

Kansas Farm Management Associations

2007 DATA - SOUTH CENTRAL KANSAS **2007 Annual ProfitLink Summary**

INCOME AND EXPENSE ANALYSIS

SORTED BY TOTAL CROP ACRES

< 401 ACRES

401 - 800 ACRES

32 FARMS

40 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	15,096	10,134	
2 DAIRY AND MILK	30,387	35,785	
3 SHEEP	697	161	
4 SWINE	1,817		
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	-155	-322	
7 CUSTOM FEEDING	101	79	
8 FEED PURCHASED	-25,357	-14,774	
9 LIVESTOCK INCOME	\$ 22,586	\$ 31,063	
10 CORN	7,882	32,812	
11 GRAIN SORGHUM	3,930	11,252	
12 SOYBEANS	3,576	16,756	
13 SUNFLOWERS	492	86	
14 WHEAT	6,550	17,665	
15 HAY AND FORAGE	6,608	3,556	
16 OTHER CROP	119	381	
17 GOVERNMENT PAYMENTS	5,446	14,326	
18 CROP INSURANCE PROCEEDS	10,514	22,308	
19 MACHINE WORK	8,320	1,090	
20 OTHER INCOME	3,877	8,105	
21 VALUE OF FARM PRODUCTION	\$ 79,902	\$ 159,401	
22 HIRED LABOR	1,255	3,737	
23 MACHINERY REPAIRS	8,735	11,378	
24 IRRIGATION REPAIRS	311	807	
25 BUILDING REPAIRS	1,200	1,251	
26 INTEREST PAID	6,338	8,480	
27 SEED-OTHER CROP EXPENSE	5,355	13,705	
28 CROP INSURANCE	1,395	2,866	
29 FERTILIZER-LIME	6,397	20,794	
30 MACHINE HIRE	5,858	5,977	
31 ORGANIZATION FEE, PUBLICATION	1,675	2,432	
32 VET-MED-DRUGS	826	1,593	
33 CROP STORAGE-MARKETING	133	567	
34 LIVESTOCK MARKETING-BREEDING	387	2,048	
35 DAIRY EXPENSE	2,169	2,654	
36 GAS-FUEL-OIL	5,868	10,476	
37 IRRIGATION ENERGY	485	697	
38 REAL ESTATE TAXES	1,525	3,536	
39 PERSONAL PROPERTY TAXES	543	965	
40 GENERAL FARM INSURANCE	1,416	2,794	
41 UTILITIES	1,126	3,242	
42 CASH FARM RENT	3,808	8,142	
43 HERBICIDE-INSECTICIDE	2,997	8,094	
44 CONSERVATION	3	6	
45 AUTO EXPENSE	214	482	
46 TOTAL OPERATING EXPENSE	\$ 60,022	\$ 116,725	
47 DEPRECIATION-MACHINERY	6,549	11,286	
48 DEPRECIATION-BUILDINGS	1,820	1,836	
49 TOTAL FARM EXPENSE	\$ 68,390	\$ 129,846	
50 NET FARM INCOME	\$ 11,511	\$ 29,554	
51 UNPAID FAMILY LABOR	1,191	1,811	
52 UNPAID OPERATOR LABOR	34,884	45,979	
53 CURRENT ASSET CHARGE - 8%	4,956	8,734	
54 NONCURRENT ASSET CHARGE - 8%	20,013	31,006	
55 RETURN LABOR-MANAGEMENT	-14,649	-11,997	
56 RETURN TO CAPITAL	-18,227	-9,756	
57 ASSET TURNOVER RATIO	.1925	.2625	
58 OPERATING PROFIT MARGIN RATIO	-.2281	-.0612	
59 % RETURN ON ASSETS	-.0439	-.0161	
60 % RETURN ON EQUITY	-.0787	-.0367	
61 TOTAL EXPENSE RATIO	.8559	.8146	
62 ADJUSTED TOTAL EXPENSE RATIO	1.3074	1.1144	
63 ECONOMIC TOTAL EXPENSE RATIO	1.6199	1.3637	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	72,746	85,507	128,739
65 NONCURRENT ASSETS	336,224	335,668	463,769
66 CURRENT LIABILITIES	16,249	18,102	28,630
67 NONCURRENT LIABILITIES	90,402	81,170	80,639
68 CURRENT RATIO	4.48	4.72	4.50
69 DEBT TO ASSET RATIO	.26	.24	.18

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INCOME AND EXPENSE ANALYSIS

SORTED BY TOTAL CROP ACRES

801 - 1,200 ACRES

55 FARMS

1,201 - 1,600 ACRES

54 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	28,054		29,237	
2 DAIRY AND MILK	4,090		57	
3 SHEEP	97		25	
4 SWINE	7,701		663	
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-22		-846	
7 CUSTOM FEEDING	375		3,607	
8 FEED PURCHASED	-10,953		-9,583	
9 LIVESTOCK INCOME	\$ 29,342		\$ 23,159	
10 CORN	35,197		74,948	
11 GRAIN SORGHUM	20,609		45,236	
12 SOYBEANS	36,280		30,921	
13 SUNFLOWERS	240		533	
14 WHEAT	31,608		46,512	
15 HAY AND FORAGE	11,623		17,526	
16 OTHER CROP	1,158		3,249	
17 GOVERNMENT PAYMENTS	24,803		34,369	
18 CROP INSURANCE PROCEEDS	38,637		49,458	
19 MACHINE WORK	6,792		11,542	
20 OTHER INCOME	3,254		18,228	
21 VALUE OF FARM PRODUCTION	\$ 239,542		\$ 355,682	
22 HIRED LABOR	5,001		6,068	
23 MACHINERY REPAIRS	19,214		25,702	
24 IRRIGATION REPAIRS	975		1,286	
25 BUILDING REPAIRS	1,089		1,317	
26 INTEREST PAID	10,028		16,185	
27 SEED-OTHER CROP EXPENSE	17,192		24,440	
28 CROP INSURANCE	4,274		7,197	
29 FERTILIZER-LIME	30,246		56,036	
30 MACHINE HIRE	6,361		8,946	
31 ORGANIZATION FEE, PUBLICATION	2,915		3,288	
32 VET-MED-DRUGS	1,266		2,444	
33 CROP STORAGE-MARKETING	278		710	
34 LIVESTOCK MARKETING-BREEDING	742		583	
35 DAIRY EXPENSE	234			
36 GAS-FUEL-OIL	16,457		25,825	
37 IRRIGATION ENERGY	1,117		3,328	
38 REAL ESTATE TAXES	4,037		5,274	
39 PERSONAL PROPERTY TAXES	821		1,118	
40 GENERAL FARM INSURANCE	3,702		5,810	
41 UTILITIES	2,516		3,304	
42 CASH FARM RENT	8,390		12,429	
43 HERBICIDE-INSECTICIDE	14,053		19,879	
44 CONSERVATION	44		115	
45 AUTO EXPENSE	1,371		724	
46 TOTAL OPERATING EXPENSE	\$ 152,323		\$ 232,009	
47 DEPRECIATION-MACHINERY	15,707		23,085	
48 DEPRECIATION-BUILDINGS	909		2,449	
49 TOTAL FARM EXPENSE	\$ 168,939		\$ 257,543	
50 NET FARM INCOME	\$ 70,603		\$ 98,140	
51 UNPAID FAMILY LABOR	2,634		3,177	
52 UNPAID OPERATOR LABOR	44,835		47,868	
53 CURRENT ASSET CHARGE - 8%	11,982		13,375	
54 NONCURRENT ASSET CHARGE - 8%	39,477		49,425	
55 RETURN LABOR-MANAGEMENT	16,510		32,162	
56 RETURN TO CAPITAL	33,161		63,280	
57 ASSET TURNOVER RATIO	.3005		.3453	
58 OPERATING PROFIT MARGIN RATIO	.1384		.1779	
59 % RETURN ON ASSETS	.0416		.0614	
60 % RETURN ON EQUITY	.0360		.0600	
61 TOTAL EXPENSE RATIO	.7053		.7241	
62 ADJUSTED TOTAL EXPENSE RATIO	.9034		.8676	
63 ECONOMIC TOTAL EXPENSE RATIO	1.1182		1.0442	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	186,462	230,255	227,225	278,114
65 NONCURRENT ASSETS	584,992	592,763	763,663	791,117
66 CURRENT LIABILITIES	68,187	48,990	87,403	83,557
67 NONCURRENT LIABILITIES	92,568	98,255	160,227	158,922
68 CURRENT RATIO	2.73	4.70	2.60	3.33
69 DEBT TO ASSET RATIO	.21	.18	.25	.23

Kansas Farm Management Associations

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INCOME AND EXPENSE ANALYSIS

SORTED BY TOTAL CROP ACRES

1,601 - 2,000 ACRES

38 FARMS

2,001 - 2,400 ACRES

20 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	38,039		55,996	
2 DAIRY AND MILK	33,550		-450	
3 SHEEP			95	
4 SWINE			10	
5 POULTRY AND EGGS			-5	
6 OTHER LIVESTOCK	-6,406		-174	
7 CUSTOM FEEDING	3,576		2,921	
8 FEED PURCHASED	-16,380		-10,717	
9 LIVESTOCK INCOME	\$ 52,379		\$ 47,676	
10 CORN	77,390		73,724	
11 GRAIN SORGHUM	54,021		52,560	
12 SOYBEANS	54,805		56,595	
13 SUNFLOWERS	205		608	
14 WHEAT	58,425		64,073	
15 HAY AND FORAGE	13,297		31,725	
16 OTHER CROP	11,644		9,083	
17 GOVERNMENT PAYMENTS	40,018		48,446	
18 CROP INSURANCE PROCEEDS	65,457		83,453	
19 MACHINE WORK	12,640		13,291	
20 OTHER INCOME	6,671		16,225	
21 VALUE OF FARM PRODUCTION	\$ 446,952		\$ 497,461	
22 HIRED LABOR	18,121		14,565	
23 MACHINERY REPAIRS	26,636		35,964	
24 IRRIGATION REPAIRS	1,992		862	
25 BUILDING REPAIRS	2,159		1,025	
26 INTEREST PAID	24,780		26,990	
27 SEED-OTHER CROP EXPENSE	31,679		35,316	
28 CROP INSURANCE	9,778		13,541	
29 FERTILIZER-LIME	56,069		68,889	
30 MACHINE HIRE	22,602		18,762	
31 ORGANIZATION FEE, PUBLICATION	5,072		4,195	
32 VET-MED-DRUGS	2,923		1,748	
33 CROP STORAGE-MARKETING	1,539		1,517	
34 LIVESTOCK MARKETING-BREEDING	1,046		8,926	
35 DAIRY EXPENSE	1,800			
36 GAS-FUEL-OIL	26,996		32,493	
37 IRRIGATION ENERGY	6,518		4,042	
38 REAL ESTATE TAXES	4,417		5,114	
39 PERSONAL PROPERTY TAXES	1,306		1,152	
40 GENERAL FARM INSURANCE	7,208		6,107	
41 UTILITIES	4,408		4,339	
42 CASH FARM RENT	16,664		19,056	
43 HERBICIDE-INSECTICIDE	22,287		29,605	
44 CONSERVATION	289		227	
45 AUTO EXPENSE	379		784	
46 TOTAL OPERATING EXPENSE	\$ 296,667		\$ 335,219	
47 DEPRECIATION-MACHINERY	30,648		36,919	
48 DEPRECIATION-BUILDINGS	2,202		1,111	
49 TOTAL FARM EXPENSE	\$ 329,517		\$ 373,249	
50 NET FARM INCOME	\$ 117,435		\$ 124,212	
51 UNPAID FAMILY LABOR	2,007		1,716	
52 UNPAID OPERATOR LABOR	49,603		45,750	
53 CURRENT ASSET CHARGE - 8%	14,668		14,596	
54 NONCURRENT ASSET CHARGE - 8%	51,073		52,716	
55 RETURN LABOR-MANAGEMENT	49,687		55,185	
56 RETURN TO CAPITAL	90,606		103,736	
57 ASSET TURNOVER RATIO	.3745		.3952	
58 OPERATING PROFIT MARGIN RATIO	.2027		.2085	
59 % RETURN ON ASSETS	.0759		.0824	
60 % RETURN ON EQUITY	.0801		.0912	
61 TOTAL EXPENSE RATIO	.7373		.7503	
62 ADJUSTED TOTAL EXPENSE RATIO	.8527		.8457	
63 ECONOMIC TOTAL EXPENSE RATIO	.9998		.9810	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	263,583	340,756	320,534	406,384
65 NONCURRENT ASSETS	871,993	910,443	880,809	909,726
66 CURRENT LIABILITIES	123,982	113,660	167,586	194,436
67 NONCURRENT LIABILITIES	247,075	258,537	237,892	234,753
68 CURRENT RATIO	2.13	3.00	1.91	2.09
69 DEBT TO ASSET RATIO	.33	.30	.34	.33

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INCOME AND EXPENSE ANALYSIS

SORTED BY TOTAL CROP ACRES

2,401 - 2,800 ACRES

23 FARMS

> 2,801 ACRES

34 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	140,404	41,055		
2 DAIRY AND MILK				
3 SHEEP				
4 SWINE				
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-1,924	192		
7 CUSTOM FEEDING	140,685	3,640		
8 FEED PURCHASED	-135,202	-16,879		
9 LIVESTOCK INCOME	\$ 143,964	\$ 28,009		
10 CORN	138,843	209,989		
11 GRAIN SORGHUM	70,523	94,837		
12 SOYBEANS	61,520	99,578		
13 SUNFLOWERS	3,221	4,814		
14 WHEAT	59,108	111,490		
15 HAY AND FORAGE	36,063	17,410		
16 OTHER CROP	5,239	25,923		
17 GOVERNMENT PAYMENTS	55,280	80,562		
18 CROP INSURANCE PROCEEDS	116,655	123,906		
19 MACHINE WORK	7,703	29,555		
20 OTHER INCOME	43,655	29,925		
21 VALUE OF FARM PRODUCTION	\$ 741,774	\$ 855,998		
22 HIRED LABOR	38,183	39,730		
23 MACHINERY REPAIRS	45,149	57,891		
24 IRRIGATION REPAIRS	4,292	2,382		
25 BUILDING REPAIRS	3,271	1,942		
26 INTEREST PAID	49,855	48,727		
27 SEED-OTHER CROP EXPENSE	58,529	71,884		
28 CROP INSURANCE	15,476	20,355		
29 FERTILIZER-LIME	99,435	138,476		
30 MACHINE HIRE	34,750	23,578		
31 ORGANIZATION FEE, PUBLICATION	6,385	9,023		
32 VET-MED-DRUGS	24,731	4,312		
33 CROP STORAGE-MARKETING	3,290	2,974		
34 LIVESTOCK MARKETING-BREEDING	3,746	6,424		
35 DAIRY EXPENSE				
36 GAS-FUEL-OIL	38,596	61,401		
37 IRRIGATION ENERGY	4,492	5,066		
38 REAL ESTATE TAXES	6,153	7,826		
39 PERSONAL PROPERTY TAXES	2,260	1,380		
40 GENERAL FARM INSURANCE	8,464	10,253		
41 UTILITIES	10,112	4,568		
42 CASH FARM RENT	33,949	38,973		
43 HERBICIDE-INSECTICIDE	44,162	56,721		
44 CONSERVATION	53	692		
45 AUTO EXPENSE	891	1,260		
46 TOTAL OPERATING EXPENSE	\$ 536,225	\$ 615,836		
47 DEPRECIATION-MACHINERY	47,309	60,735		
48 DEPRECIATION-BUILDINGS	7,919	3,780		
49 TOTAL FARM EXPENSE	\$ 591,453	\$ 680,350		
50 NET FARM INCOME	\$ 150,321	\$ 175,647		
51 UNPAID FAMILY LABOR	6,299	4,037		
52 UNPAID OPERATOR LABOR	47,739	59,206		
53 CURRENT ASSET CHARGE - 8%	9,859	7,215		
54 NONCURRENT ASSET CHARGE - 8%	70,851	76,037		
55 RETURN LABOR-MANAGEMENT	63,312	88,358		
56 RETURN TO CAPITAL	146,138	161,132		
57 ASSET TURNOVER RATIO	.4257	.4839		
58 OPERATING PROFIT MARGIN RATIO	.1970	.1882		
59 % RETURN ON ASSETS	.0839	.0911		
60 % RETURN ON EQUITY	.0954	.1080		
61 TOTAL EXPENSE RATIO	.7973	.7948		
62 ADJUSTED TOTAL EXPENSE RATIO	.8702	.8687		
63 ECONOMIC TOTAL EXPENSE RATIO	.9790	.9659		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	461,920	499,887	396,921	470,905
65 NONCURRENT ASSETS	1,213,799	1,309,626	1,307,369	1,362,414
66 CURRENT LIABILITIES	367,216	348,118	358,311	329,128
67 NONCURRENT LIABILITIES	372,363	379,781	380,459	388,408
68 CURRENT RATIO	1.26	1.44	1.11	1.43
69 DEBT TO ASSET RATIO	.44	.40	.43	.39

