

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHEAST KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY TOTAL CROP ACRES

< 301 ACRES
120 FARMS

301 - 600 ACRES
77 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	82,224	72,320	
2 DAIRY AND MILK	3,941	22,090	
3 SHEEP	-175	172	
4 SWINE	535	5,117	
5 POULTRY AND EGGS	16,125	1,300	
6 OTHER LIVESTOCK	-142	466	
7 CUSTOM FEEDING	15,738	4,399	
8 FEED PURCHASED	-37,076	-38,152	
9 LIVESTOCK INCOME	\$ 81,170	\$ 67,711	
10 CORN	3,041	17,657	
11 GRAIN SORGHUM	894	2,985	
12 SOYBEANS	5,462	29,586	
13 SUNFLOWERS		56	
14 WHEAT	1,278	5,858	
15 HAY AND FORAGE	6,799	11,721	
16 OTHER CROP	750	1,344	
17 GOVERNMENT PAYMENTS	3,144	7,541	
18 CROP INSURANCE PROCEEDS	2,187	5,535	
19 MACHINE WORK	3,576	3,306	
20 OTHER INCOME	10,622	2,759	
21 VALUE OF FARM PRODUCTION	\$ 118,923	\$ 156,059	
22 HIRED LABOR	4,923	3,514	
23 MACHINERY REPAIRS	9,915	11,070	
24 IRRIGATION REPAIRS	32	25	
25 BUILDING REPAIRS	2,330	2,307	
26 INTEREST PAID	13,263	14,227	
27 SEED-OTHER CROP EXPENSE	2,091	10,270	
28 CROP INSURANCE	323	1,599	
29 FERTILIZER-LIME	6,184	16,726	
30 MACHINE HIRE	3,136	3,834	
31 ORGANIZATION FEE, PUBLICATION	1,662	1,682	
32 VET-MED-DRUGS	4,674	3,380	
33 CROP STORAGE-MARKETING	126	361	
34 LIVESTOCK MARKETING-BREEDING	4,043	2,964	
35 DAIRY EXPENSE	193	736	
36 GAS-FUEL-OIL	7,349	9,441	
37 IRRIGATION ENERGY			
38 REAL ESTATE TAXES	3,369	3,675	
39 PERSONAL PROPERTY TAXES	453	564	
40 GENERAL FARM INSURANCE	2,897	2,739	
41 UTILITIES	6,405	4,117	
42 CASH FARM RENT	14,767	10,112	
43 HERBICIDE-INSECTICIDE	1,236	5,501	
44 CONSERVATION	357	381	
45 AUTO EXPENSE	1,052	839	
46 TOTAL OPERATING EXPENSE	\$ 90,778	\$ 110,063	
47 DEPRECIATION-MACHINERY	9,579	10,619	
48 DEPRECIATION-BUILDINGS	2,154	2,398	
49 TOTAL FARM EXPENSE	\$ 102,511	\$ 123,080	
50 NET FARM INCOME	\$ 16,412	\$ 32,979	
51 UNPAID FAMILY LABOR	1,779	1,782	
52 UNPAID OPERATOR LABOR	34,884	38,323	
53 CURRENT ASSET CHARGE - 8%	8,956	9,745	
54 NONCURRENT ASSET CHARGE - 8%	30,713	36,721	
55 RETURN LABOR-MANAGEMENT	-25,036	-15,270	
56 RETURN TO CAPITAL	-6,989	7,100	
57 ASSET TURNOVER RATIO	.1752	.1989	
58 OPERATING PROFIT MARGIN RATIO	-.0588	.0455	
59 % RETURN ON ASSETS	-.0103	.0091	
60 % RETURN ON EQUITY	-.0408	-.0123	
61 TOTAL EXPENSE RATIO	.8620	.7887	
62 ADJUSTED TOTAL EXPENSE RATIO	1.1703	1.0457	
63 ECONOMIC TOTAL EXPENSE RATIO	1.5039	1.3434	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	179,853	195,763	188,364
65 NONCURRENT ASSETS	495,069	487,108	575,717
66 CURRENT LIABILITIES	75,251	76,470	73,716
67 NONCURRENT LIABILITIES	107,021	107,324	123,340
68 CURRENT RATIO	2.39	2.56	2.56
69 DEBT TO ASSET RATIO	.27	.27	.26

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2007 DATA - SOUTHEAST KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY TOTAL CROP ACRES

601 - 900 ACRES
74 FARMS

901 - 1,200 ACRES
66 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	88,038		63,558	
2 DAIRY AND MILK	24,108		25,550	
3 SHEEP	91		-1	
4 SWINE	196		38,891	
5 POULTRY AND EGGS	1,319			
6 OTHER LIVESTOCK	140		-1,125	
7 CUSTOM FEEDING	8,097		1,804	
8 FEED PURCHASED	-40,439		-46,841	
9 LIVESTOCK INCOME	\$ 81,550		\$ 81,836	
10 CORN	33,854		82,355	
11 GRAIN SORGHUM	7,337		14,008	
12 SOYBEANS	52,610		88,960	
13 SUNFLOWERS	435		12	
14 WHEAT	9,769		12,110	
15 HAY AND FORAGE	19,087		13,346	
16 OTHER CROP	1,856		1,764	
17 GOVERNMENT PAYMENTS	12,799		17,031	
18 CROP INSURANCE PROCEEDS	19,200		26,073	
19 MACHINE WORK	2,501		4,018	
20 OTHER INCOME	10,755		13,450	
21 VALUE OF FARM PRODUCTION	\$ 251,752		\$ 354,962	
22 HIRED LABOR	7,393		11,505	
23 MACHINERY REPAIRS	19,432		20,457	
24 IRRIGATION REPAIRS	389		376	
25 BUILDING REPAIRS	1,955		2,622	
26 INTEREST PAID	19,351		19,662	
27 SEED-OTHER CROP EXPENSE	17,922		28,391	
28 CROP INSURANCE	4,466		6,869	
29 FERTILIZER-LIME	31,539		39,533	
30 MACHINE HIRE	7,295		10,397	
31 ORGANIZATION FEE, PUBLICATION	2,266		2,238	
32 VET-MED-DRUGS	4,541		5,329	
33 CROP STORAGE-MARKETING	767		1,630	
34 LIVESTOCK MARKETING-BREEDING	3,717		2,803	
35 DAIRY EXPENSE	1,110		1,911	
36 GAS-FUEL-OIL	15,434		17,607	
37 IRRIGATION ENERGY	222			
38 REAL ESTATE TAXES	5,326		5,668	
39 PERSONAL PROPERTY TAXES	1,064		764	
40 GENERAL FARM INSURANCE	4,581		4,004	
41 UTILITIES	4,624		5,407	
42 CASH FARM RENT	15,765		17,625	
43 HERBICIDE-INSECTICIDE	9,626		13,865	
44 CONSERVATION	187		247	
45 AUTO EXPENSE	1,124		1,436	
46 TOTAL OPERATING EXPENSE	\$ 180,097		\$ 220,348	
47 DEPRECIATION-MACHINERY	20,644		22,683	
48 DEPRECIATION-BUILDINGS	2,449		4,356	
49 TOTAL FARM EXPENSE	\$ 203,190		\$ 247,386	
50 NET FARM INCOME	\$ 48,562		\$ 107,576	
51 UNPAID FAMILY LABOR	2,628		2,253	
52 UNPAID OPERATOR LABOR	45,194		43,601	
53 CURRENT ASSET CHARGE - 8%	14,190		20,773	
54 NONCURRENT ASSET CHARGE - 8%	50,157		56,755	
55 RETURN LABOR-MANAGEMENT	-18,413		27,795	
56 RETURN TO CAPITAL	20,091		81,383	
57 ASSET TURNOVER RATIO	.2305		.2880	
58 OPERATING PROFIT MARGIN RATIO	.0798		.2293	
59 % RETURN ON ASSETS	.0184		.0660	
60 % RETURN ON EQUITY	.0009		.0637	
61 TOTAL EXPENSE RATIO	.8071		.6969	
62 ADJUSTED TOTAL EXPENSE RATIO	.9971		.8261	
63 ECONOMIC TOTAL EXPENSE RATIO	1.2527		1.0445	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	266,336	298,272	327,715	390,795
65 NONCURRENT ASSETS	801,654	818,325	856,031	890,599
66 CURRENT LIABILITIES	102,706	107,161	98,294	100,900
67 NONCURRENT LIABILITIES	178,552	187,501	157,445	170,318
68 CURRENT RATIO	2.59	2.78	3.33	3.87
69 DEBT TO ASSET RATIO	.26	.26	.22	.21

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHEAST KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY TOTAL CROP ACRES

1,201 - 1,500 ACRES
43 FARMS

1,501 - 1,800 ACRES
36 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	107,523	107,738		
2 DAIRY AND MILK	24,452			
3 SHEEP				
4 SWINE	33,661	-6		
5 POULTRY AND EGGS		6,668		
6 OTHER LIVESTOCK	-480	-1,341		
7 CUSTOM FEEDING	26,378	844		
8 FEED PURCHASED	-60,965	-28,870		
9 LIVESTOCK INCOME	\$ 130,568	\$ 85,033		
10 CORN	106,746	136,189		
11 GRAIN SORGHUM	8,261	27,704		
12 SOYBEANS	112,884	123,652		
13 SUNFLOWERS	2,149	4,044		
14 WHEAT	11,882	32,175		
15 HAY AND FORAGE	19,119	17,285		
16 OTHER CROP	4,447	6,982		
17 GOVERNMENT PAYMENTS	23,684	33,662		
18 CROP INSURANCE PROCEEDS	48,738	69,096		
19 MACHINE WORK	4,714	12,355		
20 OTHER INCOME	3,602	8,981		
21 VALUE OF FARM PRODUCTION	\$ 476,795	\$ 557,159		
22 HIRED LABOR	13,024	11,151		
23 MACHINERY REPAIRS	30,366	31,343		
24 IRRIGATION REPAIRS	33	25		
25 BUILDING REPAIRS	2,454	2,209		
26 INTEREST PAID	28,630	34,741		
27 SEED-OTHER CROP EXPENSE	40,060	43,934		
28 CROP INSURANCE	9,714	13,220		
29 FERTILIZER-LIME	62,790	68,050		
30 MACHINE HIRE	10,885	13,272		
31 ORGANIZATION FEE, PUBLICATION	3,284	2,360		
32 VET-MED-DRUGS	10,710	3,696		
33 CROP STORAGE-MARKETING	1,959	4,035		
34 LIVESTOCK MARKETING-BREEDING	3,864	1,946		
35 DAIRY EXPENSE	2,034			
36 GAS-FUEL-OIL	25,825	30,593		
37 IRRIGATION ENERGY		212		
38 REAL ESTATE TAXES	5,572	6,793		
39 PERSONAL PROPERTY TAXES	1,232	898		
40 GENERAL FARM INSURANCE	6,338	5,530		
41 UTILITIES	7,452	5,572		
42 CASH FARM RENT	18,710	25,415		
43 HERBICIDE-INSECTICIDE	21,050	25,719		
44 CONSERVATION	1,418	1,678		
45 AUTO EXPENSE	831	1,544		
46 TOTAL OPERATING EXPENSE	\$ 308,235	\$ 333,938		
47 DEPRECIATION-MACHINERY	28,621	42,465		
48 DEPRECIATION-BUILDINGS	5,155	5,033		
49 TOTAL FARM EXPENSE	\$ 342,011	\$ 381,436		
50 NET FARM INCOME	\$ 134,784	\$ 175,723		
51 UNPAID FAMILY LABOR	4,433	4,236		
52 UNPAID OPERATOR LABOR	51,531	47,021		
53 CURRENT ASSET CHARGE - 8%	20,855	23,120		
54 NONCURRENT ASSET CHARGE - 8%	52,767	64,277		
55 RETURN LABOR-MANAGEMENT	56,729	84,090		
56 RETURN TO CAPITAL	107,450	159,207		
57 ASSET TURNOVER RATIO	.3655	.3496		
58 OPERATING PROFIT MARGIN RATIO	.2254	.2857		
59 % RETURN ON ASSETS	.0824	.0999		
60 % RETURN ON EQUITY	.0856	.1139		
61 TOTAL EXPENSE RATIO	.7173	.6846		
62 ADJUSTED TOTAL EXPENSE RATIO	.8347	.7766		
63 ECONOMIC TOTAL EXPENSE RATIO	.9891	.9335		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	372,964	451,462	429,758	523,834
65 NONCURRENT ASSETS	868,293	916,515	1,080,736	1,152,699
66 CURRENT LIABILITIES	143,494	159,554	172,047	203,549
67 NONCURRENT LIABILITIES	238,588	227,038	310,587	315,921
68 CURRENT RATIO	2.60	2.83	2.50	2.57
69 DEBT TO ASSET RATIO	.31	.28	.32	.31

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2007 DATA - SOUTHEAST KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY TOTAL CROP ACRES

1,801 - 2,100 ACRES
17 FARMS

> 2,101 ACRES
62 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	122,256	145,308	
2 DAIRY AND MILK		33,901	
3 SHEEP			
4 SWINE	57,588	124,956	
5 POULTRY AND EGGS		1,542	
6 OTHER LIVESTOCK	-124	-549	
7 CUSTOM FEEDING	17,696	81	
8 FEED PURCHASED	-67,895	-142,167	
9 LIVESTOCK INCOME	\$ 129,522	\$ 163,070	
10 CORN	268,715	343,101	
11 GRAIN SORGHUM	7,702	24,281	
12 SOYBEANS	202,174	278,990	
13 SUNFLOWERS		2,926	
14 WHEAT	24,591	42,912	
15 HAY AND FORAGE	8,935	20,159	
16 OTHER CROP	13,335	14,698	
17 GOVERNMENT PAYMENTS	32,434	63,685	
18 CROP INSURANCE PROCEEDS	40,004	123,110	
19 MACHINE WORK	4,823	10,594	
20 OTHER INCOME	15,411	2,311	
21 VALUE OF FARM PRODUCTION	\$ 747,644	\$ 1,089,838	
22 HIRED LABOR	8,545	54,351	
23 MACHINERY REPAIRS	31,900	54,298	
24 IRRIGATION REPAIRS	180	643	
25 BUILDING REPAIRS	4,069	6,135	
26 INTEREST PAID	30,141	56,585	
27 SEED-OTHER CROP EXPENSE	76,118	83,609	
28 CROP INSURANCE	16,635	22,980	
29 FERTILIZER-LIME	101,903	139,939	
30 MACHINE HIRE	11,954	20,179	
31 ORGANIZATION FEE, PUBLICATION	3,102	5,064	
32 VET-MED-DRUGS	2,876	7,299	
33 CROP STORAGE-MARKETING	2,848	6,810	
34 LIVESTOCK MARKETING-BREEDING	3,293	5,544	
35 DAIRY EXPENSE		1,441	
36 GAS-FUEL-OIL	33,552	56,377	
37 IRRIGATION ENERGY	1,169	711	
38 REAL ESTATE TAXES	9,855	9,006	
39 PERSONAL PROPERTY TAXES	1,706	3,139	
40 GENERAL FARM INSURANCE	7,013	11,905	
41 UTILITIES	7,015	13,934	
42 CASH FARM RENT	26,960	48,918	
43 HERBICIDE-INSECTICIDE	32,456	46,559	
44 CONSERVATION	350	1,765	
45 AUTO EXPENSE	1,433	1,037	
46 TOTAL OPERATING EXPENSE	\$ 415,074	\$ 658,229	
47 DEPRECIATION-MACHINERY	58,588	69,274	
48 DEPRECIATION-BUILDINGS	5,221	10,826	
49 TOTAL FARM EXPENSE	\$ 478,883	\$ 738,328	
50 NET FARM INCOME	\$ 268,761	\$ 351,510	
51 UNPAID FAMILY LABOR	6,504	7,441	
52 UNPAID OPERATOR LABOR	55,169	67,075	
53 CURRENT ASSET CHARGE - 8%	40,067	44,969	
54 NONCURRENT ASSET CHARGE - 8%	81,660	96,381	
55 RETURN LABOR-MANAGEMENT	140,530	202,718	
56 RETURN TO CAPITAL	237,229	333,579	
57 ASSET TURNOVER RATIO	.3809	.4106	
58 OPERATING PROFIT MARGIN RATIO	.3173	.3061	
59 % RETURN ON ASSETS	.1209	.1257	
60 % RETURN ON EQUITY	.1361	.1568	
61 TOTAL EXPENSE RATIO	.6405	.6775	
62 ADJUSTED TOTAL EXPENSE RATIO	.7230	.7458	
63 ECONOMIC TOTAL EXPENSE RATIO	.8858	.8755	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	598,728	745,078	808,287
65 NONCURRENT ASSETS	1,275,835	1,305,920	1,671,391
66 CURRENT LIABILITIES	140,061	202,057	359,212
67 NONCURRENT LIABILITIES	289,595	250,670	472,626
68 CURRENT RATIO	4.27	3.69	2.25
69 DEBT TO ASSET RATIO	.23	.22	.34
			.33

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHEAST KANSAS

ANALYSIS OF THE FARM BUSINESS

SORTED BY TOTAL CROP ACRES

1,801 - 2,100 ACRES

> 2,101 ACRES

AVERAGE ASSET & NET WORTH VALUES												
70 BREEDING LIVESTOCK										68,793		
71 MACHINERY AND EQUIPMENT										182,686		
72 MOTOR VEHICLES & LISTED PROPE										380,166		
73 BUILDINGS										116,875		
74 OWNED LAND										994,573		
75 TOTAL ASSETS										2,654,487		
76 NET WORTH										1,766,884		
LABOR												
77 NUMBER OF OPERATORS										1.46		
78 NUMBER OF WORKERS										3.14		
79 TOTAL WORK DAYS										924		
80 VALUE FARM PRODUCTION/WORKER										346,335		
81 NET FARM INCOME/WORKER										111,705		
PER OPERATOR BASIS												
82 TOTAL ASSETS										1,810,541		
83 VALUE OF FARM PRODUCTION										743,344		
84 NET FARM INCOME										239,754		
OTHER FACTORS												
85 % CROP ACRES IRRIGATED										1.55		
86 % TILLABLE LAND										80.14		
87 CROP MACH COST/TOT EXPENSE(%)										28.17		
ACRES												
	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
88 TOTAL ACRES	2600	17	908	17	1692	17	3841	62	1306	55	2683	62
89 NON-IRRIGATED CROP ACRES	1919	17	610	17	1309	17	3031	62	921	54	2229	62
90 IRRIGATED CROP ACRES							492	6				
91 TOTAL CROP ACRES	1962	17	617	17	1345	17	3078	62	957	54	2245	62
92 PASTURE ACRES	763	13	337	12	587	10	918	46	412	37	870	31
93 FARMSTEAD ACRES	92	10	90	10			127	40	123	40		
CROP VALUE, COSTS, ACRES												
	TOTAL	PER CROP ACRE	PER HARV. ACRE		TOTAL	PER CROP ACRE	PER HARV. ACRE					
94 ACRES		1962	2232			3078	3557					
95 CROP MACHINERY INVESTMENT	389,216	198.36	174.41		511,180	166.05	143.72					
96 CROP MACHINERY COST	152,374	77.66	68.28		207,977	67.56	58.47					
97 GROSS CROP VALUE	714,034	363.90	319.97		1,057,675	343.58	297.36					
98 CROP PRODUCTION COSTS	422,486	215.31	189.32		587,286	190.78	165.11					
NON-IRRIGATED ACRES												
	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
99 CORN	16	776	319	112.6	477	109.3	58	1069	390	95.6	779	104.1
100 GRAIN SORGHUM							21	408	206	68.5	321	75.4
101 SOYBEANS	17	735	255	26.9	558	28.9	61	1171	384	26.3	896	26.1
102 SUNFLOWERS							5	305			246	11.9
103 WHEAT	16	560	229	13.4	399	12.8	60	983	331	10.1	758	12.7
104 OTHER CROPS							6	537			584	
105 ALFALFA							9	87	78	1.9	79	2.4
106 OTHER HAY & FORAGE	10	193	42		229		39	281	113		363	
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							6	335			202	70.1
111 GRAIN SORGHUM												
112 SOYBEANS							6	166				
113 SUNFLOWERS												
114 WHEAT												
115 OTHER CROPS												
116 ALFALFA												
117 OTHER HAY & FORAGE												
118 VEGETABLES												
119 TRUCK CROPS												
120 FRUIT - FLOWERS - TREES												
AVERAGE LIVESTOCK INVENTORIES AND SALES												
121 BEEF COWS				44						61		
122 DAIRY COWS										5		
123 EWES												
124 SOWS				32						34		
125 BEEF PURCH. FOR RESALE SALES				136						68		
126 SWINE PURCH. FOR RESALE SALES										67		
127 TURKEYS										1,085		