



## 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

**LOCATION:** Colby, Kansas

**RESPONSIBILITIES:** The foundation of the KFMA program is providing education and consultation to member farms in the area of farm business management. KFMA Economists strive to provide cooperating farms with 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 approximately 80-90 cooperating commercial farms
2. Assist cooperating farms with development of a comprehensive and accurate accounting of the farm. Complete records are the essential foundation of all KFMA services provided
3. Provide KFMA members with:
  - a. Regular, scheduled on-farm visits each year (at times requiring extensive travel within the association)
  - b. An annual accrual whole-farm business analysis utilizing KFMA software to collect and process information
  - c. An annual economic analysis of farm enterprises
  - d. Benchmarks of farm performance in comparison to similar farms and/or industry standards
  - e. Guidance based on interpretation of whole-farm, enterprise, and benchmark analysis
  - f. Guidance and recommendations in estate planning, farm succession planning, and business entity structure
4. Learn and understand federal and state income tax regulations as they apply to farm businesses. This includes significant time spent working with members on:
  - a. Tax implications of farm business management decisions
  - b. Year-end tax planning and management
  - c. Preliminary income tax related work for KFMA NW members
  - d. Final income tax filing as an employee of Northwest Kansas Agricultural Tax Services, Inc. (with consulting leave time taken from Extension Agricultural Economist position)
5. 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
6. Market and promote KFMA by supporting county, area, and state Extension personnel with technical expertise in the area of farm business and farm income tax management
7. Participate in continuing education to expand farm income tax and farm management technical skills

### QUALIFICATIONS

Required:

- Bachelor's degree in Agricultural Economics, Accounting, Finance or related field
- Minimum GPA of 3.0 (on a 4.0 scale) in all college coursework
- Minimum of 6 hours of coursework 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)

Preferred:

- Master's degree in Agricultural Economics, Accounting or related field

**OR**

- At least three years of acceptable performance in a position in agricultural economics, agricultural finance, agribusiness, accounting or closely related field

Applicants who meet the required qualifications, but do not meet the preferred qualifications for this position may be considered for an Associate Extension Agricultural Economist position with KFMA, NW. An Associate position is expected to successfully develop the skills and knowledge required for the position of Extension Agricultural Economist while providing support to the Extension Agricultural Economists working in the association. The position is designed to lead into an Extension Agricultural Economist position with KFMA NW within two years if all objectives are met, based on regular evaluations during the training period.

Specific responsibilities during the training period include:

1. Become proficient in farm record keeping systems used within the association (QuickBooks and Manual Record Book)
2. Learn to efficiently use proprietary programs and spreadsheets for farm economic analysis and tax planning (K-MAR-105 Analysis System, K-MAR-105 Depreciation, and Microsoft Excel)
3. Develop an understanding of agricultural accounting, estate planning, business entity structure, and income tax management as they apply to farm businesses
4. Learn KFMA NW procedures to collect, process, and verify information from member farm businesses in order to complete a whole farm and enterprise analysis
5. Complete requirements to achieve IRS Enrolled Agent status
6. Provide support to KFMA NW Extension Agricultural Economists as they deliver economic analysis and technical expertise to KFMA member farm businesses
7. Develop skills necessary to complete tax forms (Forms 1096/1099, W-2/W-3, 1040, 1065, 1120, and 1120S) through Northwest Kansas Agricultural Tax Service, Inc (Consulting Leave days taken from Extension position to complete final tax preparation activity)

#### **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

#### **ABOUT KFMA NW:**

KFMA NW 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 crop acres.

**APPLICATION DATE:** Screening of applications will begin on October 31, 2023, and will continue until the position is filled. The starting date for this position is negotiable with the KFMA NW Board of Directors and the KFMA Executive Director.

**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. Anticipated hiring range \$45,000 - \$85,000, dependent on education and experience.

**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 within the KFMA NW association area 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:**

Qualified persons are invited to apply at <http://careers.k-state.edu/cw/en-us/job/516027/> by completing the following:

- 1) Upload a letter of application
- 2) Upload a resume including contact information for 3 professional references. Each reference will be asked to upload a letter of support for the applicant
- 3) Upload official transcripts of all post-secondary course work

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

For more information, contact: Kellen L. Liebsch, Associate Director, Kansas Farm Management Association Program.  
Office: (785) 539-0373; E-mail: [kellen@ksu.edu](mailto:kellen@ksu.edu) The KFMA program website is [www.AgManager.info/KFMA](http://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: Jennifer Wilson, 121 Umberger Hall, Manhattan, KS 66506. KSRE EEO Counselor: Gregg Hadley, 123 Umberger Hall, Manhattan, KS 66506.