

## Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHEAST KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY FARM TYPE

CROP FARM  
295 FARMS

STOCK-RANCH COW HERD  
19 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	38,390	131,793		
2 DAIRY AND MILK	44			
3 SHEEP	16			
4 SWINE	2,137			
5 POULTRY AND EGGS	253			
6 OTHER LIVESTOCK	-397	-126		
7 CUSTOM FEEDING	5,240	794		
8 FEED PURCHASED	-14,387	-46,564		
9 LIVESTOCK INCOME	\$ 31,296	\$ 85,896		
10 CORN	131,445	2,051		
11 GRAIN SORGHUM	14,124	314		
12 SOYBEANS	121,776	2,824		
13 SUNFLOWERS	1,533			
14 WHEAT	19,797	1,103		
15 HAY AND FORAGE	12,491	8,439		
16 OTHER CROP	5,687	776		
17 GOVERNMENT PAYMENTS	25,038	4,120		
18 CROP INSURANCE PROCEEDS	45,410	800		
19 MACHINE WORK	6,107	1,157		
20 OTHER INCOME	6,604	2,014		
21 VALUE OF FARM PRODUCTION	\$ 421,310	\$ 109,494		
22 HIRED LABOR	10,005	2,359		
23 MACHINERY REPAIRS	23,556	7,894		
24 IRRIGATION REPAIRS	209	5		
25 BUILDING REPAIRS	1,963	1,955		
26 INTEREST PAID	24,213	12,198		
27 SEED-OTHER CROP EXPENSE	37,686	1,661		
28 CROP INSURANCE	9,957	43		
29 FERTILIZER-LIME	58,073	6,173		
30 MACHINE HIRE	9,816	3,287		
31 ORGANIZATION FEE, PUBLICATION	2,446	1,155		
32 VET-MED-DRUGS	1,863	3,087		
33 CROP STORAGE-MARKETING	2,612	10		
34 LIVESTOCK MARKETING-BREEDING	969	2,535		
35 DAIRY EXPENSE				
36 GAS-FUEL-OIL	23,039	8,071		
37 IRRIGATION ENERGY	164			
38 REAL ESTATE TAXES	5,128	4,621		
39 PERSONAL PROPERTY TAXES	1,230	312		
40 GENERAL FARM INSURANCE	5,046	2,338		
41 UTILITIES	4,199	2,374		
42 CASH FARM RENT	19,460	15,323		
43 HERBICIDE-INSECTICIDE	20,516	1,008		
44 CONSERVATION	637	1,228		
45 AUTO EXPENSE	1,175	766		
46 TOTAL OPERATING EXPENSE	\$ 263,961	\$ 78,404		
47 DEPRECIATION-MACHINERY	29,607	11,694		
48 DEPRECIATION-BUILDINGS	2,829	1,198		
49 TOTAL FARM EXPENSE	\$ 296,397	\$ 91,296		
50 NET FARM INCOME	\$ 124,912	\$ 18,199		
51 UNPAID FAMILY LABOR	3,257	2,007		
52 UNPAID OPERATOR LABOR	44,297	37,082		
53 CURRENT ASSET CHARGE - 8%	16,571	15,003		
54 NONCURRENT ASSET CHARGE - 8%	47,709	42,794		
55 RETURN LABOR-MANAGEMENT	57,375	-41,606		
56 RETURN TO CAPITAL	101,570	-8,692		
57 ASSET TURNOVER RATIO	.3638	.1205		
58 OPERATING PROFIT MARGIN RATIO	.2411	-.0794		
59 % RETURN ON ASSETS	.0877	-.0096		
60 % RETURN ON EQUITY	.0963	-.0289		
61 TOTAL EXPENSE RATIO	.7035	.8338		
62 ADJUSTED TOTAL EXPENSE RATIO	.8164	1.1908		
63 ECONOMIC TOTAL EXPENSE RATIO	.9690	1.7186		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	284,156	362,407	245,318	258,646
65 NONCURRENT ASSETS	816,547	853,090	674,504	639,560
66 CURRENT LIABILITIES	112,202	120,081	64,103	64,776
67 NONCURRENT LIABILITIES	232,716	244,192	136,623	107,580
68 CURRENT RATIO	2.53	3.02	3.83	3.99
69 DEBT TO ASSET RATIO	.31	.30	.22	.19

## Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHEAST KANSAS

ANALYSIS OF THE FARM BUSINESS

SORTED BY FARM TYPE

CROP FARM

STOCK-RANCH COW HERD

AVERAGE ASSET & NET WORTH VALUES									
70	BREEDING LIVESTOCK								
71	MACHINERY AND EQUIPMENT			26,264				118,102	
72	MOTOR VEHICLES & LISTED PROPE			80,699				33,351	
73	BUILDINGS			165,509				62,085	
74	OWNED LAND			28,033				12,518	
75	TOTAL ASSETS			547,773				547,386	
76	NET WORTH			1,158,100				909,014	
				803,504				722,473	
LABOR									
77	NUMBER OF OPERATORS			.96				.81	
78	NUMBER OF WORKERS			1.34				.90	
79	TOTAL WORK DAYS			356				181	
80	VALUE FARM PRODUCTION/WORKER			312,120				120,953	
81	NET FARM INCOME/WORKER			92,539				20,103	
PER OPERATOR BASIS									
82	TOTAL ASSETS			1,196,217				1,121,511	
83	VALUE OF FARM PRODUCTION			435,176				135,091	
84	NET FARM INCOME			129,023				22,453	
OTHER FACTORS									
85	% CROP ACRES IRRIGATED			.90					
86	% TILLABLE LAND			73.96				5.92	
87	CROP MACH COST/TOT EXPENSE(%)			31.72				17.95	
ACRES									
		TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT
88	TOTAL ACRES	1830	295	671	276	1313	270	2327	19
89	NON-IRRIGATED CROP ACRES	1341	295	438	269	1052	264	145	18
90	IRRIGATED CROP ACRES	258	14	169	9	261	8	113	17
91	TOTAL CROP ACRES	1353	295	444	269	1060	264	117	6
92	PASTURE ACRES	554	226	265	195	500	147	2164	19
93	FARMSTEAD ACRES	80	195	76	189	33	35	865	19
								1544	16
								28	15
CROP VALUE, COSTS, ACRES									
		TOTAL	PER CROP ACRE	PER HARV. ACRE		TOTAL	PER CROP ACRE	PER HARV. ACRE	
94	ACRES		1353	1538			138	115	
95	CROP MACHINERY INVESTMENT	232,234	171.59	151.00		39,923	289.96	346.58	
96	CROP MACHINERY COST	94,015	69.47	61.13		16,387	119.02	142.26	
97	GROSS CROP VALUE	428,847	316.87	278.83		17,491	127.04	151.84	
98	CROP PRODUCTION COSTS	253,582	187.37	164.88		30,543	221.83	265.15	
NON-IRRIGATED ACRES									
		CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD		
99	CORN	227	477	181	99.0	376	104.0	4	47
100	GRAIN SORGHUM	98	205	100	70.6	177	74.1		
101	SOYBEANS	269	563	213	24.2	459	24.4	4	50
102	SUNFLOWERS	14	199	112	11.2	163	57.3		
103	WHEAT	263	482	186	11.2	386	13.6	7	69
104	OTHER CROPS	15	369	167		449		48	5.6
105	ALFALFA	40	87	42	2.3	111	2.3		
106	OTHER HAY & FORAGE	177	177	84		172		16	77
107	VEGETABLES							60	
108	TRUCK CROPS								
109	FRUIT - FLOWERS - TREES								
IRRIGATED ACRES									
		CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD		
110	CORN	11	168	110	114.0	148	108.2		
111	GRAIN SORGHUM								
112	SOYBEANS	11	123	119	44.0	87	36.7		
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			32				134	
122	DAIRY COWS								
123	EWES								
124	SOWS			1					
125	BEEF PURCH. FOR RESALE SALES			45				39	
126	SWINE PURCH. FOR RESALE SALES			18					
127	TURKEYS			228					

## Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHEAST KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY FARM TYPE

COW HERD  
12 FARMS

DAIRY  
9 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	69,578	6,622	
2 DAIRY AND MILK		630,414	
3 SHEEP		924	
4 SWINE	5,396	-71	
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	-267		
7 CUSTOM FEEDING			
8 FEED PURCHASED	-22,314	-217,194	
9 LIVESTOCK INCOME	\$ 52,393	\$ 420,695	
10 CORN	234	-2,140	
11 GRAIN SORGHUM	-137	1,516	
12 SOYBEANS	4,316	9,620	
13 SUNFLOWERS			
14 WHEAT		1,498	
15 HAY AND FORAGE	5,447	16,731	
16 OTHER CROP	2,039	2,261	
17 GOVERNMENT PAYMENTS	1,129	12,885	
18 CROP INSURANCE PROCEEDS		11,806	
19 MACHINE WORK	1,077	730	
20 OTHER INCOME	4,623	6,097	
21 VALUE OF FARM PRODUCTION	\$ 71,123	\$ 481,699	
22 HIRED LABOR	387	60,441	
23 MACHINERY REPAIRS	6,035	27,383	
24 IRRIGATION REPAIRS	17		
25 BUILDING REPAIRS	941	5,661	
26 INTEREST PAID	5,762	21,972	
27 SEED-OTHER CROP EXPENSE	1,908	16,296	
28 CROP INSURANCE		2,660	
29 FERTILIZER-LIME	6,320	26,911	
30 MACHINE HIRE	2,442	15,860	
31 ORGANIZATION FEE, PUBLICATION	2,244	4,472	
32 VET-MED-DRUGS	2,623	24,292	
33 CROP STORAGE-MARKETING	13	1,033	
34 LIVESTOCK MARKETING-BREEDING	4,467	18,900	
35 DAIRY EXPENSE		35,788	
36 GAS-FUEL-OIL	6,277	18,455	
37 IRRIGATION ENERGY			
38 REAL ESTATE TAXES	2,365	6,480	
39 PERSONAL PROPERTY TAXES	357	679	
40 GENERAL FARM INSURANCE	3,276	6,007	
41 UTILITIES	3,456	24,768	
42 CASH FARM RENT	6,325	10,820	
43 HERBICIDE-INSECTICIDE	402	6,027	
44 CONSERVATION	33	54	
45 AUTO EXPENSE	373	921	
46 TOTAL OPERATING EXPENSE	\$ 56,022	\$ 335,877	
47 DEPRECIATION-MACHINERY	8,566	19,551	
48 DEPRECIATION-BUILDINGS	1,076	12,135	
49 TOTAL FARM EXPENSE	\$ 65,664	\$ 367,563	
50 NET FARM INCOME	\$ 5,459	\$ 114,135	
51 UNPAID FAMILY LABOR	1,906	6,354	
52 UNPAID OPERATOR LABOR	39,650	55,917	
53 CURRENT ASSET CHARGE - 8%	14,304	32,940	
54 NONCURRENT ASSET CHARGE - 8%	23,433	58,328	
55 RETURN LABOR-MANAGEMENT	-34,184	16,513	
56 RETURN TO CAPITAL	-30,335	73,837	
57 ASSET TURNOVER RATIO	.1276	.3428	
58 OPERATING PROFIT MARGIN RATIO	-.4265	.1533	
59 % RETURN ON ASSETS	-.0544	.0525	
60 % RETURN ON EQUITY	-.0765	.0455	
61 TOTAL EXPENSE RATIO	.9232	.7631	
62 ADJUSTED TOTAL EXPENSE RATIO	1.5075	.8923	
63 ECONOMIC TOTAL EXPENSE RATIO	2.0381	1.0818	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	184,351	198,363	404,260
65 NONCURRENT ASSETS	354,291	377,839	930,306
66 CURRENT LIABILITIES	9,899	15,225	39,978
67 NONCURRENT LIABILITIES	75,587	70,708	186,264
68 CURRENT RATIO	18.62	13.03	10.11
69 DEBT TO ASSET RATIO	.16	.15	.17
			.20



## Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHEAST KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY FARM TYPE

TURKEY  
11 FARMS

BACKGROUNDING  
13 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	10,909	237,102	
2 DAIRY AND MILK			
3 SHEEP			
4 SWINE			
5 POULTRY AND EGGS	165,109		
6 OTHER LIVESTOCK	3,050	-2,056	
7 CUSTOM FEEDING		141,060	
8 FEED PURCHASED	-6,845	-139,577	
9 LIVESTOCK INCOME	\$ 172,222	\$ 236,530	
10 CORN	1,669	385	
11 GRAIN SORGHUM			
12 SOYBEANS	2,606	3,222	
13 SUNFLOWERS			
14 WHEAT	447		
15 HAY AND FORAGE	2,862	19,288	
16 OTHER CROP	821		
17 GOVERNMENT PAYMENTS	1,308	1,278	
18 CROP INSURANCE PROCEEDS	196		
19 MACHINE WORK	1,141	6,323	
20 OTHER INCOME	30,115	18,137	
21 VALUE OF FARM PRODUCTION	\$ 213,388	\$ 285,162	
22 HIRED LABOR	19,022	14,188	
23 MACHINERY REPAIRS	23,938	11,467	
24 IRRIGATION REPAIRS			
25 BUILDING REPAIRS	13,330	1,640	
26 INTEREST PAID	20,329	33,041	
27 SEED-OTHER CROP EXPENSE	205	73	
28 CROP INSURANCE	84		
29 FERTILIZER-LIME	2,493	4,009	
30 MACHINE HIRE	1,953	7,266	
31 ORGANIZATION FEE, PUBLICATION	2,222	2,612	
32 VET-MED-DRUGS	1,695	25,959	
33 CROP STORAGE-MARKETING	421	308	
34 LIVESTOCK MARKETING-BREEDING	1,998	18,521	
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	7,635	10,705	
37 IRRIGATION ENERGY			
38 REAL ESTATE TAXES	6,547	3,987	
39 PERSONAL PROPERTY TAXES	624	400	
40 GENERAL FARM INSURANCE	6,362	3,140	
41 UTILITIES	40,295	4,131	
42 CASH FARM RENT	1,378	79,472	
43 HERBICIDE-INSECTICIDE	171	1,576	
44 CONSERVATION	256	553	
45 AUTO EXPENSE	2,010	973	
46 TOTAL OPERATING EXPENSE	\$ 152,967	\$ 224,021	
47 DEPRECIATION-MACHINERY	11,640	12,716	
48 DEPRECIATION-BUILDINGS	11,394	1,375	
49 TOTAL FARM EXPENSE	\$ 176,001	\$ 238,112	
50 NET FARM INCOME	\$ 37,388	\$ 47,051	
51 UNPAID FAMILY LABOR	5,892	1,173	
52 UNPAID OPERATOR LABOR	43,670	34,137	
53 CURRENT ASSET CHARGE - 8%	3,768	11,147	
54 NONCURRENT ASSET CHARGE - 8%	11,529	60,074	
55 RETURN LABOR-MANAGEMENT	16,199	-25,343	
56 RETURN TO CAPITAL	8,154	44,782	
57 ASSET TURNOVER RATIO	.4723	.2177	
58 OPERATING PROFIT MARGIN RATIO	.0382	.1570	
59 % RETURN ON ASSETS	.0180	.0342	
60 % RETURN ON EQUITY	-.0637	.0132	
61 TOTAL EXPENSE RATIO	.8248	.8350	
62 ADJUSTED TOTAL EXPENSE RATIO	1.0571	.9588	
63 ECONOMIC TOTAL EXPENSE RATIO	1.1287	1.2086	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	57,493	61,808	408,607
65 NONCURRENT ASSETS	393,648	390,710	879,666
66 CURRENT LIABILITIES	8,726	16,376	301,829
67 NONCURRENT LIABILITIES	258,705	237,435	100,660
68 CURRENT RATIO	6.59	3.77	1.35
69 DEBT TO ASSET RATIO	.59	.56	.31
			137,581
			1.58
			.33



## Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHEAST KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY FARM TYPE

CROP - COW HERD  
56 FARMS

CROP - SOW & LITTER (FEEDER PIG)  
6 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	98,506	119,910	
2 DAIRY AND MILK	131		
3 SHEEP			
4 SWINE	258	1,170,527	
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	46	2,602	
7 CUSTOM FEEDING	3,146		
8 FEED PURCHASED	-22,465	-549,660	
9 LIVESTOCK INCOME	\$ 79,622	\$ 743,380	
10 CORN	17,275	152,051	
11 GRAIN SORGHUM	3,354	9,315	
12 SOYBEANS	26,869	154,038	
13 SUNFLOWERS	76		
14 WHEAT	5,363	8,210	
15 HAY AND FORAGE	21,463	3,869	
16 OTHER CROP	1,274	700	
17 GOVERNMENT PAYMENTS	7,519	58,124	
18 CROP INSURANCE PROCEEDS	14,068	107,695	
19 MACHINE WORK	2,957	7,614	
20 OTHER INCOME	7,820	-22,559	
21 VALUE OF FARM PRODUCTION	\$ 187,660	\$ 1,222,435	
22 HIRED LABOR	5,824	162,585	
23 MACHINERY REPAIRS	14,331	65,233	
24 IRRIGATION REPAIRS	17	294	
25 BUILDING REPAIRS	1,342	29,677	
26 INTEREST PAID	13,678	22,940	
27 SEED-OTHER CROP EXPENSE	9,165	77,047	
28 CROP INSURANCE	1,680	16,458	
29 FERTILIZER-LIME	23,965	70,729	
30 MACHINE HIRE	4,532	22,054	
31 ORGANIZATION FEE, PUBLICATION	1,934	8,448	
32 VET-MED-DRUGS	2,992	34,338	
33 CROP STORAGE-MARKETING	444	777	
34 LIVESTOCK MARKETING-BREEDING	1,873	25,772	
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	13,078	73,275	
37 IRRIGATION ENERGY			
38 REAL ESTATE TAXES	4,258	21,809	
39 PERSONAL PROPERTY TAXES	921	3,607	
40 GENERAL FARM INSURANCE	3,642	19,721	
41 UTILITIES	3,621	63,078	
42 CASH FARM RENT	16,573	4,733	
43 HERBICIDE-INSECTICIDE	6,057	34,998	
44 CONSERVATION	314	2,071	
45 AUTO EXPENSE	1,239	1,190	
46 TOTAL OPERATING EXPENSE	\$ 131,482	\$ 760,834	
47 DEPRECIATION-MACHINERY	14,983	86,202	
48 DEPRECIATION-BUILDINGS	1,832	53,668	
49 TOTAL FARM EXPENSE	\$ 148,297	\$ 900,704	
50 NET FARM INCOME	\$ 39,364	\$ 321,731	
51 UNPAID FAMILY LABOR	3,064	14,615	
52 UNPAID OPERATOR LABOR	43,381	91,500	
53 CURRENT ASSET CHARGE - 8%	17,792	123,254	
54 NONCURRENT ASSET CHARGE - 8%	52,598	181,906	
55 RETURN LABOR-MANAGEMENT	-34,090	1,956	
56 RETURN TO CAPITAL	6,597	238,556	
57 ASSET TURNOVER RATIO	.1752	.2905	
58 OPERATING PROFIT MARGIN RATIO	.0352	.1951	
59 % RETURN ON ASSETS	.0062	.0567	
60 % RETURN ON EQUITY	-.0080	.0565	
61 TOTAL EXPENSE RATIO	.7902	.7368	
62 ADJUSTED TOTAL EXPENSE RATIO	1.0377	.8236	
63 ECONOMIC TOTAL EXPENSE RATIO	1.4128	1.0733	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	272,913	312,641	1,555,651
65 NONCURRENT ASSETS	771,895	784,360	2,502,321
66 CURRENT LIABILITIES	67,009	73,738	116,772
67 NONCURRENT LIABILITIES	115,640	125,669	216,007
68 CURRENT RATIO	4.07	4.24	13.32
69 DEBT TO ASSET RATIO	.17	.18	.08
			.10



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2007 DATA - SOUTHEAST KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY FARM TYPE

CROP - LIVESTOCK  
18 FARMS

CROP - BACKGROUNDING  
15 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	160,993	198,061	
2 DAIRY AND MILK	22,659		
3 SHEEP	373		
4 SWINE	2,385		
5 POULTRY AND EGGS	26,519		
6 OTHER LIVESTOCK	-815	-276	
7 CUSTOM FEEDING	25,349	20,795	
8 FEED PURCHASED	-70,311	-59,213	
9 LIVESTOCK INCOME	\$ 167,152	\$ 159,367	
10 CORN	20,756	4,477	
11 GRAIN SORGHUM	5,477	876	
12 SOYBEANS	29,837	29,232	
13 SUNFLOWERS			
14 WHEAT	5,600	2,967	
15 HAY AND FORAGE	10,631	29,160	
16 OTHER CROP	503	3,814	
17 GOVERNMENT PAYMENTS	6,311	8,021	
18 CROP INSURANCE PROCEEDS	10,476	923	
19 MACHINE WORK	6,191	564	
20 OTHER INCOME	5,115	9,447	
21 VALUE OF FARM PRODUCTION	\$ 268,048	\$ 248,849	
22 HIRED LABOR	14,903	8,135	
23 MACHINERY REPAIRS	16,211	21,997	
24 IRRIGATION REPAIRS			
25 BUILDING REPAIRS	2,246	1,638	
26 INTEREST PAID	23,428	27,862	
27 SEED-OTHER CROP EXPENSE	8,991	8,676	
28 CROP INSURANCE	1,929	729	
29 FERTILIZER-LIME	21,335	29,305	
30 MACHINE HIRE	7,683	11,175	
31 ORGANIZATION FEE, PUBLICATION	1,775	2,900	
32 VET-MED-DRUGS	9,170	18,135	
33 CROP STORAGE-MARKETING	1,448	203	
34 LIVESTOCK MARKETING-BREEDING	6,447	3,541	
35 DAIRY EXPENSE	1,075		
36 GAS-FUEL-OIL	13,648	13,127	
37 IRRIGATION ENERGY			
38 REAL ESTATE TAXES	4,202	4,558	
39 PERSONAL PROPERTY TAXES	692	419	
40 GENERAL FARM INSURANCE	4,006	3,689	
41 UTILITIES	8,829	4,956	
42 CASH FARM RENT	31,253	18,037	
43 HERBICIDE-INSECTICIDE	6,703	6,245	
44 CONSERVATION	270	601	
45 AUTO EXPENSE	1,087	1,248	
46 TOTAL OPERATING EXPENSE	\$ 187,331	\$ 187,177	
47 DEPRECIATION-MACHINERY	18,379	17,129	
48 DEPRECIATION-BUILDINGS	3,707	1,275	
49 TOTAL FARM EXPENSE	\$ 209,416	\$ 205,581	
50 NET FARM INCOME	\$ 58,632	\$ 43,268	
51 UNPAID FAMILY LABOR	1,483	763	
52 UNPAID OPERATOR LABOR	42,700	40,565	
53 CURRENT ASSET CHARGE - 8%	17,761	10,487	
54 NONCURRENT ASSET CHARGE - 8%	41,050	59,577	
55 RETURN LABOR-MANAGEMENT	-1,661	-27,559	
56 RETURN TO CAPITAL	37,877	29,803	
57 ASSET TURNOVER RATIO	.2527	.1965	
58 OPERATING PROFIT MARGIN RATIO	.1413	.1198	
59 % RETURN ON ASSETS	.0357	.0235	
60 % RETURN ON EQUITY	.0197	.0022	
61 TOTAL EXPENSE RATIO	.7813	.8261	
62 ADJUSTED TOTAL EXPENSE RATIO	.9461	.9922	
63 ECONOMIC TOTAL EXPENSE RATIO	1.1655	1.2738	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	340,834	360,147	423,875
65 NONCURRENT ASSETS	695,581	724,892	858,047
66 CURRENT LIABILITIES	134,983	121,971	277,197
67 NONCURRENT LIABILITIES	188,454	205,781	115,958
68 CURRENT RATIO	2.53	2.95	1.53
69 DEBT TO ASSET RATIO	.31	.30	.31



## Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHEAST KANSAS  
INCOME AND EXPENSE ANALYSIS  
SORTED BY FARM TYPE

CROP - BEEF  
23 FARMS

ITEM	PER FARM	PER FARM
1 BEEF	375,456	
2 DAIRY AND MILK	8,992	
3 SHEEP		
4 SWINE	5,502	
5 POULTRY AND EGGS		
6 OTHER LIVESTOCK	-1,273	
7 CUSTOM FEEDING	609	
8 FEED PURCHASED	-220,377	
9 LIVESTOCK INCOME	\$ 168,910	
10 CORN	95,712	
11 GRAIN SORGHUM	6,336	
12 SOYBEANS	73,553	
13 SUNFLOWERS		
14 WHEAT	14,091	
15 HAY AND FORAGE	26,285	
16 OTHER CROP	4,845	
17 GOVERNMENT PAYMENTS	33,478	
18 CROP INSURANCE PROCEEDS	58,639	
19 MACHINE WORK	7,426	
20 OTHER INCOME	17,576	
21 VALUE OF FARM PRODUCTION	\$ 506,850	
22 HIRED LABOR	8,992	
23 MACHINERY REPAIRS	28,243	
24 IRRIGATION REPAIRS	453	
25 BUILDING REPAIRS	2,367	
26 INTEREST PAID	49,096	
27 SEED-OTHER CROP EXPENSE	36,660	
28 CROP INSURANCE	9,918	
29 FERTILIZER-LIME	55,530	
30 MACHINE HIRE	9,057	
31 ORGANIZATION FEE, PUBLICATION	2,162	
32 VET-MED-DRUGS	5,706	
33 CROP STORAGE-MARKETING	1,530	
34 LIVESTOCK MARKETING-BREEDING	7,283	
35 DAIRY EXPENSE	498	
36 GAS-FUEL-OIL	24,846	
37 IRRIGATION ENERGY	1,730	
38 REAL ESTATE TAXES	7,901	
39 PERSONAL PROPERTY TAXES	813	
40 GENERAL FARM INSURANCE	5,205	
41 UTILITIES	5,001	
42 CASH FARM RENT	26,053	
43 HERBICIDE-INSECTICIDE	13,214	
44 CONSERVATION	1,454	
45 AUTO EXPENSE	513	
46 TOTAL OPERATING EXPENSE	\$ 304,226	
47 DEPRECIATION-MACHINERY	29,810	
48 DEPRECIATION-BUILDINGS	3,746	
49 TOTAL FARM EXPENSE	\$ 337,782	
50 NET FARM INCOME	\$ 169,068	
51 UNPAID FAMILY LABOR	1,658	
52 UNPAID OPERATOR LABOR	50,126	
53 CURRENT ASSET CHARGE - 8%	28,420	
54 NONCURRENT ASSET CHARGE - 8%	69,865	
55 RETURN LABOR-MANAGEMENT	69,125	
56 RETURN TO CAPITAL	166,381	
57 ASSET TURNOVER RATIO	.2583	
58 OPERATING PROFIT MARGIN RATIO	.3283	
59 % RETURN ON ASSETS	.0848	
60 % RETURN ON EQUITY	.0955	
61 TOTAL EXPENSE RATIO	.6664	
62 ADJUSTED TOTAL EXPENSE RATIO	.7686	
63 ECONOMIC TOTAL EXPENSE RATIO	.9625	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	720,185	891,862
65 NONCURRENT ASSETS	1,116,171	1,196,819
66 CURRENT LIABILITIES	384,916	516,620
67 NONCURRENT LIABILITIES	264,888	301,472
68 CURRENT RATIO	1.87	1.73
69 DEBT TO ASSET RATIO	.35	.39

