

## Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - NORTHWEST KANSAS

INCOME AND EXPENSE ANALYSIS

Farm Size by Census Acres

181 - 499 ACRES

5 FARMS

500 - 999 ACRES

23 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	1,917	49,022	
2 DAIRY AND MILK	69,195	-35	
3 SHEEP			
4 SWINE	122		
5 POULTRY AND EGGS		84	
6 OTHER LIVESTOCK	2,720	13,875	
7 CUSTOM FEEDING		846	
8 FEED PURCHASED	-16,378	-13,090	
9 LIVESTOCK INCOME	\$ 57,577	\$ 50,702	
10 CORN	50,612	118,320	
11 GRAIN SORGHUM	20,810	18,144	
12 SOYBEANS	4,197	3,607	
13 SUNFLOWERS		4,208	
14 WHEAT	62,383	66,862	
15 HAY AND FORAGE	-3,758	10,929	
16 OTHER CROP		1,550	
17 GOVERNMENT PAYMENTS	11,475	14,015	
18 CROP INSURANCE PROCEEDS	246	2,628	
19 MACHINE WORK	1,529	9,420	
20 OTHER INCOME	2,499	6,226	
21 VALUE OF FARM PRODUCTION	\$ 207,569	\$ 306,612	
22 HIRED LABOR	1,564	9,077	
23 MACHINERY REPAIRS	9,540	15,736	
24 IRRIGATION REPAIRS	1,143	1,955	
25 BUILDING REPAIRS	1,087	2,015	
26 INTEREST PAID	1,762	11,091	
27 SEED-OTHER CROP EXPENSE	6,658	12,428	
28 CROP INSURANCE	7,030	9,777	
29 FERTILIZER-LIME	14,423	21,693	
30 MACHINE HIRE	15,654	10,490	
31 ORGANIZATION FEE, PUBLICATION	2,354	2,754	
32 VET-MED-DRUGS	1,358	1,325	
33 CROP STORAGE-MARKETING		1,111	
34 LIVESTOCK MARKETING-BREEDING	7,137	3,296	
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	12,182	14,418	
37 IRRIGATION ENERGY	1,981	11,485	
38 REAL ESTATE TAXES	3,423	2,434	
39 PERSONAL PROPERTY TAXES	101	696	
40 GENERAL FARM INSURANCE	3,238	3,767	
41 UTILITIES	2,631	5,869	
42 CASH FARM RENT	7,811	17,441	
43 HERBICIDE-INSECTICIDE	8,754	19,160	
44 CONSERVATION	22	181	
45 AUTO EXPENSE	3,097	2,144	
46 TOTAL OPERATING EXPENSE	\$ 112,950	\$ 180,346	
47 DEPRECIATION-MACHINERY	4,293	18,345	
48 DEPRECIATION-BUILDINGS	239	1,665	
49 TOTAL FARM EXPENSE	\$ 117,483	\$ 200,357	
50 NET FARM INCOME	\$ 90,086	\$ 106,255	
51 UNPAID FAMILY LABOR		1,658	
52 UNPAID OPERATOR LABOR	26,535	29,671	
53 CURRENT ASSET CHARGE - 8%	12,562	15,342	
54 NONCURRENT ASSET CHARGE - 8%	35,770	23,067	
55 RETURN LABOR-MANAGEMENT	41,754	66,188	
56 RETURN TO CAPITAL	65,313	86,017	
57 ASSET TURNOVER RATIO	.3246	.4416	
58 OPERATING PROFIT MARGIN RATIO	.3147	.2805	
59 % RETURN ON ASSETS	.1022	.1239	
60 % RETURN ON EQUITY	.1052	.1561	
61 TOTAL EXPENSE RATIO	.5660	.6535	
62 ADJUSTED TOTAL EXPENSE RATIO	.6938	.7556	
63 ECONOMIC TOTAL EXPENSE RATIO	.9267	.8809	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	138,677	189,569	210,017
65 NONCURRENT ASSETS	472,929	477,583	433,153
66 CURRENT LIABILITIES	2,500	11,700	46,416
67 NONCURRENT LIABILITIES	26,363	29,893	139,250
68 CURRENT RATIO	55.47	16.20	4.52
69 DEBT TO ASSET RATIO	.05	.06	.29
			.33



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2007 DATA - NORTHWEST KANSAS

INCOME AND EXPENSE ANALYSIS

Farm Size by Census Acres

1,000 - 1,999 ACRES

41 FARMS

2,000 - 4,999 ACRES

59 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	20,629	87,252	
2 DAIRY AND MILK			
3 SHEEP	41		
4 SWINE	-61	65	
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	6,439	1,018	
7 CUSTOM FEEDING	1,483	4,150	
8 FEED PURCHASED	-9,387	-32,519	
9 LIVESTOCK INCOME	\$ 19,144	\$ 59,965	
10 CORN	211,026	247,755	
11 GRAIN SORGHUM	30,587	63,543	
12 SOYBEANS	10,389	7,160	
13 SUNFLOWERS	3,918	10,080	
14 WHEAT	147,266	226,608	
15 HAY AND FORAGE	8,261	14,028	
16 OTHER CROP	528	-533	
17 GOVERNMENT PAYMENTS	24,013	39,832	
18 CROP INSURANCE PROCEEDS	4,654	7,840	
19 MACHINE WORK	14,709	16,533	
20 OTHER INCOME	13,279	14,536	
21 VALUE OF FARM PRODUCTION	\$ 487,773	\$ 707,346	
22 HIRED LABOR	10,892	21,864	
23 MACHINERY REPAIRS	27,582	33,222	
24 IRRIGATION REPAIRS	3,578	3,530	
25 BUILDING REPAIRS	1,357	1,829	
26 INTEREST PAID	22,357	29,114	
27 SEED-OTHER CROP EXPENSE	22,529	33,703	
28 CROP INSURANCE	20,089	26,618	
29 FERTILIZER-LIME	41,877	65,830	
30 MACHINE HIRE	24,494	27,506	
31 ORGANIZATION FEE, PUBLICATION	2,979	3,582	
32 VET-MED-DRUGS	1,269	2,726	
33 CROP STORAGE-MARKETING	403	1,526	
34 LIVESTOCK MARKETING-BREEDING	1,121	2,116	
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	21,360	30,909	
37 IRRIGATION ENERGY	22,527	19,601	
38 REAL ESTATE TAXES	3,936	4,645	
39 PERSONAL PROPERTY TAXES	998	1,401	
40 GENERAL FARM INSURANCE	5,714	7,455	
41 UTILITIES	2,730	5,263	
42 CASH FARM RENT	10,845	35,386	
43 HERBICIDE-INSECTICIDE	30,753	42,502	
44 CONSERVATION	72	450	
45 AUTO EXPENSE	1,841	1,178	
46 TOTAL OPERATING EXPENSE	\$ 281,302	\$ 401,958	
47 DEPRECIATION-MACHINERY	23,197	31,305	
48 DEPRECIATION-BUILDINGS	2,662	2,166	
49 TOTAL FARM EXPENSE	\$ 307,161	\$ 435,429	
50 NET FARM INCOME	\$ 180,612	\$ 271,917	
51 UNPAID FAMILY LABOR	2,883	5,751	
52 UNPAID OPERATOR LABOR	31,095	39,585	
53 CURRENT ASSET CHARGE - 8%	15,778	22,904	
54 NONCURRENT ASSET CHARGE - 8%	49,051	58,120	
55 RETURN LABOR-MANAGEMENT	112,900	185,142	
56 RETURN TO CAPITAL	168,991	255,695	
57 ASSET TURNOVER RATIO	.4295	.4866	
58 OPERATING PROFIT MARGIN RATIO	.3465	.3615	
59 % RETURN ON ASSETS	.1488	.1759	
60 % RETURN ON EQUITY	.1809	.2237	
61 TOTAL EXPENSE RATIO	.6297	.6156	
62 ADJUSTED TOTAL EXPENSE RATIO	.6994	.6797	
63 ECONOMIC TOTAL EXPENSE RATIO	.8323	.7942	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	247,995	352,314	379,389
65 NONCURRENT ASSETS	820,700	850,100	960,432
66 CURRENT LIABILITIES	106,127	99,743	186,253
67 NONCURRENT LIABILITIES	217,074	227,447	240,404
68 CURRENT RATIO	2.34	3.53	2.04
69 DEBT TO ASSET RATIO	.30	.27	.32
			.29

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2007 DATA - NORTHWEST KANSAS

ANALYSIS OF THE FARM BUSINESS

Farm Size by Census Acres

1,000 - 1,999 ACRES

2,000 - 4,999 ACRES

AVERAGE ASSET & NET WORTH VALUES													
70 BREEDING LIVESTOCK						26,502							
71 MACHINERY AND EQUIPMENT						90,335							
72 MOTOR VEHICLES & LISTED PROPE						120,168							
73 BUILDINGS						18,503							
74 OWNED LAND						542,159							
75 TOTAL ASSETS						1,135,555							
76 NET WORTH						810,359							
LABOR													
77 NUMBER OF OPERATORS						.68							
78 NUMBER OF WORKERS						.87							
79 TOTAL WORK DAYS						238							
80 VALUE FARM PRODUCTION/WORKER						555,519							
81 NET FARM INCOME/WORKER						205,697							
PER OPERATOR BASIS													
82 TOTAL ASSETS						1,656,859							
83 VALUE OF FARM PRODUCTION						711,697							
84 NET FARM INCOME						263,526							
OTHER FACTORS													
85 % CROP ACRES IRRIGATED						24.79							
86 % TILLABLE LAND						90.89							
87 CROP MACH COST/TOT EXPENSE(%)						30.14							
ACRES													
88 TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT	
89 NON-IRRIGATED CROP ACRES	1033	41	512	38	636	36	2038	58	723	52	1439	56	
90 IRRIGATED CROP ACRES	607	23	359	17	393	20	612	35	298	22	531	28	
91 TOTAL CROP ACRES	1374	41	673	38	855	36	2407	58	833	53	1675	57	
92 PASTURE ACRES	513	11	429	9	297	6	1369	32	514	29	1156	25	
93 FARMSTEAD ACRES							18	5			18	5	
CROP VALUE, COSTS, ACRES													
94 ACRES	TOTAL	PER CROP ACRE	PER HARV. ACRE					TOTAL	PER CROP ACRE	PER HARV. ACRE			
95 CROP MACHINERY INVESTMENT	195,718	1374	142.47	159.34					242,395	102.44	119.61		
96 CROP MACHINERY COST	92,567		67.38	75.36					114,058	48.20	56.28		
97 GROSS CROP VALUE	512,410		373.00	417.18					749,560	316.77	369.87		
98 CROP PRODUCTION COSTS	261,268		190.19	212.71					344,821	143.26	167.27		
NON-IRRIGATED ACRES													
	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	
99 CORN	26	301	169	80.2	220	73.6	40	575	223	76.5	478	79.2	
100 GRAIN SORGHUM	19	222	100	97.4	209	95.4	30	466	239	92.6	380	93.2	
101 SOYBEANS													
102 SUNFLOWERS							9	234	73	16.0	227	13.2	
103 WHEAT	40	562	323	47.9	417	44.5	57	933	342	55.0	742	47.1	
104 OTHER CROPS							5	49			38		
105 ALFALFA							12	46	37	3.6	29	3.4	
106 OTHER HAY & FORAGE	10	112	128		44		25	139	93		126		
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	21	481	233	200.9	354	194.4	30	467	266	212.7	406	200.4	
111 GRAIN SORGHUM													
112 SOYBEANS	6	118	80	59.4	97	62.6	6	180			207	60.9	
113 SUNFLOWERS							7	145			152	21.5	
114 WHEAT	13	154	133	70.5	103	51.5	16	199	111	62.2	231	62.2	
115 OTHER CROPS													
116 ALFALFA							5	157			82	6.0	
117 OTHER HAY & FORAGE							14	169	168		115		
118 VEGETABLES													
119 TRUCK CROPS													
120 FRUIT - FLOWERS - TREES													
AVERAGE LIVESTOCK INVENTORIES AND SALES													
121 BEEF COWS								27					
122 DAIRY COWS													
123 EWES													
124 SOWS						1							
125 BEEF PURCH. FOR RESALE SALES						41		167					
126 SWINE PURCH. FOR RESALE SALES													
127 TURKEYS													

## Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - NORTHWEST KANSAS

INCOME AND EXPENSE ANALYSIS

Farm Size by Census Acres

> 5,000 ACRES

24 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	193,314		
2 DAIRY AND MILK	8,779		
3 SHEEP			
4 SWINE	83		
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	-981		
7 CUSTOM FEEDING	1,602		
8 FEED PURCHASED	-101,939		
9 LIVESTOCK INCOME	\$ 100,859		
10 CORN	600,654		
11 GRAIN SORGHUM	121,029		
12 SOYBEANS	14,412		
13 SUNFLOWERS	29,148		
14 WHEAT	397,753		
15 HAY AND FORAGE	5,322		
16 OTHER CROP	35,440		
17 GOVERNMENT PAYMENTS	80,440		
18 CROP INSURANCE PROCEEDS	8,109		
19 MACHINE WORK	23,004		
20 OTHER INCOME	-10,666		
21 VALUE OF FARM PRODUCTION	\$ 1,405,504		
22 HIRED LABOR	60,594		
23 MACHINERY REPAIRS	58,874		
24 IRRIGATION REPAIRS	9,701		
25 BUILDING REPAIRS	4,855		
26 INTEREST PAID	85,699		
27 SEED-OTHER CROP EXPENSE	77,249		
28 CROP INSURANCE	52,103		
29 FERTILIZER-LIME	137,154		
30 MACHINE HIRE	65,055		
31 ORGANIZATION FEE, PUBLICATION	9,100		
32 VET-MED-DRUGS	5,930		
33 CROP STORAGE-MARKETING	6,369		
34 LIVESTOCK MARKETING-BREEDING	6,777		
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	58,542		
37 IRRIGATION ENERGY	58,095		
38 REAL ESTATE TAXES	9,265		
39 PERSONAL PROPERTY TAXES	2,633		
40 GENERAL FARM INSURANCE	12,424		
41 UTILITIES	7,319		
42 CASH FARM RENT	79,827		
43 HERBICIDE-INSECTICIDE	90,371		
44 CONSERVATION	1,068		
45 AUTO EXPENSE	3,291		
46 TOTAL OPERATING EXPENSE	\$ 902,293		
47 DEPRECIATION-MACHINERY	71,720		
48 DEPRECIATION-BUILDINGS	15,163		
49 TOTAL FARM EXPENSE	\$ 989,176		
50 NET FARM INCOME	\$ 416,328		
51 UNPAID FAMILY LABOR	8,578		
52 UNPAID OPERATOR LABOR	58,268		
53 CURRENT ASSET CHARGE - 8%	42,169		
54 NONCURRENT ASSET CHARGE - 8%	111,871		
55 RETURN LABOR-MANAGEMENT	253,709		
56 RETURN TO CAPITAL	435,181		
57 ASSET TURNOVER RATIO	.4381		
58 OPERATING PROFIT MARGIN RATIO	.3096		
59 % RETURN ON ASSETS	.1356		
60 % RETURN ON EQUITY	.1815		
61 TOTAL EXPENSE RATIO	.7038		
62 ADJUSTED TOTAL EXPENSE RATIO	.7513		
63 ECONOMIC TOTAL EXPENSE RATIO	.8609		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1                      DECEMBER 31	JANUARY 1                      DECEMBER 31	
64 CURRENT ASSETS	931,194	1,325,119	
65 NONCURRENT ASSETS	2,040,608	2,119,844	
66 CURRENT LIABILITIES	571,626	630,450	
67 NONCURRENT LIABILITIES	634,542	729,132	
68 CURRENT RATIO	1.63	2.10	
69 DEBT TO ASSET RATIO	.41	.39	

