

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHEAST KANSAS
INCOME AND EXPENSE ANALYSIS

ECON. TOTAL EXPENSE RATIO QUANTILES

HIGH 25%
124 FARMS

HIGH MIDDLE
124 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	52,215		101,787	
2 DAIRY AND MILK	2,449		14,807	
3 SHEEP	-130		54	
4 SWINE	829		31,567	
5 POULTRY AND EGGS	1,488		3,632	
6 OTHER LIVESTOCK	227		-375	
7 CUSTOM FEEDING	4,344		6,897	
8 FEED PURCHASED	-20,976		-59,013	
9 LIVESTOCK INCOME	\$ 40,447		\$ 99,355	
10 CORN	5,518		28,151	
11 GRAIN SORGHUM	2,742		9,304	
12 SOYBEANS	11,543		48,006	
13 SUNFLOWERS			909	
14 WHEAT	3,361		8,350	
15 HAY AND FORAGE	6,171		15,390	
16 OTHER CROP	1,508		2,373	
17 GOVERNMENT PAYMENTS	5,942		17,429	
18 CROP INSURANCE PROCEEDS	5,992		32,364	
19 MACHINE WORK	1,907		6,449	
20 OTHER INCOME	1,968		5,301	
21 VALUE OF FARM PRODUCTION	\$ 87,099		\$ 273,381	
22 HIRED LABOR	1,892		13,452	
23 MACHINERY REPAIRS	9,713		20,892	
24 IRRIGATION REPAIRS	81		257	
25 BUILDING REPAIRS	1,391		3,442	
26 INTEREST PAID	9,648		23,426	
27 SEED-OTHER CROP EXPENSE	6,301		20,974	
28 CROP INSURANCE	1,285		4,713	
29 FERTILIZER-LIME	12,658		29,263	
30 MACHINE HIRE	3,414		8,730	
31 ORGANIZATION FEE, PUBLICATION	1,601		2,259	
32 VET-MED-DRUGS	1,972		5,585	
33 CROP STORAGE-MARKETING	109		1,178	
34 LIVESTOCK MARKETING-BREEDING	1,827		3,873	
35 DAIRY EXPENSE	90		493	
36 GAS-FUEL-OIL	7,477		18,556	
37 IRRIGATION ENERGY				
38 REAL ESTATE TAXES	4,014		5,793	
39 PERSONAL PROPERTY TAXES	491		953	
40 GENERAL FARM INSURANCE	2,618		4,722	
41 UTILITIES	3,515		6,911	
42 CASH FARM RENT	6,562		17,736	
43 HERBICIDE-INSECTICIDE	3,219		10,460	
44 CONSERVATION	327		765	
45 AUTO EXPENSE	973		1,165	
46 TOTAL OPERATING EXPENSE	\$ 81,176		\$ 205,597	
47 DEPRECIATION-MACHINERY	10,620		21,478	
48 DEPRECIATION-BUILDINGS	1,312		4,374	
49 TOTAL FARM EXPENSE	\$ 93,108		\$ 231,449	
50 NET FARM INCOME	\$ -6,009		\$ 41,932	
51 UNPAID FAMILY LABOR	1,414		2,829	
52 UNPAID OPERATOR LABOR	36,821		44,385	
53 CURRENT ASSET CHARGE - 8%	10,230		17,903	
54 NONCURRENT ASSET CHARGE - 8%	47,874		57,225	
55 RETURN LABOR-MANAGEMENT	-65,528		-36,025	
56 RETURN TO CAPITAL	-34,597		18,144	
57 ASSET TURNOVER RATIO	.1021		.2140	
58 OPERATING PROFIT MARGIN RATIO	-.3972		.0664	
59 % RETURN ON ASSETS	-.0405		.0142	
60 % RETURN ON EQUITY	-.0609		-.0056	
61 TOTAL EXPENSE RATIO	1.0690		.8466	
62 ADJUSTED TOTAL EXPENSE RATIO	1.5080		1.0193	
63 ECONOMIC TOTAL EXPENSE RATIO	2.1751		1.2941	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	176,004	168,291	336,432	365,064
65 NONCURRENT ASSETS	683,614	678,882	911,697	942,040
66 CURRENT LIABILITIES	46,600	41,942	119,766	134,149
67 NONCURRENT LIABILITIES	83,514	82,140	205,701	217,407
68 CURRENT RATIO	3.78	4.01	2.81	2.72
69 DEBT TO ASSET RATIO	.15	.15	.26	.27

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ECON. TOTAL EXPENSE RATIO QUANTILES

LOW MIDDLE
124 FARMS

LOW 25%
123 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	87,174		128,690	
2 DAIRY AND MILK	33,065		20,794	
3 SHEEP	66			
4 SWINE	60,309		13,965	
5 POULTRY AND EGGS	8,928		5,905	
6 OTHER LIVESTOCK	-703		-362	
7 CUSTOM FEEDING	6,923		17,590	
8 FEED PURCHASED	-66,629		-72,517	
9 LIVESTOCK INCOME	\$ 129,133		\$ 114,065	
10 CORN	104,700		226,347	
11 GRAIN SORGHUM	10,777		15,963	
12 SOYBEANS	105,792		180,777	
13 SUNFLOWERS	658		2,133	
14 WHEAT	15,875		28,079	
15 HAY AND FORAGE	15,666		18,226	
16 OTHER CROP	3,842		8,700	
17 GOVERNMENT PAYMENTS	24,630		30,951	
18 CROP INSURANCE PROCEEDS	36,948		60,070	
19 MACHINE WORK	6,693		5,319	
20 OTHER INCOME	12,116		13,418	
21 VALUE OF FARM PRODUCTION	\$ 466,830		\$ 704,048	
22 HIRED LABOR	18,510		19,889	
23 MACHINERY REPAIRS	30,787		28,948	
24 IRRIGATION REPAIRS	317		190	
25 BUILDING REPAIRS	3,992		2,563	
26 INTEREST PAID	27,379		35,958	
27 SEED-OTHER CROP EXPENSE	38,693		47,509	
28 CROP INSURANCE	9,129		13,585	
29 FERTILIZER-LIME	59,744		80,690	
30 MACHINE HIRE	10,373		12,241	
31 ORGANIZATION FEE, PUBLICATION	2,960		3,183	
32 VET-MED-DRUGS	7,661		5,827	
33 CROP STORAGE-MARKETING	2,250		3,811	
34 LIVESTOCK MARKETING-BREEDING	5,359		3,562	
35 DAIRY EXPENSE	2,050		1,127	
36 GAS-FUEL-OIL	25,318		31,081	
37 IRRIGATION ENERGY	364		349	
38 REAL ESTATE TAXES	6,024		5,712	
39 PERSONAL PROPERTY TAXES	1,315		1,577	
40 GENERAL FARM INSURANCE	5,880		6,923	
41 UTILITIES	9,043		7,111	
42 CASH FARM RENT	22,536		34,827	
43 HERBICIDE-INSECTICIDE	19,608		27,165	
44 CONSERVATION	873		777	
45 AUTO EXPENSE	1,192		1,104	
46 TOTAL OPERATING EXPENSE	\$ 311,358		\$ 375,710	
47 DEPRECIATION-MACHINERY	34,075		39,324	
48 DEPRECIATION-BUILDINGS	6,914		4,165	
49 TOTAL FARM EXPENSE	\$ 352,347		\$ 419,199	
50 NET FARM INCOME	\$ 114,483		\$ 284,849	
51 UNPAID FAMILY LABOR	4,243		4,525	
52 UNPAID OPERATOR LABOR	47,976		51,590	
53 CURRENT ASSET CHARGE - 8%	21,149		27,101	
54 NONCURRENT ASSET CHARGE - 8%	53,583		50,739	
55 RETURN LABOR-MANAGEMENT	35,509		202,483	
56 RETURN TO CAPITAL	89,644		264,692	
57 ASSET TURNOVER RATIO	.3531		.4624	
58 OPERATING PROFIT MARGIN RATIO	.1920		.3760	
59 % RETURN ON ASSETS	.0678		.1738	
60 % RETURN ON EQUITY	.0667		.2351	
61 TOTAL EXPENSE RATIO	.7548		.5954	
62 ADJUSTED TOTAL EXPENSE RATIO	.8666		.6751	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0267		.7857	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	380,080	432,582	476,043	693,174
65 NONCURRENT ASSETS	902,544	929,066	905,556	970,325
66 CURRENT LIABILITIES	141,153	142,782	225,023	266,670
67 NONCURRENT LIABILITIES	246,674	245,372	285,854	321,557
68 CURRENT RATIO	2.69	3.03	2.12	2.60
69 DEBT TO ASSET RATIO	.30	.29	.37	.35

