

## Program Overview

The Farm Analyst Program is a service provided by K-State Research and Extension to assist producers confronting financial and business challenges. Our analysts are active farmers and ranchers that have received extensive training through K-State Research and Extension. They have provided consultation to more than 1,000 farmers and ranchers throughout Kansas. The agricultural experience of our analysts ensures a strong element of empathy when assisting producers as they work to make their business a success.

Analysts are fellow farmers or ranchers who truly care about finding solutions for producers. It is our goal to empower producers with the knowledge they need to answer complex questions.



## Talk to a Farm Analyst Today!

*Farm analysts have access to a vast system of experts with answers to complex questions. Visit us online at [agmanager.info](http://agmanager.info) or contact your local county agent, ag lender or **Kansas Agricultural Mediation Services (1-800-321-FARM)** to find out more about the farm analyst program.*

*All information provided by producers is strictly confidential. Fees are reasonable and based upon ability to pay.*

*Information and Tools for the Competitive Business*

**[agmanager.info](http://agmanager.info)**

*Kansas Agricultural Mediation Services*

**[ksre.ksu.edu/kams](http://ksre.ksu.edu/kams)**

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**Kansas State University  
Agricultural Experiment Station  
and Cooperative Extension Service**

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**K-STATE**  
Research and Extension



## Farm Analyst Program

*Facilitating Business Planning  
for Kansas Ag Producers*



**K-STATE**  
Research and Extension



*Plan for the future with help from K-State Research and Extension's Farm Analyst Program. Agricultural success can be achieved through competitiveness, profitability and efficiency.*

## One Program, Multiple Benefits

### *How Does It Work?*

Farm analysts work with small, moderate and large farm operations. They travel directly to the producer's home, providing private and confidential business advice.

### *FinPack™*

Farm analysts use a financial planning and analysis software program designed to help producers understand their financial situation and make informed decisions. FinPack™ is not a record keeping system. It 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. Throughout the process, FinPack™ explains financial concepts and their relationship to each specific farm or ranch.

### *Solving Financial Challenges*

When a debtor/creditor dispute arises, a farm or ranch manager's goal is to restructure and keep operating. However, it is not in the producer's or the creditor's interest

to resume operation without a clear analysis of:

- What went wrong?
- What will change?
- Restructuring alternatives
- Review of annual results

A typical analysis involves formulation of a base plan and outlining how the business is structured. When consensus is developed on an accurate base plan, alternative plans are formulated. These can range from restructuring debts to considering alternative enterprises.

### *Researching New Opportunities*

The technical side of farming plants and harvests the crop. The business side manages the farm and saves for retirement. Successful producers spend time "working the books" to learn more about their operations. The Farm Analyst Program benefits producers as they research and explore new ideas.

### *Teamwork*

Agriculture plays an important role in the economic fabric of rural communities. Farm and ranch families support rural communities because of generations of hard work and tenacity. Nevertheless, agriculture is becoming increasingly competitive and families need time and forums for communication and planning. Farm analysts strengthen family teams by facilitating discussions and goal setting. Together, families can explore new technologies and management practices while developing consensus.

### *Kansas Ag Mediation Services*

Funded by the USDA, Kansas Agricultural Mediation Services (KAMS) is a supporter of the Farm Analyst program and provides qualified KAMS' clients with reduced fees for farm analyst services. Farm analysts work closely with the KAMS program—counseling producers as they make important decisions about finances.



*Whether it be a natural disaster or other critical circumstance, analysts offer objective and thoughtful ideas without the emotion of events entering the process. A key service provided by farm analysts includes insights into issues concerning the transfer of farms to the next generation and intergenerational business planning.*

