

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

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

HIGH 25%
38 FARMS

HIGH MIDDLE
38 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	73,921		70,186	
2 DAIRY AND MILK			14,649	
3 SHEEP				
4 SWINE	53		16	
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	318		1,722	
7 CUSTOM FEEDING	457		1,329	
8 FEED PURCHASED	-26,638		-17,144	
9 LIVESTOCK INCOME	\$ 48,111		\$ 70,759	
10 CORN	641,392		231,034	
11 GRAIN SORGHUM	125,265		38,254	
12 SOYBEANS	18,230		7,738	
13 SUNFLOWERS	24,236		4,563	
14 WHEAT	412,031		197,010	
15 HAY AND FORAGE	14,820		6,652	
16 OTHER CROP	20,446		826	
17 GOVERNMENT PAYMENTS	70,083		30,951	
18 CROP INSURANCE PROCEEDS	6,524		6,100	
19 MACHINE WORK	21,752		14,616	
20 OTHER INCOME	16,685		9,423	
21 VALUE OF FARM PRODUCTION	\$ 1,419,574		\$ 617,925	
22 HIRED LABOR	47,155		16,127	
23 MACHINERY REPAIRS	53,097		30,833	
24 IRRIGATION REPAIRS	9,287		4,018	
25 BUILDING REPAIRS	2,988		2,153	
26 INTEREST PAID	52,970		25,717	
27 SEED-OTHER CROP EXPENSE	77,651		22,752	
28 CROP INSURANCE	48,479		25,761	
29 FERTILIZER-LIME	135,303		53,667	
30 MACHINE HIRE	47,306		29,828	
31 ORGANIZATION FEE, PUBLICATION	6,890		3,611	
32 VET-MED-DRUGS	2,103		2,483	
33 CROP STORAGE-MARKETING	4,961		518	
34 LIVESTOCK MARKETING-BREEDING	1,695		4,467	
35 DAIRY EXPENSE				
36 GAS-FUEL-OIL	48,801		27,644	
37 IRRIGATION ENERGY	63,291		19,171	
38 REAL ESTATE TAXES	6,353		5,506	
39 PERSONAL PROPERTY TAXES	2,351		1,086	
40 GENERAL FARM INSURANCE	10,715		6,994	
41 UTILITIES	5,177		5,249	
42 CASH FARM RENT	62,229		30,805	
43 HERBICIDE-INSECTICIDE	87,840		36,542	
44 CONSERVATION	964		67	
45 AUTO EXPENSE	2,158		2,265	
46 TOTAL OPERATING EXPENSE	\$ 779,765		\$ 357,265	
47 DEPRECIATION-MACHINERY	63,495		28,990	
48 DEPRECIATION-BUILDINGS	7,773		4,481	
49 TOTAL FARM EXPENSE	\$ 851,032		\$ 390,736	
50 NET FARM INCOME	\$ 568,542		\$ 227,189	
51 UNPAID FAMILY LABOR	4,013		6,622	
52 UNPAID OPERATOR LABOR	51,569		34,272	
53 CURRENT ASSET CHARGE - 8%	39,076		23,582	
54 NONCURRENT ASSET CHARGE - 8%	87,877		65,996	
55 RETURN LABOR-MANAGEMENT	437,575		130,989	
56 RETURN TO CAPITAL	565,930		212,012	
57 ASSET TURNOVER RATIO	.5833		.4078	
58 OPERATING PROFIT MARGIN RATIO	.3987		.3431	
59 % RETURN ON ASSETS	.2326		.1399	
60 % RETURN ON EQUITY	.3232		.1664	
61 TOTAL EXPENSE RATIO	.5995		.6323	
62 ADJUSTED TOTAL EXPENSE RATIO	.6387		.6985	
63 ECONOMIC TOTAL EXPENSE RATIO	.7281		.8435	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	618,639	1,100,357	359,955	512,379
65 NONCURRENT ASSETS	1,529,187	1,618,857	1,081,487	1,077,053
66 CURRENT LIABILITIES	336,611	405,494	139,988	142,807
67 NONCURRENT LIABILITIES	438,599	512,509	244,598	264,033
68 CURRENT RATIO	1.84	2.71	2.57	3.59
69 DEBT TO ASSET RATIO	.36	.34	.27	.26

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

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

LOW MIDDLE
38 FARMS

LOW 25%
39 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	41,217	121,229		
2 DAIRY AND MILK		-21		
3 SHEEP		43		
4 SWINE	35			
5 POULTRY AND EGGS		50		
6 OTHER LIVESTOCK	7,849	6,601		
7 CUSTOM FEEDING	6,345	1,399		
8 FEED PURCHASED	-11,117	-78,125		
9 LIVESTOCK INCOME	\$ 44,330	\$ 51,176		
10 CORN	94,676	101,469		
11 GRAIN SORGHUM	43,797	14,131		
12 SOYBEANS	3,488	4,590		
13 SUNFLOWERS	4,741	7,107		
14 WHEAT	125,070	74,547		
15 HAY AND FORAGE	9,316	9,147		
16 OTHER CROP	1,571	214		
17 GOVERNMENT PAYMENTS	26,211	20,844		
18 CROP INSURANCE PROCEEDS	5,743	5,428		
19 MACHINE WORK	13,399	12,135		
20 OTHER INCOME	6,060	2,040		
21 VALUE OF FARM PRODUCTION	\$ 378,403	\$ 302,828		
22 HIRED LABOR	11,904	14,111		
23 MACHINERY REPAIRS	22,862	22,016		
24 IRRIGATION REPAIRS	2,005	1,454		
25 BUILDING REPAIRS	2,079	1,474		
26 INTEREST PAID	17,401	33,499		
27 SEED-OTHER CROP EXPENSE	12,567	20,448		
28 CROP INSURANCE	14,431	13,903		
29 FERTILIZER-LIME	31,067	28,515		
30 MACHINE HIRE	22,921	18,100		
31 ORGANIZATION FEE, PUBLICATION	2,828	3,129		
32 VET-MED-DRUGS	2,604	3,058		
33 CROP STORAGE-MARKETING	1,013	982		
34 LIVESTOCK MARKETING-BREEDING	1,746	3,704		
35 DAIRY EXPENSE				
36 GAS-FUEL-OIL	22,199	19,258		
37 IRRIGATION ENERGY	11,200	4,853		
38 REAL ESTATE TAXES	4,222	3,108		
39 PERSONAL PROPERTY TAXES	1,017	872		
40 GENERAL FARM INSURANCE	5,580	4,922		
41 UTILITIES	3,411	5,727		
42 CASH FARM RENT	17,150	17,986		
43 HERBICIDE-INSECTICIDE	24,327	19,757		
44 CONSERVATION	144	379		
45 AUTO EXPENSE	1,737	1,407		
46 TOTAL OPERATING EXPENSE	\$ 236,412	\$ 242,660		
47 DEPRECIATION-MACHINERY	17,364	20,244		
48 DEPRECIATION-BUILDINGS	1,068	3,441		
49 TOTAL FARM EXPENSE	\$ 254,844	\$ 266,345		
50 NET FARM INCOME	\$ 123,559	\$ 36,483		
51 UNPAID FAMILY LABOR	4,515	3,226		
52 UNPAID OPERATOR LABOR	34,112	33,042		
53 CURRENT ASSET CHARGE - 8%	14,784	12,458		
54 NONCURRENT ASSET CHARGE - 8%	46,275	31,657		
55 RETURN LABOR-MANAGEMENT	57,985	-10,857		
56 RETURN TO CAPITAL	102,333	33,715		
57 ASSET TURNOVER RATIO	.3685	.2974		
58 OPERATING PROFIT MARGIN RATIO	.2704	.1113		
59 % RETURN ON ASSETS	.0997	.0331		
60 % RETURN ON EQUITY	.1113	.0004		
61 TOTAL EXPENSE RATIO	.6735	.8795		
62 ADJUSTED TOTAL EXPENSE RATIO	.7756	.9993		
63 ECONOMIC TOTAL EXPENSE RATIO	.9369	1.1450		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	224,746	305,223	377,539	399,572
65 NONCURRENT ASSETS	755,538	768,114	613,967	645,164
66 CURRENT LIABILITIES	84,969	75,411	226,175	239,485
67 NONCURRENT LIABILITIES	175,859	190,909	235,454	232,261
68 CURRENT RATIO	2.65	4.05	1.67	1.67
69 DEBT TO ASSET RATIO	.27	.25	.47	.45

