

Farm Analyst Program Overview

The Farm Analyst Program is a service provided by K-State Research and Extension to assist producers confronting financial and business challenges.

Farm Analysts are fellow farmers and ranchers, extension agents and KFMA economists who have received extensive training through K-State Research and Extension.

Farm Analysts use a financial planning and analysis software program (FINPACK) designed to help producers understand their financial situation and make informed decisions. This software provides tools to effectively use farm records to make business analysis, long-range goals and cash-flow planning as complete, easy and meaningful as possible.

Since the start of the program in the 1980s, Farm Analysts have helped more than one thousand farmers and ranchers throughout Kansas.

Visit www.AgManager.info, contact your local K-State Extension Agent or ag lender, or call Kansas Agricultural Mediation Services (1-800-321-FARM) to find out more about the Farm Analyst program.

The K-State Research and Extension "Farm Financial Workshops" strive to provide Farm Analyst services at a lower cost to farm families. Follow-up consultations are available if workshop time is insufficient for the family's needs.

All information provided is strictly confidential.



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United States Department of Agriculture
National Institute of Food and Agriculture

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With Farm Analysts Assisting From:

K-State Farm Analyst Program
Kansas Farm Management Association
Riley County Extension
Wabaunsee County Extension
Marshall County Extension
River Valley Extension District
Central Kansas Extension District
Post Rock Extension District
Phillips-Rooks Extension District
Harper County Extension
Dickinson County Extension
Meadowlark Extension District
Coffey County Extension
Butler County Extension
Walnut Creek Extension District
Pratt County Extension
Lyon County Extension
Twin Creeks District
Marion County Extension
Meade County Extension
Marais des Cygnes Extension District
Douglas County Extension
Brown County Extension

Kansas State University is committed to making its services, activities and programs accessible to all participants. If you have special requirements due to a physical, vision, or hearing disability, contact Rich Llewellyn, (785) 532-1504.

It is the policy of Kansas State University Agricultural Experiment Station and Cooperative Extension Service that all persons shall have equal opportunity and access to its educational programs, services, activities, and materials without regard to race, color, religion, national origin, sex, age or disability. Kansas State University is an equal opportunity organization. Issued in furtherance of Cooperative Extension Work, Acts of May 8 and June 30, 1914, as amended. Kansas State University, County Extension Councils, Extension Districts, and United States Department of Agriculture Cooperating, John Floros, Director.

K-State Research and Extension Farm Financial Workshops

An opportunity for an individual appointment with a K-State Farm Analyst to evaluate your farm's financial performance and to plan for the future



Jan. 11th & 12th—Salina, KS

Jan. 23rd & 24th—Kingman, KS

Feb. 7th—Colby, KS

Feb. 8th—Dodge City, KS

Feb. 12th & 13th—Emporia, KS

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Department of Agricultural Economics

Program Description:

K-State Research and Extension recognizes the financial stress that farmers and ranchers are experiencing due to low commodity prices and high input costs. We are currently seeing one of the lowest levels of farm profitability in history, with many parallels to the 1980s.

To be proactive in assisting farmers and ranchers through these difficult times, K-State Farm Financial Workshops are being offered across Kansas. The goal of this program is to pair a farm family with a Farm Analyst for a 4-hour individual appointment, turning their farm records into financial statements to assess their current financial position. From there, strengths and weaknesses can be identified and alternative scenarios will be built to increase financial security and profitability.

Workshops will expose producers to the Farm Analyst program and provide services at a reduced cost. Participation is encouraged for those farmers and ranchers who are experiencing financial stress, or simply recognize the value of a farm financial consultation. A first-year reduction in membership fees to the Kansas Farm Management Association will also be available to all workshop participants.

All information provided by participants is strictly confidential. An envelope will be provided for sealed records to be turned in that will only be viewed by Farm Analysts assigned to your family.

Farm Financial Workshop Information:

A Farm Analyst will work directly with your family using FINPACK software to assess your current financial position and possible changes your farm could make to increase farm profitability and cash flow. Your family will come away with a balance sheet, enterprise budgets, base business plan, and alternative business plan scenarios.

- Appointment times are **4 hours** long for one of the workshop days, with different starting times available
- Participation by all family members involved in the farm is highly encouraged
- \$150 fee is due at registration (eligible for \$100 off first-year membership to KFMA)
- Forms to collect farm financial information **MUST** be submitted to the listed contact by the deadline for that location so Farm Analysts have adequate time to prepare the analysis before the appointment
- Limited appointments are available at each location and will be filled on a first come-first serve basis

To register for a workshop appointment contact:

Robin Reid

K-State Ag. Economics

785-532-0964

robinreid@ksu.edu

Locations:

January 11th & 12th, 2018

K-State Polytechnic Campus
2310 Centennial Road
Salina, KS 67401
Park in Lot B-3

Registration Deadline Dec. 21st, 2017
Financial records must be received: Jan. 3rd

January 23rd & 24th, 2018

Kingman Mennonite Church
1620 South Main Street
Kingman, KS 67068

Registration Deadline Dec. 21st, 2017
Financial records must be received: Jan. 5th

February 7th, 2018

Kansas Farm Management Assoc. Office
1974 W. 4th Street
Colby, KS 67701

February 8th, 2018

Kansas Farm Management Assoc. Office
1409 E. Trail
Dodge City, KS 67801

Registration Deadline Jan. 16th, 2018
Financial records must be received: Jan. 29th

February 12th & 13th, 2018

Anderson Building
2700 W US Highway 50
Emporia, KS 67871

Registration Deadline Jan. 16th, 2018
Financial records must be received: Jan. 31st