

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHEAST KANSAS
INCOME AND EXPENSE ANALYSIS

ADJ. TOTAL EXPENSE RATIO QUANTILES

HIGH 25%
124 FARMS

HIGH MIDDLE
124 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	57,816		74,142	
2 DAIRY AND MILK	2,648		14,607	
3 SHEEP	-130		54	
4 SWINE	829		56,488	
5 POULTRY AND EGGS	2,431		8,432	
6 OTHER LIVESTOCK	4		-58	
7 CUSTOM FEEDING	2,892		12,120	
8 FEED PURCHASED	-27,489		-53,605	
9 LIVESTOCK INCOME	\$ 39,002		\$ 112,181	
10 CORN	11,057		31,066	
11 GRAIN SORGHUM	2,108		6,596	
12 SOYBEANS	12,344		50,708	
13 SUNFLOWERS	81		184	
14 WHEAT	3,882		8,220	
15 HAY AND FORAGE	8,677		11,280	
16 OTHER CROP	1,582		1,444	
17 GOVERNMENT PAYMENTS	7,425		17,868	
18 CROP INSURANCE PROCEEDS	11,635		33,984	
19 MACHINE WORK	1,851		6,910	
20 OTHER INCOME	2,613		10,007	
21 VALUE OF FARM PRODUCTION	\$ 102,257		\$ 290,448	
22 HIRED LABOR	2,717		17,944	
23 MACHINERY REPAIRS	12,403		22,982	
24 IRRIGATION REPAIRS	244		361	
25 BUILDING REPAIRS	1,322		4,353	
26 INTEREST PAID	13,887		23,967	
27 SEED-OTHER CROP EXPENSE	9,454		22,335	
28 CROP INSURANCE	2,014		5,556	
29 FERTILIZER-LIME	15,575		33,700	
30 MACHINE HIRE	4,466		8,316	
31 ORGANIZATION FEE, PUBLICATION	1,642		2,577	
32 VET-MED-DRUGS	2,372		6,543	
33 CROP STORAGE-MARKETING	156		1,535	
34 LIVESTOCK MARKETING-BREEDING	1,975		4,638	
35 DAIRY EXPENSE	89		494	
36 GAS-FUEL-OIL	9,201		20,297	
37 IRRIGATION ENERGY			22	
38 REAL ESTATE TAXES	3,397		5,073	
39 PERSONAL PROPERTY TAXES	546		1,241	
40 GENERAL FARM INSURANCE	2,845		5,189	
41 UTILITIES	4,303		8,640	
42 CASH FARM RENT	8,234		17,750	
43 HERBICIDE-INSECTICIDE	4,561		11,292	
44 CONSERVATION	186		734	
45 AUTO EXPENSE	906		1,226	
46 TOTAL OPERATING EXPENSE	\$ 102,493		\$ 226,766	
47 DEPRECIATION-MACHINERY	11,387		22,420	
48 DEPRECIATION-BUILDINGS	1,562		5,211	
49 TOTAL FARM EXPENSE	\$ 115,442		\$ 254,397	
50 NET FARM INCOME	\$ -13,185		\$ 36,051	
51 UNPAID FAMILY LABOR	1,876		2,367	
52 UNPAID OPERATOR LABOR	40,105		43,094	
53 CURRENT ASSET CHARGE - 8%	8,799		15,310	
54 NONCURRENT ASSET CHARGE - 8%	34,003		42,101	
55 RETURN LABOR-MANAGEMENT	-57,862		-23,728	
56 RETURN TO CAPITAL	-41,279		14,557	
57 ASSET TURNOVER RATIO	.1413		.2753	
58 OPERATING PROFIT MARGIN RATIO	-.4037		.0501	
59 % RETURN ON ASSETS	-.0570		.0138	
60 % RETURN ON EQUITY	-.1031		-.0131	
61 TOTAL EXPENSE RATIO	1.1289		.8759	
62 ADJUSTED TOTAL EXPENSE RATIO	1.5395		1.0324	
63 ECONOMIC TOTAL EXPENSE RATIO	1.9581		1.2301	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	180,178	170,779	296,937	322,706
65 NONCURRENT ASSETS	546,919	549,759	737,288	753,359
66 CURRENT LIABILITIES	64,687	66,301	114,701	122,195
67 NONCURRENT LIABILITIES	123,689	122,913	214,709	223,401
68 CURRENT RATIO	2.79	2.58	2.59	2.64
69 DEBT TO ASSET RATIO	.26	.26	.32	.32

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2007 DATA - SOUTHEAST KANSAS
ANALYSIS OF THE FARM BUSINESS

ADJ. TOTAL EXPENSE RATIO QUANTILES

HIGH 25%

HIGH MIDDLE

AVERAGE ASSET & NET WORTH VALUES														
70 BREEDING LIVESTOCK										46,799	67,116			
71 MACHINERY AND EQUIPMENT										37,420	69,181			
72 MOTOR VEHICLES & LISTED PROPE										63,807	126,065			
73 BUILDINGS										14,913	55,315			
74 OWNED LAND										427,584	486,243			
75 TOTAL ASSETS										723,817	1,055,145			
76 NET WORTH										535,022	717,642			
LABOR														
77 NUMBER OF OPERATORS										.87	.94			
78 NUMBER OF WORKERS										1.03	1.53			
79 TOTAL WORK DAYS										170	353			
80 VALUE FARM PRODUCTION/WORKER										99,138	189,456			
81 NET FARM INCOME/WORKER										-12,783	23,516			
PER OPERATOR BASIS														
82 TOTAL ASSETS										825,698	1,120,188			
83 VALUE OF FARM PRODUCTION										116,650	308,353			
84 NET FARM INCOME										-15,041	38,273			
OTHER FACTORS														
85 % CROP ACRES IRRIGATED											3.00			
86 % TILLABLE LAND										33.22	45.68			
87 CROP MACH COST/TOT EXPENSE(%)										26.37	23.88			
ACRES														
88 TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT		
89 NON-IRRIGATED CROP ACRES	425	117	222	108	335	77	843	118	326	104	698	94		
90 IRRIGATED CROP ACRES							513	6						
91 TOTAL CROP ACRES	425	117	222	108	335	77	869	118	346	104	708	94		
92 PASTURE ACRES	845	113	449	105	654	74	1065	109	422	100	1133	74		
93 FARMSTEAD ACRES	54	84	51	80	24	18	65	91	59	88	38	19		
CROP VALUE, COSTS, ACRES														
94 ACRES	TOTAL	PER CROP	ACRE	PER HARV.	ACRE		TOTAL	PER CROP	ACRE	PER HARV.	ACRE			
95 CROP MACHINERY INVESTMENT	67,750	168.84		167.49			151,032	182.67		168.43				
96 CROP MACHINERY COST	30,442	75.86		75.26			60,760	73.49		67.76				
97 GROSS CROP VALUE	78,418	190.70		189.17			227,141	261.42		241.05				
98 CROP PRODUCTION COSTS	71,887	174.82		173.41			166,570	190.09		175.27				
NON-IRRIGATED ACRES														
	CNT	AVE.	OWNED	ACRES	YIELD	RENTED	CNT	AVE.	OWNED	ACRES	YIELD	RENTED	ACRES	YIELD
99 CORN	42	190	98	77.9	168	78.7	85	247	124	84.7	200	94.2		
100 GRAIN SORGHUM	26	95	65	58.3	88	57.7	34	149	80	67.9	112	68.0		
101 SOYBEANS	63	159	103	17.4	117	20.6	98	358	120	23.2	357	22.2		
102 SUNFLOWERS														
103 WHEAT	62	210	122	11.6	181	11.8	93	300	134	11.3	254	15.2		
104 OTHER CROPS	5	86					15	92	108		64			
105 ALFALFA	20	59	35	2.4	87	2.2	25	81	37	3.0	96	2.7		
106 OTHER HAY & FORAGE	99	151	101		122		89	173	87		172			
107 VEGETABLES														
108 TRUCK CROPS														
109 FRUIT - FLOWERS - TREES														
IRRIGATED ACRES														
	CNT	AVE.	OWNED	ACRES	YIELD	RENTED	CNT	AVE.	OWNED	ACRES	YIELD	RENTED	ACRES	YIELD
110 CORN	5	409											188	57.3
111 GRAIN SORGHUM														
112 SOYBEANS														
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													55	
122 DAIRY COWS													4	
123 EWES														
124 SOWS													15	
125 BEEF PURCH. FOR RESALE SALES													82	
126 SWINE PURCH. FOR RESALE SALES													12	
127 TURKEYS													4,650	

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INCOME AND EXPENSE ANALYSIS

ADJ. TOTAL EXPENSE RATIO QUANTILES

LOW MIDDLE
124 FARMS

LOW 25%
123 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	99,915		138,068	
2 DAIRY AND MILK	28,596		25,299	
3 SHEEP	66			
4 SWINE	27,489		21,927	
5 POULTRY AND EGGS	6,335		2,729	
6 OTHER LIVESTOCK	-466		-696	
7 CUSTOM FEEDING	10,269		10,416	
8 FEED PURCHASED	-63,843		-74,211	
9 LIVESTOCK INCOME	\$ 108,363		\$ 123,531	
10 CORN	110,631		211,845	
11 GRAIN SORGHUM	15,810		14,259	
12 SOYBEANS	102,883		180,179	
13 SUNFLOWERS	1,322		2,112	
14 WHEAT	16,020		27,538	
15 HAY AND FORAGE	20,977		14,488	
16 OTHER CROP	3,631		9,774	
17 GOVERNMENT PAYMENTS	23,636		30,015	
18 CROP INSURANCE PROCEEDS	36,732		52,967	
19 MACHINE WORK	7,705		3,890	
20 OTHER INCOME	12,276		7,862	
21 VALUE OF FARM PRODUCTION	\$ 459,987		\$ 678,460	
22 HIRED LABOR	16,398		16,657	
23 MACHINERY REPAIRS	27,279		27,665	
24 IRRIGATION REPAIRS	145		93	
25 BUILDING REPAIRS	2,707		3,009	
26 INTEREST PAID	30,587		27,905	
27 SEED-OTHER CROP EXPENSE	37,817		43,842	
28 CROP INSURANCE	9,893		11,231	
29 FERTILIZER-LIME	57,002		76,042	
30 MACHINE HIRE	11,108		10,858	
31 ORGANIZATION FEE, PUBLICATION	2,615		3,170	
32 VET-MED-DRUGS	7,232		4,891	
33 CROP STORAGE-MARKETING	2,071		3,584	
34 LIVESTOCK MARKETING-BREEDING	5,810		2,186	
35 DAIRY EXPENSE	1,960		1,217	
36 GAS-FUEL-OIL	23,590		29,330	
37 IRRIGATION ENERGY	509		180	
38 REAL ESTATE TAXES	5,451		7,638	
39 PERSONAL PROPERTY TAXES	1,188		1,359	
40 GENERAL FARM INSURANCE	5,653		6,451	
41 UTILITIES	7,013		6,621	
42 CASH FARM RENT	30,095		25,507	
43 HERBICIDE-INSECTICIDE	19,842		24,737	
44 CONSERVATION	1,244		576	
45 AUTO EXPENSE	1,203		1,099	
46 TOTAL OPERATING EXPENSE	\$ 308,411		\$ 335,849	
47 DEPRECIATION-MACHINERY	31,231		40,468	
48 DEPRECIATION-BUILDINGS	5,274		4,723	
49 TOTAL FARM EXPENSE	\$ 344,916		\$ 381,040	
50 NET FARM INCOME	\$ 115,070		\$ 297,420	
51 UNPAID FAMILY LABOR	4,796		3,968	
52 UNPAID OPERATOR LABOR	46,057		51,515	
53 CURRENT ASSET CHARGE - 8%	18,240		34,091	
54 NONCURRENT ASSET CHARGE - 8%	53,294		80,260	
55 RETURN LABOR-MANAGEMENT	38,740		179,101	
56 RETURN TO CAPITAL	94,804		269,842	
57 ASSET TURNOVER RATIO	.3435		.3647	
58 OPERATING PROFIT MARGIN RATIO	.2061		.3977	
59 % RETURN ON ASSETS	.0708		.1450	
60 % RETURN ON EQUITY	.0718		.1693	
61 TOTAL EXPENSE RATIO	.7498		.5616	
62 ADJUSTED TOTAL EXPENSE RATIO	.8604		.6434	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0159		.8119	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	354,912	434,315	537,025	731,621
65 NONCURRENT ASSETS	927,489	961,195	1,194,042	1,258,322
66 CURRENT LIABILITIES	161,061	172,162	191,823	224,545
67 NONCURRENT LIABILITIES	269,835	286,507	212,921	232,940
68 CURRENT RATIO	2.20	2.52	2.80	3.26
69 DEBT TO ASSET RATIO	.34	.33	.23	.23

