

## Kansas Farm Management Associations

2007 DATA - SOUTH CENTRAL KANSAS

### 2007 Annual ProfitLink Summary

INCOME AND EXPENSE ANALYSIS

SORTED BY VALUE OF FARM PRODUCTION

< 100,001

100,001 - 250,000

42 FARMS

78 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	7,429	24,274		
2 DAIRY AND MILK	-531	9,249		
3 SHEEP	139	348		
4 SWINE	-3	986		
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	-6	-268		
7 CUSTOM FEEDING		332		
8 FEED PURCHASED	-3,318	-11,721		
9 LIVESTOCK INCOME	\$ 3,710	\$ 23,200		
10 CORN	299	15,652		
11 GRAIN SORGHUM	5,323	15,336		
12 SOYBEANS	4,223	17,575		
13 SUNFLOWERS	456	353		
14 WHEAT	11,653	29,093		
15 HAY AND FORAGE	2,663	7,012		
16 OTHER CROP	240	1,799		
17 GOVERNMENT PAYMENTS	9,064	22,249		
18 CROP INSURANCE PROCEEDS	12,263	37,317		
19 MACHINE WORK	2,003	4,355		
20 OTHER INCOME	400	3,618		
21 VALUE OF FARM PRODUCTION	\$ 52,298	\$ 177,559		
22 HIRED LABOR	1,544	3,224		
23 MACHINERY REPAIRS	7,207	15,467		
24 IRRIGATION REPAIRS	111	493		
25 BUILDING REPAIRS	712	1,137		
26 INTEREST PAID	5,281	10,302		
27 SEED-OTHER CROP EXPENSE	4,604	14,339		
28 CROP INSURANCE	1,316	3,867		
29 FERTILIZER-LIME	6,657	27,792		
30 MACHINE HIRE	2,729	6,326		
31 ORGANIZATION FEE, PUBLICATION	1,484	2,730		
32 VET-MED-DRUGS	218	1,217		
33 CROP STORAGE-MARKETING	350	288		
34 LIVESTOCK MARKETING-BREEDING	242	556		
35 DAIRY EXPENSE		771		
36 GAS-FUEL-OIL	6,288	14,870		
37 IRRIGATION ENERGY	169	527		
38 REAL ESTATE TAXES	2,363	3,555		
39 PERSONAL PROPERTY TAXES	700	794		
40 GENERAL FARM INSURANCE	1,887	3,230		
41 UTILITIES	1,085	2,604		
42 CASH FARM RENT	3,011	7,390		
43 HERBICIDE-INSECTICIDE	2,929	10,296		
44 CONSERVATION	27	135		
45 AUTO EXPENSE	262	631		
46 TOTAL OPERATING EXPENSE	\$ 51,174	\$ 132,542		
47 DEPRECIATION-MACHINERY	5,693	13,815		
48 DEPRECIATION-BUILDINGS	435	1,038		
49 TOTAL FARM EXPENSE	\$ 57,302	\$ 147,395		
50 NET FARM INCOME	\$ -5,004	\$ 30,165		
51 UNPAID FAMILY LABOR	182	1,564		
52 UNPAID OPERATOR LABOR	36,709	45,222		
53 CURRENT ASSET CHARGE - 8%	3,840	8,967		
54 NONCURRENT ASSET CHARGE - 8%	26,640	34,033		
55 RETURN LABOR-MANAGEMENT	-35,665	-14,399		
56 RETURN TO CAPITAL	-36,614	-6,320		
57 ASSET TURNOVER RATIO	.1136	.2524		
58 OPERATING PROFIT MARGIN RATIO	-.7001	-.0356		
59 % RETURN ON ASSETS	-.0796	-.0090		
60 % RETURN ON EQUITY	-.1100	-.0309		
61 TOTAL EXPENSE RATIO	1.0957	.8301		
62 ADJUSTED TOTAL EXPENSE RATIO	1.8011	1.0936		
63 ECONOMIC TOTAL EXPENSE RATIO	2.3839	1.3358		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	64,983	67,496	152,020	174,129
65 NONCURRENT ASSETS	397,385	390,493	530,974	550,085
66 CURRENT LIABILITIES	18,609	17,875	50,457	51,516
67 NONCURRENT LIABILITIES	65,227	56,658	113,158	117,078
68 CURRENT RATIO	3.49	3.78	3.01	3.38
69 DEBT TO ASSET RATIO	.18	.16	.24	.23



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2007 DATA - SOUTH CENTRAL KANSAS

### 2007 Annual ProfitLink Summary

INCOME AND EXPENSE ANALYSIS

SORTED BY VALUE OF FARM PRODUCTION

250,001 - 500,000

101 FARMS

> 500,001

75 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	31,290	77,800		
2 DAIRY AND MILK	12,258	26,141		
3 SHEEP	39	6		
4 SWINE	4,365			
5 POULTRY AND EGGS	-1			
6 OTHER LIVESTOCK	-550	-3,634		
7 CUSTOM FEEDING	2,981	45,983		
8 FEED PURCHASED	-16,752	-57,294		
9 LIVESTOCK INCOME	\$ 33,629	\$ 89,002		
10 CORN	55,391	206,242		
11 GRAIN SORGHUM	52,295	72,013		
12 SOYBEANS	34,938	98,507		
13 SUNFLOWERS	220	3,333		
14 WHEAT	50,999	78,780		
15 HAY AND FORAGE	13,633	32,865		
16 OTHER CROP	1,836	20,645		
17 GOVERNMENT PAYMENTS	37,077	61,421		
18 CROP INSURANCE PROCEEDS	65,052	94,411		
19 MACHINE WORK	10,778	22,967		
20 OTHER INCOME	9,685	39,117		
21 VALUE OF FARM PRODUCTION	\$ 365,533	\$ 819,303		
22 HIRED LABOR	9,087	36,896		
23 MACHINERY REPAIRS	25,637	50,921		
24 IRRIGATION REPAIRS	1,142	3,726		
25 BUILDING REPAIRS	1,262	2,897		
26 INTEREST PAID	19,050	44,040		
27 SEED-OTHER CROP EXPENSE	25,450	64,039		
28 CROP INSURANCE	8,937	16,185		
29 FERTILIZER-LIME	50,584	115,643		
30 MACHINE HIRE	12,224	30,024		
31 ORGANIZATION FEE, PUBLICATION	3,511	7,855		
32 VET-MED-DRUGS	1,793	11,573		
33 CROP STORAGE-MARKETING	1,523	2,070		
34 LIVESTOCK MARKETING-BREEDING	1,149	6,931		
35 DAIRY EXPENSE	945	1,350		
36 GAS-FUEL-OIL	24,358	48,979		
37 IRRIGATION ENERGY	2,422	7,944		
38 REAL ESTATE TAXES	3,692	8,339		
39 PERSONAL PROPERTY TAXES	1,130	1,703		
40 GENERAL FARM INSURANCE	5,328	9,926		
41 UTILITIES	3,171	7,409		
42 CASH FARM RENT	14,932	33,192		
43 HERBICIDE-INSECTICIDE	21,929	46,778		
44 CONSERVATION	87	383		
45 AUTO EXPENSE	788	1,256		
46 TOTAL OPERATING EXPENSE	\$ 240,131	\$ 560,060		
47 DEPRECIATION-MACHINERY	23,916	54,605		
48 DEPRECIATION-BUILDINGS	2,092	5,599		
49 TOTAL FARM EXPENSE	\$ 266,139	\$ 620,263		
50 NET FARM INCOME	\$ 99,394	\$ 199,039		
51 UNPAID FAMILY LABOR	3,171	4,931		
52 UNPAID OPERATOR LABOR	46,837	54,900		
53 CURRENT ASSET CHARGE - 8%	10,916	16,631		
54 NONCURRENT ASSET CHARGE - 8%	36,921	85,712		
55 RETURN LABOR-MANAGEMENT	48,386	91,766		
56 RETURN TO CAPITAL	68,435	183,248		
57 ASSET TURNOVER RATIO	.4225	.4203		
58 OPERATING PROFIT MARGIN RATIO	.1872	.2237		
59 % RETURN ON ASSETS	.0791	.0940		
60 % RETURN ON EQUITY	.0826	.1088		
61 TOTAL EXPENSE RATIO	.7281	.7571		
62 ADJUSTED TOTAL EXPENSE RATIO	.8649	.8301		
63 ECONOMIC TOTAL EXPENSE RATIO	.9958	.9550		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	212,317	268,337	460,245	552,175
65 NONCURRENT ASSETS	613,706	636,158	1,410,023	1,475,936
66 CURRENT LIABILITIES	105,670	102,077	312,493	284,154
67 NONCURRENT LIABILITIES	159,243	167,608	371,457	371,710
68 CURRENT RATIO	2.01	2.63	1.47	1.94
69 DEBT TO ASSET RATIO	.32	.30	.37	.32

