

Kansas Farm Management Association Financial Benchmarks - State

	1997	1998	1999	2000	2001	5-Yr Avg.
Operating Expense Ratio	0.5837	0.7063	0.6218	0.6442	0.6897	0.6491
Interest Expense Ratio	0.0706	0.0923	0.0813	0.0803	0.0841	0.0818
Depreciation Expense Ratio	0.0764	0.1058	0.0925	0.0923	0.0958	0.0926
Total Expense Ratio	0.7307	0.9045	0.7956	0.8169	0.8696	0.8235
Net Farm Income Ratio	0.2693	0.0955	0.2044	0.1831	0.1304	0.1765
Operating Profit Margin Ratio	0.0858	-0.0143	0.0953	0.0816	0.0416	0.0580
Average Turnover Ratio	0.3613	0.2811	0.3187	0.3100	0.2957	0.3134
Return on Assets	0.0310	-0.0040	0.0304	0.0253	0.0123	0.0190
Return on Equity	0.0081	-0.0446	0.0067	0.0006	-0.0189	-0.0096
Current Ratio	2.52	2.19	2.28	2.32	2.07	2.2771
Debt-to-Asset Ratio	0.3273	0.3350	0.3294	0.3209	0.3409	0.3307

Kansas Farm Management Association Financial Benchmarks - State

	1997	1998	1999	2000	2001	5-Yr Avg.
Operating Expense/\$100 Farm Production	58.37	70.63	62.18	64.42	68.97	64.91
Interest Expense/\$100 Farm Production	7.06	9.23	8.13	8.03	8.41	8.18
Depreciation Expense/\$100 Farm Production	7.64	10.58	9.25	9.23	9.58	9.26
Total Expense/\$100 Farm Production	73.07	90.45	79.56	81.69	86.96	82.35
Net Farm Income Ratio	26.93	9.55	20.44	18.31	13.04	17.65
% Return on Net Worth	0.81	-4.46	0.67	0.06	-1.89	-0.96
Total Loans (Dec. 31)	207,818	209,746	219,063	224,758	251,166	222,510
Total Assets (Dec. 31)	634,881	626,118	665,129	700,302	736,735	672,633
Total Capital Managed	1,018,563	1,050,203	1,150,692	1,159,744	1,171,555	1,110,151
Current Assets/Current Liabilities (Dec. 31)	2.52	2.19	2.28	2.32	2.07	2.28
Total Loans/Total Assets (Dec. 31)	0.33	0.33	0.33	0.32	0.34	0.33

Kansas Farm Management Association Financial Benchmarks - North Central

	1997	1998	1999	2000	2001	5-Yr Avg.
Operating Expense Ratio	0.5825	0.6978	0.6084	0.6587	0.6667	0.6428
Interest Expense Ratio	0.0750	0.1024	0.0795	0.0891	0.0851	0.0862
Depreciation Expense Ratio	0.0765	0.1077	0.0912	0.0962	0.0982	0.0939
Total Expense Ratio	0.7340	0.9079	0.7790	0.8440	0.8499	0.8230
Net Farm Income Ratio	0.2660	0.0921	0.2210	0.1560	0.1501	0.1770
Operating Profit Margin Ratio	0.0642	-0.0260	0.0974	0.0501	0.0372	0.0446
Average Turnover Ratio	0.3628	0.2899	0.3391	0.3173	0.3004	0.3219
Return on Assets	0.0233	-0.0075	0.0330	0.0159	0.0112	0.0152
Return on Equity	-0.0061	-0.0589	0.0096	-0.0195	-0.0225	-0.0195
Current Ratio	2.43	1.99	2.36	2.11	1.74	2.1260
Debt-to-Asset Ratio	0.3478	0.3725	0.3622	0.3671	0.3706	0.3641

Kansas Farm Management Association Financial Benchmarks - North Central

	1997	1998	1999	2000	2001	5-Yr Avg.
Operating Expense/\$100 Farm Production	58.25	69.78	60.84	65.87	66.67	64.28
Interest Expense/\$100 Farm Production	7.50	10.24	7.95	8.91	8.51	8.62
Depreciation Expense/\$100 Farm Production	7.65	10.77	9.12	9.62	9.82	9.39
Total Expense/\$100 Farm Production	73.40	90.79	77.90	84.40	84.99	82.30
Net Farm Income Ratio	26.60	9.21	22.10	15.60	15.01	17.70
% Return on Net Worth	-0.61	-5.89	0.96	-1.95	-2.25	-1.95
Total Loans (Dec. 31)	192,551	205,485	220,971	231,813	244,327	219,029
Total Assets (Dec. 31)	553,587	551,598	610,086	631,445	659,222	601,188
Total Capital Managed	1,018,563	1,050,203	1,150,692	1,159,744	1,171,555	1,110,151
Current Assets/Current Liabilities (Dec. 31)	2.43	1.99	2.36	2.11	1.74	2.13
Total Loans/Total Assets (Dec. 31)	0.35	0.37	0.36	0.37	0.37	0.36

Kansas Farm Management Association Financial Benchmarks - South Central

	1997	1998	1999	2000	2001	5-Yr Avg.
Operating Expense Ratio	0.5832	0.7211	0.6347	0.6589	0.7518	0.6699
Interest Expense Ratio	0.0638	0.0870	0.0753	0.0791	0.0891	0.0789
Depreciation Expense Ratio	0.0715	0.1000	0.0867	0.0934	0.1032	0.0910
Total Expense Ratio	0.7186	0.9080	0.7967	0.8314	0.9441	0.8398
Net Farm Income Ratio	0.2814	0.0920	0.2033	0.1686	0.0559	0.1602
Operating Profit Margin Ratio	0.0818	-0.0271	0.0887	0.0651	-0.0203	0.0376
Average Turnover Ratio	0.3946	0.2949	0.3461	0.3288	0.3035	0.3336
Return on Assets	0.0323	-0.0080	0.0307	0.0214	-0.0062	0.0140
Return on Equity	0.0106	-0.0504	0.0070	-0.0069	-0.0520	-0.0183
Current Ratio	2.18	1.91	1.95	1.89	1.64	1.9156
Debt-to-Asset Ratio	0.3293	0.3389	0.3324	0.3383	0.3683	0.3414

Kansas Farm Management Association Financial Benchmarks - South Central

	1997	1998	1999	2000	2001	5-Yr Avg.
Operating Expense/\$100 Farm Production	58.32	72.11	63.47	65.89	75.18	66.99
Interest Expense/\$100 Farm Production	6.38	8.70	7.53	7.91	8.91	7.89
Depreciation Expense/\$100 Farm Production	7.15	10.00	8.67	9.34	10.32	9.10
Total Expense/\$100 Farm Production	71.86	90.80	79.67	83.14	94.41	83.98
Net Farm Income Ratio	28.14	9.20	20.33	16.86	5.59	16.02
% Return on Net Worth	1.06	-5.04	0.70	-0.69	-5.20	-1.83
Total Loans (Dec. 31)	188,958	202,977	210,998	225,108	260,428	217,694
Total Assets (Dec. 31)	573,744	598,971	634,718	665,499	707,138	636,014
Total Capital Managed	1,189,330	1,246,463	1,332,278	1,449,761	1,561,743	1,355,915
Current Assets/Current Liabilities (Dec. 31)	2.18	1.91	1.95	1.89	1.64	1.92
Total Loans/Total Assets (Dec. 31)	0.33	0.34	0.33	0.34	0.37	0.34

Kansas Farm Management Association Financial Benchmarks - Southwest

	1997	1998	1999	2000	2001	5-Yr Avg.
Operating Expense Ratio	0.6536	0.6934	0.6334	0.6563	0.7653	0.6804
Interest Expense Ratio	0.0680	0.0711	0.0648	0.0641	0.0770	0.0690
Depreciation Expense Ratio	0.0791	0.0885	0.0829	0.0913	0.0994	0.0882
Total Expense Ratio	0.8007	0.8530	0.7810	0.8117	0.9418	0.8376
Net Farm Income Ratio	0.1993	0.1470	0.2190	0.1883	0.0582	0.1624
Operating Profit Margin Ratio	0.0576	0.0527	0.1282	0.1057	-0.0069	0.0674
Average Turnover Ratio	0.3856	0.3513	0.3748	0.3356	0.3193	0.3533
Return on Assets	0.0222	0.0185	0.0481	0.0355	-0.0022	0.0244
Return on Equity	-0.0060	-0.0093	0.0342	0.0195	-0.0407	-0.0004
Current Ratio	2.08	2.06	2.04	2.23	1.67	2.0171
Debt-to-Asset Ratio	0.3289	0.3020	0.2983	0.2826	0.3492	0.3122

Kansas Farm Management Association Financial Benchmarks - Southwest

	1997	1998	1999	2000	2001	5-Yr Avg.
Operating Expense/\$100 Farm Production	65.36	69.34	63.34	65.63	76.53	68.04
Interest Expense/\$100 Farm Production	6.80	7.11	6.48	6.41	7.70	6.90
Depreciation Expense/\$100 Farm Production	7.91	8.85	8.29	9.13	9.94	8.82
Total Expense/\$100 Farm Production	80.07	85.30	78.10	81.17	94.18	83.76
Net Farm Income Ratio	19.93	14.70	21.90	18.83	5.82	16.24
% Return on Net Worth	-0.60	-0.93	3.42	1.95	-4.07	-0.04
Total Loans (Dec. 31)	212,083	186,080	207,206	219,787	253,842	215,800
Total Assets (Dec. 31)	644,788	616,070	694,708	777,684	726,845	692,019
Total Capital Managed	1,240,960	1,167,115	1,256,682	1,399,591	1,396,542	1,292,178
Current Assets/Current Liabilities (Dec. 31)	2.08	2.06	2.04	2.23	1.67	2.02
Total Loans/Total Assets (Dec. 31)	0.33	0.30	0.30	0.28	0.35	0.31

Kansas Farm Management Association Financial Benchmarks - Northeast

	1997	1998	1999	2000	2001	5-Yr Avg.
Operating Expense Ratio	0.6132	0.7212	0.6610	0.6623	0.6579	0.6631
Interest Expense Ratio	0.0706	0.0934	0.0943	0.0843	0.0875	0.0860
Depreciation Expense Ratio	0.0786	0.1108	0.1036	0.0968	0.0914	0.0962
Total Expense Ratio	0.7624	0.9254	0.8589	0.8434	0.8368	0.8454
Net Farm Income Ratio	0.2376	0.0746	0.1411	0.1566	0.1632	0.1546
Operating Profit Margin Ratio	0.0526	-0.0513	0.0217	0.0294	0.0603	0.0225
Average Turnover Ratio	0.3444	0.2628	0.2865	0.2852	0.2941	0.2946
Return on Assets	0.0181	-0.0135	0.0062	0.0084	0.0177	0.0074
Return on Equity	-0.0090	-0.0549	-0.0306	-0.0222	-0.0119	-0.0257
Current Ratio	2.68	2.39	2.40	2.63	2.21	2.4621
Debt-to-Asset Ratio	0.3204	0.3156	0.3237	0.2912	0.3292	0.3160

Kansas Farm Management Association Financial Benchmarks - Northeast

	1997	1998	1999	2000	2001	5-Yr Avg.
Operating Expense/\$100 Farm Production	61.32	72.12	66.10	66.23	65.79	66.31
Interest Expense/\$100 Farm Production	7.06	9.34	9.43	8.43	8.75	8.60
Depreciation Expense/\$100 Farm Production	7.86	11.08	10.36	9.68	9.14	9.62
Total Expense/\$100 Farm Production	76.24	92.54	85.89	84.34	83.68	84.54
Net Farm Income Ratio	23.76	7.46	14.11	15.66	16.32	15.46
% Return on Net Worth	-0.90	-5.49	-3.06	-2.22	-1.19	-2.57
Total Loans (Dec. 31)	209,953	197,074	203,018	186,756	235,917	206,544
Total Assets (Dec. 31)	655,369	624,475	627,200	641,428	716,715	653,037
Total Capital Managed	1,196,629	1,180,203	1,207,071	1,245,727	1,366,841	1,239,294
Current Assets/Current Liabilities (Dec. 31)	2.68	2.39	2.40	2.63	2.21	2.46
Total Loans/Total Assets (Dec. 31)	0.32	0.32	0.32	0.29	0.33	0.32

Kansas Farm Management Association Financial Benchmarks - Northwest

	1997	1998	1999	2000	2001	5-Yr Avg.
Operating Expense Ratio	0.6880	0.6372	0.5922	0.6919	0.7189	0.6656
Interest Expense Ratio	0.0892	0.0825	0.0778	0.0800	0.0848	0.0828
Depreciation Expense Ratio	0.0802	0.0789	0.0753	0.0798	0.0888	0.0806
Total Expense Ratio	0.8574	0.7987	0.7452	0.8517	0.8924	0.8291
Net Farm Income Ratio	0.1426	0.2013	0.2548	0.1483	0.1076	0.1709
Operating Profit Margin Ratio	0.0395	0.1318	0.1839	0.0938	0.0633	0.1025
Average Turnover Ratio	0.3102	0.3384	0.3373	0.3224	0.3004	0.3217
Return on Assets	0.0123	0.0446	0.0620	0.0302	0.0190	0.0336
Return on Equity	-0.0236	0.0261	0.0542	0.0067	-0.0097	0.0107
Current Ratio	1.91	2.01	2.38	2.29	2.21	2.1596
Debt-to-Asset Ratio	0.3542	0.3662	0.3340	0.3386	0.3429	0.3472

Kansas Farm Management Association Financial Benchmarks - Northwest

	1997	1998	1999	2000	2001	5-Yr Avg.
Operating Expense/\$100 Farm Production	68.80	63.72	59.22	69.19	71.89	66.56
Interest Expense/\$100 Farm Production	8.92	8.25	7.78	8.00	8.48	8.28
Depreciation Expense/\$100 Farm Production	8.02	7.89	7.53	7.98	8.88	8.06
Total Expense/\$100 Farm Production	85.74	79.87	74.52	85.17	89.24	82.91
Net Farm Income Ratio	14.26	20.13	25.48	14.83	10.76	17.09
% Return on Net Worth	-2.36	2.61	5.42	0.67	-0.97	1.07
Total Loans (Dec. 31)	247,106	280,731	270,185	274,397	297,512	273,986
Total Assets (Dec. 31)	697,568	766,503	808,930	810,361	867,727	790,218
Total Capital Managed	1,264,205	1,486,721	1,479,851	1,561,153	1,629,385	1,484,263
Current Assets/Current Liabilities (Dec. 31)	1.91	2.01	2.38	2.29	2.21	2.16
Total Loans/Total Assets (Dec. 31)	0.35	0.37	0.33	0.34	0.34	0.35

Kansas Farm Management Association Financial Benchmarks - Southeast

	1997	1998	1999	2000	2001	5-Yr Avg.
Operating Expense Ratio	0.5074	0.7395	0.6062	0.5857	0.6373	0.6152
Interest Expense Ratio	0.0674	0.1067	0.0891	0.0823	0.0810	0.0853
Depreciation Expense Ratio	0.0754	0.1307	0.1044	0.0942	0.0951	0.1000
Total Expense Ratio	0.6502	0.9770	0.7997	0.7621	0.8134	0.8005
Net Farm Income Ratio	0.3498	0.0230	0.2003	0.2379	0.1866	0.1995
Operating Profit Margin Ratio	0.1429	-0.0974	0.0800	0.1201	0.0785	0.0648
Average Turnover Ratio	0.3666	0.2320	0.2829	0.2929	0.2792	0.2907
Return on Assets	0.0524	-0.0226	0.0226	0.0352	0.0219	0.0219
Return on Equity	0.0404	-0.0693	-0.0038	0.0162	-0.0010	-0.0035
Current Ratio	3.12	2.52	2.44	2.64	2.61	2.6653
Debt-to-Asset Ratio	0.3113	0.3260	0.3257	0.3123	0.3157	0.3182

Kansas Farm Management Association Financial Benchmarks - Southeast

	1997	1998	1999	2000	2001	5-Yr Avg.
Operating Expense/\$100 Farm Production	50.74	73.95	60.62	58.57	63.73	61.52
Interest Expense/\$100 Farm Production	6.74	10.67	8.91	8.23	8.10	8.53
Depreciation Expense/\$100 Farm Production	7.54	13.07	10.44	9.42	9.51	10.00
Total Expense/\$100 Farm Production	65.02	97.70	79.97	76.21	81.34	80.05
Net Farm Income Ratio	34.98	2.30	20.03	23.79	18.66	19.95
% Return on Net Worth	4.04	-6.93	-0.38	1.62	-0.10	-0.35
Total Loans (Dec. 31)	209,861	207,720	218,880	225,296	239,487	220,249
Total Assets (Dec. 31)	674,154	637,113	672,041	721,516	758,672	692,699
Total Capital Managed	1,139,141	1,141,696	1,196,382	1,355,872	1,364,132	1,239,445
Current Assets/Current Liabilities (Dec. 31)	3.12	2.52	2.44	2.64	2.61	2.67
Total Loans/Total Assets (Dec. 31)	0.31	0.33	0.33	0.31	0.32	0.32