

May 8, 2019



The Department of Agricultural Economics at the University of Kentucky announces a Farm Management Specialist I position opening in the Kentucky Farm Business Management (KFBM) program.

KFBM provides education and service to farmers and the agricultural industry. Nine Area Farm Management Specialists work with over 350 member-farms to track and report financial performance, measure profitability, improve management practices, manage taxes, set business and personal goals, and make sound management decisions. Farm managers, lenders and tax professionals are primary users of the farm analysis. KFBM also provides on-farm research and benchmark data for use in research, Extension programming, and teaching. This includes measuring actual farm trends in costs, production, labor, management decision-making, financial health, and profitability.

The program is recognized for success based on the expertise, experience, and performance of the Farm Management Specialists. They have built a reputation for accuracy and reliability among the farmers, bankers, tax professionals, and faculty who have come to rely on them for data, analysis, and counsel.

Major job responsibilities include:

40%. Analyzes farm records and provides farm management counseling to cooperators, data to lenders and accountants as required, and aggregate data for the KFBM database & annual summaries.

30%. Collaborates with faculty and others to use state data for research and reports.

15%. Co-manages and maintains an office, employee, and finances. Maintains an adequate number of cooperators. Develops leadership and communication with the association board.

10%. Develops and presents original work through Extension meetings, publications, and one-on-one education.

5%. Maintains professional standards, provides customer service, and expands professional knowledge.

The position is located in Henderson, KY. Application deadline is June 16, 2019. See announcement below for more details and how to apply. Contact Jerry Pierce, KFBM State Coordinator, for more information.

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Kentucky Farm
Business Management

**UNIVERSITY OF KENTUCKY
COLLEGE OF AGRICULTURE, FOOD, AND ENVIRONMENT**

TITLE OF POSITION: Farm Management Specialist I

POSITION RESPONSIBILITIES: This Area Specialist will be assigned to the Ohio Valley Farm Analysis Group of the Kentucky Farm Business Management program (KFBM) in Henderson, KY. The Specialist will develop a base of approximately 50 farmer-cooperators for 90% of his/her professional time. Principal responsibility will be to provide farm financial record analysis and objective farm management counseling to farmer-cooperators. This includes developing financial analysis and income tax data. Under leadership of the KFBM State Coordinator and in collaboration with faculty, the Specialist will assist in state-wide analysis of farm production and financial data collected from farmer-cooperators for applied research, enterprise analysis, and other studies.

The Specialist will allocate 10% of professional time to collaborate with other faculty, county agricultural agents, and farm-related agencies to develop farm management educational programs for individuals outside of the Association. This could include financial management, income tax strategies, farm planning, enterprise analysis, record-keeping, estate planning, and other topics. Delivery may include meetings, articles, spreadsheet aids, and other methods. The Specialist will be expected to develop a brief written plan of general Extension work. This will include input from County Agents, the Department's State Specialists, and cooperators.

Area Specialists in Farm Management are evaluated by the KFBM State Coordinator based on 1) input from Association Board members and farmer-cooperators; 2) submission of usable farm analysis data; 3) effectiveness of the farm management Extension programming; 4) collaboration with faculty and staff in the Agricultural Economics Department; 5) coordination of professional work with the KFBM State Coordinator and other Farm Management Specialists; and 6) the Association's membership and financial viability.

MINIMUM REQUIREMENTS: A Master's Degree in Agricultural Economics or related field with a major interest in farm management is required. Experience in farm business management, computer farm management applications, and farm background is desired. Ability to work effectively with farmers and faculty in Agricultural Economics and other subject matter areas is essential. Approval of the applicant by the Ohio Valley Farm Analysis Group Board of Directors is required.

SALARY AND FRINGE BENEFITS: Salary open and competitive. University retirement, health, and life insurance program included. See <http://www.uky.edu/HR/benefits/> for more information.

The Department will provide an office, computer hardware, and continuing education opportunities. A personal automobile for travel is required. Approved travel is reimbursed.

HOW TO APPLY: Apply on line at: <http://ukjobs.uky.edu/postings/228116> . Application deadline June 16, 2019. Be sure to include all paid work experience in the online application and provide contact information for three professional references. Attach 1) your resume, 2) a copy of your college transcripts, and 3) a cover letter detailing your interest and qualifications, or send to:

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The University of Kentucky is an equal opportunity university. We encourage applications from women, minorities, and all interested and qualified people.