

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

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

< 501 ACRES
11 FARMS

501 - 1,000 ACRES
17 FARMS

ITEM	PER FARM		PER FARM	
1 BEEF	20,292		35,462	
2 DAIRY AND MILK				
3 SHEEP	23			
4 SWINE	145			
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK	15,305		-1,292	
7 CUSTOM FEEDING			1,063	
8 FEED PURCHASED	-5,369		-12,902	
9 LIVESTOCK INCOME	\$ 30,397		\$ 22,331	
10 CORN	4,764		25,530	
11 GRAIN SORGHUM	10,862		5,858	
12 SOYBEANS			-1,055	
13 SUNFLOWERS				
14 WHEAT	37,339		62,374	
15 HAY AND FORAGE	-1,692		17,030	
16 OTHER CROP	84		2,323	
17 GOVERNMENT PAYMENTS	8,945		15,315	
18 CROP INSURANCE PROCEEDS	23		3,881	
19 MACHINE WORK	1,614		3,362	
20 OTHER INCOME	8,879		4,973	
21 VALUE OF FARM PRODUCTION	\$ 101,215		\$ 161,921	
22 HIRED LABOR	609		4,326	
23 MACHINERY REPAIRS	5,269		15,971	
24 IRRIGATION REPAIRS	434		387	
25 BUILDING REPAIRS	788		187	
26 INTEREST PAID	4,919		12,613	
27 SEED-OTHER CROP EXPENSE	2,705		5,487	
28 CROP INSURANCE	2,315		4,849	
29 FERTILIZER-LIME	3,588		14,896	
30 MACHINE HIRE	3,120		7,840	
31 ORGANIZATION FEE, PUBLICATION	3,252		1,545	
32 VET-MED-DRUGS	1,307		1,454	
33 CROP STORAGE-MARKETING	67		-2,103	
34 LIVESTOCK MARKETING-BREEDING	693		111	
35 DAIRY EXPENSE				
36 GAS-FUEL-OIL	4,920		12,672	
37 IRRIGATION ENERGY	83		2,296	
38 REAL ESTATE TAXES	3,195		5,202	
39 PERSONAL PROPERTY TAXES	640		720	
40 GENERAL FARM INSURANCE	634		4,977	
41 UTILITIES	2,260		2,832	
42 CASH FARM RENT	4,706		6,770	
43 HERBICIDE-INSECTICIDE	3,106		12,264	
44 CONSERVATION			24	
45 AUTO EXPENSE	1,364		1,384	
46 TOTAL OPERATING EXPENSE	\$ 49,976		\$ 116,705	
47 DEPRECIATION-MACHINERY	4,726		10,369	
48 DEPRECIATION-BUILDINGS	250		510	
49 TOTAL FARM EXPENSE	\$ 54,951		\$ 127,585	
50 NET FARM INCOME	\$ 46,264		\$ 34,336	
51 UNPAID FAMILY LABOR			3,813	
52 UNPAID OPERATOR LABOR	37,432		43,059	
53 CURRENT ASSET CHARGE - 8%	13,089		7,678	
54 NONCURRENT ASSET CHARGE - 8%	30,644		30,974	
55 RETURN LABOR-MANAGEMENT	2,531		-8,129	
56 RETURN TO CAPITAL	13,751		78	
57 ASSET TURNOVER RATIO	.1596		.2536	
58 OPERATING PROFIT MARGIN RATIO	.1359		.0005	
59 % RETURN ON ASSETS	.0217		.0001	
60 % RETURN ON EQUITY	.0162		-.0259	
61 TOTAL EXPENSE RATIO	.5429		.7879	
62 ADJUSTED TOTAL EXPENSE RATIO	.9127		1.0774	
63 ECONOMIC TOTAL EXPENSE RATIO	1.3448		1.3161	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1	DECEMBER 31
64 CURRENT ASSETS	180,756	231,433	140,597	173,077
65 NONCURRENT ASSETS	416,093	439,951	474,677	488,621
66 CURRENT LIABILITIES	43,636	41,326	85,089	36,625
67 NONCURRENT LIABILITIES	46,419	43,528	89,199	99,745
68 CURRENT RATIO	4.14	5.60	1.65	4.73
69 DEBT TO ASSET RATIO	.15	.13	.28	.21
CHANGE_OVERLAY SUMMB2006				

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - **SOUTHWEST KANSAS**
ANALYSIS OF THE FARM BUSINESS
SORTED BY TOTAL CROP ACRES

< 501 ACRES

501 - 1,000 ACRES

AVERAGE ASSET & NET WORTH VALUES												
70 BREEDING LIVESTOCK										43,119		
71 MACHINERY AND EQUIPMENT										50,759		
72 MOTOR VEHICLES & LISTED PROPE										56,753		
73 BUILDINGS										8,169		
74 OWNED LAND										336,601		
75 TOTAL ASSETS										638,487		
76 NET WORTH										483,158		
LABOR												
77 NUMBER OF OPERATORS										.94		
78 NUMBER OF WORKERS										1.15		
79 TOTAL WORK DAYS										128		
80 VALUE FARM PRODUCTION/WORKER										139,729		
81 NET FARM INCOME/WORKER										29,630		
PER OPERATOR BASIS												
82 TOTAL ASSETS										678,392		
83 VALUE OF FARM PRODUCTION										172,041		
84 NET FARM INCOME										36,483		
OTHER FACTORS												
85 % CROP ACRES IRRIGATED										11.57		
86 % TILLABLE LAND										54.38		
87 CROP MACH COST/TOT EXPENSE(%)										32.74		
ACRES												
88 TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
89 NON-IRRIGATED CROP ACRES	337	11	274	10			692	17	435	16	481	10
90 IRRIGATED CROP ACRES							193	8	238	5		
91 TOTAL CROP ACRES	342	11	280	10			783	17	509	16	469	11
92 PASTURE ACRES	542	9	417	7			1013	11	574	8	1309	5
93 FARMSTEAD ACRES												
CROP VALUE, COSTS, ACRES												
94 ACRES	TOTAL	PER CROP ACRE	PER HARV.ACRE				TOTAL	PER CROP ACRE	PER HARV.ACRE			
95 CROP MACHINERY INVESTMENT	48,932	143.04	264.89				85,625	109.36	183.42			
96 CROP MACHINERY COST	15,014	43.89	81.28				41,766	53.35	89.47			
97 GROSS CROP VALUE	54,514	159.35	295.10				194,390	248.28	416.40			
98 CROP PRODUCTION COSTS	33,190	97.02	179.67				94,835	121.13	203.14			
NON-IRRIGATED ACRES												
99 CORN		AVE.	OWNED		RENTED		AVE.	OWNED	RENTED			
100 GRAIN SORGHUM	5	72	52	73.2			6	163	142	92.7		
101 SOYBEANS												
102 SUNFLOWERS												
103 WHEAT	10	155	147	36.7			14	331	229	35.3	210	44.1
104 OTHER CROPS												
105 ALFALFA												
106 OTHER HAY & FORAGE							4	72				
107 VEGETABLES												
108 TRUCK CROPS												
109 FRUIT - FLOWERS - TREES												
IRRIGATED ACRES												
110 CORN		AVE.	OWNED		RENTED		AVE.	OWNED	RENTED			
111 GRAIN SORGHUM							5	135	123	181.8		
112 SOYBEANS												
113 SUNFLOWERS												
114 WHEAT							4	129	129	49.4		
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										21		
122 DAIRY COWS												
123 EWES												
124 SOWS				4								
125 BEEF PURCH. FOR RESALE SALES				33						27		
126 SWINE PURCH. FOR RESALE SALES												
127 TURKEYS												

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

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

1,001 - 1,500 ACRES
19 FARMS

1,501 - 2,000 ACRES
15 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	16,408	62,210	
2 DAIRY AND MILK	13,177		
3 SHEEP		8,223	
4 SWINE			
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	-150	-1,817	
7 CUSTOM FEEDING	956		
8 FEED PURCHASED	-10,644	-11,697	
9 LIVESTOCK INCOME	\$ 19,747	\$ 56,919	
10 CORN	51,832	87,683	
11 GRAIN SORGHUM	51,712	48,919	
12 SOYBEANS	3,492	537	
13 SUNFLOWERS		1,666	
14 WHEAT	108,858	151,457	
15 HAY AND FORAGE	4,550	11,465	
16 OTHER CROP	468	4,038	
17 GOVERNMENT PAYMENTS	21,829	25,283	
18 CROP INSURANCE PROCEEDS	1,220	1,357	
19 MACHINE WORK	6,962	1,127	
20 OTHER INCOME	7,534	8,910	
21 VALUE OF FARM PRODUCTION	\$ 278,204	\$ 399,360	
22 HIRED LABOR	9,981	18,145	
23 MACHINERY REPAIRS	16,686	22,305	
24 IRRIGATION REPAIRS	3,453	2,307	
25 BUILDING REPAIRS	1,985	1,083	
26 INTEREST PAID	8,334	22,993	
27 SEED-OTHER CROP EXPENSE	9,112	23,350	
28 CROP INSURANCE	10,173	12,475	
29 FERTILIZER-LIME	22,297	41,619	
30 MACHINE HIRE	16,122	24,514	
31 ORGANIZATION FEE, PUBLICATION	2,529	3,018	
32 VET-MED-DRUGS	2,291	2,987	
33 CROP STORAGE-MARKETING	173		
34 LIVESTOCK MARKETING-BREEDING	1,216	3,600	
35 DAIRY EXPENSE	247		
36 GAS-FUEL-OIL	18,426	26,334	
37 IRRIGATION ENERGY	8,239	10,674	
38 REAL ESTATE TAXES	5,623	4,911	
39 PERSONAL PROPERTY TAXES	673	864	
40 GENERAL FARM INSURANCE	4,446	5,165	
41 UTILITIES	3,329	5,228	
42 CASH FARM RENT	1,583	15,205	
43 HERBICIDE-INSECTICIDE	22,958	28,276	
44 CONSERVATION	465	26	
45 AUTO EXPENSE	620	743	
46 TOTAL OPERATING EXPENSE	\$ 170,960	\$ 275,822	
47 DEPRECIATION-MACHINERY	14,091	23,340	
48 DEPRECIATION-BUILDINGS	961	2,178	
49 TOTAL FARM EXPENSE	\$ 186,011	\$ 301,340	
50 NET FARM INCOME	\$ 92,193	\$ 98,020	
51 UNPAID FAMILY LABOR	1,806	3,304	
52 UNPAID OPERATOR LABOR	42,861	45,750	
53 CURRENT ASSET CHARGE - 8%	14,678	12,684	
54 NONCURRENT ASSET CHARGE - 8%	52,329	46,847	
55 RETURN LABOR-MANAGEMENT	23,380	35,185	
56 RETURN TO CAPITAL	55,860	71,959	
57 ASSET TURNOVER RATIO	.2937	.3754	
58 OPERATING PROFIT MARGIN RATIO	.2008	.1802	
59 % RETURN ON ASSETS	.0590	.0676	
60 % RETURN ON EQUITY	.0567	.0658	
61 TOTAL EXPENSE RATIO	.6686	.7546	
62 ADJUSTED TOTAL EXPENSE RATIO	.8292	.8774	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0700	1.0265	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	191,840	252,323	297,538
65 NONCURRENT ASSETS	739,581	710,884	726,159
66 CURRENT LIABILITIES	36,788	40,430	179,248
67 NONCURRENT LIABILITIES	74,138	68,093	146,826
68 CURRENT RATIO	5.21	6.24	1.66
69 DEBT TO ASSET RATIO	.12	.11	.32
CHANGE_OVERLAY SUMMB2006			.28

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHWEST KANSAS

ANALYSIS OF THE FARM BUSINESS

SORTED BY TOTAL CROP ACRES

1,001 - 1,500 ACRES

1,501 - 2,000 ACRES

AVERAGE ASSET & NET WORTH VALUES												
70 BREEDING LIVESTOCK										33,232	33,365	
71 MACHINERY AND EQUIPMENT										78,067	128,859	
72 MOTOR VEHICLES & LISTED PROPE										77,863	115,212	
73 BUILDINGS										13,360	24,933	
74 OWNED LAND										540,512	381,250	
75 TOTAL ASSETS										947,314	1,063,786	
76 NET WORTH										837,589	744,131	
LABOR												
77 NUMBER OF OPERATORS										.93	1.00	
78 NUMBER OF WORKERS										1.22	1.46	
79 TOTAL WORK DAYS										199	265	
80 VALUE FARM PRODUCTION/WORKER										226,862	273,534	
81 NET FARM INCOME/WORKER										75,179	67,137	
PER OPERATOR BASIS												
82 TOTAL ASSETS										1,011,178	1,063,786	
83 VALUE OF FARM PRODUCTION										296,959	399,360	
84 NET FARM INCOME										98,408	98,020	
OTHER FACTORS												
85 % CROP ACRES IRRIGATED										15.07	16.35	
86 % TILLABLE LAND										76.17	77.65	
87 CROP MACH COST/TOT EXPENSE(%)										37.32	34.89	
ACRES												
88 TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
89 NON-IRRIGATED CROP ACRES	1041	19	644	15	722	14	1424	15	607	14	857	15
90 IRRIGATED CROP ACRES	319	11	246	8	257	6	348	12	147	6	329	10
91 TOTAL CROP ACRES	1225	19	775	15	832	14	1702	15	670	14	1077	15
92 PASTURE ACRES	599	12	643	9	233	6	732	10	345	8		
93 FARMSTEAD ACRES	16	6	13	6								
CROP VALUE, COSTS, ACRES												
94 ACRES	TOTAL	PER CROP ACRE	PER HARV. ACRE	TOTAL	PER CROP ACRE	PER HARV. ACRE	TOTAL	PER CROP ACRE	PER HARV. ACRE	TOTAL	PER CROP ACRE	PER HARV. ACRE
95 CROP MACHINERY INVESTMENT	141,598	115.56	169.40	216,391	127.12	169.54	216,391	127.12	169.54	216,391	127.12	169.54
96 CROP MACHINERY COST	69,417	56.65	83.05	105,146	61.77	82.38	105,146	61.77	82.38	105,146	61.77	82.38
97 GROSS CROP VALUE	342,489	279.51	409.74	465,542	273.49	364.75	465,542	273.49	364.75	465,542	273.49	364.75
98 CROP PRODUCTION COSTS	167,807	136.95	200.76	257,323	151.17	201.61	257,323	151.17	201.61	257,323	151.17	201.61
NON-IRRIGATED ACRES												
99 CORN	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
100 GRAIN SORGHUM	10	240	156	83.5	209	92.2	11	274	181	83.0	211	78.4
101 SOYBEANS												
102 SUNFLOWERS												
103 WHEAT	18	496	305	43.9	355	43.1	15	650	247	42.5	503	49.1
104 OTHER CROPS												
105 ALFALFA												
106 OTHER HAY & FORAGE	8	41	36				7	181			92	
107 VEGETABLES												
108 TRUCK CROPS												
109 FRUIT - FLOWERS - TREES												
IRRIGATED ACRES												
110 CORN	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
111 GRAIN SORGHUM	6	234	148	199.6	166	198.7	8	186			238	214.4
112 SOYBEANS	4	119					5	110			123	112.4
113 SUNFLOWERS					103	47.5						
114 WHEAT	5	203					8	135			144	56.4
115 OTHER CROPS												
116 ALFALFA							4	121				
117 OTHER HAY & FORAGE												
118 VEGETABLES												
119 TRUCK CROPS												
120 FRUIT - FLOWERS - TREES												
AVERAGE LIVESTOCK INVENTORIES AND SALES												
121 BEEF COWS												22
122 DAIRY COWS												
123 EWES												
124 SOWS												
125 BEEF PURCH. FOR RESALE SALES												206
126 SWINE PURCH. FOR RESALE SALES												
127 TURKEYS												

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Kansas Farm Management Associations 2007 Annual ProfitLink Summary

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

2,001 - 2,500 ACRES
10 FARMS

2,501 - 3,000 ACRES
9 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	27,173	88,358	
2 DAIRY AND MILK			
3 SHEEP			
4 SWINE			
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	-100	-1,094	
7 CUSTOM FEEDING	-1,345	222	
8 FEED PURCHASED	-11,856	-26,251	
9 LIVESTOCK INCOME	\$ 13,872	\$ 61,235	
10 CORN	43,885	53,313	
11 GRAIN SORGHUM	32,032	89,116	
12 SOYBEANS	8,261	5,353	
13 SUNFLOWERS	-4		
14 WHEAT	106,196	125,837	
15 HAY AND FORAGE	43,361	4,360	
16 OTHER CROP	703	1,039	
17 GOVERNMENT PAYMENTS	38,439	40,285	
18 CROP INSURANCE PROCEEDS	8,488	11,397	
19 MACHINE WORK	14,920	1,534	
20 OTHER INCOME	19,690	10,150	
21 VALUE OF FARM PRODUCTION	\$ 329,842	\$ 403,618	
22 HIRED LABOR	8,680	21,078	
23 MACHINERY REPAIRS	38,993	25,410	
24 IRRIGATION REPAIRS	3,550	1,365	
25 BUILDING REPAIRS	2,885	1,872	
26 INTEREST PAID	13,995	18,667	
27 SEED-OTHER CROP EXPENSE	11,611	13,359	
28 CROP INSURANCE	6,348	16,760	
29 FERTILIZER-LIME	29,115	32,760	
30 MACHINE HIRE	29,040	19,091	
31 ORGANIZATION FEE, PUBLICATION	4,053	1,998	
32 VET-MED-DRUGS	1,094	4,459	
33 CROP STORAGE-MARKETING	85	762	
34 LIVESTOCK MARKETING-BREEDING	655	695	
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	23,461	23,983	
37 IRRIGATION ENERGY	3,887	10,208	
38 REAL ESTATE TAXES	4,872	6,091	
39 PERSONAL PROPERTY TAXES	1,995	913	
40 GENERAL FARM INSURANCE	5,574	6,036	
41 UTILITIES	7,146	3,700	
42 CASH FARM RENT	6,436	7,427	
43 HERBICIDE-INSECTICIDE	20,208	34,129	
44 CONSERVATION		370	
45 AUTO EXPENSE	860	261	
46 TOTAL OPERATING EXPENSE	\$ 224,540	\$ 251,393	
47 DEPRECIATION-MACHINERY	16,224	20,204	
48 DEPRECIATION-BUILDINGS	461	1,426	
49 TOTAL FARM EXPENSE	\$ 241,225	\$ 273,023	
50 NET FARM INCOME	\$ 88,616	\$ 130,595	
51 UNPAID FAMILY LABOR	3,050		
52 UNPAID OPERATOR LABOR	44,835	44,733	
53 CURRENT ASSET CHARGE - 8%	12,839	16,404	
54 NONCURRENT ASSET CHARGE - 8%	30,445	57,357	
55 RETURN LABOR-MANAGEMENT	42,282	56,835	
56 RETURN TO CAPITAL	54,726	104,529	
57 ASSET TURNOVER RATIO	.4585	.3473	
58 OPERATING PROFIT MARGIN RATIO	.1659	.2590	
59 % RETURN ON ASSETS	.0761	.0899	
60 % RETURN ON EQUITY	.0753	.0931	
61 TOTAL EXPENSE RATIO	.7313	.6764	
62 ADJUSTED TOTAL EXPENSE RATIO	.8765	.7873	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0077	.9700	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	173,535	225,465	297,201
65 NONCURRENT ASSETS	521,422	518,434	810,869
66 CURRENT LIABILITIES	40,302	37,713	139,811
67 NONCURRENT LIABILITIES	152,616	126,116	100,671
68 CURRENT RATIO	4.31	5.98	2.13
69 DEBT TO ASSET RATIO	.28	.22	.22
%%ISCC CHANGE_OVERLAY SUMMB2006			.20

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHWEST KANSAS

ANALYSIS OF THE FARM BUSINESS

SORTED BY TOTAL CROP ACRES

2,001 - 2,500 ACRES

2,501 - 3,000 ACRES

AVERAGE ASSET & NET WORTH VALUES													
70	BREEDING LIVESTOCK									28,982	32,212		
71	MACHINERY AND EQUIPMENT									75,932	92,240		
72	MOTOR VEHICLES & LISTED PROPE									97,874	103,487		
73	BUILDINGS									8,790	20,932		
74	OWNED LAND									314,925	574,722		
75	TOTAL ASSETS									719,428	1,162,241		
76	NET WORTH									541,054	922,007		
LABOR													
77	NUMBER OF OPERATORS									.98	.97		
78	NUMBER OF WORKERS									1.52	1.41		
79	TOTAL WORK DAYS									322	345		
80	VALUE FARM PRODUCTION/WORKER									217,001	286,029		
81	NET FARM INCOME/WORKER									58,300	92,548		
PER OPERATOR BASIS													
82	TOTAL ASSETS									734,110	1,188,656		
83	VALUE OF FARM PRODUCTION									336,573	412,791		
84	NET FARM INCOME									90,425	133,563		
OTHER FACTORS													
85	% CROP ACRES IRRIGATED									9.43	10.70		
86	% TILLABLE LAND									88.28	77.07		
87	CROP MACH COST/TOT EXPENSE(%)									40.66	34.86		
ACRES													
88	TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
89	NON-IRRIGATED CROP ACRES	2084	10	495	10	1589	10	2367	9	910	9	1457	9
90	IRRIGATED CROP ACRES							365	7	185	5	326	5
91	TOTAL CROP ACRES	2301	10	533	10	1768	10	2650	9	1012	9	1638	9
92	PASTURE ACRES	500	6			461	5	1178	6	539	5	875	5
93	FARMSTEAD ACRES												
CROP VALUE, COSTS, ACRES													
94	ACRES	TOTAL	PER CROP ACRE	PER HARV. ACRE	TOTAL	PER CROP ACRE	PER HARV. ACRE						
95	CROP MACHINERY INVESTMENT	162,454	70.61	134.97	178,159	67.22	110.72						
96	CROP MACHINERY COST	98,086	42.63	81.49	95,167	35.91	59.14						
97	GROSS CROP VALUE	430,982	187.33	358.06	502,465	189.59	312.26						
98	CROP PRODUCTION COSTS	212,093	92.19	176.21	257,366	97.11	159.94						
NON-IRRIGATED ACRES													
		CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD
99	CORN												
100	GRAIN SORGHUM	6	209			202	86.0	8	471	135	61.8	353	66.6
101	SOYBEANS												
102	SUNFLOWERS												
103	WHEAT	10	717	172	43.9	579	44.0	9	782	330	36.9	525	38.9
104	OTHER CROPS												
105	ALFALFA												
106	OTHER HAY & FORAGE	4	102										
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							5	205			191	191.7
111	GRAIN SORGHUM												
112	SOYBEANS												
113	SUNFLOWERS												
114	WHEAT												
115	OTHER CROPS												
116	ALFALFA												
117	OTHER HAY & FORAGE							4	136				
118	VEGETABLES												
119	TRUCK CROPS												
120	FRUIT - FLOWERS - TREES												
AVERAGE LIVESTOCK INVENTORIES AND SALES													
121	BEEF COWS			9						9			
122	DAIRY COWS												
123	EWES												
124	SOWS												
125	BEEF PURCH. FOR RESALE SALES				2					176			
126	SWINE PURCH. FOR RESALE SALES												
127	TURKEYS												

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

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

3,001 - 3,500 ACRES
5 FARMS

> 3,501 ACRES
13 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	180,091	133,240	
2 DAIRY AND MILK			
3 SHEEP		-6	
4 SWINE			
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	-17,495	1,037	
7 CUSTOM FEEDING	13,117	49,662	
8 FEED PURCHASED	-78,453	-42,736	
9 LIVESTOCK INCOME	\$ 97,260	\$ 141,197	
10 CORN	244,923	378,972	
11 GRAIN SORGHUM	145,572	152,711	
12 SOYBEANS	19,984	454	
13 SUNFLOWERS			
14 WHEAT	334,251	265,265	
15 HAY AND FORAGE	4,259	30,248	
16 OTHER CROP	9,318	26,631	
17 GOVERNMENT PAYMENTS	40,943	73,928	
18 CROP INSURANCE PROCEEDS	21,739	26,443	
19 MACHINE WORK	20,975	62,325	
20 OTHER INCOME	-118,816	-3,011	
21 VALUE OF FARM PRODUCTION	\$ 820,406	\$ 1,155,163	
22 HIRED LABOR	49,905	55,538	
23 MACHINERY REPAIRS	35,778	55,873	
24 IRRIGATION REPAIRS	2,559	18,718	
25 BUILDING REPAIRS	1,831	4,117	
26 INTEREST PAID	71,519	52,609	
27 SEED-OTHER CROP EXPENSE	35,320	62,843	
28 CROP INSURANCE	20,595	31,545	
29 FERTILIZER-LIME	90,510	122,910	
30 MACHINE HIRE	43,522	90,985	
31 ORGANIZATION FEE, PUBLICATION	6,523	6,305	
32 VET-MED-DRUGS	19,947	14,114	
33 CROP STORAGE-MARKETING		366	
34 LIVESTOCK MARKETING-BREEDING	433	447	
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	58,081	44,259	
37 IRRIGATION ENERGY	29,690	50,720	
38 REAL ESTATE TAXES	5,893	12,778	
39 PERSONAL PROPERTY TAXES	1,715	2,458	
40 GENERAL FARM INSURANCE	7,321	12,045	
41 UTILITIES	15,599	10,916	
42 CASH FARM RENT	20,848	62,353	
43 HERBICIDE-INSECTICIDE	43,950	91,450	
44 CONSERVATION	146		
45 AUTO EXPENSE	195	990	
46 TOTAL OPERATING EXPENSE	\$ 561,879	\$ 804,338	
47 DEPRECIATION-MACHINERY	26,927	53,224	
48 DEPRECIATION-BUILDINGS	1,471	5,003	
49 TOTAL FARM EXPENSE	\$ 590,277	\$ 862,565	
50 NET FARM INCOME	\$ 230,130	\$ 292,599	
51 UNPAID FAMILY LABOR			
52 UNPAID OPERATOR LABOR	45,750	52,788	
53 CURRENT ASSET CHARGE - 8%	-1,457	19,540	
54 NONCURRENT ASSET CHARGE - 8%	43,336	109,142	
55 RETURN LABOR-MANAGEMENT	188,251	163,916	
56 RETURN TO CAPITAL	255,899	292,419	
57 ASSET TURNOVER RATIO	.5973	.4949	
58 OPERATING PROFIT MARGIN RATIO	.3119	.2531	
59 % RETURN ON ASSETS	.1863	.1253	
60 % RETURN ON EQUITY	.3522	.1491	
61 TOTAL EXPENSE RATIO	.7195	.7467	
62 ADJUSTED TOTAL EXPENSE RATIO	.7753	.7924	
63 ECONOMIC TOTAL EXPENSE RATIO	.8263	.9038	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	307,421	477,214	543,167
65 NONCURRENT ASSETS	960,606	1,001,736	1,691,855
66 CURRENT LIABILITIES	403,298	417,768	413,322
67 NONCURRENT LIABILITIES	463,024	415,926	361,434
68 CURRENT RATIO	.76	1.14	1.31
69 DEBT TO ASSET RATIO	.68	.56	.35
CHANGE_OVERLAY SUMMB2006			.28

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHWEST KANSAS

ANALYSIS OF THE FARM BUSINESS

SORTED BY TOTAL CROP ACRES

3,001 - 3,500 ACRES

> 3,501 ACRES

AVERAGE ASSET & NET WORTH VALUES													
70	BREEDING LIVESTOCK									42,208			
71	MACHINERY AND EQUIPMENT									253,021			
72	MOTOR VEHICLES & LISTED PROPE									234,965			
73	BUILDINGS									54,881			
74	OWNED LAND									1,148,100			
75	TOTAL ASSETS									2,334,127			
76	NET WORTH									1,608,526			
LABOR													
77	NUMBER OF OPERATORS									1.15			
78	NUMBER OF WORKERS									2.40			
79	TOTAL WORK DAYS									673			
80	VALUE FARM PRODUCTION/WORKER									481,318			
81	NET FARM INCOME/WORKER									121,916			
PER OPERATOR BASIS													
82	TOTAL ASSETS									2,022,910			
83	VALUE OF FARM PRODUCTION									1,001,141			
84	NET FARM INCOME									253,585			
OTHER FACTORS													
85	% CROP ACRES IRRIGATED									18.22			
86	% TILLABLE LAND									101.58			
87	CROP MACH COST/TOT EXPENSE(%)									25.39			
ACRES													
88	TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
89	NON-IRRIGATED CROP ACRES	2664	5	837	5	1827	5	4035	13	1742	12	2427	13
90	IRRIGATED CROP ACRES							1461	8	532	7	996	8
91	TOTAL CROP ACRES	3264	5	987	5	2276	5	4934	13	2052	12	3039	13
92	PASTURE ACRES							1261	7	961	7		
93	FARMSTEAD ACRES							36	5				
CROP VALUE, COSTS, ACRES													
94	ACRES	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE			
95	CROP MACHINERY INVESTMENT	270,073	82.75	106.99	442,619	89.71	145.79	442,619	89.71	145.79			
96	CROP MACHINERY COST	150,688	46.17	59.69	219,001	44.39	72.14	219,001	44.39	72.14			
97	GROSS CROP VALUE	888,376	272.21	351.92	2,371,230	480.61	781.06	2,371,230	480.61	781.06			
98	CROP PRODUCTION COSTS	456,977	140.02	181.02	681,565	138.14	224.50	681,565	138.14	224.50			
NON-IRRIGATED ACRES													
99	CORN		AVE.	OWNED	RENTED	AVE.	OWNED	RENTED					
100	GRAIN SORGHUM	4	626	ACRES	YIELD	ACRES	YIELD	ACRES	YIELD	ACRES	YIELD	ACRES	YIELD
101	SOYBEANS												
102	SUNFLOWERS												
103	WHEAT	5	1164			779	37.6	13	1407	481	43.9	963	47.3
104	OTHER CROPS												
105	ALFALFA												
106	OTHER HAY & FORAGE							5	485				
107	VEGETABLES												
108	TRUCK CROPS												
109	FRUIT - FLOWERS - TREES												
IRRIGATED ACRES													
110	CORN		AVE.	OWNED	RENTED	AVE.	OWNED	RENTED					
111	GRAIN SORGHUM			ACRES	YIELD	ACRES	YIELD	ACRES	YIELD	ACRES	YIELD	ACRES	YIELD
112	SOYBEANS												
113	SUNFLOWERS												
114	WHEAT												
115	OTHER CROPS												
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118	VEGETABLES												
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