

Kansas Farm Management Associations

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

INCOME AND EXPENSE ANALYSIS

SORTED BY AGE OF OPERATOR

< 36

36 - 40

14 FARMS

15 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	42,157	60,224	
2 DAIRY AND MILK		7,594	
3 SHEEP			
4 SWINE		-8	
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	-71	-957	
7 CUSTOM FEEDING	15,974	3,980	
8 FEED PURCHASED	-15,091	-15,259	
9 LIVESTOCK INCOME	\$ 42,968	\$ 55,574	
10 CORN	28,577	147,461	
11 GRAIN SORGHUM	23,570	50,429	
12 SOYBEANS	21,388	53,939	
13 SUNFLOWERS		517	
14 WHEAT	39,552	35,969	
15 HAY AND FORAGE	35,217	4,074	
16 OTHER CROP	1,801	8,236	
17 GOVERNMENT PAYMENTS	25,568	31,367	
18 CROP INSURANCE PROCEEDS	49,397	45,484	
19 MACHINE WORK	29,782	11,460	
20 OTHER INCOME	7,745	33,647	
21 VALUE OF FARM PRODUCTION	\$ 305,565	\$ 478,156	
22 HIRED LABOR	3,406	15,868	
23 MACHINERY REPAIRS	29,337	33,312	
24 IRRIGATION REPAIRS	338	1,211	
25 BUILDING REPAIRS	911	3,163	
26 INTEREST PAID	14,640	28,348	
27 SEED-OTHER CROP EXPENSE	13,085	41,788	
28 CROP INSURANCE	6,544	15,074	
29 FERTILIZER-LIME	41,809	67,673	
30 MACHINE HIRE	16,470	19,081	
31 ORGANIZATION FEE, PUBLICATION	3,125	5,410	
32 VET-MED-DRUGS	5,593	3,530	
33 CROP STORAGE-MARKETING	398	2,497	
34 LIVESTOCK MARKETING-BREEDING	1,761	3,387	
35 DAIRY EXPENSE		951	
36 GAS-FUEL-OIL	24,303	25,319	
37 IRRIGATION ENERGY	2,984	4,356	
38 REAL ESTATE TAXES	1,180	3,525	
39 PERSONAL PROPERTY TAXES	797	1,023	
40 GENERAL FARM INSURANCE	4,117	4,747	
41 UTILITIES	1,510	4,914	
42 CASH FARM RENT	20,060	17,461	
43 HERBICIDE-INSECTICIDE	9,538	23,336	
44 CONSERVATION	46		
45 AUTO EXPENSE	226	351	
46 TOTAL OPERATING EXPENSE	\$ 202,177	\$ 326,324	
47 DEPRECIATION-MACHINERY	22,004	22,028	
48 DEPRECIATION-BUILDINGS	777	2,876	
49 TOTAL FARM EXPENSE	\$ 224,958	\$ 351,229	
50 NET FARM INCOME	\$ 80,607	\$ 126,927	
51 UNPAID FAMILY LABOR		2,288	
52 UNPAID OPERATOR LABOR	44,770	47,885	
53 CURRENT ASSET CHARGE - 8%	7,539	5,575	
54 NONCURRENT ASSET CHARGE - 8%	8,820	29,340	
55 RETURN LABOR-MANAGEMENT	64,247	89,725	
56 RETURN TO CAPITAL	50,478	105,102	
57 ASSET TURNOVER RATIO	.7014	.5763	
58 OPERATING PROFIT MARGIN RATIO	.1652	.2198	
59 % RETURN ON ASSETS	.1159	.1267	
60 % RETURN ON EQUITY	.1752	.1759	
61 TOTAL EXPENSE RATIO	.7362	.7345	
62 ADJUSTED TOTAL EXPENSE RATIO	.8827	.8395	
63 ECONOMIC TOTAL EXPENSE RATIO	.9363	.9125	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	137,771	180,698	202,887
65 NONCURRENT ASSETS	259,719	293,167	587,843
66 CURRENT LIABILITIES	64,033	65,949	171,156
67 NONCURRENT LIABILITIES	153,601	178,776	236,103
68 CURRENT RATIO	2.15	2.74	1.19
69 DEBT TO ASSET RATIO	.55	.52	.52
			.44

Kansas Farm Management Associations

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

INCOME AND EXPENSE ANALYSIS

SORTED BY AGE OF OPERATOR

41 - 45

21 FARMS

46 - 50

44 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	55,398	39,641		
2 DAIRY AND MILK	81,681	36,452		
3 SHEEP		176		
4 SWINE	12,007			
5 POULTRY AND EGGS		-2		
6 OTHER LIVESTOCK	-1,026	-5,928		
7 CUSTOM FEEDING		4,240		
8 FEED PURCHASED	-49,281	-16,857		
9 LIVESTOCK INCOME	\$ 98,779	\$ 57,722		
10 CORN	65,936	64,934		
11 GRAIN SORGHUM	39,201	46,780		
12 SOYBEANS	47,795	43,763		
13 SUNFLOWERS	687	3,425		
14 WHEAT	27,476	63,259		
15 HAY AND FORAGE	4,216	13,304		
16 OTHER CROP	15,598	2,649		
17 GOVERNMENT PAYMENTS	40,865	36,044		
18 CROP INSURANCE PROCEEDS	76,993	54,500		
19 MACHINE WORK	6,173	11,299		
20 OTHER INCOME	2,768	26,771		
21 VALUE OF FARM PRODUCTION	\$ 426,487	\$ 424,449		
22 HIRED LABOR	10,085	15,659		
23 MACHINERY REPAIRS	23,124	31,507		
24 IRRIGATION REPAIRS	1,760	1,490		
25 BUILDING REPAIRS	2,130	1,142		
26 INTEREST PAID	22,628	23,064		
27 SEED-OTHER CROP EXPENSE	34,586	28,694		
28 CROP INSURANCE	7,907	8,542		
29 FERTILIZER-LIME	60,574	55,413		
30 MACHINE HIRE	9,305	10,445		
31 ORGANIZATION FEE, PUBLICATION	3,215	5,939		
32 VET-MED-DRUGS	3,077	3,251		
33 CROP STORAGE-MARKETING	597	2,308		
34 LIVESTOCK MARKETING-BREEDING	3,845	4,846		
35 DAIRY EXPENSE	5,069	2,277		
36 GAS-FUEL-OIL	23,228	27,334		
37 IRRIGATION ENERGY	1,760	3,893		
38 REAL ESTATE TAXES	2,994	3,290		
39 PERSONAL PROPERTY TAXES	1,109	1,118		
40 GENERAL FARM INSURANCE	4,792	5,805		
41 UTILITIES	4,154	4,524		
42 CASH FARM RENT	22,764	17,348		
43 HERBICIDE-INSECTICIDE	26,297	27,798		
44 CONSERVATION	31	74		
45 AUTO EXPENSE	598	1,356		
46 TOTAL OPERATING EXPENSE	\$ 275,630	\$ 287,118		
47 DEPRECIATION-MACHINERY	30,659	26,227		
48 DEPRECIATION-BUILDINGS	4,727	2,334		
49 TOTAL FARM EXPENSE	\$ 311,017	\$ 315,680		
50 NET FARM INCOME	\$ 115,470	\$ 108,770		
51 UNPAID FAMILY LABOR	1,634	3,206		
52 UNPAID OPERATOR LABOR	50,107	49,181		
53 CURRENT ASSET CHARGE - 8%	14,487	9,839		
54 NONCURRENT ASSET CHARGE - 8%	32,141	26,915		
55 RETURN LABOR-MANAGEMENT	67,209	68,810		
56 RETURN TO CAPITAL	86,357	79,447		
57 ASSET TURNOVER RATIO	.4510	.5361		
58 OPERATING PROFIT MARGIN RATIO	.2025	.1872		
59 % RETURN ON ASSETS	.0913	.1003		
60 % RETURN ON EQUITY	.1093	.1227		
61 TOTAL EXPENSE RATIO	.7293	.7437		
62 ADJUSTED TOTAL EXPENSE RATIO	.8506	.8672		
63 ECONOMIC TOTAL EXPENSE RATIO	.9599	.9538		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	268,923	350,838	209,749	274,633
65 NONCURRENT ASSETS	621,896	649,697	532,826	566,316
66 CURRENT LIABILITIES	129,713	127,883	121,667	116,744
67 NONCURRENT LIABILITIES	229,517	238,555	209,292	216,971
68 CURRENT RATIO	2.07	2.74	1.72	2.35
69 DEBT TO ASSET RATIO	.40	.37	.45	.40

Kansas Farm Management Associations

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

INCOME AND EXPENSE ANALYSIS

SORTED BY AGE OF OPERATOR

51 - 55

47 FARMS

56 - 60

39 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	32,171		20,925	
2 DAIRY AND MILK	9,010		1,085	
3 SHEEP	135		6	
4 SWINE	4		4,835	
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-359		173	
7 CUSTOM FEEDING	5,709		83	
8 FEED PURCHASED	-16,636		-12,866	
9 LIVESTOCK INCOME	\$ 30,034		\$ 14,239	
10 CORN	82,573		98,518	
11 GRAIN SORGHUM	42,996		49,936	
12 SOYBEANS	50,300		51,047	
13 SUNFLOWERS	206		1,831	
14 WHEAT	54,853		48,944	
15 HAY AND FORAGE	26,431		24,653	
16 OTHER CROP	2,306		17,572	
17 GOVERNMENT PAYMENTS	40,739		40,246	
18 CROP INSURANCE PROCEEDS	71,140		70,545	
19 MACHINE WORK	7,290		25,009	
20 OTHER INCOME	11,753		15,525	
21 VALUE OF FARM PRODUCTION	\$ 420,621		\$ 458,066	
22 HIRED LABOR	13,947		10,259	
23 MACHINERY REPAIRS	30,453		30,798	
24 IRRIGATION REPAIRS	1,040		2,034	
25 BUILDING REPAIRS	1,280		1,899	
26 INTEREST PAID	20,411		26,813	
27 SEED-OTHER CROP EXPENSE	30,366		36,859	
28 CROP INSURANCE	7,848		9,205	
29 FERTILIZER-LIME	61,446		67,937	
30 MACHINE HIRE	12,427		18,554	
31 ORGANIZATION FEE, PUBLICATION	3,832		3,919	
32 VET-MED-DRUGS	2,463		2,802	
33 CROP STORAGE-MARKETING	1,105		1,146	
34 LIVESTOCK MARKETING-BREEDING	537		295	
35 DAIRY EXPENSE	740		30	
36 GAS-FUEL-OIL	28,737		29,348	
37 IRRIGATION ENERGY	1,731		4,871	
38 REAL ESTATE TAXES	4,494		5,232	
39 PERSONAL PROPERTY TAXES	1,184		1,292	
40 GENERAL FARM INSURANCE	5,871		6,703	
41 UTILITIES	3,612		4,759	
42 CASH FARM RENT	17,125		17,410	
43 HERBICIDE-INSECTICIDE	23,222		31,607	
44 CONSERVATION	215		179	
45 AUTO EXPENSE	1,062		325	
46 TOTAL OPERATING EXPENSE	\$ 275,145		\$ 314,279	
47 DEPRECIATION-MACHINERY	28,282		33,165	
48 DEPRECIATION-BUILDINGS	1,251		2,781	
49 TOTAL FARM EXPENSE	\$ 304,679		\$ 350,226	
50 NET FARM INCOME	\$ 115,942		\$ 107,840	
51 UNPAID FAMILY LABOR	2,839		6,354	
52 UNPAID OPERATOR LABOR	52,272		43,990	
53 CURRENT ASSET CHARGE - 8%	13,318		13,078	
54 NONCURRENT ASSET CHARGE - 8%	41,647		55,198	
55 RETURN LABOR-MANAGEMENT	58,138		33,210	
56 RETURN TO CAPITAL	81,243		84,309	
57 ASSET TURNOVER RATIO	.4327		.3664	
58 OPERATING PROFIT MARGIN RATIO	.1931		.1841	
59 % RETURN ON ASSETS	.0836		.0674	
60 % RETURN ON EQUITY	.0885		.0674	
61 TOTAL EXPENSE RATIO	.7244		.7646	
62 ADJUSTED TOTAL EXPENSE RATIO	.8554		.8745	
63 ECONOMIC TOTAL EXPENSE RATIO	.9861		1.0235	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	232,581	303,092	283,888	325,451
65 NONCURRENT ASSETS	690,076	718,532	915,785	975,127
66 CURRENT LIABILITIES	101,827	100,885	145,628	136,761
67 NONCURRENT LIABILITIES	184,155	183,279	253,629	257,324
68 CURRENT RATIO	2.28	3.00	1.95	2.38
69 DEBT TO ASSET RATIO	.31	.28	.33	.30

Kansas Farm Management Associations

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INCOME AND EXPENSE ANALYSIS

SORTED BY AGE OF OPERATOR

61 - 65

37 FARMS

66 - 70

34 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	65,560	45,144		
2 DAIRY AND MILK	-62			
3 SHEEP	119	530		
4 SWINE		2,262		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-1,330	197		
7 CUSTOM FEEDING	80,306			
8 FEED PURCHASED	-76,454	-15,420		
9 LIVESTOCK INCOME	\$ 68,138	\$ 32,713		
10 CORN	43,615	61,158		
11 GRAIN SORGHUM	30,356	54,048		
12 SOYBEANS	34,426	43,282		
13 SUNFLOWERS	1,224	475		
14 WHEAT	36,867	50,966		
15 HAY AND FORAGE	8,811	13,439		
16 OTHER CROP	8,529	875		
17 GOVERNMENT PAYMENTS	31,360	39,960		
18 CROP INSURANCE PROCEEDS	47,911	64,220		
19 MACHINE WORK	5,085	9,478		
20 OTHER INCOME	2,712	20,637		
21 VALUE OF FARM PRODUCTION	\$ 319,035	\$ 391,250		
22 HIRED LABOR	12,528	21,130		
23 MACHINERY REPAIRS	22,969	26,819		
24 IRRIGATION REPAIRS	1,349	1,626		
25 BUILDING REPAIRS	1,522	1,932		
26 INTEREST PAID	20,200	25,843		
27 SEED-OTHER CROP EXPENSE	24,859	30,778		
28 CROP INSURANCE	7,061	8,099		
29 FERTILIZER-LIME	42,660	56,689		
30 MACHINE HIRE	12,017	22,378		
31 ORGANIZATION FEE, PUBLICATION	3,329	3,656		
32 VET-MED-DRUGS	12,995	2,667		
33 CROP STORAGE-MARKETING	485	1,541		
34 LIVESTOCK MARKETING-BREEDING	1,258	6,482		
35 DAIRY EXPENSE				
36 GAS-FUEL-OIL	24,031	26,810		
37 IRRIGATION ENERGY	1,763	2,210		
38 REAL ESTATE TAXES	4,273	7,443		
39 PERSONAL PROPERTY TAXES	1,445	1,105		
40 GENERAL FARM INSURANCE	4,276	5,655		
41 UTILITIES	2,933	4,643		
42 CASH FARM RENT	15,648	12,741		
43 HERBICIDE-INSECTICIDE	19,716	20,975		
44 CONSERVATION	88	649		
45 AUTO EXPENSE	1,055	608		
46 TOTAL OPERATING EXPENSE	\$ 238,460	\$ 292,478		
47 DEPRECIATION-MACHINERY	25,856	25,353		
48 DEPRECIATION-BUILDINGS	3,206	2,536		
49 TOTAL FARM EXPENSE	\$ 267,521	\$ 320,366		
50 NET FARM INCOME	\$ 51,513	\$ 70,884		
51 UNPAID FAMILY LABOR	2,988	1,234		
52 UNPAID OPERATOR LABOR	45,626	43,866		
53 CURRENT ASSET CHARGE - 8%	14,506	997		
54 NONCURRENT ASSET CHARGE - 8%	45,156	78,639		
55 RETURN LABOR-MANAGEMENT	-11,137	-9,987		
56 RETURN TO CAPITAL	23,099	51,627		
57 ASSET TURNOVER RATIO	.3038	.2704		
58 OPERATING PROFIT MARGIN RATIO	.0724	.1320		
59 % RETURN ON ASSETS	.0220	.0357		
60 % RETURN ON EQUITY	.0039	.0259		
61 TOTAL EXPENSE RATIO	.8385	.8188		
62 ADJUSTED TOTAL EXPENSE RATIO	.9909	.9341		
63 ECONOMIC TOTAL EXPENSE RATIO	1.1779	1.1376		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	281,448	295,629	281,646	296,573
65 NONCURRENT ASSETS	755,203	768,150	1,142,068	1,173,694
66 CURRENT LIABILITIES	122,294	92,128	287,952	265,335
67 NONCURRENT LIABILITIES	194,321	200,139	175,352	174,428
68 CURRENT RATIO	2.30	3.21	.98	1.12
69 DEBT TO ASSET RATIO	.31	.27	.33	.30

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INCOME AND EXPENSE ANALYSIS

SORTED BY AGE OF OPERATOR

> 70

43 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	11,513			
2 DAIRY AND MILK	27			
3 SHEEP	14			
4 SWINE				
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	23			
7 CUSTOM FEEDING	1,462			
8 FEED PURCHASED	-3,560			
9 LIVESTOCK INCOME	\$ 9,478			
10 CORN	86,260			
11 GRAIN SORGHUM	26,730			
12 SOYBEANS	28,365			
13 SUNFLOWERS	80			
14 WHEAT	39,825			
15 HAY AND FORAGE	6,188			
16 OTHER CROP	2,884			
17 GOVERNMENT PAYMENTS	25,557			
18 CROP INSURANCE PROCEEDS	34,926			
19 MACHINE WORK	3,844			
20 OTHER INCOME	7,192			
21 VALUE OF FARM PRODUCTION	\$ 271,328			
22 HIRED LABOR	12,409			
23 MACHINERY REPAIRS	16,043			
24 IRRIGATION REPAIRS	1,820			
25 BUILDING REPAIRS	1,148			
26 INTEREST PAID	9,573			
27 SEED-OTHER CROP EXPENSE	21,690			
28 CROP INSURANCE	7,510			
29 FERTILIZER-LIME	38,792			
30 MACHINE HIRE	9,175			
31 ORGANIZATION FEE, PUBLICATION	4,082			
32 VET-MED-DRUGS	410			
33 CROP STORAGE-MARKETING	514			
34 LIVESTOCK MARKETING-BREEDING	339			
35 DAIRY EXPENSE				
36 GAS-FUEL-OIL	17,998			
37 IRRIGATION ENERGY	3,332			
38 REAL ESTATE TAXES	6,212			
39 PERSONAL PROPERTY TAXES	816			
40 GENERAL FARM INSURANCE	5,427			
41 UTILITIES	2,743			
42 CASH FARM RENT	9,420			
43 HERBICIDE-INSECTICIDE	13,494			
44 CONSERVATION	52			
45 AUTO EXPENSE	659			
46 TOTAL OPERATING EXPENSE	\$ 183,658			
47 DEPRECIATION-MACHINERY	19,806			
48 DEPRECIATION-BUILDINGS	2,333			
49 TOTAL FARM EXPENSE	\$ 205,796			
50 NET FARM INCOME	\$ 65,531			
51 UNPAID FAMILY LABOR	1,685			
52 UNPAID OPERATOR LABOR	43,409			
53 CURRENT ASSET CHARGE - 8%	14,527			
54 NONCURRENT ASSET CHARGE - 8%	68,345			
55 RETURN LABOR-MANAGEMENT	-19,025			
56 RETURN TO CAPITAL	30,010			
57 ASSET TURNOVER RATIO	.2351			
58 OPERATING PROFIT MARGIN RATIO	.1106			
59 % RETURN ON ASSETS	.0260			
60 % RETURN ON EQUITY	.0197			
61 TOTAL EXPENSE RATIO	.7585			
62 ADJUSTED TOTAL EXPENSE RATIO	.9247			
63 ECONOMIC TOTAL EXPENSE RATIO	1.2301			
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	189,599	245,085		
65 NONCURRENT ASSETS	932,451	941,346		
66 CURRENT LIABILITIES	32,961	38,538		
67 NONCURRENT LIABILITIES	86,894	78,285		
68 CURRENT RATIO	5.75	6.36		
69 DEBT TO ASSET RATIO	.11	.10		

