



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, SOUTHEAST

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

Kansas Farm Management Association, Southeast (KFMA SE), with offices in El Dorado, Chanute, and Ottawa, Kansas, provides a farm business analysis educational program to member farm families in a 20 county area. Principal crops are soybeans, corn, wheat and hay/forage. This is also a livestock intensive area of Kansas. Average farm size is 2,200 acres.

LOCATION: El Dorado, Kansas

APPLICATION DATE: Screening of applications will begin on August 11, 2017, and will continue until the position is filled. Please submit a cover letter, resume, three reference letters, and all official transcripts to assure a review. The starting date is on or after September 11, 2017 and is negotiable with the KFMA, SE 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 or maintain a membership of approximately 80 cooperating commercial farms
2. Provide cooperating farms with:
 - Assistance with agricultural accounting and recordkeeping, which is the foundation of all services provided
 - Multiple 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
 - Year-end tax planning and management
 - Tax preparation through Southeast 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. Support county, area, and state research and Extension by providing technical expertise in the area of farm business management

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
 - Demonstrated ability to effectively communicate with individuals and groups
 - Evidence of solid planning, prioritization and organizational skills
 - Good understanding of production agriculture
 - Proven ability to effectively utilize computer technology, software and applications
 - Demonstrated expertise in understanding and communicating sound farm accounting principles and economic relationships in agriculture
 - Self-discipline to work independently and flexibility to work as part of a team

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, Southeast; 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, primarily within the association area but also around Kansas, will be required for the position. 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:

Send cover letter, resume, and official transcripts; and, arrange for three letters of reference to be sent. Application material may be sent electronically to Mary Huninghake (mhuningh@ksu.edu) or may be mailed to:

Mary Huninghake, Office Specialist II
K-State Research and Extension
Department of Agricultural Economics - KSU
304 Waters Hall
1603 Old Claflin Place
Manhattan, KS 66506-4026
(785) 532-1506 FAX: (785) 532-6925

Electronic applications are encouraged.

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; or, 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: Jim Lindquist, 123 Umberger Hall, Manhattan, KS 66506.