



Relationship

With more than 70 years of experience serving producers, the KFMA maintains a long term commitment to Kansas agriculture. One-on-one advising relationships provide farm-specific production and financial management information that can be used when making farm business and family decisions.

Service

In collaboration with each member, economists provide individualized information and services during farm visits. These services include:

- Sound farm accounting systems
- Whole-farm and enterprise analysis
- Financial benchmarks for comparing performance with similar farms
- Year-end tax planning and management
- Integrated tax planning, marketing and asset investment strategies
- Assistance with estate planning and farm succession planning
- Guidance for business entity and structure planning
- Monthly KFMA Newsletter
- Improved decision making



What KFMA Members Are Saying...

“Our ag economist has provided sound advice for the past 15 years as our farm operation has grown. The record keeping, tax planning, ag product marketing, and estate planning are a few of the benefits that have assisted us over the years.”

Ron Roth, Producer
Green, Kansas

“The enterprise analysis has been extremely valuable to us over the years; it helps us fine tune our costs and directs our marketing efforts.”

Albert Rall, Producer
Brewster, Kansas

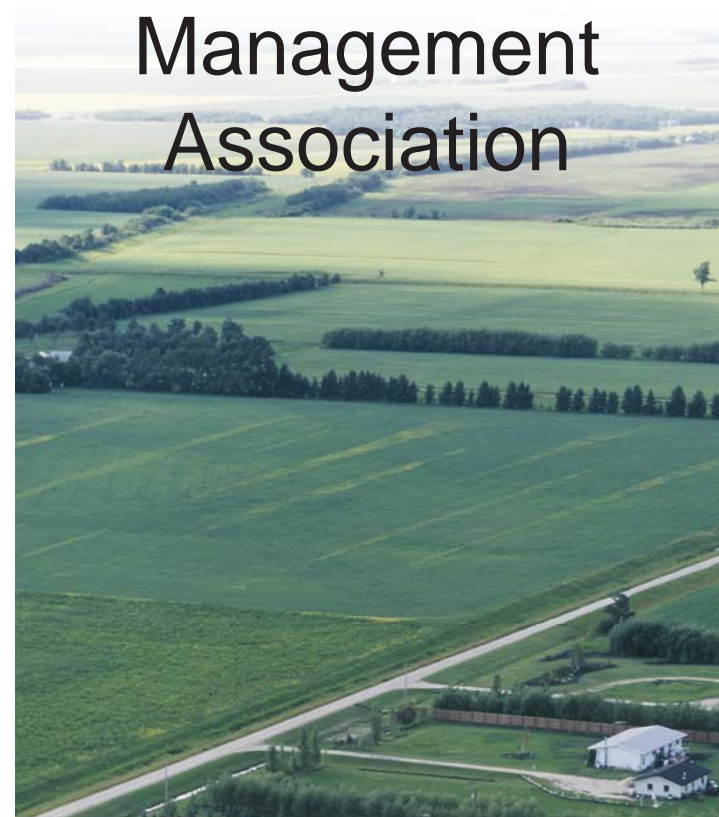
“Joining the KFMA was one of the best choices I ever made in farming. Even with a college education in business, the KFMA still keeps me on my toes on the bookkeeping side of the operation. Considering the success I’ve had in farming, I credit the KFMA with a lot of it.”

Rick Allison, Producer
Seneca, Kansas

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Kansas Farm Management Association



**Your Farm
Your Information
Your Decision**



Your Farm Your Information Your Decision

KFMA Benefits

Working individually with each member, the ag economist develops strategies for long-term growth and success.

Benchmarking

With others

- more than 1500 farms across the state
- maintaining the strictest anonymity
- comparisons on farm size, type, location...

With yourself over time

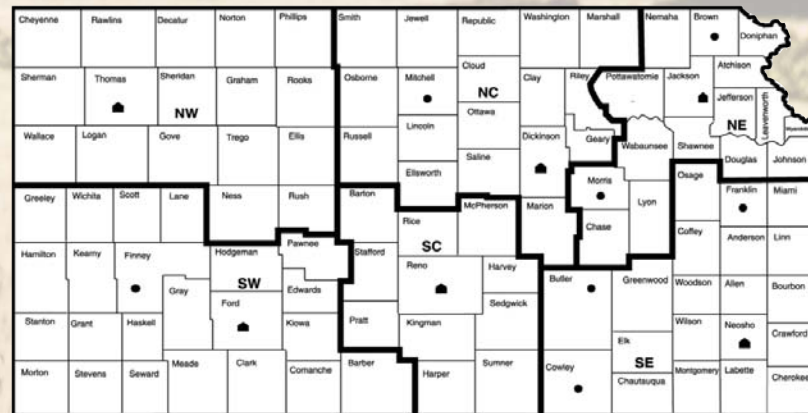
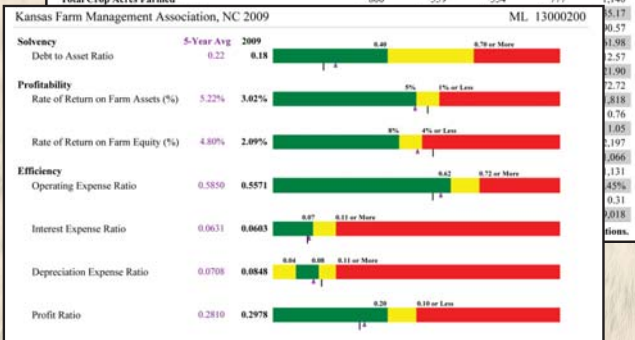
- three and five year trends
- long-term planning

Assessing Financial Position and Performance

- Performance comparisons with similar operations
- Identify strengths and weaknesses

Kansas Farm Management Association, NC 2009 ML 13000200

	Your Farm	RL County	VFP < 250,000	Farm Type *	KFMA NC
Number of Farms	9	112	31	277	
Gross Livestock Income	75,533	35,300	38,510	121,608	96,907
Feed Expense	6,839	8,901	14,130	22,972	40,425
Livestock Income	68,694	26,399	24,380	98,637	56,482
Non-Livestock Income	159,137	163,827	120,715	169,417	317,719
Value of Farm Production	227,831	190,226	145,095	268,054	374,201
Cash Operating Expense	140,662	98,841	108,651	214,645	256,492
Depreciation	19,320	15,214	12,647	22,089	28,435
Total Farm Expense	159,982	114,055	121,297	236,734	285,927
Net Farm Income	67,849	76,171	23,798	31,319	88,274
Total Crop Acres Farmed	800	559	554	777	1,140



Founded in 1931, the KFMA is one of the largest farm management programs in the country. Twenty-one KFMA economists, who are faculty members in the K-State Department of Agricultural Economics, comprise the professional staff of the KFMA program and are located throughout the state in six regional associations.

Farm Management Associations Across Kansas

NW ASSOCIATION
890 S. Range
Colby, Kansas 67701
(785) 462-6664

NC ASSOCIATION
316 Broadway
Abilene, Kansas 67410
(785) 263-3421

NE ASSOCIATION
207-B Arizona
Holton, Kansas 66436
(785) 364-2706

SW ASSOCIATION
1409 E. Trail
Dodge City, Kansas 67801
(620) 225-5600

SC ASSOCIATION
16 West 4th Avenue, Ste. B
Hutchinson, Kansas 67501
(620) 662-7868

SE ASSOCIATION
17 S. Highland
Chanute, Kansas 66720
(620) 431-0034

