

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHWEST KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY AGE OF OPERATOR

41 - 45
10 FARMS

46 - 50
16 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	24,102	185,045	
2 DAIRY AND MILK			
3 SHEEP	12,334	-54	
4 SWINE		100	
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	-495	3,818	
7 CUSTOM FEEDING		45,538	
8 FEED PURCHASED	-14,783	-59,191	
9 LIVESTOCK INCOME	\$ 21,158	\$ 175,255	
10 CORN	116,786	292,118	
11 GRAIN SORGHUM	61,458	92,302	
12 SOYBEANS	15,128	6,266	
13 SUNFLOWERS			
14 WHEAT	135,768	205,626	
15 HAY AND FORAGE	911	23,569	
16 OTHER CROP	9,419	18,558	
17 GOVERNMENT PAYMENTS	39,705	37,511	
18 CROP INSURANCE PROCEEDS	17,114	12,116	
19 MACHINE WORK	17,282	49,036	
20 OTHER INCOME	8,864	-33,844	
21 VALUE OF FARM PRODUCTION	\$ 443,594	\$ 878,514	
22 HIRED LABOR	30,494	35,744	
23 MACHINERY REPAIRS	25,193	45,542	
24 IRRIGATION REPAIRS	4,394	12,750	
25 BUILDING REPAIRS	2,314	1,473	
26 INTEREST PAID	26,188	51,845	
27 SEED-OTHER CROP EXPENSE	27,675	49,435	
28 CROP INSURANCE	12,408	23,060	
29 FERTILIZER-LIME	54,432	92,551	
30 MACHINE HIRE	45,543	69,891	
31 ORGANIZATION FEE, PUBLICATION	4,635	6,672	
32 VET-MED-DRUGS	2,824	15,720	
33 CROP STORAGE-MARKETING	115	-2,025	
34 LIVESTOCK MARKETING-BREEDING	971	3,566	
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	19,102	39,059	
37 IRRIGATION ENERGY	12,292	39,810	
38 REAL ESTATE TAXES	5,450	6,284	
39 PERSONAL PROPERTY TAXES	2,155	1,483	
40 GENERAL FARM INSURANCE	5,742	9,134	
41 UTILITIES	7,919	9,900	
42 CASH FARM RENT	17,688	55,867	
43 HERBICIDE-INSECTICIDE	41,487	63,975	
44 CONSERVATION		250	
45 AUTO EXPENSE	787	823	
46 TOTAL OPERATING EXPENSE	\$ 349,807	\$ 632,808	
47 DEPRECIATION-MACHINERY	23,077	35,952	
48 DEPRECIATION-BUILDINGS	1,896	2,743	
49 TOTAL FARM EXPENSE	\$ 374,781	\$ 671,503	
50 NET FARM INCOME	\$ 68,813	\$ 207,011	
51 UNPAID FAMILY LABOR	1,144	1,191	
52 UNPAID OPERATOR LABOR	38,888	51,469	
53 CURRENT ASSET CHARGE - 8%	16,277	7,701	
54 NONCURRENT ASSET CHARGE - 8%	34,401	48,538	
55 RETURN LABOR-MANAGEMENT	16,991	149,581	
56 RETURN TO CAPITAL	54,970	206,196	
57 ASSET TURNOVER RATIO	.4544	.6679	
58 OPERATING PROFIT MARGIN RATIO	.1239	.2347	
59 % RETURN ON ASSETS	.0563	.1568	
60 % RETURN ON EQUITY	.0454	.2196	
61 TOTAL EXPENSE RATIO	.8449	.7644	
62 ADJUSTED TOTAL EXPENSE RATIO	.9351	.8243	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0494	.8883	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	239,035	335,836	397,886
65 NONCURRENT ASSETS	674,713	702,864	867,098
66 CURRENT LIABILITIES	98,269	69,674	373,123
67 NONCURRENT LIABILITIES	255,547	262,009	280,902
68 CURRENT RATIO	2.43	4.82	1.07
69 DEBT TO ASSET RATIO	.39	.32	.52
CHANGE_OVERLAY SUMMB2006			.42

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHWEST KANSAS
ANALYSIS OF THE FARM BUSINESS
SORTED BY AGE OF OPERATOR

41 - 45

46 - 50

AVERAGE ASSET & NET WORTH VALUES												
70 BREEDING LIVESTOCK										28,659	63,611	
71 MACHINERY AND EQUIPMENT										100,574	197,147	
72 MOTOR VEHICLES & LISTED PROPE										89,704	148,658	
73 BUILDINGS										17,044	39,724	
74 OWNED LAND										469,181	480,507	
75 TOTAL ASSETS										976,224	1,315,317	
76 NET WORTH										633,474	702,987	
LABOR												
77 NUMBER OF OPERATORS										.85	1.12	
78 NUMBER OF WORKERS										1.21	2.19	
79 TOTAL WORK DAYS										324	381	
80 VALUE FARM PRODUCTION/WORKER										366,606	400,462	
81 NET FARM INCOME/WORKER										56,870	94,364	
PER OPERATOR BASIS												
82 TOTAL ASSETS										1,148,498	1,169,171	
83 VALUE OF FARM PRODUCTION										521,875	780,901	
84 NET FARM INCOME										80,956	184,010	
OTHER FACTORS												
85 % CROP ACRES IRRIGATED										14.42	25.51	
86 % TILLABLE LAND										122.66	82.82	
87 CROP MACH COST/TOT EXPENSE(%)										25.99	22.85	
ACRES												
88 TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
89 NON-IRRIGATED CROP ACRES	2277	10	916	8	1544	10	1761	16	665	16	1252	14
90 IRRIGATED CROP ACRES	640	6			645	5	804	12	244	9	678	11
91 TOTAL CROP ACRES	2661	10	993	8	1867	10	2364	16	802	16	1785	14
92 PASTURE ACRES	712	7			566	5	866	9	204	6	939	7
93 FARMSTEAD ACRES												
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	173,903	65.35	105.05	285,757	120.90	155.75	285,757	120.90	155.75	285,757	120.90	155.75
96 CROP MACHINERY COST	97,411	36.61	58.85	153,455	64.93	83.64	153,455	64.93	83.64	153,455	64.93	83.64
97 GROSS CROP VALUE	654,746	246.05	395.53	1,721,124	728.19	938.11	1,721,124	728.19	938.11	1,721,124	728.19	938.11
98 CROP PRODUCTION COSTS	309,240	116.21	186.81	485,729	205.51	264.75	485,729	205.51	264.75	485,729	205.51	264.75
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	7	503			520	87.7	10	442	278	65.3	337	71.3
101 SOYBEANS												
102 SUNFLOWERS												
103 WHEAT	10	863	222	43.3	752	49.7	15	835	328	43.3	614	44.6
104 OTHER CROPS												
105 ALFALFA												
106 OTHER HAY & FORAGE	5	42			27							
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	306	75	182.8	307	187.0	8	728	141	180.5	671	178.9
112 SOYBEANS	4	181			181	49.6	5	228			224	109.5
113 SUNFLOWERS												
114 WHEAT	5	168			143	56.7	7	246			225	57.3
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												
122 DAIRY COWS												
123 EWES												
124 SOWS												
125 BEEF PURCH. FOR RESALE SALES												
126 SWINE PURCH. FOR RESALE SALES												
127 TURKEYS												

%ISCC CHANGE_OVERLAY SUMMF2007

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHWEST KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY AGE OF OPERATOR

51 - 55
16 FARMS

56 - 60
13 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	42,489	28,153	
2 DAIRY AND MILK			
3 SHEEP	70		
4 SWINE			
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK		-277	
7 CUSTOM FEEDING	-841	1,551	
8 FEED PURCHASED	-8,319	-15,999	
9 LIVESTOCK INCOME	\$ 33,399	\$ 13,428	
10 CORN	37,204	75,017	
11 GRAIN SORGHUM	55,036	45,606	
12 SOYBEANS	-563	704	
13 SUNFLOWERS	1,562	-3	
14 WHEAT	158,747	148,036	
15 HAY AND FORAGE	36,225	3,384	
16 OTHER CROP	5,823	77	
17 GOVERNMENT PAYMENTS	28,121	31,555	
18 CROP INSURANCE PROCEEDS	3,224	7,083	
19 MACHINE WORK	2,128	9,808	
20 OTHER INCOME	12,911	10,203	
21 VALUE OF FARM PRODUCTION	\$ 373,814	\$ 344,898	
22 HIRED LABOR	24,456	8,582	
23 MACHINERY REPAIRS	28,854	27,215	
24 IRRIGATION REPAIRS	3,697	2,013	
25 BUILDING REPAIRS	2,834	2,403	
26 INTEREST PAID	12,532	14,178	
27 SEED-OTHER CROP EXPENSE	8,473	13,807	
28 CROP INSURANCE	9,604	10,888	
29 FERTILIZER-LIME	33,718	36,169	
30 MACHINE HIRE	14,251	15,351	
31 ORGANIZATION FEE, PUBLICATION	2,769	2,531	
32 VET-MED-DRUGS	2,002	1,172	
33 CROP STORAGE-MARKETING	542	150	
34 LIVESTOCK MARKETING-BREEDING	441	833	
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	28,241	27,977	
37 IRRIGATION ENERGY	5,350	7,458	
38 REAL ESTATE TAXES	6,261	4,397	
39 PERSONAL PROPERTY TAXES	1,440	892	
40 GENERAL FARM INSURANCE	6,434	4,357	
41 UTILITIES	6,083	4,177	
42 CASH FARM RENT	7,913	6,013	
43 HERBICIDE-INSECTICIDE	28,205	26,404	
44 CONSERVATION		25	
45 AUTO EXPENSE	956	345	
46 TOTAL OPERATING EXPENSE	\$ 235,056	\$ 217,337	
47 DEPRECIATION-MACHINERY	23,610	15,560	
48 DEPRECIATION-BUILDINGS	1,786	1,378	
49 TOTAL FARM EXPENSE	\$ 260,451	\$ 234,275	
50 NET FARM INCOME	\$ 113,363	\$ 110,623	
51 UNPAID FAMILY LABOR	1,430	3,519	
52 UNPAID OPERATOR LABOR	50,039	41,879	
53 CURRENT ASSET CHARGE - 8%	14,320	13,194	
54 NONCURRENT ASSET CHARGE - 8%	58,769	31,464	
55 RETURN LABOR-MANAGEMENT	38,844	62,445	
56 RETURN TO CAPITAL	74,426	79,402	
57 ASSET TURNOVER RATIO	.3352	.4501	
58 OPERATING PROFIT MARGIN RATIO	.1991	.2302	
59 % RETURN ON ASSETS	.0667	.1036	
60 % RETURN ON EQUITY	.0677	.1168	
61 TOTAL EXPENSE RATIO	.6967	.6793	
62 ADJUSTED TOTAL EXPENSE RATIO	.8344	.8109	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0299	.9404	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	210,510	307,103	193,324
65 NONCURRENT ASSETS	844,149	868,379	523,776
66 CURRENT LIABILITIES	91,915	67,688	69,360
67 NONCURRENT LIABILITIES	116,154	127,160	157,631
68 CURRENT RATIO	2.29	4.54	2.79
69 DEBT TO ASSET RATIO	.20	.17	.32
CHANGE_OVERLAY SUMMB2006			.23

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHWEST KANSAS
ANALYSIS OF THE FARM BUSINESS
SORTED BY AGE OF OPERATOR

51 - 55

56 - 60

AVERAGE ASSET & NET WORTH VALUES													
70	BREEDING LIVESTOCK									24,928			
71	MACHINERY AND EQUIPMENT									75,907			
72	MOTOR VEHICLES & LISTED PROPE									104,555			
73	BUILDINGS									22,085			
74	OWNED LAND									310,140			
75	TOTAL ASSETS									766,350			
76	NET WORTH									558,232			
LABOR													
77	NUMBER OF OPERATORS									.91			
78	NUMBER OF WORKERS									1.26			
79	TOTAL WORK DAYS									255			
80	VALUE FARM PRODUCTION/WORKER									271,738			
81	NET FARM INCOME/WORKER									87,158			
PER OPERATOR BASIS													
82	TOTAL ASSETS									837,189			
83	VALUE OF FARM PRODUCTION									376,779			
84	NET FARM INCOME									120,849			
OTHER FACTORS													
85	% CROP ACRES IRRIGATED									7.44			
86	% TILLABLE LAND									78.33			
87	CROP MACH COST/TOT EXPENSE(%)									36.50			
ACRES													
		TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
88	TOTAL ACRES	2527	16	1183	15	1418	16	2726	13	877	12	2076	12
89	NON-IRRIGATED CROP ACRES	1433	16	719	15	867	14	1976	13	516	12	1625	12
90	IRRIGATED CROP ACRES	476	11	437	5	305	10	295	7				
91	TOTAL CROP ACRES	1760	16	864	15	1013	15	2135	13	582	12	1731	12
92	PASTURE ACRES	1350	9	790	6	1236	6	842	9	432	8	824	5
93	FARMSTEAD ACRES	24	5					20	5	16	5		
CROP VALUE, COSTS, ACRES													
		TOTAL	PER CROP ACRE	PER HARV. ACRE				TOTAL	PER CROP ACRE	PER HARV. ACRE			
94	ACRES		1760	1155					2135	1402			
95	CROP MACHINERY INVESTMENT	212,387	120.68	183.88				168,783	79.06	120.37			
96	CROP MACHINERY COST	106,240	60.37	91.98				85,520	40.06	60.99			
97	GROSS CROP VALUE	450,964	256.25	390.43				416,057	194.87	296.71			
98	CROP PRODUCTION COSTS	245,254	139.36	212.34				209,361	98.06	149.30			
NON-IRRIGATED ACRES													
			AVE.	OWNED	RENTED				AVE.	OWNED	RENTED		
		CNT	ACRES	ACRES	YIELD	ACRES	YIELD	CNT	ACRES	ACRES	YIELD	ACRES	YIELD
99	CORN							5	288			261	74.5
100	GRAIN SORGHUM	8	290	136	83.8	215	82.0	8	331	100	71.7	321	78.2
101	SOYBEANS												
102	SUNFLOWERS												
103	WHEAT	16	652	298	41.9	427	51.3	12	957	221	38.1	754	42.2
104	OTHER CROPS												
105	ALFALFA												
106	OTHER HAY & FORAGE	7	180	136		112		4	85				
107	VEGETABLES												
108	TRUCK CROPS												
109	FRUIT - FLOWERS - TREES												
IRRIGATED ACRES													
			AVE.	OWNED	RENTED				AVE.	OWNED	RENTED		
		CNT	ACRES	ACRES	YIELD	ACRES	YIELD	CNT	ACRES	ACRES	YIELD	ACRES	YIELD
110	CORN	4	189					6	199	123	206.5		
111	GRAIN SORGHUM	5	146			102	97.7						
112	SOYBEANS												
113	SUNFLOWERS												
114	WHEAT	6	203			190	57.3	4	98				
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						20			
122	DAIRY COWS												
123	EWES												
124	SOWS												
125	BEEF PURCH. FOR RESALE SALES			38						74			
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 AGE OF OPERATOR

61 - 65
9 FARMS

66 - 70
8 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	31,493	59,483	
2 DAIRY AND MILK			
3 SHEEP	-9		
4 SWINE			
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	497	-1,445	
7 CUSTOM FEEDING			
8 FEED PURCHASED	-7,613	-19,257	
9 LIVESTOCK INCOME	\$ 24,367	\$ 38,782	
10 CORN	17,937	103,674	
11 GRAIN SORGHUM	45,148	70,111	
12 SOYBEANS	-1,911	3,155	
13 SUNFLOWERS			
14 WHEAT	86,792	99,764	
15 HAY AND FORAGE	3,053	20,796	
16 OTHER CROP	1,039	1,285	
17 GOVERNMENT PAYMENTS	24,763	29,569	
18 CROP INSURANCE PROCEEDS	7,673	12,237	
19 MACHINE WORK	3,171	925	
20 OTHER INCOME	8,022	-942	
21 VALUE OF FARM PRODUCTION	\$ 220,052	\$ 379,355	
22 HIRED LABOR	8,521	5,631	
23 MACHINERY REPAIRS	13,165	16,871	
24 IRRIGATION REPAIRS	441	4,084	
25 BUILDING REPAIRS	1,155	565	
26 INTEREST PAID	9,551	25,204	
27 SEED-OTHER CROP EXPENSE	4,439	17,433	
28 CROP INSURANCE	9,111	16,615	
29 FERTILIZER-LIME	16,795	37,880	
30 MACHINE HIRE	11,301	22,774	
31 ORGANIZATION FEE, PUBLICATION	1,953	2,649	
32 VET-MED-DRUGS	2,226	5,134	
33 CROP STORAGE-MARKETING			
34 LIVESTOCK MARKETING-BREEDING	978	107	
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	12,862	18,676	
37 IRRIGATION ENERGY	3,839	15,963	
38 REAL ESTATE TAXES	5,829	10,082	
39 PERSONAL PROPERTY TAXES	525	1,200	
40 GENERAL FARM INSURANCE	3,665	5,898	
41 UTILITIES	2,281	3,536	
42 CASH FARM RENT	2,383	6,349	
43 HERBICIDE-INSECTICIDE	14,200	25,390	
44 CONSERVATION	407		
45 AUTO EXPENSE	753	1,305	
46 TOTAL OPERATING EXPENSE	\$ 126,380	\$ 243,345	
47 DEPRECIATION-MACHINERY	14,433	14,443	
48 DEPRECIATION-BUILDINGS	460	2,118	
49 TOTAL FARM EXPENSE	\$ 141,273	\$ 259,906	
50 NET FARM INCOME	\$ 78,779	\$ 119,449	
51 UNPAID FAMILY LABOR	5,507		
52 UNPAID OPERATOR LABOR	41,683	41,747	
53 CURRENT ASSET CHARGE - 8%	13,624	12,428	
54 NONCURRENT ASSET CHARGE - 8%	56,441	79,469	
55 RETURN LABOR-MANAGEMENT	3,207	27,552	
56 RETURN TO CAPITAL	41,140	102,906	
57 ASSET TURNOVER RATIO	.2138	.2465	
58 OPERATING PROFIT MARGIN RATIO	.1870	.2713	
59 % RETURN ON ASSETS	.0400	.0669	
60 % RETURN ON EQUITY	.0361	.0676	
61 TOTAL EXPENSE RATIO	.6420	.6851	
62 ADJUSTED TOTAL EXPENSE RATIO	.8564	.7952	
63 ECONOMIC TOTAL EXPENSE RATIO	1.1749	1.0374	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	230,139	279,068	374,518
65 NONCURRENT ASSETS	758,649	790,526	1,132,727
66 CURRENT LIABILITIES	79,398	89,201	254,354
67 NONCURRENT LIABILITIES	61,705	76,453	136,803
68 CURRENT RATIO	2.90	3.13	1.47
69 DEBT TO ASSET RATIO	.14	.15	.26
CHANGE_OVERLAY SUMMB2006			.25

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHWEST KANSAS
ANALYSIS OF THE FARM BUSINESS
SORTED BY AGE OF OPERATOR

61 - 65

66 - 70

AVERAGE ASSET & NET WORTH VALUES														
70	BREEDING LIVESTOCK									32,358				
71	MACHINERY AND EQUIPMENT									113,176				
72	MOTOR VEHICLES & LISTED PROPE									89,459				
73	BUILDINGS									24,612				
74	OWNED LAND									855,972				
75	TOTAL ASSETS									1,539,038				
76	NET WORTH									1,148,709				
LABOR														
77	NUMBER OF OPERATORS									.91				
78	NUMBER OF WORKERS									.95				
79	TOTAL WORK DAYS									356				
80	VALUE FARM PRODUCTION/WORKER									399,321				
81	NET FARM INCOME/WORKER									125,735				
PER OPERATOR BASIS														
82	TOTAL ASSETS									1,686,617				
83	VALUE OF FARM PRODUCTION									415,731				
84	NET FARM INCOME									130,903				
OTHER FACTORS														
85	% CROP ACRES IRRIGATED									23.96				
86	% TILLABLE LAND									74.13				
87	CROP MACH COST/TOT EXPENSE(%)									33.73				
ACRES														
		TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT	
88	TOTAL ACRES	2157	9	1322	8	1473	6	2517	8	1756	7	1568	5	
89	NON-IRRIGATED CROP ACRES	1515	9	921	8	1044	6	1419	8	735	7	1241	5	
90	IRRIGATED CROP ACRES							511	7	419	5			
91	TOTAL CROP ACRES	1643	9	1003	8	1128	6	1866	8	1035	7	1536	5	
92	PASTURE ACRES	765	6	504	5			864	6	1005	5			
93	FARMSTEAD ACRES													
CROP VALUE, COSTS, ACRES														
		TOTAL		PER CROP ACRE		PER HARV.ACRE		TOTAL		PER CROP ACRE		PER HARV.ACRE		
94	ACRES			1643		859				1866		1342		
95	CROP MACHINERY INVESTMENT	100,741		61.31		117.34		191,416		102.59		142.63		
96	CROP MACHINERY COST	52,583		32.00		61.25		87,657		46.98		65.32		
97	GROSS CROP VALUE	285,846		173.95		332.95		515,184		276.13		383.89		
98	CROP PRODUCTION COSTS	122,859		74.77		143.11		230,405		123.49		171.68		
NON-IRRIGATED ACRES														
			AVE.		OWNED		RENTED		AVE.		OWNED		RENTED	
		CNT	ACRES		ACRES	YIELD	ACRES	YIELD	CNT	ACRES	ACRES	YIELD	ACRES	YIELD
99	CORN													
100	GRAIN SORGHUM	5	272				184	75.4	4	442				
101	SOYBEANS													
102	SUNFLOWERS													
103	WHEAT	8	620		442	37.3	577	24.1	8	558	353	33.0	470	29.1
104	OTHER CROPS													
105	ALFALFA													
106	OTHER HAY & FORAGE	4	69											
107	VEGETABLES													
108	TRUCK CROPS													
109	FRUIT - FLOWERS - TREES													
IRRIGATED ACRES														
			AVE.		OWNED		RENTED		AVE.		OWNED		RENTED	
		CNT	ACRES		ACRES	YIELD	ACRES	YIELD	CNT	ACRES	ACRES	YIELD	ACRES	YIELD
110	CORN								5	291	211	182.9		
111	GRAIN SORGHUM													
112	SOYBEANS													
113	SUNFLOWERS													
114	WHEAT								4	285	231	39.9		
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				27							15		
122	DAIRY COWS													
123	EWES													
124	SOWS													
125	BEEF PURCH. FOR RESALE SALES				68							211		
126	SWINE PURCH. FOR RESALE SALES													
127	TURKEYS													

%%ISCC CHANGE_OVERLAY SUMMF2007

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHWEST KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY AGE OF OPERATOR

> 70
21 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	26,701		
2 DAIRY AND MILK	11,922		
3 SHEEP			
4 SWINE			
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	48		
7 CUSTOM FEEDING	32		
8 FEED PURCHASED	-11,220		
9 LIVESTOCK INCOME	\$ 27,482		
10 CORN	41,781		
11 GRAIN SORGHUM	29,717		
12 SOYBEANS	-24		
13 SUNFLOWERS			
14 WHEAT	86,628		
15 HAY AND FORAGE	9,021		
16 OTHER CROP	295		
17 GOVERNMENT PAYMENTS	27,568		
18 CROP INSURANCE PROCEEDS	2,018		
19 MACHINE WORK	6,030		
20 OTHER INCOME	9,318		
21 VALUE OF FARM PRODUCTION	\$ 239,835		
22 HIRED LABOR	12,394		
23 MACHINERY REPAIRS	17,091		
24 IRRIGATION REPAIRS	951		
25 BUILDING REPAIRS	1,084		
26 INTEREST PAID	11,283		
27 SEED-OTHER CROP EXPENSE	7,161		
28 CROP INSURANCE	6,373		
29 FERTILIZER-LIME	14,766		
30 MACHINE HIRE	14,657		
31 ORGANIZATION FEE, PUBLICATION	1,616		
32 VET-MED-DRUGS	2,901		
33 CROP STORAGE-MARKETING	30		
34 LIVESTOCK MARKETING-BREEDING	521		
35 DAIRY EXPENSE	224		
36 GAS-FUEL-OIL	14,879		
37 IRRIGATION ENERGY	5,648		
38 REAL ESTATE TAXES	6,099		
39 PERSONAL PROPERTY TAXES	575		
40 GENERAL FARM INSURANCE	3,887		
41 UTILITIES	3,048		
42 CASH FARM RENT	3,491		
43 HERBICIDE-INSECTICIDE	15,447		
44 CONSERVATION	272		
45 AUTO EXPENSE	1,124		
46 TOTAL OPERATING EXPENSE	\$ 145,522		
47 DEPRECIATION-MACHINERY	15,122		
48 DEPRECIATION-BUILDINGS	986		
49 TOTAL FARM EXPENSE	\$ 161,631		
50 NET FARM INCOME	\$ 78,204		
51 UNPAID FAMILY LABOR	1,452		
52 UNPAID OPERATOR LABOR	44,007		
53 CURRENT ASSET CHARGE - 8%	15,460		
54 NONCURRENT ASSET CHARGE - 8%	61,557		
55 RETURN LABOR-MANAGEMENT	-265		
56 RETURN TO CAPITAL	44,027		
57 ASSET TURNOVER RATIO	.2183		
58 OPERATING PROFIT MARGIN RATIO	.1836		
59 % RETURN ON ASSETS	.0401		
60 % RETURN ON EQUITY	.0340		
61 TOTAL EXPENSE RATIO	.6739		
62 ADJUSTED TOTAL EXPENSE RATIO	.8635		
63 ECONOMIC TOTAL EXPENSE RATIO	1.1846		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1 DECEMBER 31	JANUARY 1 DECEMBER 31	
64 CURRENT ASSETS	216,967	270,581	
65 NONCURRENT ASSETS	867,263	842,921	
66 CURRENT LIABILITIES	60,048	41,011	
67 NONCURRENT LIABILITIES	94,064	77,196	
68 CURRENT RATIO	3.61	6.60	
69 DEBT TO ASSET RATIO	.14	.11	
%%ISCC CHANGE_OVERLAY SUMMB2006			

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHWEST KANSAS
ANALYSIS OF THE FARM BUSINESS
SORTED BY AGE OF OPERATOR

> 70

AVERAGE ASSET & NET WORTH VALUES									
70	BREEDING LIVESTOCK					20,246			
71	MACHINERY AND EQUIPMENT					75,560			
72	MOTOR VEHICLES & LISTED PROPE					96,317			
73	BUILDINGS					14,360			
74	OWNED LAND					649,816			
75	TOTAL ASSETS					1,098,866			
76	NET WORTH					962,708			
LABOR									
77	NUMBER OF OPERATORS					.96			
78	NUMBER OF WORKERS					1.44			
79	TOTAL WORK DAYS					238			
80	VALUE FARM PRODUCTION/WORKER					165,675			
81	NET FARM INCOME/WORKER					54,022			
PER OPERATOR BASIS									
82	TOTAL ASSETS					1,142,386			
83	VALUE OF FARM PRODUCTION					249,333			
84	NET FARM INCOME					81,301			
OTHER FACTORS									
85	% CROP ACRES IRRIGATED					4.80			
86	% TILLABLE LAND					78.50			
87	CROP MACH COST/TOT EXPENSE(%)					40.15			
ACRES									
		TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT
88	TOTAL ACRES	2045	21	1252	20	1377	13		
89	NON-IRRIGATED CROP ACRES	1528	21	843	20	1172	13		
90	IRRIGATED CROP ACRES	270	6	187	6				
91	TOTAL CROP ACRES	1605	21	899	20	1210	13		
92	PASTURE ACRES	705	13	539	13				
93	FARMSTEAD ACRES								
CROP VALUE, COSTS, ACRES									
		TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE		
94	ACRES		1605	809					
95	CROP MACHINERY INVESTMENT	154,356	96.17	190.70					
96	CROP MACHINERY COST	64,889	40.43	80.17					
97	GROSS CROP VALUE	265,127	165.19	327.56					
98	CROP PRODUCTION COSTS	139,146	86.70	171.91					
NON-IRRIGATED ACRES									
		CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES
99	CORN								
100	GRAIN SORGHUM	13	252	162	76.5	187	72.2		
101	SOYBEANS								
102	SUNFLOWERS								
103	WHEAT	19	474	304	43.0	272	45.1		
104	OTHER CROPS								
105	ALFALFA								
106	OTHER HAY & FORAGE	9	290	53					
107	VEGETABLES								
108	TRUCK CROPS								
109	FRUIT - FLOWERS - TREES								
IRRIGATED ACRES									
		CNT	AVE. ACRES	OWNED ACRES	YIELD	RENTED ACRES	YIELD	CNT	AVE. ACRES
110	CORN								
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								
122	DAIRY COWS			6					
123	EWES								
124	SOWS								
125	BEEF PURCH. FOR RESALE SALES			59					
126	SWINE PURCH. FOR RESALE SALES								
127	TURKEYS								
%ISCC CHANGE_OVERLAY SUMMF2007									