

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHWEST KANSAS
INCOME AND EXPENSE ANALYSIS
SORTED BY CAPITAL MANAGED

< 500,001
7 FARMS

500,001 - 750,000
13 FARMS

ITEM	PER FARM	PER FARM		
1 BEEF	13,197	20,318		
2 DAIRY AND MILK				
3 SHEEP	161			
4 SWINE				
5 POULTRY AND EGGS				
6 OTHER LIVESTOCK		-890		
7 CUSTOM FEEDING		52		
8 FEED PURCHASED	-7,348	-9,601		
9 LIVESTOCK INCOME	\$ 6,010	\$ 9,880		
10 CORN	2,462	25,658		
11 GRAIN SORGHUM	19,843	30,241		
12 SOYBEANS		27		
13 SUNFLOWERS				
14 WHEAT	45,973	51,589		
15 HAY AND FORAGE	859	1,425		
16 OTHER CROP	132			
17 GOVERNMENT PAYMENTS	7,710	14,010		
18 CROP INSURANCE PROCEEDS	851	376		
19 MACHINE WORK	3,518	2,548		
20 OTHER INCOME	614	3,227		
21 VALUE OF FARM PRODUCTION	\$ 87,973	\$ 138,984		
22 HIRED LABOR	724	5,315		
23 MACHINERY REPAIRS	4,957	9,793		
24 IRRIGATION REPAIRS	87	870		
25 BUILDING REPAIRS	760	395		
26 INTEREST PAID	4,668	5,530		
27 SEED-OTHER CROP EXPENSE	4,537	6,490		
28 CROP INSURANCE	2,613	4,684		
29 FERTILIZER-LIME	10,005	11,325		
30 MACHINE HIRE	7,314	4,906		
31 ORGANIZATION FEE, PUBLICATION	2,041	1,306		
32 VET-MED-DRUGS	1,450	278		
33 CROP STORAGE-MARKETING	106	307		
34 LIVESTOCK MARKETING-BREEDING	1,442	327		
35 DAIRY EXPENSE				
36 GAS-FUEL-OIL	5,950	7,969		
37 IRRIGATION ENERGY	8	5,865		
38 REAL ESTATE TAXES	1,943	3,408		
39 PERSONAL PROPERTY TAXES	713	408		
40 GENERAL FARM INSURANCE	1,182	2,075		
41 UTILITIES	1,609	1,682		
42 CASH FARM RENT	6,219	936		
43 HERBICIDE-INSECTICIDE	6,363	11,390		
44 CONSERVATION	17	244		
45 AUTO EXPENSE	1,661	883		
46 TOTAL OPERATING EXPENSE	\$ 66,367	\$ 86,385		
47 DEPRECIATION-MACHINERY	2,348	7,790		
48 DEPRECIATION-BUILDINGS	37	267		
49 TOTAL FARM EXPENSE	\$ 68,752	\$ 94,443		
50 NET FARM INCOME	\$ 19,220	\$ 44,541		
51 UNPAID FAMILY LABOR	1,634	3,226		
52 UNPAID OPERATOR LABOR	35,293	39,415		
53 CURRENT ASSET CHARGE - 8%	4,178	4,982		
54 NONCURRENT ASSET CHARGE - 8%	9,980	31,113		
55 RETURN LABOR-MANAGEMENT	3,428	5,220		
56 RETURN TO CAPITAL	-13,038	7,430		
57 ASSET TURNOVER RATIO	.3482	.2608		
58 OPERATING PROFIT MARGIN RATIO	-.1482	.0535		
59 % RETURN ON ASSETS	-.0516	.0139		
60 % RETURN ON EQUITY	-.1000	.0042		
61 TOTAL EXPENSE RATIO	.7815	.6795		
62 ADJUSTED TOTAL EXPENSE RATIO	1.2013	.9863		
63 ECONOMIC TOTAL EXPENSE RATIO	1.3622	1.2460		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1 DECEMBER 31	JANUARY 1 DECEMBER 31		
64 CURRENT ASSETS	83,513	89,058	83,058	120,322
65 NONCURRENT ASSETS	165,404	167,347	416,759	445,674
66 CURRENT LIABILITIES	25,707	42,407	42,500	36,338
67 NONCURRENT LIABILITIES	42,247	40,998	44,980	39,621
68 CURRENT RATIO	3.25	2.10	1.95	3.31
69 DEBT TO ASSET RATIO	.27	.33	.18	.13
%%ISCC CHANGE_OVERLAY SUMMB2006				

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - **SOUTHWEST KANSAS**
ANALYSIS OF THE FARM BUSINESS
SORTED BY CAPITAL MANAGED

< 500,001

500,001 - 750,000

AVERAGE ASSET & NET WORTH VALUES														
70	BREEDING LIVESTOCK									13,791				
71	MACHINERY AND EQUIPMENT									44,151				
72	MOTOR VEHICLES & LISTED PROPE									46,854				
73	BUILDINGS									6,204				
74	OWNED LAND									321,669				
75	TOTAL ASSETS									532,907				
76	NET WORTH									451,187				
LABOR														
77	NUMBER OF OPERATORS									.86				
78	NUMBER OF WORKERS									1.03				
79	TOTAL WORK DAYS									133				
80	VALUE FARM PRODUCTION/WORKER									134,835				
81	NET FARM INCOME/WORKER									43,211				
PER OPERATOR BASIS														
82	TOTAL ASSETS									618,552				
83	VALUE OF FARM PRODUCTION									161,320				
84	NET FARM INCOME									51,699				
OTHER FACTORS														
85	% CROP ACRES IRRIGATED									14.37				
86	% TILLABLE LAND									82.57				
87	CROP MACH COST/TOT EXPENSE(%)									33.75				
ACRES														
		TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT	
88	TOTAL ACRES	639	7	335	6	410	6	1070	13	629	12	1061	6	
89	NON-IRRIGATED CROP ACRES	544	7	261	6	374	6	757	13	381	12	876	6	
90	IRRIGATED CROP ACRES							330	5	211	5			
91	TOTAL CROP ACRES	555	7	274	6	374	6	884	13	469	12	975	6	
92	PASTURE ACRES							346	7	318	6			
93	FARMSTEAD ACRES													
CROP VALUE, COSTS, ACRES														
		TOTAL		PER CROP ACRE		PER HARV.ACRE		TOTAL		PER CROP ACRE		PER HARV.ACRE		
94	ACRES			555		324				884		505		
95	CROP MACHINERY INVESTMENT	29,374		52.91		90.78		78,746		89.13		156.08		
96	CROP MACHINERY COST	17,611		31.72		54.43		31,876		36.08		63.18		
97	GROSS CROP VALUE	101,050		182.02		312.29		249,816		282.74		495.15		
98	CROP PRODUCTION COSTS	47,614		85.77		147.15		94,242		106.66		186.79		
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	116				99	86.2	6	298	137	77.7		
101	SOYBEANS													
102	SUNFLOWERS													
103	WHEAT	7	225		84	40.7	192	44.2	11	245	135	37.8	297	66.6
104	OTHER CROPS													
105	ALFALFA													
106	OTHER HAY & FORAGE													
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													
111	GRAIN SORGHUM													
112	SOYBEANS													
113	SUNFLOWERS													
114	WHEAT								4	162				
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												2	
122	DAIRY COWS													
123	EWES				1									
124	SOWS													
125	BEEF PURCH. FOR RESALE SALES					48							35	
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 CAPITAL MANAGED

750,001 - 1,000,000
7 FARMS

1,000,001 - 1,375,000
16 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	41,854	32,759	
2 DAIRY AND MILK			
3 SHEEP		-54	
4 SWINE		100	
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	-3,565	10,362	
7 CUSTOM FEEDING		2,223	
8 FEED PURCHASED	-24,411	-5,674	
9 LIVESTOCK INCOME	\$ 13,877	\$ 39,716	
10 CORN	21,798	50,099	
11 GRAIN SORGHUM	4,380	25,427	
12 SOYBEANS	-4,000	3,093	
13 SUNFLOWERS			
14 WHEAT	119,958	88,902	
15 HAY AND FORAGE	34,756	8,036	
16 OTHER CROP	6,191		
17 GOVERNMENT PAYMENTS	19,266	20,114	
18 CROP INSURANCE PROCEEDS	2,977	1,820	
19 MACHINE WORK	3,079	2,906	
20 OTHER INCOME	8,880	8,442	
21 VALUE OF FARM PRODUCTION	\$ 231,161	\$ 248,554	
22 HIRED LABOR	4,089	4,271	
23 MACHINERY REPAIRS	20,720	16,508	
24 IRRIGATION REPAIRS	26	1,908	
25 BUILDING REPAIRS	538	688	
26 INTEREST PAID	13,792	13,511	
27 SEED-OTHER CROP EXPENSE	5,784	7,652	
28 CROP INSURANCE	10,099	7,371	
29 FERTILIZER-LIME	19,464	18,480	
30 MACHINE HIRE	7,247	16,856	
31 ORGANIZATION FEE, PUBLICATION	1,716	3,168	
32 VET-MED-DRUGS	1,269	2,743	
33 CROP STORAGE-MARKETING	357	-2,434	
34 LIVESTOCK MARKETING-BREEDING	40	692	
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	21,324	16,078	
37 IRRIGATION ENERGY	1,112	8,564	
38 REAL ESTATE TAXES	4,173	4,553	
39 PERSONAL PROPERTY TAXES	521	520	
40 GENERAL FARM INSURANCE	6,487	3,936	
41 UTILITIES	3,366	3,898	
42 CASH FARM RENT	9,392	6,666	
43 HERBICIDE-INSECTICIDE	21,316	14,307	
44 CONSERVATION	238	63	
45 AUTO EXPENSE	1,035	821	
46 TOTAL OPERATING EXPENSE	\$ 154,105	\$ 150,819	
47 DEPRECIATION-MACHINERY	11,723	8,646	
48 DEPRECIATION-BUILDINGS	455	939	
49 TOTAL FARM EXPENSE	\$ 166,282	\$ 160,404	
50 NET FARM INCOME	\$ 64,879	\$ 88,150	
51 UNPAID FAMILY LABOR	3,268		
52 UNPAID OPERATOR LABOR	43,789	41,461	
53 CURRENT ASSET CHARGE - 8%	8,286	15,313	
54 NONCURRENT ASSET CHARGE - 8%	32,957	24,845	
55 RETURN LABOR-MANAGEMENT	20,369	47,992	
56 RETURN TO CAPITAL	31,614	60,200	
57 ASSET TURNOVER RATIO	.3767	.3684	
58 OPERATING PROFIT MARGIN RATIO	.1368	.2422	
59 % RETURN ON ASSETS	.0515	.0892	
60 % RETURN ON EQUITY	.0346	.0930	
61 TOTAL EXPENSE RATIO	.7193	.6453	
62 ADJUSTED TOTAL EXPENSE RATIO	.9229	.8122	
63 ECONOMIC TOTAL EXPENSE RATIO	1.1013	.9737	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	131,119	190,135	221,346
65 NONCURRENT ASSETS	441,624	464,429	412,770
66 CURRENT LIABILITIES	74,053	40,059	73,821
67 NONCURRENT LIABILITIES	38,191	43,934	110,242
68 CURRENT RATIO	1.77	4.75	3.00
69 DEBT TO ASSET RATIO	.20	.13	.29
CHANGE_OVERLAY SUMMB2006			.23

%%ISCC

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHWEST KANSAS
ANALYSIS OF THE FARM BUSINESS
SORTED BY CAPITAL MANAGED

750,001 - 1,000,000

1,000,001 - 1,375,000

AVERAGE ASSET & NET WORTH VALUES												
70 BREEDING LIVESTOCK									38,086	44,073		
71 MACHINERY AND EQUIPMENT									68,199	46,514		
72 MOTOR VEHICLES & LISTED PROPE									65,942	67,299		
73 BUILDINGS									6,820	12,141		
74 OWNED LAND									281,321	277,836		
75 TOTAL ASSETS									613,653	674,646		
76 NET WORTH									515,535	501,975		
LABOR												
77 NUMBER OF OPERATORS									.95	.90		
78 NUMBER OF WORKERS									1.14	1.04		
79 TOTAL WORK DAYS									121	181		
80 VALUE FARM PRODUCTION/WORKER									202,266	238,135		
81 NET FARM INCOME/WORKER									56,769	84,455		
PER OPERATOR BASIS												
82 TOTAL ASSETS									641,130	744,437		
83 VALUE OF FARM PRODUCTION									241,512	274,266		
84 NET FARM INCOME									67,784	97,269		
OTHER FACTORS												
85 % CROP ACRES IRRIGATED									7.21	13.57		
86 % TILLABLE LAND									87.70	67.35		
87 CROP MACH COST/TOT EXPENSE(%)									34.24	36.52		
ACRES												
88 TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
89 NON-IRRIGATED CROP ACRES	973	7	727	5			948	16	365	14	838	12
90 IRRIGATED CROP ACRES	106	5			106	5	298	8	227	6	204	5
91 TOTAL CROP ACRES	1049	7	727	5	742	5	1097	16	463	14	923	12
92 PASTURE ACRES	206	5					703	12	355	6	700	9
93 FARMSTEAD ACRES							15	5	12	5		
CROP VALUE, COSTS, ACRES												
94 ACRES	TOTAL	PER CROP ACRE	PER HARV.ACRE				TOTAL	PER CROP ACRE	PER HARV.ACRE			
95 CROP MACHINERY INVESTMENT	118,506	113.00	200.14				98,398	89.71	143.54			
96 CROP MACHINERY COST	56,929	54.28	96.14				58,575	53.40	85.44			
97 GROSS CROP VALUE	264,457	252.17	446.62				238,683	217.62	348.18			
98 CROP PRODUCTION COSTS	129,275	123.27	218.32				132,464	120.77	193.23			
NON-IRRIGATED ACRES												
99 CORN		AVE.	OWNED	RENTED			AVE.	OWNED	RENTED			
100 GRAIN SORGHUM		CNT ACRES	ACRES	YIELD	ACRES	YIELD	CNT ACRES	ACRES	YIELD	ACRES	YIELD	
101 SOYBEANS							6	226			211	79.6
102 SUNFLOWERS												
103 WHEAT	6	544	351	43.0	465	39.0	14	439	158	38.6	394	36.9
104 OTHER CROPS												
105 ALFALFA												
106 OTHER HAY & FORAGE							7	54	25			
107 VEGETABLES												
108 TRUCK CROPS												
109 FRUIT - FLOWERS - TREES												
IRRIGATED ACRES												
110 CORN		AVE.	OWNED	RENTED			AVE.	OWNED	RENTED			
111 GRAIN SORGHUM		CNT ACRES	ACRES	YIELD	ACRES	YIELD	CNT ACRES	ACRES	YIELD	ACRES	YIELD	
112 SOYBEANS							6	170	129	200.8		
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										34		
122 DAIRY COWS												
123 EWES												
124 SOWS										3		
125 BEEF PURCH. FOR RESALE SALES					55					24		
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 CAPITAL MANAGED

1,375,001 - 1,750,000
19 FARMS

1,750,001 - 2,125,000
13 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	27,429	56,111	
2 DAIRY AND MILK			
3 SHEEP	6,492	-6	
4 SWINE			
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK		-735	
7 CUSTOM FEEDING		-1,035	
8 FEED PURCHASED	-8,120	-11,821	
9 LIVESTOCK INCOME	\$ 25,800	\$ 42,514	
10 CORN	46,448	98,096	
11 GRAIN SORGHUM	45,112	34,021	
12 SOYBEANS	-723	3,765	
13 SUNFLOWERS	1,313		
14 WHEAT	114,875	168,115	
15 HAY AND FORAGE	1,155	35,121	
16 OTHER CROP	3,330	540	
17 GOVERNMENT PAYMENTS	29,001	29,150	
18 CROP INSURANCE PROCEEDS	7,848	3,286	
19 MACHINE WORK	8,023	11,933	
20 OTHER INCOME	16,044	6,252	
21 VALUE OF FARM PRODUCTION	\$ 298,225	\$ 432,793	
22 HIRED LABOR	13,794	12,833	
23 MACHINERY REPAIRS	24,270	31,346	
24 IRRIGATION REPAIRS	1,190	5,497	
25 BUILDING REPAIRS	1,888	1,208	
26 INTEREST PAID	12,876	19,647	
27 SEED-OTHER CROP EXPENSE	14,265	14,615	
28 CROP INSURANCE	10,053	10,860	
29 FERTILIZER-LIME	32,018	35,587	
30 MACHINE HIRE	18,710	25,166	
31 ORGANIZATION FEE, PUBLICATION	2,960	3,355	
32 VET-MED-DRUGS	1,276	2,067	
33 CROP STORAGE-MARKETING	50		
34 LIVESTOCK MARKETING-BREEDING	213	4,694	
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	17,480	37,283	
37 IRRIGATION ENERGY	6,246	4,378	
38 REAL ESTATE TAXES	5,416	6,379	
39 PERSONAL PROPERTY TAXES	1,317	1,760	
40 GENERAL FARM INSURANCE	5,218	5,564	
41 UTILITIES	3,952	6,303	
42 CASH FARM RENT	5,650	12,857	
43 HERBICIDE-INSECTICIDE	21,142	29,807	
44 CONSERVATION	37	272	
45 AUTO EXPENSE	940	356	
46 TOTAL OPERATING EXPENSE	\$ 200,961	\$ 271,832	
47 DEPRECIATION-MACHINERY	17,247	18,491	
48 DEPRECIATION-BUILDINGS	1,256	437	
49 TOTAL FARM EXPENSE	\$ 219,464	\$ 290,759	
50 NET FARM INCOME	\$ 78,761	\$ 142,034	
51 UNPAID FAMILY LABOR	3,813	2,346	
52 UNPAID OPERATOR LABOR	42,379	49,269	
53 CURRENT ASSET CHARGE - 8%	9,042	17,163	
54 NONCURRENT ASSET CHARGE - 8%	45,516	55,033	
55 RETURN LABOR-MANAGEMENT	20,390	67,492	
56 RETURN TO CAPITAL	45,446	110,065	
57 ASSET TURNOVER RATIO	.3373	.3725	
58 OPERATING PROFIT MARGIN RATIO	.1524	.2543	
59 % RETURN ON ASSETS	.0514	.0947	
60 % RETURN ON EQUITY	.0478	.1002	
61 TOTAL EXPENSE RATIO	.7359	.6718	
62 ADJUSTED TOTAL EXPENSE RATIO	.8908	.7911	
63 ECONOMIC TOTAL EXPENSE RATIO	1.0737	.9579	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	146,926	189,261	290,391
65 NONCURRENT ASSETS	708,016	723,899	812,395
66 CURRENT LIABILITIES	73,515	36,630	123,366
67 NONCURRENT LIABILITIES	145,645	148,361	145,097
68 CURRENT RATIO	2.00	5.17	2.35
69 DEBT TO ASSET RATIO	.26	.20	.24
%ISCC CHANGE_OVERLAY SUMMB2006			.20

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHWEST KANSAS
ANALYSIS OF THE FARM BUSINESS
SORTED BY CAPITAL MANAGED

1,375,001 - 1,750,000

1,750,001 - 2,125,000

AVERAGE ASSET & NET WORTH VALUES												
70 BREEDING LIVESTOCK									36,915			
71 MACHINERY AND EQUIPMENT									125,756			
72 MOTOR VEHICLES & LISTED PROPE									106,339			
73 BUILDINGS									9,102			
74 OWNED LAND									568,768			
75 TOTAL ASSETS									1,161,813			
76 NET WORTH									902,451			
LABOR												
77 NUMBER OF OPERATORS									1.07			
78 NUMBER OF WORKERS									1.66			
79 TOTAL WORK DAYS									305			
80 VALUE FARM PRODUCTION/WORKER									259,277			
81 NET FARM INCOME/WORKER									85,090			
PER OPERATOR BASIS												
82 TOTAL ASSETS									1,078,826			
83 VALUE OF FARM PRODUCTION									401,880			
84 NET FARM INCOME									131,889			
OTHER FACTORS												
85 % CROP ACRES IRRIGATED									9.75			
86 % TILLABLE LAND									89.93			
87 CROP MACH COST/TOT EXPENSE(%)									39.92			
ACRES												
88 TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
89 NON-IRRIGATED CROP ACRES	1877	19	646	18	1413	17	1953	13	731	13	1444	11
90 IRRIGATED CROP ACRES	386	9	279	5	297	7	305	9	156	6	302	6
91 TOTAL CROP ACRES	2060	19	724	18	1536	17	2164	13	803	13	1608	11
92 PASTURE ACRES	1061	11	581	10	977	6	442	7	495	6		
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			
95 CROP MACHINERY INVESTMENT	153,538	74.55	124.17	213,507	98.66	165.56						
96 CROP MACHINERY COST	72,789	35.34	58.87	116,073	53.64	90.01						
97 GROSS CROP VALUE	383,198	186.05	309.90	485,727	224.45	376.64						
98 CROP PRODUCTION COSTS	189,898	92.20	153.57	253,076	116.94	196.24						
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	240	164	78.6	248	74.0	9	236	84	70.9	271	76.8
101 SOYBEANS												
102 SUNFLOWERS												
103 WHEAT	19	729	258	38.7	608	46.2	13	833	361	45.2	590	43.3
104 OTHER CROPS												
105 ALFALFA												
106 OTHER HAY & FORAGE	7	103	67		92		5	77				
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	7	164			175	209.1	4	322				
112 SOYBEANS												
113 SUNFLOWERS												
114 WHEAT	6	159			136	56.7	4	87				
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				7						1		
122 DAIRY COWS												
123 EWES												
124 SOWS												
125 BEEF PURCH. FOR RESALE SALES				42						185		
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 CAPITAL MANAGED

2,125,001 - 2,500,000
7 FARMS

> 2,500,001
17 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	88,710	160,312	
2 DAIRY AND MILK	35,765		
3 SHEEP			
4 SWINE			
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	-2,143	-4,310	
7 CUSTOM FEEDING		41,953	
8 FEED PURCHASED	-33,680	-57,478	
9 LIVESTOCK INCOME	\$ 88,653	\$ 140,476	
10 CORN	49,731	355,620	
11 GRAIN SORGHUM	63,283	179,938	
12 SOYBEANS		13,884	
13 SUNFLOWERS			
14 WHEAT	154,684	259,996	
15 HAY AND FORAGE	10,922	27,371	
16 OTHER CROP		23,794	
17 GOVERNMENT PAYMENTS	42,528	67,355	
18 CROP INSURANCE PROCEEDS	936	28,850	
19 MACHINE WORK	4,074	49,430	
20 OTHER INCOME	16,389	-37,075	
21 VALUE OF FARM PRODUCTION	\$ 431,200	\$ 1,109,639	
22 HIRED LABOR	37,501	54,561	
23 MACHINERY REPAIRS	25,330	52,223	
24 IRRIGATION REPAIRS	1,827	15,647	
25 BUILDING REPAIRS	2,579	4,666	
26 INTEREST PAID	24,322	60,802	
27 SEED-OTHER CROP EXPENSE	15,264	60,552	
28 CROP INSURANCE	13,012	30,858	
29 FERTILIZER-LIME	27,069	121,609	
30 MACHINE HIRE	23,306	83,711	
31 ORGANIZATION FEE, PUBLICATION	2,448	6,911	
32 VET-MED-DRUGS	7,410	17,188	
33 CROP STORAGE-MARKETING	965	280	
34 LIVESTOCK MARKETING-BREEDING	696	693	
35 DAIRY EXPENSE	671		
36 GAS-FUEL-OIL	34,416	42,435	
37 IRRIGATION ENERGY	5,257	50,686	
38 REAL ESTATE TAXES	8,268	11,737	
39 PERSONAL PROPERTY TAXES	771	2,245	
40 GENERAL FARM INSURANCE	6,131	11,692	
41 UTILITIES	7,619	12,348	
42 CASH FARM RENT	10,516	52,638	
43 HERBICIDE-INSECTICIDE	28,443	85,988	
44 CONSERVATION	19	197	
45 AUTO EXPENSE	311	1,064	
46 TOTAL OPERATING EXPENSE	\$ 284,150	\$ 780,733	
47 DEPRECIATION-MACHINERY	35,351	50,770	
48 DEPRECIATION-BUILDINGS	2,822	4,762	
49 TOTAL FARM EXPENSE	\$ 322,322	\$ 836,264	
50 NET FARM INCOME	\$ 108,878	\$ 273,374	
51 UNPAID FAMILY LABOR			
52 UNPAID OPERATOR LABOR	52,286	51,132	
53 CURRENT ASSET CHARGE - 8%	23,585	18,199	
54 NONCURRENT ASSET CHARGE - 8%	79,086	104,729	
55 RETURN LABOR-MANAGEMENT	6,207	150,446	
56 RETURN TO CAPITAL	80,914	283,044	
57 ASSET TURNOVER RATIO	.2758	.4714	
58 OPERATING PROFIT MARGIN RATIO	.1876	.2551	
59 % RETURN ON ASSETS	.0518	.1202	
60 % RETURN ON EQUITY	.0441	.1446	
61 TOTAL EXPENSE RATIO	.7475	.7536	
62 ADJUSTED TOTAL EXPENSE RATIO	.8688	.7997	
63 ECONOMIC TOTAL EXPENSE RATIO	1.1069	.9105	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	401,144	477,557	588,031
65 NONCURRENT ASSETS	1,178,545	1,069,702	1,668,560
66 CURRENT LIABILITIES	144,284	144,792	466,042
67 NONCURRENT LIABILITIES	142,875	128,219	383,450
68 CURRENT RATIO	2.78	3.30	1.26
69 DEBT TO ASSET RATIO	.18	.18	.38
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Kansas Farm Management Associations 2007 Annual ProfitLink Summary

2007 DATA - SOUTHWEST KANSAS

ANALYSIS OF THE FARM BUSINESS

SORTED BY CAPITAL MANAGED

2,125,001 - 2,500,000

> 2,500,001

AVERAGE ASSET & NET WORTH VALUES												
70 BREEDING LIVESTOCK									42,638			
71 MACHINERY AND EQUIPMENT									240,654			
72 MOTOR VEHICLES & LISTED PROPE									227,558			
73 BUILDINGS									57,969			
74 OWNED LAND									1,127,843			
75 TOTAL ASSETS									2,354,099			
76 NET WORTH									1,536,601			
LABOR												
77 NUMBER OF OPERATORS									1.11			
78 NUMBER OF WORKERS									2.29			
79 TOTAL WORK DAYS									637			
80 VALUE FARM PRODUCTION/WORKER									483,689			
81 NET FARM INCOME/WORKER									119,163			
PER OPERATOR BASIS												
82 TOTAL ASSETS									2,106,299			
83 VALUE OF FARM PRODUCTION									992,835			
84 NET FARM INCOME									244,598			
OTHER FACTORS												
85 % CROP ACRES IRRIGATED									23.14			
86 % TILLABLE LAND									91.68			
87 CROP MACH COST/TOT EXPENSE(%)									25.17			
ACRES												
	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
88 TOTAL ACRES	3258	7	1452	7	1805	7	4563	17	2354	16	3120	16
89 NON-IRRIGATED CROP ACRES	1883	7	1122	7	761	7	3215	17	1388	16	2028	16
90 IRRIGATED CROP ACRES							1175	14	404	12	893	13
91 TOTAL CROP ACRES	2080	7	1152	7	928	7	4183	17	1691	16	2754	16
92 PASTURE ACRES	1373	6	420	5			1621	10	1165	9	955	6
93 FARMSTEAD ACRES							27	9	18	7		
CROP VALUE, COSTS, ACRES												
	TOTAL	PER CROP ACRE	PER HARV. ACRE				TOTAL	PER CROP ACRE	PER HARV. ACRE			
94 ACRES	2080	2080	1282				4183	2967				
95 CROP MACHINERY INVESTMENT	261,952	125.95	204.36				417,811	99.87	140.84			
96 CROP MACHINERY COST	123,685	59.47	96.49				210,471	50.31	70.95			
97 GROSS CROP VALUE	439,115	211.13	342.57				2,070,615	494.97	697.97			
98 CROP PRODUCTION COSTS	268,936	129.30	209.80				661,443	158.11	222.96			
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	5	289	163	78.7	158	78.1	16	634	294	65.6	494	73.1
101 SOYBEANS												
102 SUNFLOWERS												
103 WHEAT	7	665	426	37.3	350	42.9	17	1186	468	43.2	822	43.6
104 OTHER CROPS												
105 ALFALFA												
106 OTHER HAY & FORAGE							8	329	107			
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	12	663					12	663	152	177.2	536	179.1
111 GRAIN SORGHUM	10	200					10	200	96	111.0	217	99.0
112 SOYBEANS	5	209					5	209			217	49.0
113 SUNFLOWERS												
114 WHEAT	12	293					12	293	247	37.8	203	54.9
115 OTHER CROPS												
116 ALFALFA	4	198					4	198				
117 OTHER HAY & FORAGE	4	187					4	187				
118 VEGETABLES												
119 TRUCK CROPS												
120 FRUIT - FLOWERS - TREES												
AVERAGE LIVESTOCK INVENTORIES AND SALES												
121 BEEF COWS				29						9		
122 DAIRY COWS				17								
123 EWES												
124 SOWS												
125 BEEF PURCH. FOR RESALE SALES				166						378		
126 SWINE PURCH. FOR RESALE SALES												
127 TURKEYS												

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