

Kansas Farm Management Associations

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

INCOME AND EXPENSE ANALYSIS

Farm Size by Census Acres

< 181 ACRES

181 - 499 ACRES

8 FARMS

28 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	9,803	6,315	
2 DAIRY AND MILK	-2,500	35,443	
3 SHEEP		797	
4 SWINE		2,077	
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK		214	
7 CUSTOM FEEDING		137	
8 FEED PURCHASED	-10,516	-21,012	
9 LIVESTOCK INCOME	\$ -3,213	\$ 23,970	
10 CORN	715	26,313	
11 GRAIN SORGHUM	3,377	5,248	
12 SOYBEANS	7,297	5,839	
13 SUNFLOWERS	1,967		
14 WHEAT	950	10,548	
15 HAY AND FORAGE	12,263	4,590	
16 OTHER CROP	27	229	
17 GOVERNMENT PAYMENTS	2,803	8,347	
18 CROP INSURANCE PROCEEDS	12,445	12,044	
19 MACHINE WORK	8,888	6,913	
20 OTHER INCOME	-4,839	10,710	
21 VALUE OF FARM PRODUCTION	\$ 42,680	\$ 114,751	
22 HIRED LABOR	942	1,760	
23 MACHINERY REPAIRS	4,155	11,401	
24 IRRIGATION REPAIRS	313	841	
25 BUILDING REPAIRS	43	1,872	
26 INTEREST PAID	8,699	8,232	
27 SEED-OTHER CROP EXPENSE	5,520	9,353	
28 CROP INSURANCE	843	2,262	
29 FERTILIZER-LIME	2,537	11,697	
30 MACHINE HIRE	5,746	6,074	
31 ORGANIZATION FEE, PUBLICATION	1,740	1,900	
32 VET-MED-DRUGS	69	745	
33 CROP STORAGE-MARKETING	533	224	
34 LIVESTOCK MARKETING-BREEDING	254	348	
35 DAIRY EXPENSE		2,479	
36 GAS-FUEL-OIL	3,554	8,496	
37 IRRIGATION ENERGY	390	489	
38 REAL ESTATE TAXES	614	2,593	
39 PERSONAL PROPERTY TAXES	801	514	
40 GENERAL FARM INSURANCE	1,961	1,734	
41 UTILITIES	695	1,631	
42 CASH FARM RENT	2,365	5,393	
43 HERBICIDE-INSECTICIDE	1,560	4,635	
44 CONSERVATION	6	2	
45 AUTO EXPENSE	145	305	
46 TOTAL OPERATING EXPENSE	\$ 43,484	\$ 84,981	
47 DEPRECIATION-MACHINERY	3,983	10,083	
48 DEPRECIATION-BUILDINGS	654	2,444	
49 TOTAL FARM EXPENSE	\$ 48,121	\$ 97,508	
50 NET FARM INCOME	\$ -5,441	\$ 17,243	
51 UNPAID FAMILY LABOR		1,225	
52 UNPAID OPERATOR LABOR	26,306	39,214	
53 CURRENT ASSET CHARGE - 8%	3,355	6,229	
54 NONCURRENT ASSET CHARGE - 8%	17,897	21,180	
55 RETURN LABOR-MANAGEMENT	-26,693	-11,392	
56 RETURN TO CAPITAL	-23,048	-14,965	
57 ASSET TURNOVER RATIO	.1023	.2506	
58 OPERATING PROFIT MARGIN RATIO	-.5400	-.1304	
59 % RETURN ON ASSETS	-.0552	-.0327	
60 % RETURN ON EQUITY	-.1195	-.0677	
61 TOTAL EXPENSE RATIO	1.1275	.8497	
62 ADJUSTED TOTAL EXPENSE RATIO	1.7439	1.2022	
63 ECONOMIC TOTAL EXPENSE RATIO	2.2418	1.4410	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	55,019	61,121	91,614
65 NONCURRENT ASSETS	364,902	353,754	352,759
66 CURRENT LIABILITIES	16,669	15,584	24,731
67 NONCURRENT LIABILITIES	141,116	130,123	92,714
68 CURRENT RATIO	3.30	3.92	3.70
69 DEBT TO ASSET RATIO	.38	.35	.26
			4.66
			.24

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INCOME AND EXPENSE ANALYSIS

Farm Size by Census Acres

500 - 999 ACRES

1,000 - 1,999 ACRES

42 FARMS

111 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	13,212	24,155		
2 DAIRY AND MILK	22,953	16,027		
3 SHEEP	170	54		
4 SWINE		3,970		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-487	-2,169		
7 CUSTOM FEEDING		1,160		
8 FEED PURCHASED	-15,482	-12,450		
9 LIVESTOCK INCOME	\$ 20,365	\$ 30,747		
10 CORN	26,743	68,458		
11 GRAIN SORGHUM	12,080	40,874		
12 SOYBEANS	20,638	40,899		
13 SUNFLOWERS	314	360		
14 WHEAT	17,501	43,638		
15 HAY AND FORAGE	3,945	15,985		
16 OTHER CROP	234	2,997		
17 GOVERNMENT PAYMENTS	18,499	30,901		
18 CROP INSURANCE PROCEEDS	34,362	41,857		
19 MACHINE WORK	2,832	10,801		
20 OTHER INCOME	1,457	13,741		
21 VALUE OF FARM PRODUCTION	\$ 158,970	\$ 341,258		
22 HIRED LABOR	2,806	9,991		
23 MACHINERY REPAIRS	13,461	22,965		
24 IRRIGATION REPAIRS	543	1,553		
25 BUILDING REPAIRS	877	1,460		
26 INTEREST PAID	7,003	16,105		
27 SEED-OTHER CROP EXPENSE	13,637	23,417		
28 CROP INSURANCE	2,908	6,471		
29 FERTILIZER-LIME	23,089	45,175		
30 MACHINE HIRE	5,287	11,381		
31 ORGANIZATION FEE, PUBLICATION	3,003	3,663		
32 VET-MED-DRUGS	1,254	1,895		
33 CROP STORAGE-MARKETING	262	822		
34 LIVESTOCK MARKETING-BREEDING	1,685	664		
35 DAIRY EXPENSE	2,048	820		
36 GAS-FUEL-OIL	11,289	21,458		
37 IRRIGATION ENERGY	941	3,794		
38 REAL ESTATE TAXES	3,189	4,811		
39 PERSONAL PROPERTY TAXES	1,155	918		
40 GENERAL FARM INSURANCE	2,817	5,187		
41 UTILITIES	2,907	3,411		
42 CASH FARM RENT	6,537	10,174		
43 HERBICIDE-INSECTICIDE	8,896	18,759		
44 CONSERVATION	28	137		
45 AUTO EXPENSE	863	881		
46 TOTAL OPERATING EXPENSE	\$ 116,485	\$ 215,912		
47 DEPRECIATION-MACHINERY	10,073	22,514		
48 DEPRECIATION-BUILDINGS	1,414	1,990		
49 TOTAL FARM EXPENSE	\$ 127,972	\$ 240,416		
50 NET FARM INCOME	\$ 30,999	\$ 100,842		
51 UNPAID FAMILY LABOR	1,906	2,954		
52 UNPAID OPERATOR LABOR	45,423	46,451		
53 CURRENT ASSET CHARGE - 8%	8,257	12,378		
54 NONCURRENT ASSET CHARGE - 8%	33,738	49,391		
55 RETURN LABOR-MANAGEMENT	-12,903	36,119		
56 RETURN TO CAPITAL	-9,328	67,543		
57 ASSET TURNOVER RATIO	.2537	.3375		
58 OPERATING PROFIT MARGIN RATIO	-.0587	.1979		
59 % RETURN ON ASSETS	-.0149	.0668		
60 % RETURN ON EQUITY	-.0311	.0666		
61 TOTAL EXPENSE RATIO	.8050	.7045		
62 ADJUSTED TOTAL EXPENSE RATIO	1.1027	.8493		
63 ECONOMIC TOTAL EXPENSE RATIO	1.3669	1.0303		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	133,167	141,883	209,076	268,877
65 NONCURRENT ASSETS	485,218	493,018	761,435	782,889
66 CURRENT LIABILITIES	34,521	34,110	90,445	78,056
67 NONCURRENT LIABILITIES	68,561	66,215	154,222	155,330
68 CURRENT RATIO	3.86	4.16	2.31	3.44
69 DEBT TO ASSET RATIO	.17	.16	.25	.22

Kansas Farm Management Associations

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INCOME AND EXPENSE ANALYSIS

Farm Size by Census Acres

2,000 - 4,999 ACRES

101 FARMS

> 5,000 ACRES

6 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	64,203	204,142		
2 DAIRY AND MILK	1,806			
3 SHEEP	19			
4 SWINE	187			
5 POULTRY AND EGGS	-1			
6 OTHER LIVESTOCK	-922	-167		
7 CUSTOM FEEDING	34,136	32,556		
8 FEED PURCHASED	-39,920	-51,014		
9 LIVESTOCK INCOME	\$ 59,507	\$ 185,518		
10 CORN	115,386	196,250		
11 GRAIN SORGHUM	63,052	85,995		
12 SOYBEANS	58,554	153,759		
13 SUNFLOWERS	2,484	-154		
14 WHEAT	70,788	131,099		
15 HAY AND FORAGE	21,977	19,050		
16 OTHER CROP	12,470	45,928		
17 GOVERNMENT PAYMENTS	54,774	78,708		
18 CROP INSURANCE PROCEEDS	98,538	99,738		
19 MACHINE WORK	15,693	11,218		
20 OTHER INCOME	22,354	17,619		
21 VALUE OF FARM PRODUCTION	\$ 595,578	\$ 1,024,730		
22 HIRED LABOR	23,954	49,711		
23 MACHINERY REPAIRS	39,967	68,968		
24 IRRIGATION REPAIRS	1,902	4,104		
25 BUILDING REPAIRS	1,814	4,732		
26 INTEREST PAID	35,312	50,652		
27 SEED-OTHER CROP EXPENSE	46,284	88,738		
28 CROP INSURANCE	14,233	20,906		
29 FERTILIZER-LIME	89,688	139,858		
30 MACHINE HIRE	21,932	29,654		
31 ORGANIZATION FEE, PUBLICATION	5,792	5,704		
32 VET-MED-DRUGS	8,059	9,142		
33 CROP STORAGE-MARKETING	2,192	1,988		
34 LIVESTOCK MARKETING-BREEDING	2,715	43,175		
35 DAIRY EXPENSE	103			
36 GAS-FUEL-OIL	39,640	71,940		
37 IRRIGATION ENERGY	3,909	2,728		
38 REAL ESTATE TAXES	5,824	6,873		
39 PERSONAL PROPERTY TAXES	1,431	2,895		
40 GENERAL FARM INSURANCE	7,876	10,003		
41 UTILITIES	5,283	6,524		
42 CASH FARM RENT	27,601	56,489		
43 HERBICIDE-INSECTICIDE	36,978	52,725		
44 CONSERVATION	289	571		
45 AUTO EXPENSE	875	329		
46 TOTAL OPERATING EXPENSE	\$ 423,652	\$ 728,409		
47 DEPRECIATION-MACHINERY	41,794	61,679		
48 DEPRECIATION-BUILDINGS	3,596	2,211		
49 TOTAL FARM EXPENSE	\$ 469,042	\$ 792,299		
50 NET FARM INCOME	\$ 126,535	\$ 232,431		
51 UNPAID FAMILY LABOR	3,737			
52 UNPAID OPERATOR LABOR	51,276	61,000		
53 CURRENT ASSET CHARGE - 8%	10,621	35,972		
54 NONCURRENT ASSET CHARGE - 8%	58,161	70,146		
55 RETURN LABOR-MANAGEMENT	54,016	126,312		
56 RETURN TO CAPITAL	106,835	222,083		
57 ASSET TURNOVER RATIO	.4287	.4823		
58 OPERATING PROFIT MARGIN RATIO	.1794	.2167		
59 % RETURN ON ASSETS	.0769	.1045		
60 % RETURN ON EQUITY	.0832	.1292		
61 TOTAL EXPENSE RATIO	.7875	.7732		
62 ADJUSTED TOTAL EXPENSE RATIO	.8799	.8327		
63 ECONOMIC TOTAL EXPENSE RATIO	.9954	.9363		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	341,100	399,681	715,408	850,669
65 NONCURRENT ASSETS	994,745	1,043,172	1,279,658	1,403,291
66 CURRENT LIABILITIES	243,268	231,988	323,598	343,173
67 NONCURRENT LIABILITIES	286,391	297,493	476,673	452,616
68 CURRENT RATIO	1.40	1.72	2.21	2.48
69 DEBT TO ASSET RATIO	.40	.37	.40	.35

Kansas Farm Management Associations

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

ANALYSIS OF THE FARM BUSINESS

Farm Size by Census Acres

2,000 - 4,999 ACRES

> 5,000 ACRES

AVERAGE ASSET & NET WORTH VALUES												
70 BREEDING LIVESTOCK					48,395					155,538		
71 MACHINERY AND EQUIPMENT					141,737					201,037		
72 MOTOR VEHICLES & LISTED PROPE					223,705					308,307		
73 BUILDINGS					33,415					21,220		
74 OWNED LAND					594,066					787,217		
75 TOTAL ASSETS					1,389,350					2,124,513		
76 NET WORTH					859,780					1,326,483		
LABOR												
77 NUMBER OF OPERATORS					1.12					1.33		
78 NUMBER OF WORKERS					1.84					3.13		
79 TOTAL WORK DAYS					624					924		
80 VALUE FARM PRODUCTION/WORKER					322,711					327,041		
81 NET FARM INCOME/WORKER					68,563					74,180		
PER OPERATOR BASIS												
82 TOTAL ASSETS					1,239,614					1,593,385		
83 VALUE OF FARM PRODUCTION					531,390					768,547		
84 NET FARM INCOME					112,898					174,323		
OTHER FACTORS												
85 % CROP ACRES IRRIGATED					13.94					14.48		
86 % TILLABLE LAND					84.16					64.46		
87 CROP MACH COST/TOT EXPENSE(%)					31.66					29.97		
ACRES												
88 TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
89 NON-IRRIGATED CROP ACRES	2125	101	486	78	1767	100	3410	6			3002	6
90 IRRIGATED CROP ACRES	656	53	337	28	517	49						
91 TOTAL CROP ACRES	2469	101	607	78	2020	100	3987	6			3338	6
92 PASTURE ACRES	735	60	195	39	716	51	2618	5			2556	5
93 FARMSTEAD ACRES	49	58	26	53	65	22						
CROP VALUE, COSTS, ACRES												
94 ACRES	TOTAL	PER CROP ACRE	PER HARV. ACRE			TOTAL	PER CROP ACRE	PER HARV. ACRE				
95 CROP MACHINERY INVESTMENT	340,670	137.98	136.75			453,376	113.70	112.28				
96 CROP MACHINERY COST	148,507	60.15	59.61			237,435	59.55	58.80				
97 GROSS CROP VALUE	707,367	286.50	283.95			1,193,033	299.21	295.46				
98 CROP PRODUCTION COSTS	388,279	157.26	155.86			618,915	155.22	153.28				
NON-IRRIGATED ACRES												
	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
99 CORN	55	190	107	89.8	162	86.5	5	322			273	78.0
100 GRAIN SORGHUM	75	448	127	77.9	398	76.9	6	363			305	72.8
101 SOYBEANS	57	278	95	26.9	247	29.4	5	660			568	23.7
102 SUNFLOWERS	7	231			202	15.6						
103 WHEAT	101	1327	296	16.2	1127	15.5	6	1884	320	12.8	1670	17.5
104 OTHER CROPS	6	241			247							
105 ALFALFA	50	184	75	3.2	186	3.0	4	206				
106 OTHER HAY & FORAGE	43	155	85		134		4	269			252	
107 VEGETABLES												
108 TRUCK CROPS												
109 FRUIT - FLOWERS - TREES												
IRRIGATED ACRES												
	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
110 CORN	46	465	238	169.5	376	167.4	4	519			299	165.4
111 GRAIN SORGHUM	7	80			86	102.0						
112 SOYBEANS	37	234	153	51.4	192	50.5						
113 SUNFLOWERS												
114 WHEAT	27	196	153	18.5	170	17.1						
115 OTHER CROPS												
116 ALFALFA	9	190	111	4.8	192	4.1						
117 OTHER HAY & FORAGE	6	179	230									
118 VEGETABLES												
119 TRUCK CROPS												
120 FRUIT - FLOWERS - TREES												
AVERAGE LIVESTOCK INVENTORIES AND SALES												
121 BEEF COWS					45					123		
122 DAIRY COWS												
123 EWES												
124 SOWS												
125 BEEF PURCH. FOR RESALE SALES					82					422		
126 SWINE PURCH. FOR RESALE SALES												
127 TURKEYS												