

Kansas Farm Management Associations 2007 Annual ProfitLink Summary

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

CROP FARM
82 FARMS

CROP FARM IRRIGATED
8 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	54,508	107,972	
2 DAIRY AND MILK			
3 SHEEP	1,517		
4 SWINE			
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	-773	-9,559	
7 CUSTOM FEEDING	8,340	6,517	
8 FEED PURCHASED	-15,244	-62,467	
9 LIVESTOCK INCOME	\$ 48,347	\$ 42,462	
10 CORN	67,246	531,078	
11 GRAIN SORGHUM	63,131	55,359	
12 SOYBEANS	1,520	20,230	
13 SUNFLOWERS	304		
14 WHEAT	144,771	78,245	
15 HAY AND FORAGE	10,160	66,238	
16 OTHER CROP	2,704	36,823	
17 GOVERNMENT PAYMENTS	31,510	40,125	
18 CROP INSURANCE PROCEEDS	8,224	8,657	
19 MACHINE WORK	6,299	92,587	
20 OTHER INCOME	-1,486	10,648	
21 VALUE OF FARM PRODUCTION	\$ 382,730	\$ 982,453	
22 HIRED LABOR	17,442	31,177	
23 MACHINERY REPAIRS	24,110	47,451	
24 IRRIGATION REPAIRS	1,992	31,189	
25 BUILDING REPAIRS	1,939	623	
26 INTEREST PAID	18,873	53,480	
27 SEED-OTHER CROP EXPENSE	15,098	75,386	
28 CROP INSURANCE	11,940	23,713	
29 FERTILIZER-LIME	33,318	139,824	
30 MACHINE HIRE	18,985	125,175	
31 ORGANIZATION FEE, PUBLICATION	3,089	4,509	
32 VET-MED-DRUGS	3,790	13,914	
33 CROP STORAGE-MARKETING	241	284	
34 LIVESTOCK MARKETING-BREEDING	1,217	206	
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	22,949	40,497	
37 IRRIGATION ENERGY	8,866	70,303	
38 REAL ESTATE TAXES	6,027	6,439	
39 PERSONAL PROPERTY TAXES	1,009	2,802	
40 GENERAL FARM INSURANCE	5,520	8,339	
41 UTILITIES	5,435	5,758	
42 CASH FARM RENT	9,838	76,307	
43 HERBICIDE-INSECTICIDE	28,552	69,308	
44 CONSERVATION	167		
45 AUTO EXPENSE	893	563	
46 TOTAL OPERATING EXPENSE	\$ 241,290	\$ 827,246	
47 DEPRECIATION-MACHINERY	19,328	35,242	
48 DEPRECIATION-BUILDINGS	1,587	2,116	
49 TOTAL FARM EXPENSE	\$ 262,204	\$ 864,603	
50 NET FARM INCOME	\$ 120,525	\$ 117,850	
51 UNPAID FAMILY LABOR	1,906		
52 UNPAID OPERATOR LABOR	44,857	42,891	
53 CURRENT ASSET CHARGE - 8%	13,207	4,418	
54 NONCURRENT ASSET CHARGE - 8%	50,861	56,577	
55 RETURN LABOR-MANAGEMENT	54,551	56,855	
56 RETURN TO CAPITAL	92,634	128,440	
57 ASSET TURNOVER RATIO	.3611	.7202	
58 OPERATING PROFIT MARGIN RATIO	.2420	.1307	
59 % RETURN ON ASSETS	.0874	.0942	
60 % RETURN ON EQUITY	.0921	.0983	
61 TOTAL EXPENSE RATIO	.6851	.8800	
62 ADJUSTED TOTAL EXPENSE RATIO	.8073	.9237	
63 ECONOMIC TOTAL EXPENSE RATIO	.9747	.9858	
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1	DECEMBER 31	JANUARY 1
			DECEMBER 31
64 CURRENT ASSETS	248,033	321,673	333,031
65 NONCURRENT ASSETS	761,815	788,324	979,321
66 CURRENT LIABILITIES	136,863	102,672	296,392
67 NONCURRENT LIABILITIES	136,879	141,743	308,793
68 CURRENT RATIO	1.81	3.13	1.12
69 DEBT TO ASSET RATIO	.27	.22	.46
%%ISCC CHANGE_OVERLAY SUMMB2006			.42

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2007 DATA - SOUTHWEST KANSAS

ANALYSIS OF THE FARM BUSINESS

SORTED BY FARM TYPE

CROP FARM

CROP FARM IRRIGATED

AVERAGE ASSET & NET WORTH VALUES												
70 BREEDING LIVESTOCK										11,963		
71 MACHINERY AND EQUIPMENT										220,087		
72 MOTOR VEHICLES & LISTED PROPE										111,517		
73 BUILDINGS										22,925		
74 OWNED LAND										595,112		
75 TOTAL ASSETS										1,364,099		
76 NET WORTH										762,439		
LABOR												
77 NUMBER OF OPERATORS										.93		
78 NUMBER OF WORKERS										2.10		
79 TOTAL WORK DAYS										473		
80 VALUE FARM PRODUCTION/WORKER										467,835		
81 NET FARM INCOME/WORKER										56,119		
PER OPERATOR BASIS												
82 TOTAL ASSETS										1,455,039		
83 VALUE OF FARM PRODUCTION										1,047,950		
84 NET FARM INCOME										125,707		
OTHER FACTORS												
85 % CROP ACRES IRRIGATED										51.31		
86 % TILLABLE LAND										88.27		
87 CROP MACH COST/TOT EXPENSE(%)										21.53		
ACRES												
88 TOTAL ACRES	TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
89 NON-IRRIGATED CROP ACRES	1790	82	763	75	1377	65	1084	8	415	8	765	7
90 IRRIGATED CROP ACRES	422	46	249	29	359	34	1142	8	317	8	1101	6
91 TOTAL CROP ACRES	2027	82	859	75	1541	66	2226	8	731	8	1708	7
92 PASTURE ACRES	742	50	577	38	660	23						
93 FARMSTEAD ACRES	19	26	14	23	27	6						
CROP VALUE, COSTS, ACRES												
94 ACRES	TOTAL	PER CROP ACRE	PER HARV. ACRE				TOTAL	PER CROP ACRE	PER HARV. ACRE			
95 CROP MACHINERY INVESTMENT	183,062	90.32	147.67				276,538	124.22	142.13			
96 CROP MACHINERY COST	88,243	43.54	71.18				186,163	83.63	95.68			
97 GROSS CROP VALUE	444,126	219.13	358.25				2,921,642	1,312.43	1,501.63			
98 CROP PRODUCTION COSTS	227,119	112.06	183.20				630,241	283.11	323.92			
NON-IRRIGATED ACRES												
	CNT	AVE. ACRES	OWNED	ACRES	YIELD	RENTED	ACRES	YIELD				
99 CORN	17	203	138	85.0	206	80.6						
100 GRAIN SORGHUM	53	377	184	73.6	334	77.3	4	213				
101 SOYBEANS												
102 SUNFLOWERS												
103 WHEAT	78	703	305	41.3	570	45.4	8	515	146	36.4	493	47.0
104 OTHER CROPS												
105 ALFALFA	5	82										
106 OTHER HAY & FORAGE	27	146	59		213							
107 VEGETABLES												
108 TRUCK CROPS												
109 FRUIT - FLOWERS - TREES												
IRRIGATED ACRES												
	CNT	AVE. ACRES	OWNED	ACRES	YIELD	RENTED	ACRES	YIELD				
110 CORN	28	245	113	183.8	220	196.1	7	833	232	177.0	888	182.0
111 GRAIN SORGHUM	16	154	107	112.3	150	99.9	4	198				
112 SOYBEANS	9	148			153	55.8	4	131				
113 SUNFLOWERS												
114 WHEAT	25	195	204	46.3	149	57.3	6	249	134	47.0		
115 OTHER CROPS												
116 ALFALFA	9	150	54	5.3	162	5.3						
117 OTHER HAY & FORAGE	12	91	51		146							
118 VEGETABLES												
119 TRUCK CROPS												
120 FRUIT - FLOWERS - TREES												
AVERAGE LIVESTOCK INVENTORIES AND SALES												
121 BEEF COWS					6							
122 DAIRY COWS												
123 EWES												
124 SOWS												
125 BEEF PURCH. FOR RESALE SALES					112					354		
126 SWINE PURCH. FOR RESALE SALES												
127 TURKEYS												

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

CROP - COW HERD
6 FARMS

ITEM	PER FARM	PER FARM	
1 BEEF	74,005		
2 DAIRY AND MILK			
3 SHEEP			
4 SWINE			
5 POULTRY AND EGGS			
6 OTHER LIVESTOCK	500		
7 CUSTOM FEEDING			
8 FEED PURCHASED	-9,751		
9 LIVESTOCK INCOME	\$ 64,753		
10 CORN	15,599		
11 GRAIN SORGHUM	25,212		
12 SOYBEANS	1,096		
13 SUNFLOWERS			
14 WHEAT	70,379		
15 HAY AND FORAGE	5,660		
16 OTHER CROP	450		
17 GOVERNMENT PAYMENTS	17,819		
18 CROP INSURANCE PROCEEDS	1,003		
19 MACHINE WORK	3,009		
20 OTHER INCOME	9,670		
21 VALUE OF FARM PRODUCTION	\$ 214,651		
22 HIRED LABOR	9,146		
23 MACHINERY REPAIRS	18,650		
24 IRRIGATION REPAIRS	438		
25 BUILDING REPAIRS	1,282		
26 INTEREST PAID	15,054		
27 SEED-OTHER CROP EXPENSE	4,260		
28 CROP INSURANCE	6,101		
29 FERTILIZER-LIME	19,694		
30 MACHINE HIRE	12,754		
31 ORGANIZATION FEE, PUBLICATION	2,039		
32 VET-MED-DRUGS	3,517		
33 CROP STORAGE-MARKETING	-6,887		
34 LIVESTOCK MARKETING-BREEDING	467		
35 DAIRY EXPENSE			
36 GAS-FUEL-OIL	13,277		
37 IRRIGATION ENERGY	951		
38 REAL ESTATE TAXES	7,213		
39 PERSONAL PROPERTY TAXES	1,033		
40 GENERAL FARM INSURANCE	4,597		
41 UTILITIES	5,065		
42 CASH FARM RENT	7,348		
43 HERBICIDE-INSECTICIDE	17,454		
44 CONSERVATION			
45 AUTO EXPENSE	1,023		
46 TOTAL OPERATING EXPENSE	\$ 144,476		
47 DEPRECIATION-MACHINERY	19,329		
48 DEPRECIATION-BUILDINGS	720		
49 TOTAL FARM EXPENSE	\$ 164,525		
50 NET FARM INCOME	\$ 50,126		
51 UNPAID FAMILY LABOR	3,813		
52 UNPAID OPERATOR LABOR	45,750		
53 CURRENT ASSET CHARGE - 8%	17,258		
54 NONCURRENT ASSET CHARGE - 8%	43,423		
55 RETURN LABOR-MANAGEMENT	-14,367		
56 RETURN TO CAPITAL	15,617		
57 ASSET TURNOVER RATIO	.2199		
58 OPERATING PROFIT MARGIN RATIO	.0728		
59 % RETURN ON ASSETS	.0160		
60 % RETURN ON EQUITY	.0007		
61 TOTAL EXPENSE RATIO	.7665		
62 ADJUSTED TOTAL EXPENSE RATIO	.9974		
63 ECONOMIC TOTAL EXPENSE RATIO	1.2801		
ASSETS/LOANS/FINANCIAL RATIOS	JANUARY 1 DECEMBER 31	JANUARY 1 DECEMBER 31	
64 CURRENT ASSETS	274,246	294,550	
65 NONCURRENT ASSETS	689,085	694,001	
66 CURRENT LIABILITIES	77,148	60,208	
67 NONCURRENT LIABILITIES	155,810	141,703	
68 CURRENT RATIO	3.55	4.89	
69 DEBT TO ASSET RATIO	.24	.20	
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ANALYSIS OF THE FARM BUSINESS

SORTED BY FARM TYPE

CROP - COW HERD

AVERAGE ASSET & NET WORTH VALUES													
70	BREEDING LIVESTOCK									129,779			
71	MACHINERY AND EQUIPMENT									74,087			
72	MOTOR VEHICLES & LISTED PROPE									89,656			
73	BUILDINGS									9,286			
74	OWNED LAND									505,288			
75	TOTAL ASSETS									975,941			
76	NET WORTH									758,506			
LABOR													
77	NUMBER OF OPERATORS									1.00			
78	NUMBER OF WORKERS									1.50			
79	TOTAL WORK DAYS									236			
80	VALUE FARM PRODUCTION/WORKER									143,100			
81	NET FARM INCOME/WORKER									33,417			
PER OPERATOR BASIS													
82	TOTAL ASSETS									975,941			
83	VALUE OF FARM PRODUCTION									214,651			
84	NET FARM INCOME									50,126			
OTHER FACTORS													
85	% CROP ACRES IRRIGATED									1.58			
86	% TILLABLE LAND									45.93			
87	CROP MACH COST/TOT EXPENSE(%)									35.57			
ACRES													
		TOTAL	CNT	OWNED	CNT	RENTED	CNT	TOTAL	CNT	OWNED	CNT	RENTED	CNT
88	TOTAL ACRES	2756	6	1430	5	1878	5						
89	NON-IRRIGATED CROP ACRES	1246	6	859	5	637	5						
90	IRRIGATED CROP ACRES												
91	TOTAL CROP ACRES	1266	6	883	5	637	5						
92	PASTURE ACRES	1490	6	547	5	1241	5						
93	FARMSTEAD ACRES												
CROP VALUE, COSTS, ACRES													
		TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE	TOTAL	PER CROP ACRE	PER HARV.ACRE			
94	ACRES		1266	875									
95	CROP MACHINERY INVESTMENT	126,539	99.95	144.59									
96	CROP MACHINERY COST	58,517	46.22	66.86									
97	GROSS CROP VALUE	230,980	182.45	263.93									
98	CROP PRODUCTION COSTS	119,989	94.78	137.10									
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	4	143										
101	SOYBEANS												
102	SUNFLOWERS												
103	WHEAT	6	568	346	45.8	335	35.9						
104	OTHER CROPS												
105	ALFALFA												
106	OTHER HAY & FORAGE	5	225	182									
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												
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				94								
122	DAIRY COWS												
123	EWES												
124	SOWS												
125	BEEF PURCH. FOR RESALE SALES												
126	SWINE PURCH. FOR RESALE SALES												
127	TURKEYS												

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