

## Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHEAST KANSAS

INCOME AND EXPENSE ANALYSIS

SORTED BY VALUE OF FARM PRODUCTION

< 100,001

104 FARMS

100,001 - 250,000

141 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	30,976		54,990	
2 DAIRY AND MILK	2,961		5,327	
3 SHEEP	-155			
4 SWINE	795		1,961	
5 POULTRY AND EGGS	724		8,466	
6 OTHER LIVESTOCK	-34		94	
7 CUSTOM FEEDING	2,002		4,799	
8 FEED PURCHASED	-13,414		-17,124	
9 LIVESTOCK INCOME	\$ 23,855		\$ 58,513	
10 CORN	3,250		21,556	
11 GRAIN SORGHUM	2,245		6,076	
12 SOYBEANS	7,807		32,323	
13 SUNFLOWERS			187	
14 WHEAT	2,783		6,545	
15 HAY AND FORAGE	4,704		11,164	
16 OTHER CROP	750		541	
17 GOVERNMENT PAYMENTS	4,305		9,808	
18 CROP INSURANCE PROCEEDS	3,837		13,211	
19 MACHINE WORK	2,275		3,798	
20 OTHER INCOME	2,101		4,975	
21 VALUE OF FARM PRODUCTION	\$ 57,912		\$ 168,695	
22 HIRED LABOR	1,012		2,549	
23 MACHINERY REPAIRS	6,934		12,906	
24 IRRIGATION REPAIRS	12		218	
25 BUILDING REPAIRS	912		1,751	
26 INTEREST PAID	7,215		13,258	
27 SEED-OTHER CROP EXPENSE	4,002		11,911	
28 CROP INSURANCE	780		2,938	
29 FERTILIZER-LIME	7,345		19,050	
30 MACHINE HIRE	2,111		4,479	
31 ORGANIZATION FEE, PUBLICATION	1,396		1,508	
32 VET-MED-DRUGS	1,029		2,207	
33 CROP STORAGE-MARKETING	126		290	
34 LIVESTOCK MARKETING-BREEDING	1,060		2,118	
35 DAIRY EXPENSE	106		279	
36 GAS-FUEL-OIL	5,421		10,540	
37 IRRIGATION ENERGY			88	
38 REAL ESTATE TAXES	2,915		3,803	
39 PERSONAL PROPERTY TAXES	334		592	
40 GENERAL FARM INSURANCE	2,244		3,073	
41 UTILITIES	2,679		4,974	
42 CASH FARM RENT	3,602		11,722	
43 HERBICIDE-INSECTICIDE	1,731		6,200	
44 CONSERVATION	186		308	
45 AUTO EXPENSE	932		982	
46 TOTAL OPERATING EXPENSE	\$ 54,083		\$ 117,743	
47 DEPRECIATION-MACHINERY	7,270		12,607	
48 DEPRECIATION-BUILDINGS	942		2,010	
49 TOTAL FARM EXPENSE	\$ 62,294		\$ 132,360	
50 NET FARM INCOME	\$ -4,382		\$ 36,335	
51 UNPAID FAMILY LABOR	1,173		2,163	
52 UNPAID OPERATOR LABOR	32,905		39,434	
53 CURRENT ASSET CHARGE - 8%	7,037		10,448	
54 NONCURRENT ASSET CHARGE - 8%	27,725		39,238	
55 RETURN LABOR-MANAGEMENT	-40,316		-15,514	
56 RETURN TO CAPITAL	-31,244		7,997	
57 ASSET TURNOVER RATIO	.1077		.2083	
58 OPERATING PROFIT MARGIN RATIO	-.5395		.0474	
59 % RETURN ON ASSETS	-.0581		.0099	
60 % RETURN ON EQUITY	-.0885		-.0085	
61 TOTAL EXPENSE RATIO	1.0757		.7846	
62 ADJUSTED TOTAL EXPENSE RATIO	1.6641		1.0312	
63 ECONOMIC TOTAL EXPENSE RATIO	2.2643		1.3257	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	115,287	117,837	180,927	191,998
65 NONCURRENT ASSETS	423,112	418,856	617,166	629,591
66 CURRENT LIABILITIES	27,190	30,021	59,684	52,035
67 NONCURRENT LIABILITIES	74,184	74,656	128,798	136,999
68 CURRENT RATIO	4.24	3.93	3.03	3.69
69 DEBT TO ASSET RATIO	.19	.20	.24	.23



## Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHEAST KANSAS

INCOME AND EXPENSE ANALYSIS

SORTED BY VALUE OF FARM PRODUCTION

250,001 - 500,000

123 FARMS

> 500,001

127 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	94,009		182,649	
2 DAIRY AND MILK	7,429		53,737	
3 SHEEP	-1		118	
4 SWINE	6,414		94,999	
5 POULTRY AND EGGS	7,022		2,643	
6 OTHER LIVESTOCK	-196		-1,068	
7 CUSTOM FEEDING	2,286		25,591	
8 FEED PURCHASED	-39,529		-145,106	
9 LIVESTOCK INCOME	\$ 77,434		\$ 213,562	
10 CORN	73,488		256,551	
11 GRAIN SORGHUM	10,263		19,221	
12 SOYBEANS	92,922		204,244	
13 SUNFLOWERS	100		3,291	
14 WHEAT	12,288		32,684	
15 HAY AND FORAGE	15,064		23,162	
16 OTHER CROP	4,157		10,726	
17 GOVERNMENT PAYMENTS	19,623		43,424	
18 CROP INSURANCE PROCEEDS	32,585		82,335	
19 MACHINE WORK	4,289		9,611	
20 OTHER INCOME	11,086		13,942	
21 VALUE OF FARM PRODUCTION	\$ 353,300		\$ 912,752	
22 HIRED LABOR	8,429		40,496	
23 MACHINERY REPAIRS	24,501		44,243	
24 IRRIGATION REPAIRS	236		343	
25 BUILDING REPAIRS	2,624		5,866	
26 INTEREST PAID	27,180		46,899	
27 SEED-OTHER CROP EXPENSE	29,885		64,977	
28 CROP INSURANCE	7,728		16,542	
29 FERTILIZER-LIME	41,589		109,969	
30 MACHINE HIRE	8,238		19,161	
31 ORGANIZATION FEE, PUBLICATION	2,580		4,426	
32 VET-MED-DRUGS	4,113		13,226	
33 CROP STORAGE-MARKETING	1,384		5,378	
34 LIVESTOCK MARKETING-BREEDING	3,180		7,948	
35 DAIRY EXPENSE	205		3,066	
36 GAS-FUEL-OIL	21,064		43,698	
37 IRRIGATION ENERGY	141		459	
38 REAL ESTATE TAXES	5,486		9,066	
39 PERSONAL PROPERTY TAXES	966		2,355	
40 GENERAL FARM INSURANCE	4,627		9,881	
41 UTILITIES	5,778		12,585	
42 CASH FARM RENT	19,781		44,337	
43 HERBICIDE-INSECTICIDE	15,360		35,633	
44 CONSERVATION	318		1,869	
45 AUTO EXPENSE	1,354		1,156	
46 TOTAL OPERATING EXPENSE	\$ 236,745		\$ 543,581	
47 DEPRECIATION-MACHINERY	25,246		58,295	
48 DEPRECIATION-BUILDINGS	3,077		10,353	
49 TOTAL FARM EXPENSE	\$ 265,067		\$ 612,229	
50 NET FARM INCOME	\$ 88,233		\$ 300,524	
51 UNPAID FAMILY LABOR	2,945		6,454	
52 UNPAID OPERATOR LABOR	46,903		59,943	
53 CURRENT ASSET CHARGE - 8%	15,681		41,817	
54 NONCURRENT ASSET CHARGE - 8%	46,824		92,456	
55 RETURN LABOR-MANAGEMENT	22,783		159,796	
56 RETURN TO CAPITAL	65,565		281,024	
57 ASSET TURNOVER RATIO	.3062		.3820	
58 OPERATING PROFIT MARGIN RATIO	.1856		.3079	
59 % RETURN ON ASSETS	.0568		.1176	
60 % RETURN ON EQUITY	.0491		.1395	
61 TOTAL EXPENSE RATIO	.7503		.6708	
62 ADJUSTED TOTAL EXPENSE RATIO	.8914		.7435	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0683		.8906	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	309,417	368,896	737,531	947,524
65 NONCURRENT ASSETS	798,781	830,309	1,510,578	1,583,362
66 CURRENT LIABILITIES	134,828	151,464	299,078	340,562
67 NONCURRENT LIABILITIES	227,967	230,514	375,548	406,985
68 CURRENT RATIO	2.29	2.44	2.47	2.78
69 DEBT TO ASSET RATIO	.33	.32	.30	.30

## Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHEAST KANSAS

ANALYSIS OF THE FARM BUSINESS

SORTED BY VALUE OF FARM PRODUCTION

250,001 - 500,000

> 500,001

AVERAGE ASSET & NET WORTH VALUES												
70 BREEDING LIVESTOCK						54,633				73,746		
71 MACHINERY AND EQUIPMENT						72,025				159,691		
72 MOTOR VEHICLES & LISTED PROPE						133,059				306,066		
73 BUILDINGS						30,100				102,403		
74 OWNED LAND						569,073				951,645		
75 TOTAL ASSETS						1,153,702				2,389,497		
76 NET WORTH						781,315				1,678,411		
LABOR												
77 NUMBER OF OPERATORS						1.02				1.31		
78 NUMBER OF WORKERS						1.37				2.65		
79 TOTAL WORK DAYS						365				765		
80 VALUE FARM PRODUCTION/WORKER						257,288				344,384		
81 NET FARM INCOME/WORKER						64,255				113,388		
PER OPERATOR BASIS												
82 TOTAL ASSETS						1,125,340				1,823,715		
83 VALUE OF FARM PRODUCTION						344,614				696,632		
84 NET FARM INCOME						86,063				229,366		
OTHER FACTORS												
85 % CROP ACRES IRRIGATED						1.22				1.37		
86 % TILLABLE LAND						55.32				66.48		
87 CROP MACH COST/TOT EXPENSE(%)						29.00				26.87		
ACRES												
88 TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
89 NON-IRRIGATED CROP ACRES	1095	123	365	113	857	109	2183	124	760	112	1534	121
90 IRRIGATED CROP ACRES	278	6					470	8	427	5	325	5
91 TOTAL CROP ACRES	1108	123	373	113	865	109	2214	124	779	112	1547	121
92 PASTURE ACRES	1062	98	465	90	976	74	1250	103	495	84	1118	78
93 FARMSTEAD ACRES	73	82	67	78	43	18	122	79	113	79	49	15
CROP VALUE, COSTS, ACRES												
94 ACRES	TOTAL	PER CROP ACRE	PER HARV. ACRE					TOTAL	PER CROP ACRE	PER HARV. ACRE		
95 CROP MACHINERY INVESTMENT	176,800	159.52	143.16					407,050	188.33	161.58		
96 CROP MACHINERY COST	76,861	69.35	62.24					164,524	76.12	65.31		
97 GROSS CROP VALUE	313,059	280.17	251.43					777,346	359.65	308.57		
98 CROP PRODUCTION COSTS	198,114	174.39	156.51					466,572	210.77	180.83		
NON-IRRIGATED ACRES												
	CNT	AVE. ACRES	OWNED	YIELD	RENTED	YIELD	CNT	AVE. ACRES	OWNED	YIELD	RENTED	YIELD
99 CORN	97	304	125	97.0	231	106.3	114	817	328	108.3	583	108.5
100 GRAIN SORGHUM	45	156	108	65.3	118	69.0	39	321	161	74.8	277	78.2
101 SOYBEANS	107	485	168	24.5	394	23.4	117	844	320	26.1	633	26.6
102 SUNFLOWERS							10	253	112	11.2	207	10.9
103 WHEAT	106	361	152	10.3	268	12.4	113	740	276	10.6	560	13.6
104 OTHER CROPS	16	164	97		184		10	385	163		478	
105 ALFALFA	22	83	39	2.7	126	2.5	23	90	72	2.7	86	2.6
106 OTHER HAY & FORAGE	80	234	121		193		81	242	118		251	
107 VEGETABLES												
108 TRUCK CROPS												
109 FRUIT - FLOWERS - TREES												
IRRIGATED ACRES												
	CNT	AVE. ACRES	OWNED	YIELD	RENTED	YIELD	CNT	AVE. ACRES	OWNED	YIELD	RENTED	YIELD
110 CORN	5	183			129	119.0	7	329	329	130.7	198	88.2
111 GRAIN SORGHUM												
112 SOYBEANS	5	177	146	38.8			7	153	188	45.0		
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						61				62		
122 DAIRY COWS						1				11		
123 EWES										1		
124 SOWS						4				34		
125 BEEF PURCH. FOR RESALE SALES						111				199		
126 SWINE PURCH. FOR RESALE SALES						34				33		
127 TURKEYS						3,485				1,416		