EGGS	129	16	
6 OTHER LIVESTOCK	23,671	2,256	
7 CUSTOM FEEDING		608	
8 FEED PURCHASED	-20,980	-11,268	
9 LIVESTOCK INCOME	\$ 54,465	\$ 48,934	
10 CORN	33,766	97,276	
11 GRAIN SORGHUM	10,152	28,065	
12 SOYBEANS	2,454	4,588	
13 SUNFLOWERS		3,025	
14 WHEAT	35,038	73,810	
15 HAY AND FORAGE	-2,107	8,693	
16 OTHER CROP	-227	1,570	
17 GOVERNMENT PAYMENTS	8,167	14,132	
18 CROP INSURANCE PROCEEDS	433	2,903	
19 MACHINE WORK	3,276	7,594	
20 OTHER INCOME	2,095	6,388	
21 VALUE OF FARM PRODUCTION	\$ 147,511	\$ 296,979	
22 HIRED LABOR	1,776	7,144	
23 MACHINERY REPAIRS	8,028	17,459	
24 IRRIGATION REPAIRS	743	1,585	
25 BUILDING REPAIRS	1,817	1,565	
26 INTEREST PAID	4,181	11,481	
27 SEED-OTHER CROP EXPENSE	4,811	10,877	
28 CROP INSURANCE	4,565	9,997	
29 FERTILIZER-LIME	9,460	21,472	
30 MACHINE HIRE	7,858	9,736	
31 ORGANIZATION FEE, PUBLICATION	2,900	2,164	
32 VET-MED-DRUGS	1,860	1,692	
33 CROP STORAGE-MARKETING		948	
34 LIVESTOCK MARKETING-BREEDING	5,766	2,802	
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	9,465	15,855	
37 IRRIGATION ENERGY	901	8,955	
38 REAL ESTATE TAXES	3,216	2,386	
39 PERSONAL PROPERTY TAXES	114	822	
40 GENERAL FARM INSURANCE	2,831	3,913	
41 UTILITIES	3,269	4,329	
42 CASH FARM RENT	5,356	21,028	
43 HERBICIDE-INSECTICIDE	4,626	20,443	
44 CONSERVATION	296	33	
45 AUTO EXPENSE	1,982	1,793	
46 TOTAL OPERATING EXPENSE	\$ 85,822	\$ 178,478	
47 DEPRECIATION-MACHINERY	7,068	16,292	
48 DEPRECIATION-BUILDINGS	1,320	1,346	
49 TOTAL FARM EXPENSE	\$ 94,210	\$ 196,115	
50 NET FARM INCOME	\$ 53,302	\$ 100,864	
51 UNPAID FAMILY LABOR	2,773	2,621	
52 UNPAID OPERATOR LABOR	27,311	31,525	
53 CURRENT ASSET CHARGE - 8%	10,869	14,180	
54 NONCURRENT ASSET CHARGE - 8%	26,995	22,773	
55 RETURN LABOR-MANAGEMENT	12,664	61,290	
56 RETURN TO CAPITAL	27,399	78,199	
57 ASSET TURNOVER RATIO	.2543	.4322	
58 OPERATING PROFIT MARGIN RATIO	.1857	.2633	
59 % RETURN ON ASSETS	.0472	.1138	
60 % RETURN ON EQUITY	.0491	.1444	
61 TOTAL EXPENSE RATIO	.6387	.6604	
62 ADJUSTED TOTAL EXPENSE RATIO	.8426	.7753	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0993	.8998	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	156,714	188,675	217,313
65 NONCURRENT ASSETS	406,128	408,416	420,645
66 CURRENT LIABILITIES	32,470	41,188	58,319
67 NONCURRENT LIABILITIES	73,659	66,000	141,916
68 CURRENT RATIO	4.83	4.58	3.73
69 DEBT TO ASSET RATIO	.19	.18	.31



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2007 DATA - NORTHWEST KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY TOTAL CROP ACRES

1,001 - 1,500 ACRES  
26 FARMS

1,501 - 2,000 ACRES  
23 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	62,247	31,108	
2 DAIRY AND MILK			
3 SHEEP			
4 SWINE		-109	
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	9	12,293	
7 CUSTOM FEEDING	1,873	2,113	
8 FEED PURCHASED	-10,835	-16,787	
9 LIVESTOCK INCOME	\$ 53,294	\$ 28,618	
10 CORN	149,465	252,528	
11 GRAIN SORGHUM	29,430	33,725	
12 SOYBEANS	7,936	11,326	
13 SUNFLOWERS	4,259	2,169	
14 WHEAT	127,832	175,048	
15 HAY AND FORAGE	5,920	10,753	
16 OTHER CROP	3,855	1,004	
17 GOVERNMENT PAYMENTS	21,169	30,657	
18 CROP INSURANCE PROCEEDS	5,037	5,002	
19 MACHINE WORK	9,865	20,128	
20 OTHER INCOME	6,247	20,204	
21 VALUE OF FARM PRODUCTION	\$ 424,310	\$ 591,161	
22 HIRED LABOR	12,148	13,152	
23 MACHINERY REPAIRS	24,832	31,812	
24 IRRIGATION REPAIRS	2,719	4,039	
25 BUILDING REPAIRS	2,413	941	
26 INTEREST PAID	18,279	31,893	
27 SEED-OTHER CROP EXPENSE	17,844	26,968	
28 CROP INSURANCE	16,500	23,417	
29 FERTILIZER-LIME	29,947	57,132	
30 MACHINE HIRE	20,710	34,002	
31 ORGANIZATION FEE, PUBLICATION	3,505	3,089	
32 VET-MED-DRUGS	1,969	1,819	
33 CROP STORAGE-MARKETING	532	1,448	
34 LIVESTOCK MARKETING-BREEDING	1,680	1,350	
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	21,506	23,667	
37 IRRIGATION ENERGY	16,363	28,015	
38 REAL ESTATE TAXES	3,515	4,573	
39 PERSONAL PROPERTY TAXES	1,061	1,359	
40 GENERAL FARM INSURANCE	5,013	6,519	
41 UTILITIES	2,677	3,582	
42 CASH FARM RENT	11,700	18,501	
43 HERBICIDE-INSECTICIDE	26,761	33,927	
44 CONSERVATION	134	40	
45 AUTO EXPENSE	2,116	1,569	
46 TOTAL OPERATING EXPENSE	\$ 243,925	\$ 352,818	
47 DEPRECIATION-MACHINERY	19,229	29,386	
48 DEPRECIATION-BUILDINGS	5,150	4,071	
49 TOTAL FARM EXPENSE	\$ 268,304	\$ 386,275	
50 NET FARM INCOME	\$ 156,006	\$ 204,886	
51 UNPAID FAMILY LABOR	5,132	3,978	
52 UNPAID OPERATOR LABOR	34,635	31,362	
53 CURRENT ASSET CHARGE - 8%	18,405	17,747	
54 NONCURRENT ASSET CHARGE - 8%	50,375	58,720	
55 RETURN LABOR-MANAGEMENT	82,093	124,440	
56 RETURN TO CAPITAL	134,517	201,439	
57 ASSET TURNOVER RATIO	.3647	.4288	
58 OPERATING PROFIT MARGIN RATIO	.3170	.3408	
59 % RETURN ON ASSETS	.1156	.1461	
60 % RETURN ON EQUITY	.1352	.1774	
61 TOTAL EXPENSE RATIO	.6323	.6534	
62 ADJUSTED TOTAL EXPENSE RATIO	.7261	.7132	
63 ECONOMIC TOTAL EXPENSE RATIO	.8882	.8425	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	277,321	373,229	322,204
65 NONCURRENT ASSETS	824,117	852,226	988,417
66 CURRENT LIABILITIES	108,892	81,522	153,798
67 NONCURRENT LIABILITIES	191,961	225,008	276,179
68 CURRENT RATIO	2.55	4.58	2.09
69 DEBT TO ASSET RATIO	.27	.25	.33



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2007 DATA - NORTHWEST KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY TOTAL CROP ACRES

2,001 - 2,500 ACRES  
17 FARMS

2,501 - 3,000 ACRES  
11 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	138,638	97,362	
2 DAIRY AND MILK			
3 SHEEP			
4 SWINE	226		
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	988	2,536	
7 CUSTOM FEEDING		36	
8 FEED PURCHASED	-73,301	-22,688	
9 LIVESTOCK INCOME	\$ 66,551	\$ 77,246	
10 CORN	217,386	330,134	
11 GRAIN SORGHUM	30,324	41,618	
12 SOYBEANS	15,409	-4,615	
13 SUNFLOWERS	16,257	16,038	
14 WHEAT	187,838	298,617	
15 HAY AND FORAGE	30,616	6,145	
16 OTHER CROP	-1,070	1,675	
17 GOVERNMENT PAYMENTS	43,054	45,285	
18 CROP INSURANCE PROCEEDS	6,206	8,365	
19 MACHINE WORK	24,940	2,994	
20 OTHER INCOME	19,535	21,529	
21 VALUE OF FARM PRODUCTION	\$ 657,045	\$ 845,031	
22 HIRED LABOR	23,020	29,566	
23 MACHINERY REPAIRS	29,828	40,291	
24 IRRIGATION REPAIRS	5,866	2,504	
25 BUILDING REPAIRS	1,943	1,286	
26 INTEREST PAID	25,262	28,470	
27 SEED-OTHER CROP EXPENSE	27,746	64,757	
28 CROP INSURANCE	22,094	29,943	
29 FERTILIZER-LIME	38,600	71,317	
30 MACHINE HIRE	28,646	24,156	
31 ORGANIZATION FEE, PUBLICATION	3,459	3,987	
32 VET-MED-DRUGS	2,819	2,254	
33 CROP STORAGE-MARKETING	2,119	1,311	
34 LIVESTOCK MARKETING-BREEDING	1,389	2,054	
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	34,813	31,189	
37 IRRIGATION ENERGY	23,458	21,569	
38 REAL ESTATE TAXES	5,553	4,708	
39 PERSONAL PROPERTY TAXES	1,126	1,926	
40 GENERAL FARM INSURANCE	7,781	10,112	
41 UTILITIES	9,709	2,807	
42 CASH FARM RENT	34,799	33,963	
43 HERBICIDE-INSECTICIDE	40,386	33,127	
44 CONSERVATION	180	1,821	
45 AUTO EXPENSE	1,465	1,198	
46 TOTAL OPERATING EXPENSE	\$ 372,063	\$ 444,314	
47 DEPRECIATION-MACHINERY	33,316	31,501	
48 DEPRECIATION-BUILDINGS	1,297	2,471	
49 TOTAL FARM EXPENSE	\$ 406,676	\$ 478,286	
50 NET FARM INCOME	\$ 250,369	\$ 366,744	
51 UNPAID FAMILY LABOR	4,934	4,852	
52 UNPAID OPERATOR LABOR	37,766	44,364	
53 CURRENT ASSET CHARGE - 8%	28,209	34,472	
54 NONCURRENT ASSET CHARGE - 8%	63,214	79,296	
55 RETURN LABOR-MANAGEMENT	154,012	248,123	
56 RETURN TO CAPITAL	232,930	345,998	
57 ASSET TURNOVER RATIO	.4181	.4618	
58 OPERATING PROFIT MARGIN RATIO	.3545	.4095	
59 % RETURN ON ASSETS	.1482	.1891	
60 % RETURN ON EQUITY	.1817	.2233	
61 TOTAL EXPENSE RATIO	.6189	.5660	
62 ADJUSTED TOTAL EXPENSE RATIO	.6839	.6242	
63 ECONOMIC TOTAL EXPENSE RATIO	.8231	.7589	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	515,218	685,547	466,736
65 NONCURRENT ASSETS	1,015,681	926,427	1,191,644
66 CURRENT LIABILITIES	243,358	252,177	148,128
67 NONCURRENT LIABILITIES	181,717	180,050	249,959
68 CURRENT RATIO	2.12	2.72	3.15
69 DEBT TO ASSET RATIO	.28	.27	.24



## Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - NORTHWEST KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY TOTAL CROP ACRES

3,001 - 3,500 ACRES  
15 FARMS

> 3,501 ACRES  
18 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	70,092	161,235		
2 DAIRY AND MILK	14,047			
3 SHEEP				
4 SWINE		111		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-855	-790		
7 CUSTOM FEEDING	2,901	11,271		
8 FEED PURCHASED	-16,140	-118,670		
9 LIVESTOCK INCOME	\$ 70,044	\$ 53,157		
10 CORN	340,337	838,699		
11 GRAIN SORGHUM	116,197	175,681		
12 SOYBEANS	10,179	16,322		
13 SUNFLOWERS	7,835	40,221		
14 WHEAT	297,534	542,525		
15 HAY AND FORAGE	13,586	4,365		
16 OTHER CROP	-328	39,446		
17 GOVERNMENT PAYMENTS	41,790	110,764		
18 CROP INSURANCE PROCEEDS	13,922	8,868		
19 MACHINE WORK	18,089	35,424		
20 OTHER INCOME	18,641	-22,283		
21 VALUE OF FARM PRODUCTION	\$ 947,827	\$ 1,843,188		
22 HIRED LABOR	29,313	76,925		
23 MACHINERY REPAIRS	45,434	70,032		
24 IRRIGATION REPAIRS	3,325	13,267		
25 BUILDING REPAIRS	2,545	5,114		
26 INTEREST PAID	37,872	112,496		
27 SEED-OTHER CROP EXPENSE	48,936	93,729		
28 CROP INSURANCE	39,052	71,291		
29 FERTILIZER-LIME	94,042	207,686		
30 MACHINE HIRE	28,289	89,582		
31 ORGANIZATION FEE, PUBLICATION	4,051	11,208		
32 VET-MED-DRUGS	2,860	6,069		
33 CROP STORAGE-MARKETING	749	8,102		
34 LIVESTOCK MARKETING-BREEDING	3,072	6,938		
35 DAIRY EXPENSE				
36 GAS-FUEL-OIL	43,324	66,656		
37 IRRIGATION ENERGY	24,408	76,665		
38 REAL ESTATE TAXES	4,307	11,846		
39 PERSONAL PROPERTY TAXES	1,375	3,104		
40 GENERAL FARM INSURANCE	9,832	13,850		
41 UTILITIES	4,649	8,723		
42 CASH FARM RENT	54,593	91,269		
43 HERBICIDE-INSECTICIDE	50,811	134,842		
44 CONSERVATION	142	1,413		
45 AUTO EXPENSE	1,484	3,241		
46 TOTAL OPERATING EXPENSE	\$ 534,465	\$ 1,184,047		
47 DEPRECIATION-MACHINERY	47,446	86,905		
48 DEPRECIATION-BUILDINGS	2,977	14,523		
49 TOTAL FARM EXPENSE	\$ 584,888	\$ 1,285,475		
50 NET FARM INCOME	\$ 362,939	\$ 557,713		
51 UNPAID FAMILY LABOR	8,133	5,719		
52 UNPAID OPERATOR LABOR	40,870	65,151		
53 CURRENT ASSET CHARGE - 8%	28,300	38,073		
54 NONCURRENT ASSET CHARGE - 8%	43,820	141,671		
55 RETURN LABOR-MANAGEMENT	282,686	372,250		
56 RETURN TO CAPITAL	351,808	599,339		
57 ASSET TURNOVER RATIO	.6699	.4713		
58 OPERATING PROFIT MARGIN RATIO	.3712	.3252		
59 % RETURN ON ASSETS	.2487	.1532		
60 % RETURN ON EQUITY	.3482	.2167		
61 TOTAL EXPENSE RATIO	.6171	.6974		
62 ADJUSTED TOTAL EXPENSE RATIO	.6688	.7359		
63 ECONOMIC TOTAL EXPENSE RATIO	.7449	.8334		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	396,673	688,702	961,616	1,521,091
65 NONCURRENT ASSETS	837,676	906,617	2,601,790	2,737,391
66 CURRENT LIABILITIES	178,965	198,902	728,752	802,124
67 NONCURRENT LIABILITIES	318,408	330,395	806,517	990,881
68 CURRENT RATIO	2.22	3.46	1.32	1.90
69 DEBT TO ASSET RATIO	.40	.33	.43	.42

## Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - NORTHWEST KANSAS

ANALYSIS OF THE FARM BUSINESS

**SORTED BY TOTAL CROP ACRES**

**3,001 - 3,500 ACRES**

**> 3,501 ACRES**

AVERAGE ASSET & NET WORTH VALUES													
70 BREEDING LIVESTOCK						90,473				45,771			
71 MACHINERY AND EQUIPMENT						159,503				303,486			
72 MOTOR VEHICLES & LISTED PROPE						207,383				385,768			
73 BUILDINGS						28,843				128,123			
74 OWNED LAND						465,615				1,707,216			
75 TOTAL ASSETS						1,414,834				3,910,945			
76 NET WORTH						901,500				2,246,807			
LABOR													
77 NUMBER OF OPERATORS						.90				1.42			
78 NUMBER OF WORKERS						1.60				3.06			
79 TOTAL WORK DAYS						551				887			
80 VALUE FARM PRODUCTION/WORKER						589,934				601,039			
81 NET FARM INCOME/WORKER						225,896				181,863			
PER OPERATOR BASIS													
82 TOTAL ASSETS						1,572,038				2,739,183			
83 VALUE OF FARM PRODUCTION						1,053,142				1,290,949			
84 NET FARM INCOME						403,266				390,616			
OTHER FACTORS													
85 % CROP ACRES IRRIGATED						11.23				18.30			
86 % TILLABLE LAND						80.41				87.82			
87 CROP MACH COST/TOT EXPENSE(%)						26.44				25.34			
ACRES													
88 TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT	
89 NON-IRRIGATED CROP ACRES	2916	15	616	12	2423	15	4944	18	2270	17	3151	16	
90 IRRIGATED CROP ACRES	791	7			687	7	1661	12	661	9	1271	11	
91 TOTAL CROP ACRES	3285	15	677	12	2743	15	6052	18	2620	17	3577	18	
92 PASTURE ACRES	1715	7	740	5	1661	5	1673	9	805	9	1302	6	
93 FARMSTEAD ACRES													
CROP VALUE, COSTS, ACRES													
94 ACRES	TOTAL	PER CROP ACRE	PER HARV. ACRE			TOTAL	PER CROP ACRE	PER HARV. ACRE					
95 CROP MACHINERY INVESTMENT	322,630	98.22	106.79			645,249	106.63	134.71					
96 CROP MACHINERY COST	154,623	47.07	51.18			325,774	53.83	68.01					
97 GROSS CROP VALUE	1,044,076	317.84	345.58			1,908,318	315.35	398.41					
98 CROP PRODUCTION COSTS	463,054	140.97	153.27			1,043,956	172.51	217.95					
NON-IRRIGATED ACRES													
	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	
99 CORN	13	721	164	84.4	685	83.3	16	1146	620	78.4	727	80.7	
100 GRAIN SORGHUM	12	639			579	93.5	9	1181	749	89.7	682	81.3	
101 SOYBEANS													
102 SUNFLOWERS							5	402	262	16.1	240	12.4	
103 WHEAT	15	1357	304	42.0	1114	45.0	18	1854	899	52.0	1187	51.5	
104 OTHER CROPS													
105 ALFALFA	5	55			21	3.6							
106 OTHER HAY & FORAGE	7	212	164		166		6	245	177				
107 VEGETABLES													
108 TRUCK CROPS													
109 FRUIT - FLOWERS - TREES													
IRRIGATED ACRES													
	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	
110 CORN	5	656			545	197.5	12	1165	468	208.9	1023	193.4	
111 GRAIN SORGHUM													
112 SOYBEANS													
113 SUNFLOWERS							5	164	83	22.3			
114 WHEAT	5	292			338	57.7	10	339	177	71.2	283	68.8	
115 OTHER CROPS													
116 ALFALFA													
117 OTHER HAY & FORAGE							4	99					
118 VEGETABLES													
119 TRUCK CROPS													
120 FRUIT - FLOWERS - TREES													
AVERAGE LIVESTOCK INVENTORIES AND SALES													
121 BEEF COWS						18				9			
122 DAIRY COWS						4							
123 EWES										1			
124 SOWS										400			
125 BEEF PURCH. FOR RESALE SALES						12							
126 SWINE PURCH. FOR RESALE SALES													
127 TURKEYS													