

May 12, 2022

The Department of Agricultural Economics and the University of Kentucky announce an opening with the Kentucky Farm Business Management (KFBM) program.

KFBM provides education and service to farmers and the agricultural industry. Eight Area Farm Management Specialists work with over 400 member farms to track and report financial performance, measure profitability, and improve management practices. They work with commercial farmers to manage taxes, set business and personal goals, and make sound management decisions. The Specialists use the aggregate data from these farms to provide on-farm research and benchmark comparisons for use in research, Extension programming, and teaching. KFBM Specialists serve the Ag Economics Department as financial and tax experts. Farm managers, lenders, and tax professionals are primary users of the farm analysis.

The program is recognized for 60 years of 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. Providing individual 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, staff assistant, 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. Farming in the area includes medium to large commercial crop farms and many of Kentucky's dairies.

Application deadline is June 6, 2022, or until a suitable candidate is found. See announcement below for more details and how to apply.

Jerry S. Pierce, Jr.



KFBM State Coordinator

**UNIVERSITY OF KENTUCKY
COLLEGE OF AGRICULTURE, FOOD, AND ENVIRONMENT
KENTUCKY FARM BUSINESS MANAGEMENT**

TITLE OF POSITION: Farm Management Specialist I

POSITION DESCRIPTION: This is an Extension position administered through the University of Kentucky and the Department of Agricultural Economics. The position is housed in Bowling Green, Kentucky, to work with farmers in the surrounding counties.

The primary focus is on business and management education for Kentucky farmers. The Specialist works intensively with cooperating farmers in bookkeeping, finance, business analysis, enterprise analysis, and income tax liability. Work with the cooperating farmers provides a basis for continuing education to other farmers and Kentucky agriculture.

POSITION RESPONSIBILITIES: The Specialist will work with approximately 50 cooperating farmers in the Kentucky Farm Business Management (KFBM) program. The Specialist will help cooperators prepare information for lenders and tax preparers and will provide farm financial record analysis and objective farm management counseling to the cooperators.

The Specialist will help develop analysis of data collected from cooperating farmers for state-wide use in applied research, enterprise analysis, and other studies. The Specialist will collaborate with other KFBM Specialists, faculty, county agricultural agents, and farm-related agencies to develop farm management educational programs. This could include financial management, income tax strategies, farm planning, record-keeping, estate planning, and other topics. Delivery may include meetings, articles, online presentations, and other methods.

MINIMUM REQUIREMENTS: A Master's Degree in Agricultural Economics or related field with emphasis 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 Department of Agricultural Economics and the Pennyroyal Farm Analysis Group Board of Directors is required.

SALARY AND FRINGE BENEFITS: Salary open and competitive. University employer-match retirement, health insurance, and term life insurance program included. Holidays, sick leave, and annual leave included. See <http://www.uky.edu/HR/benefits/> for more information.

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

HOW TO APPLY: The application is posted on-line at: <https://ukjobs.uky.edu/postings/389532> Create an account and log in to apply. A complete application includes all paid work experience and contact information for three professional references. Attach a resume and cover letter detailing your interest and qualifications. Application deadline is **June 6, 2022**.

FOR MORE INFORMATION: For more information and help with the on-line application contact:

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