

## Kansas Farm Management Associations 2007 Annual ProfitLink Summary

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

500,001 - 750,000  
10 FARMS

750,001 - 1,000,000  
11 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	23,172	32,320	
2 DAIRY AND MILK		-73	
3 SHEEP		154	
4 SWINE			
5 POULTRY AND EGGS	141		
6 OTHER LIVESTOCK	24,649	5,146	
7 CUSTOM FEEDING		1,169	
8 FEED PURCHASED	-6,880	-11,890	
9 LIVESTOCK INCOME	\$ 41,082	\$ 26,826	
10 CORN	37,538	68,697	
11 GRAIN SORGHUM	3,224	25,276	
12 SOYBEANS	2,635	1,947	
13 SUNFLOWERS		1,350	
14 WHEAT	37,123	61,542	
15 HAY AND FORAGE	-680	4,165	
16 OTHER CROP	187	1,555	
17 GOVERNMENT PAYMENTS	6,991	8,437	
18 CROP INSURANCE PROCEEDS	3,810	1,505	
19 MACHINE WORK	2,306	7,514	
20 OTHER INCOME	3,151	5,018	
21 VALUE OF FARM PRODUCTION	\$ 137,367	\$ 213,832	
22 HIRED LABOR	3,184	814	
23 MACHINERY REPAIRS	6,751	13,465	
24 IRRIGATION REPAIRS	413	431	
25 BUILDING REPAIRS	2,293	430	
26 INTEREST PAID	5,980	8,043	
27 SEED-OTHER CROP EXPENSE	6,695	8,032	
28 CROP INSURANCE	5,117	7,661	
29 FERTILIZER-LIME	9,378	15,960	
30 MACHINE HIRE	5,793	15,840	
31 ORGANIZATION FEE, PUBLICATION	2,503	3,042	
32 VET-MED-DRUGS	751	1,059	
33 CROP STORAGE-MARKETING	205	68	
34 LIVESTOCK MARKETING-BREEDING	1,503	1,113	
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	7,343	12,338	
37 IRRIGATION ENERGY	1,613	4,616	
38 REAL ESTATE TAXES	2,006	1,548	
39 PERSONAL PROPERTY TAXES	512	475	
40 GENERAL FARM INSURANCE	3,010	2,302	
41 UTILITIES	3,744	1,659	
42 CASH FARM RENT	3,086	9,470	
43 HERBICIDE-INSECTICIDE	6,353	11,187	
44 CONSERVATION	352	4	
45 AUTO EXPENSE	1,920	1,456	
46 TOTAL OPERATING EXPENSE	\$ 80,506	\$ 121,014	
47 DEPRECIATION-MACHINERY	10,654	10,003	
48 DEPRECIATION-BUILDINGS	1,143	420	
49 TOTAL FARM EXPENSE	\$ 92,302	\$ 131,437	
50 NET FARM INCOME	\$ 45,065	\$ 82,395	
51 UNPAID FAMILY LABOR	3,050	1,040	
52 UNPAID OPERATOR LABOR	27,221	34,936	
53 CURRENT ASSET CHARGE - 8%	7,319	10,545	
54 NONCURRENT ASSET CHARGE - 8%	13,483	18,850	
55 RETURN LABOR-MANAGEMENT	21,213	51,960	
56 RETURN TO CAPITAL	20,773	54,462	
57 ASSET TURNOVER RATIO	.3814	.4399	
58 OPERATING PROFIT MARGIN RATIO	.1512	.2547	
59 % RETURN ON ASSETS	.0577	.1120	
60 % RETURN ON EQUITY	.0569	.1263	
61 TOTAL EXPENSE RATIO	.6719	.6147	
62 ADJUSTED TOTAL EXPENSE RATIO	.8923	.7829	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0437	.9204	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	106,522	129,630	142,912
65 NONCURRENT ASSETS	238,751	245,338	302,039
66 CURRENT LIABILITIES	23,141	30,045	37,816
67 NONCURRENT LIABILITIES	75,366	71,650	76,737
68 CURRENT RATIO	4.60	4.31	3.78
69 DEBT TO ASSET RATIO	.29	.27	.26



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2007 DATA - NORTHWEST KANSAS  
INCOME AND EXPENSE ANALYSIS  
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1,000,001 - 1,375,000  
20 FARMS

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

ITEM	PER FARM	PER FARM	
1 BEEF	37,520	36,365	
2 DAIRY AND MILK	17,299		
3 SHEEP			
4 SWINE	31		
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	1,507	-223	
7 CUSTOM FEEDING	610	302	
8 FEED PURCHASED	-11,824	-7,344	
9 LIVESTOCK INCOME	\$ 45,143	\$ 29,100	
10 CORN	63,552	111,902	
11 GRAIN SORGHUM	46,637	36,384	
12 SOYBEANS	8,849	7,132	
13 SUNFLOWERS	1,049	2,649	
14 WHEAT	110,510	122,652	
15 HAY AND FORAGE	6,265	4,691	
16 OTHER CROP	280	172	
17 GOVERNMENT PAYMENTS	17,578	19,913	
18 CROP INSURANCE PROCEEDS	4,923	3,610	
19 MACHINE WORK	6,349	7,609	
20 OTHER INCOME	4,794	8,901	
21 VALUE OF FARM PRODUCTION	\$ 315,928	\$ 354,716	
22 HIRED LABOR	3,595	7,965	
23 MACHINERY REPAIRS	21,362	18,537	
24 IRRIGATION REPAIRS	1,367	2,756	
25 BUILDING REPAIRS	1,541	3,832	
26 INTEREST PAID	12,264	16,933	
27 SEED-OTHER CROP EXPENSE	8,659	11,935	
28 CROP INSURANCE	11,562	14,273	
29 FERTILIZER-LIME	20,688	24,162	
30 MACHINE HIRE	17,536	11,344	
31 ORGANIZATION FEE, PUBLICATION	2,120	2,393	
32 VET-MED-DRUGS	1,943	1,739	
33 CROP STORAGE-MARKETING	910	584	
34 LIVESTOCK MARKETING-BREEDING	3,899	483	
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	19,895	15,055	
37 IRRIGATION ENERGY	5,508	6,760	
38 REAL ESTATE TAXES	3,221	3,989	
39 PERSONAL PROPERTY TAXES	726	772	
40 GENERAL FARM INSURANCE	3,931	4,535	
41 UTILITIES	2,399	6,344	
42 CASH FARM RENT	12,433	18,913	
43 HERBICIDE-INSECTICIDE	17,141	29,700	
44 CONSERVATION	131	30	
45 AUTO EXPENSE	2,242	1,837	
46 TOTAL OPERATING EXPENSE	\$ 175,076	\$ 204,870	
47 DEPRECIATION-MACHINERY	13,636	17,530	
48 DEPRECIATION-BUILDINGS	1,209	995	
49 TOTAL FARM EXPENSE	\$ 189,921	\$ 223,396	
50 NET FARM INCOME	\$ 126,007	\$ 131,320	
51 UNPAID FAMILY LABOR	2,478	6,536	
52 UNPAID OPERATOR LABOR	31,148	32,570	
53 CURRENT ASSET CHARGE - 8%	11,771	14,329	
54 NONCURRENT ASSET CHARGE - 8%	30,418	43,605	
55 RETURN LABOR-MANAGEMENT	81,340	66,850	
56 RETURN TO CAPITAL	104,645	109,147	
57 ASSET TURNOVER RATIO	.4341	.3545	
58 OPERATING PROFIT MARGIN RATIO	.3312	.3077	
59 % RETURN ON ASSETS	.1438	.1091	
60 % RETURN ON EQUITY	.1752	.1273	
61 TOTAL EXPENSE RATIO	.6012	.6298	
62 ADJUSTED TOTAL EXPENSE RATIO	.7076	.7400	
63 ECONOMIC TOTAL EXPENSE RATIO	.8411	.9034	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	168,696	251,195	229,168
65 NONCURRENT ASSETS	504,219	531,305	705,746
66 CURRENT LIABILITIES	59,470	66,137	76,717
67 NONCURRENT LIABILITIES	125,385	149,686	174,131
68 CURRENT RATIO	2.84	3.80	2.99
69 DEBT TO ASSET RATIO	.27	.28	.27



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2007 DATA - NORTHWEST KANSAS  
INCOME AND EXPENSE ANALYSIS  
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1,750,001 - 2,125,000  
16 FARMS

2,125,001 - 2,500,000  
8 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	26,965	29,332	
2 DAIRY AND MILK			
3 SHEEP			
4 SWINE			
5 POULTRY AND EGGS	32		
6 OTHER LIVESTOCK	4,629	-625	
7 CUSTOM FEEDING		4,031	
8 FEED PURCHASED	-5,179	-8,324	
9 LIVESTOCK INCOME	\$ 26,447	\$ 24,414	
10 CORN	133,844	271,064	
11 GRAIN SORGHUM	51,550	22,036	
12 SOYBEANS	9,764	4,474	
13 SUNFLOWERS	16,892	439	
14 WHEAT	147,656	170,526	
15 HAY AND FORAGE	14,696	-1,981	
16 OTHER CROP	1,632	-81	
17 GOVERNMENT PAYMENTS	33,126	35,675	
18 CROP INSURANCE PROCEEDS	10,716	7,795	
19 MACHINE WORK	13,920	7,299	
20 OTHER INCOME	6,630	15,392	
21 VALUE OF FARM PRODUCTION	\$ 466,875	\$ 557,051	
22 HIRED LABOR	12,187	23,462	
23 MACHINERY REPAIRS	24,061	33,734	
24 IRRIGATION REPAIRS	1,071	8,456	
25 BUILDING REPAIRS	845	301	
26 INTEREST PAID	20,530	21,375	
27 SEED-OTHER CROP EXPENSE	23,878	26,017	
28 CROP INSURANCE	16,585	24,823	
29 FERTILIZER-LIME	44,273	46,437	
30 MACHINE HIRE	29,921	20,246	
31 ORGANIZATION FEE, PUBLICATION	2,582	4,663	
32 VET-MED-DRUGS	1,070	1,414	
33 CROP STORAGE-MARKETING	2,820	1,489	
34 LIVESTOCK MARKETING-BREEDING	886	1,286	
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	19,447	31,574	
37 IRRIGATION ENERGY	14,700	36,394	
38 REAL ESTATE TAXES	3,233	2,885	
39 PERSONAL PROPERTY TAXES	1,116	597	
40 GENERAL FARM INSURANCE	4,940	7,043	
41 UTILITIES	3,639	3,365	
42 CASH FARM RENT	24,388	10,582	
43 HERBICIDE-INSECTICIDE	30,008	44,172	
44 CONSERVATION	144	3	
45 AUTO EXPENSE	1,210	1,211	
46 TOTAL OPERATING EXPENSE	\$ 283,532	\$ 351,530	
47 DEPRECIATION-MACHINERY	17,617	22,102	
48 DEPRECIATION-BUILDINGS	981	674	
49 TOTAL FARM EXPENSE	\$ 302,130	\$ 374,306	
50 NET FARM INCOME	\$ 164,745	\$ 182,745	
51 UNPAID FAMILY LABOR	2,859	4,766	
52 UNPAID OPERATOR LABOR	28,975	32,406	
53 CURRENT ASSET CHARGE - 8%	13,131	16,010	
54 NONCURRENT ASSET CHARGE - 8%	40,715	39,732	
55 RETURN LABOR-MANAGEMENT	108,039	122,238	
56 RETURN TO CAPITAL	153,440	166,948	
57 ASSET TURNOVER RATIO	.4850	.5354	
58 OPERATING PROFIT MARGIN RATIO	.3287	.2997	
59 % RETURN ON ASSETS	.1594	.1604	
60 % RETURN ON EQUITY	.1975	.2089	
61 TOTAL EXPENSE RATIO	.6471	.6719	
62 ADJUSTED TOTAL EXPENSE RATIO	.7153	.7387	
63 ECONOMIC TOTAL EXPENSE RATIO	.8307	.8387	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	193,404	313,920	257,631
65 NONCURRENT ASSETS	697,221	720,799	757,815
66 CURRENT LIABILITIES	86,465	92,581	128,331
67 NONCURRENT LIABILITIES	212,466	187,678	239,384
68 CURRENT RATIO	2.24	3.39	2.01
69 DEBT TO ASSET RATIO	.34	.27	.36



## Kansas Farm Management Associations 2007 Annual ProfitLink Summary

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

> 2,500,001  
70 FARMS

ITEM	PER FARM	PER FARM
1 BEEF	132,186	
2 DAIRY AND MILK	3,010	
3 SHEEP		
4 SWINE	48	
5 POULTRY AND EGGS		
6 OTHER LIVESTOCK	3,344	
7 CUSTOM FEEDING	4,314	
8 FEED PURCHASED	-63,462	
9 LIVESTOCK INCOME	\$ 79,439	
10 CORN	460,808	
11 GRAIN SORGHUM	80,130	
12 SOYBEANS	11,166	
13 SUNFLOWERS	17,214	
14 WHEAT	314,287	
15 HAY AND FORAGE	15,147	
16 OTHER CROP	11,771	
17 GOVERNMENT PAYMENTS	57,294	
18 CROP INSURANCE PROCEEDS	6,730	
19 MACHINE WORK	24,662	
20 OTHER INCOME	10,884	
21 VALUE OF FARM PRODUCTION	\$ 1,089,533	
22 HIRED LABOR	39,999	
23 MACHINERY REPAIRS	47,613	
24 IRRIGATION REPAIRS	6,841	
25 BUILDING REPAIRS	2,882	
26 INTEREST PAID	54,472	
27 SEED-OTHER CROP EXPENSE	56,998	
28 CROP INSURANCE	40,824	
29 FERTILIZER-LIME	104,361	
30 MACHINE HIRE	44,537	
31 ORGANIZATION FEE, PUBLICATION	5,853	
32 VET-MED-DRUGS	3,992	
33 CROP STORAGE-MARKETING	2,817	
34 LIVESTOCK MARKETING-BREEDING	4,340	
35 DAIRY EXPENSE		
36 GAS-FUEL-OIL	44,184	
37 IRRIGATION ENERGY	42,148	
38 REAL ESTATE TAXES	7,008	
39 PERSONAL PROPERTY TAXES	2,064	
40 GENERAL FARM INSURANCE	10,488	
41 UTILITIES	6,636	
42 CASH FARM RENT	53,619	
43 HERBICIDE-INSECTICIDE	65,587	
44 CONSERVATION	721	
45 AUTO EXPENSE	2,130	
46 TOTAL OPERATING EXPENSE	\$ 650,111	
47 DEPRECIATION-MACHINERY	53,681	
48 DEPRECIATION-BUILDINGS	8,029	
49 TOTAL FARM EXPENSE	\$ 711,822	
50 NET FARM INCOME	\$ 377,711	
51 UNPAID FAMILY LABOR	6,209	
52 UNPAID OPERATOR LABOR	46,861	
53 CURRENT ASSET CHARGE - 8%	34,759	
54 NONCURRENT ASSET CHARGE - 8%	89,529	
55 RETURN LABOR-MANAGEMENT	247,214	
56 RETURN TO CAPITAL	379,112	
57 ASSET TURNOVER RATIO	.4584	
58 OPERATING PROFIT MARGIN RATIO	.3480	
59 % RETURN ON ASSETS	.1595	
60 % RETURN ON EQUITY	.2090	
61 TOTAL EXPENSE RATIO	.6533	
62 ADJUSTED TOTAL EXPENSE RATIO	.7020	
63 ECONOMIC TOTAL EXPENSE RATIO	.8161	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	652,097	963,156
65 NONCURRENT ASSETS	1,546,331	1,592,214
66 CURRENT LIABILITIES	354,547	391,738
67 NONCURRENT LIABILITIES	425,261	475,060
68 CURRENT RATIO	1.84	2.46
69 DEBT TO ASSET RATIO	.35	.34

