

## Kansas Farm Management Associations

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

INCOME AND EXPENSE ANALYSIS

**SORTED BY CAPITAL MANAGED**

< 350,001

8 FARMS

350,001 - 500,000

11 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	16,331	3,336	
2 DAIRY AND MILK	-2,500		
3 SHEEP			
4 SWINE		-11	
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK			
7 CUSTOM FEEDING			
8 FEED PURCHASED	-9,759	-1,837	
9 LIVESTOCK INCOME	\$ 4,072	\$ 1,488	
10 CORN	715	11,054	
11 GRAIN SORGHUM	2,265	2,277	
12 SOYBEANS		6,359	
13 SUNFLOWERS	1,967		
14 WHEAT	7,584	8,955	
15 HAY AND FORAGE	2,811	8,401	
16 OTHER CROP		20	
17 GOVERNMENT PAYMENTS	4,033	4,807	
18 CROP INSURANCE PROCEEDS	5,392	10,000	
19 MACHINE WORK	8,953	1,647	
20 OTHER INCOME	1,472	1,803	
21 VALUE OF FARM PRODUCTION	\$ 39,264	\$ 56,812	
22 HIRED LABOR	739	267	
23 MACHINERY REPAIRS	8,373	6,033	
24 IRRIGATION REPAIRS		550	
25 BUILDING REPAIRS	16	879	
26 INTEREST PAID	3,873	3,548	
27 SEED-OTHER CROP EXPENSE	2,111	7,624	
28 CROP INSURANCE	722	1,346	
29 FERTILIZER-LIME	1,899	8,008	
30 MACHINE HIRE	3,169	3,553	
31 ORGANIZATION FEE, PUBLICATION	1,195	1,390	
32 VET-MED-DRUGS	58	316	
33 CROP STORAGE-MARKETING		388	
34 LIVESTOCK MARKETING-BREEDING	277	182	
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	6,271	3,980	
37 IRRIGATION ENERGY		1,375	
38 REAL ESTATE TAXES	435	1,636	
39 PERSONAL PROPERTY TAXES	656	310	
40 GENERAL FARM INSURANCE	1,202	1,712	
41 UTILITIES	639	636	
42 CASH FARM RENT	881	5,205	
43 HERBICIDE-INSECTICIDE	1,537	2,239	
44 CONSERVATION			
45 AUTO EXPENSE	269	70	
46 TOTAL OPERATING EXPENSE	\$ 34,325	\$ 51,247	
47 DEPRECIATION-MACHINERY	3,422	5,074	
48 DEPRECIATION-BUILDINGS	222	569	
49 TOTAL FARM EXPENSE	\$ 37,969	\$ 56,890	
50 NET FARM INCOME	\$ 1,295	\$ -78	
51 UNPAID FAMILY LABOR			
52 UNPAID OPERATOR LABOR	30,309	32,441	
53 CURRENT ASSET CHARGE - 8%	2,403	4,201	
54 NONCURRENT ASSET CHARGE - 8%	5,022	16,352	
55 RETURN LABOR-MANAGEMENT	-6,130	-20,631	
56 RETURN TO CAPITAL	-25,141	-28,971	
57 ASSET TURNOVER RATIO	.2446	.1866	
58 OPERATING PROFIT MARGIN RATIO	-.6403	-.5100	
59 % RETURN ON ASSETS	-.1566	-.0952	
60 % RETURN ON EQUITY	-.3126	-.1266	
61 TOTAL EXPENSE RATIO	.9670	1.0014	
62 ADJUSTED TOTAL EXPENSE RATIO	1.7390	1.5724	
63 ECONOMIC TOTAL EXPENSE RATIO	1.9281	1.9342	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	39,467	37,811	56,586
65 NONCURRENT ASSETS	123,090	120,693	246,738
66 CURRENT LIABILITIES	8,860	8,339	11,929
67 NONCURRENT LIABILITIES	59,366	58,860	39,685
68 CURRENT RATIO	4.45	4.53	4.74
69 DEBT TO ASSET RATIO	.42	.42	.17
			4.64
			.14



## Kansas Farm Management Associations

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INCOME AND EXPENSE ANALYSIS

**SORTED BY CAPITAL MANAGED**

**500,001 - 750,000**

**21 FARMS**

**750,001 - 1,000,000**

**15 FARMS**

ITEM	PER FARM		PER FARM	
1 BEEF	5,953		34,582	
2 DAIRY AND MILK	15,180		4,600	
3 SHEEP	1,062			
4 SWINE	2,774			
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	48		-397	
7 CUSTOM FEEDING			215	
8 FEED PURCHASED	-9,486		-20,383	
9 LIVESTOCK INCOME	\$ 15,532		\$ 18,617	
10 CORN	15,816		11,112	
11 GRAIN SORGHUM	10,870		6,956	
12 SOYBEANS	8,900		21,830	
13 SUNFLOWERS				
14 WHEAT	10,523		20,423	
15 HAY AND FORAGE	4,769		1,616	
16 OTHER CROP	434		355	
17 GOVERNMENT PAYMENTS	13,852		19,644	
18 CROP INSURANCE PROCEEDS	23,028		33,333	
19 MACHINE WORK	1,985		10,491	
20 OTHER INCOME	5,391		3,388	
21 VALUE OF FARM PRODUCTION	\$ 111,100		\$ 147,765	
22 HIRED LABOR	2,047		1,534	
23 MACHINERY REPAIRS	9,325		15,831	
24 IRRIGATION REPAIRS	174		309	
25 BUILDING REPAIRS	1,660		641	
26 INTEREST PAID	4,693		5,094	
27 SEED-OTHER CROP EXPENSE	7,638		15,260	
28 CROP INSURANCE	2,804		3,965	
29 FERTILIZER-LIME	11,866		24,274	
30 MACHINE HIRE	4,824		6,342	
31 ORGANIZATION FEE, PUBLICATION	1,987		1,480	
32 VET-MED-DRUGS	439		1,634	
33 CROP STORAGE-MARKETING	304		165	
34 LIVESTOCK MARKETING-BREEDING	456		864	
35 DAIRY EXPENSE	1,375		79	
36 GAS-FUEL-OIL	8,379		11,445	
37 IRRIGATION ENERGY	104			
38 REAL ESTATE TAXES	1,998		2,669	
39 PERSONAL PROPERTY TAXES	1,219		422	
40 GENERAL FARM INSURANCE	2,007		2,120	
41 UTILITIES	1,655		2,079	
42 CASH FARM RENT	4,583		6,547	
43 HERBICIDE-INSECTICIDE	6,433		9,820	
44 CONSERVATION	5		4	
45 AUTO EXPENSE	456		112	
46 TOTAL OPERATING EXPENSE	\$ 76,432		\$ 112,690	
47 DEPRECIATION-MACHINERY	7,202		8,580	
48 DEPRECIATION-BUILDINGS	851		568	
49 TOTAL FARM EXPENSE	\$ 84,486		\$ 121,838	
50 NET FARM INCOME	\$ 26,614		\$ 25,927	
51 UNPAID FAMILY LABOR	1,271		254	
52 UNPAID OPERATOR LABOR	42,918		43,920	
53 CURRENT ASSET CHARGE - 8%	3,908		6,247	
54 NONCURRENT ASSET CHARGE - 8%	20,389		23,260	
55 RETURN LABOR-MANAGEMENT	1,047		-3,834	
56 RETURN TO CAPITAL	-12,882		-13,154	
57 ASSET TURNOVER RATIO	.3024		.3056	
58 OPERATING PROFIT MARGIN RATIO	-.1159		-.0890	
59 % RETURN ON ASSETS	-.0351		-.0272	
60 % RETURN ON EQUITY	-.0579		-.0495	
61 TOTAL EXPENSE RATIO	.7604		.8245	
62 ADJUSTED TOTAL EXPENSE RATIO	1.1582		1.1235	
63 ECONOMIC TOTAL EXPENSE RATIO	1.3769		1.3232	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	57,719	72,218	103,298	117,354
65 NONCURRENT ASSETS	299,655	305,201	366,641	379,605
66 CURRENT LIABILITIES	18,193	14,053	31,291	33,188
67 NONCURRENT LIABILITIES	47,346	47,776	81,360	83,387
68 CURRENT RATIO	3.17	5.14	3.30	3.54
69 DEBT TO ASSET RATIO	.18	.16	.24	.23



## Kansas Farm Management Associations

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

INCOME AND EXPENSE ANALYSIS

**SORTED BY CAPITAL MANAGED**

**1,000,001 - 1,375,000**

**33 FARMS**

**1,375,001 - 1,750,000**

**49 FARMS**

ITEM	PER FARM	PER FARM	
1 BEEF	11,065	21,014	
2 DAIRY AND MILK	52,371	18,064	
3 SHEEP	172	2	
4 SWINE		731	
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	143	-383	
7 CUSTOM FEEDING	643		
8 FEED PURCHASED	-21,348	-11,669	
9 LIVESTOCK INCOME	\$ 43,046	\$ 27,759	
10 CORN	23,620	20,346	
11 GRAIN SORGHUM	18,487	35,576	
12 SOYBEANS	21,218	19,131	
13 SUNFLOWERS	400	364	
14 WHEAT	33,104	44,247	
15 HAY AND FORAGE	10,461	11,770	
16 OTHER CROP	1,122	2,831	
17 GOVERNMENT PAYMENTS	16,773	26,810	
18 CROP INSURANCE PROCEEDS	26,927	45,405	
19 MACHINE WORK	4,058	7,797	
20 OTHER INCOME	9,897	6,619	
21 VALUE OF FARM PRODUCTION	\$ 209,113	\$ 248,654	
22 HIRED LABOR	7,101	6,512	
23 MACHINERY REPAIRS	19,034	21,196	
24 IRRIGATION REPAIRS	819	665	
25 BUILDING REPAIRS	1,186	848	
26 INTEREST PAID	15,090	12,914	
27 SEED-OTHER CROP EXPENSE	15,100	16,692	
28 CROP INSURANCE	4,194	6,523	
29 FERTILIZER-LIME	27,137	31,306	
30 MACHINE HIRE	5,772	7,283	
31 ORGANIZATION FEE, PUBLICATION	2,723	2,741	
32 VET-MED-DRUGS	2,041	1,394	
33 CROP STORAGE-MARKETING	835	289	
34 LIVESTOCK MARKETING-BREEDING	820	1,430	
35 DAIRY EXPENSE	3,837	1,150	
36 GAS-FUEL-OIL	14,041	18,653	
37 IRRIGATION ENERGY	1,877	1,179	
38 REAL ESTATE TAXES	4,064	3,345	
39 PERSONAL PROPERTY TAXES	1,084	907	
40 GENERAL FARM INSURANCE	3,452	3,897	
41 UTILITIES	3,538	2,784	
42 CASH FARM RENT	8,338	9,070	
43 HERBICIDE-INSECTICIDE	12,480	13,576	
44 CONSERVATION	5	220	
45 AUTO EXPENSE	971	567	
46 TOTAL OPERATING EXPENSE	\$ 155,538	\$ 165,139	
47 DEPRECIATION-MACHINERY	13,577	17,315	
48 DEPRECIATION-BUILDINGS	3,025	1,410	
49 TOTAL FARM EXPENSE	\$ 172,140	\$ 183,864	
50 NET FARM INCOME	\$ 36,973	\$ 64,790	
51 UNPAID FAMILY LABOR	4,506	856	
52 UNPAID OPERATOR LABOR	44,780	47,151	
53 CURRENT ASSET CHARGE - 8%	6,858	6,526	
54 NONCURRENT ASSET CHARGE - 8%	35,839	27,073	
55 RETURN LABOR-MANAGEMENT	-10,229	30,336	
56 RETURN TO CAPITAL	2,778	29,698	
57 ASSET TURNOVER RATIO	.2912	.3956	
58 OPERATING PROFIT MARGIN RATIO	.0133	.1194	
59 % RETURN ON ASSETS	.0039	.0473	
60 % RETURN ON EQUITY	-.0231	.0400	
61 TOTAL EXPENSE RATIO	.8232	.7394	
62 ADJUSTED TOTAL EXPENSE RATIO	1.0589	.9325	
63 ECONOMIC TOTAL EXPENSE RATIO	1.2631	1.0676	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	140,332	162,864	118,575
65 NONCURRENT ASSETS	561,006	571,920	484,066
66 CURRENT LIABILITIES	66,654	65,089	65,279
67 NONCURRENT LIABILITIES	119,631	117,331	148,920
68 CURRENT RATIO	2.11	2.50	1.82
69 DEBT TO ASSET RATIO	.27	.25	.36
			.31



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INCOME AND EXPENSE ANALYSIS

SORTED BY CAPITAL MANAGED

1,750,001 - 2,125,000

32 FARMS

> 2,125,001

127 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	26,050	64,262		
2 DAIRY AND MILK		7,217		
3 SHEEP	77	53		
4 SWINE	6,475	1,705		
5 POULTRY AND EGGS		-1		
6 OTHER LIVESTOCK		-2,601		
7 CUSTOM FEEDING	1,855	29,069		
8 FEED PURCHASED	-7,391	-38,792		
9 LIVESTOCK INCOME	\$ 27,066	\$ 60,913		
10 CORN	46,822	144,844		
11 GRAIN SORGHUM	45,199	62,418		
12 SOYBEANS	32,527	72,458		
13 SUNFLOWERS	243	2,081		
14 WHEAT	41,160	67,353		
15 HAY AND FORAGE	8,372	24,185		
16 OTHER CROP	576	13,192		
17 GOVERNMENT PAYMENTS	32,887	54,152		
18 CROP INSURANCE PROCEEDS	60,229	85,822		
19 MACHINE WORK	7,023	17,365		
20 OTHER INCOME	7,359	24,638		
21 VALUE OF FARM PRODUCTION	\$ 309,463	\$ 629,421		
22 HIRED LABOR	5,009	25,296		
23 MACHINERY REPAIRS	19,280	39,899		
24 IRRIGATION REPAIRS	1,049	2,602		
25 BUILDING REPAIRS	1,172	2,290		
26 INTEREST PAID	17,949	33,876		
27 SEED-OTHER CROP EXPENSE	25,184	47,820		
28 CROP INSURANCE	6,924	13,031		
29 FERTILIZER-LIME	47,959	90,935		
30 MACHINE HIRE	11,489	22,982		
31 ORGANIZATION FEE, PUBLICATION	4,151	6,089		
32 VET-MED-DRUGS	1,641	7,303		
33 CROP STORAGE-MARKETING	1,826	1,834		
34 LIVESTOCK MARKETING-BREEDING	880	4,231		
35 DAIRY EXPENSE		345		
36 GAS-FUEL-OIL	20,711	39,968		
37 IRRIGATION ENERGY	1,400	5,566		
38 REAL ESTATE TAXES	3,948	6,670		
39 PERSONAL PROPERTY TAXES	714	1,492		
40 GENERAL FARM INSURANCE	4,211	8,439		
41 UTILITIES	3,061	5,476		
42 CASH FARM RENT	10,211	26,735		
43 HERBICIDE-INSECTICIDE	17,281	37,007		
44 CONSERVATION	172	257		
45 AUTO EXPENSE	922	1,028		
46 TOTAL OPERATING EXPENSE	\$ 207,142	\$ 431,169		
47 DEPRECIATION-MACHINERY	18,471	43,912		
48 DEPRECIATION-BUILDINGS	1,873	3,678		
49 TOTAL FARM EXPENSE	\$ 227,486	\$ 478,760		
50 NET FARM INCOME	\$ 81,977	\$ 150,661		
51 UNPAID FAMILY LABOR	1,668	4,293		
52 UNPAID OPERATOR LABOR	46,465	51,045		
53 CURRENT ASSET CHARGE - 8%	8,594	16,916		
54 NONCURRENT ASSET CHARGE - 8%	42,217	71,445		
55 RETURN LABOR-MANAGEMENT	29,498	58,008		
56 RETURN TO CAPITAL	51,793	129,199		
57 ASSET TURNOVER RATIO	.3583	.3879		
58 OPERATING PROFIT MARGIN RATIO	.1674	.2053		
59 % RETURN ON ASSETS	.0600	.0796		
60 % RETURN ON EQUITY	.0533	.0863		
61 TOTAL EXPENSE RATIO	.7351	.7606		
62 ADJUSTED TOTAL EXPENSE RATIO	.8906	.8486		
63 ECONOMIC TOTAL EXPENSE RATIO	1.0548	.9889		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	178,646	219,055	399,147	474,103
65 NONCURRENT ASSETS	655,074	674,567	1,158,710	1,213,064
66 CURRENT LIABILITIES	90,296	92,560	232,169	218,189
67 NONCURRENT LIABILITIES	136,813	137,412	289,445	296,208
68 CURRENT RATIO	1.98	2.37	1.72	2.17
69 DEBT TO ASSET RATIO	.27	.26	.33	.30

