



K-State Research and Extension, Department of Agricultural Economics and Kansas Farm Management Association

Building Strong Relationships ... Producing Excellence

TITLE: EXTENSION AGRICULTURAL ECONOMIST, KANSAS FARM MANAGEMENT ASSOCIATION, NORTHWEST

This is a joint appointment between KFMA NW and K-State Research and Extension

Kansas Farm Management Association, Northwest (KFMA NW), located in Colby, Kansas, provides a farm business analysis educational program to member farm families in a 17 county area. Principal crops are wheat, corn and grain sorghum. Livestock enterprises in NW Kansas are primarily focused on beef production. Average farm size is 4,000 acres.

LOCATION: Colby, Kansas

APPLICATION DATE: Screening of applications will begin on November 10, 2017, and will continue until the position is filled. Please submit a cover letter, resume, email addresses for three professional references, and all official transcripts to assure a review. The starting date is on or after December 4, 2017 and is negotiable with the KFMA, NW Board of Directors and KFMA Executive Director.

KFMA VISION:

The Kansas Farm Management Association (KFMA), through its affiliation with K-State Research and Extension, will be the valued and trusted provider of integrated data management systems to apply critical thinking and strategic business planning for farm and ranch decision makers; and will be the premier source of farm-level economic data in the world.

KFMA MISSION AND PURPOSE:

- To work as an efficient team of economists, serving on the management team for KFMA member farms, as a farm business management resource
- To provide high quality and timely farm recordkeeping, financial analysis and tax management
- To achieve the goal of improved farm and family decision making, resulting in increased farm profitability and sustainability

RESPONSIBILITIES: The foundation of the KFMA program is providing education and consultation to member farms in the area of farm business management with a goal of providing farms with adequate resources to make informed financial, production, and tax management decisions. In order to achieve this goal, an Extension Agricultural Economist is expected to:

1. Develop and maintain a relationship with membership of 80-90 cooperating commercial farms
2. Provide cooperating farms with:
 - Assistance with recordkeeping in order to develop a complete and accurate accounting of the farm, which is the foundation of all services provided
 - Regular, scheduled on-farm visits each year
 - An annual accrual whole-farm business analysis utilizing KFMA software to collect and process information
 - An annual economic analysis of farm enterprises
 - Benchmarks of farm performance in comparison to similar farms and/or industry standards
 - Interpretation of whole-farm, enterprise, and benchmark analysis
 - Year-end tax planning and management
 - Tax preparation through Northwest Kansas Agricultural Tax Service (leave days are taken from Extension position to complete this activity)
 - Guidance and recommendations in estate planning, farm succession planning, and business entity structure
3. Collect, process, and verify financial and production information from cooperating farms to be utilized by K-State Research and Extension for research, teaching, and other Extension programs
4. Market and promote KFMA by supporting county, area, and state Extension personnel by providing technical expertise in the area of farm business and farm income tax management
5. Participate in continuing education to expand farm income tax and farm management technical skills

QUALIFICATIONS

- Required:
- College degree in Agricultural Economics, Accounting, Finance or related field **and** at least three years of acceptable performance in a position in one of the following areas: agricultural economics, agricultural finance, agribusiness, accounting or closely related field
 - **OR**
 - Master's degree in Agricultural Economics, Accounting or related field
 - **AND**
 - Minimum GPA of 3.0 (on a 4.0 scale) in all college course work
 - Minimum of 6 hours of courses in accounting
 - Ability to effectively communicate with individuals and groups
 - Evidence of solid planning, prioritization and organizational skills
 - Good understanding of production agriculture
 - Ability to effectively utilize computer technology, software and applications
 - Demonstrated expertise in understanding and communicating sound farm accounting principles and economic relationships in agriculture
 - Strong attention to detail
 - Self-discipline to work independently, and flexibility to work as part of a team
 - Ability to handle a workload that varies depending on the time of year (heavy workload required November-April)

SALARY: Commensurate with training and experience as negotiated by the Department of Agricultural Economics, Kansas State University; the Board of Directors of Kansas Farm Management Association, Northwest; and the applicant.

BENEFITS: This is an unclassified position in the Department of Agricultural Economics, Kansas State University. The K-State benefit package includes a retirement plan, group health and life insurance, worker's compensation, vacation, sick leave and other benefits. For additional information on benefits, see <http://www.k-state.edu/hcs/benefits/overview/>.

Travel, which will be required for this position, is primarily be within the KFMA NW association but may occasionally involve overnight travel to other areas of Kansas. Reimbursement for travel and subsistence related to achieving program objectives including either use of an association provided vehicle or mileage reimbursement will be provided.

HOW TO APPLY:

Apply online at <http://careers.k-state.edu/cw/en-us/job/502524>. Application **must include** a cover letter, resume (including three professional references), and official transcripts of all college coursework.

If selected for the position, the applicant will grant permission to Kansas State University's Human Capital Services for a background check to be completed. Employment will be contingent upon the results of those findings.

For more information, contact: Mark Dikeman, Associate Director, Kansas Farm Management Association Program. Office: (785) 539-0373; E-mail: dikemanm@ksu.edu The KFMA program website is www.AgManager.info/KFMA

EQUAL EMPLOYMENT OPPORTUNITY: Kansas State University is an Affirmative Action/Equal Opportunity Employer of individuals with disabilities and protected veterans. Kansas State University encourages diversity among its employees. KSRE EEO Coordinator: Stacey M. Warner, 121 Umberger Hall, Manhattan, KS 66506. KSRE EEO Counselor: Gregg Hadley, 123 Umberger Hall, Manhattan, KS 66506.