November 15, 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 400 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. They use the aggregate data from these farms to provide on-farm research and benchmark comparisons for use in research, Extension programming, and teaching. Farm managers, lenders, and tax professionals are primary users of the farm analysis.

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 analysis and counsel.

Major job responsibilities include:

* Analysis of farm records, help in decision making, data to lenders and accountants, and aggregate data for the KFBM database & annual summaries.
* Collaboration with faculty and others in use of aggregate data for research, educational programs, and publications.
* Management of an office, employees, and association finances. Developing leadership and communication with the local association board of directors.
* Extension education through meetings, publications, and one-on-one education.

The position is located in Bowling Green, KY. Application deadline is December 10, 2019. See announcement below for more details and how to apply.

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Kentucky Farm Business Management Program

**UNIVERSITY OF KENTUCKY**

**COLLEGE OF AGRICUULTURE, FOOD, AND ENVIRONMENT**

**TITLE OF POSITION**: Farm Management Specialist I

**POSITION DESCRIPTION:** The primary focus is on business and management education for Kentucky farmers. The Specialist works intensively with cooperating farmers in bookkeeping, enterprise analysis, business analysis, and income tax liability. The Specialist is expected to develop and provide continuing education in these areas to farmers and others through meetings and publications.

**POSITION RESPONSIBILITIES:** Farm Management Specialists work for the University of Kentucky Cooperative Extension Service. This position is assigned to work with the Pennyroyal Farm Analysis Group of the Kentucky Farm Business Management program (KFBM) in Bowling Green, KY. The Specialist will serve 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. 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.

**MINIMUM REQUIREMENTS:** A Master’s Degree in Agricultural Economics or related field with a major focus on 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 Pennyroyal 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/248141](https://nam04.safelinks.protection.outlook.com/?url=http%3A%2F%2Fukjobs.uky.edu%2Fpostings%2F248141&data=02%7C01%7CJerry.Pierce%40uky.edu%7Ca0e22e3c0aa24c84fb8108d769e7c5d1%7C2b30530b69b64457b818481cb53d42ae%7C0%7C0%7C637094316484834576&sdata=9%2BH1k3Y%2FcV655gicV6sz5msokvIv1q6VSDQ%2FAgjTpJw%3D&reserved=0). Application deadline is December 10, 2019.

A complete application includes all paid work experience and contact information for three professional references. A resume and cover letter detailing your interest and qualifications should be attached.

**FOR MORE INFORMATION:** For more information about the position or application process contact:

Jerry Pierce

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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.