Relationship

With more than 80 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.

To Do:
1. Visit AgManager.info/kfma
2. Download the KFMA newsletter
3. View year by year enterprise reports for your county
4. Get contact information for your local KFMA office
5. JOIN the KFMA!

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;
- KFMA Newsletter
- Improved decision making

From our KFMA members:

“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
Since 1931 the KFMA program has served the farm families of Kansas. Economists, who are faculty members in the K-State Department of Agricultural Economics, comprise the professional staff of the KFMA program. The Economists work cooperatively with farm families in the six regional areas in the state to provide members with production and financial management information for use in decision making.

Benchmarking

**With others**
- More than 1,500 farms across the state
- Maintaining the strictest anonymity
- Comparisons of farm size, type, location and other parameters

**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