

# Acknowledgments

The content of this manual was developed jointly from the expertise of Duane Hund, Director of the K-State Farm Analyst Program, Kevin Herbel, Executive Director of the Kansas Farm Management Association, and other specialists in the Department of Agricultural Economics at Kansas State University. Material was also taken from the North Carolina Farm Business Analyst Program, authored by G. A. Benson.

# Farm Analyst Program Description

The Farm Analyst Program is a service provided by K-State Research and Extension to assist producers confronting financial and business challenges. Farm Analysts work one-on-one with farm families to assess their current financial situation based on the information they provide and help the family identify alternatives to develop future business plans for their situation. Farm Analysts are either trained specifically for the program or are Extension Agents and KFMA Economists who have received special training to provide this service.

Requests for Farm Analyst Program will be made through Kansas Agricultural Mediation Service (KAMS) and Forrest Buhler, acting Staff Attorney, will assign a Farm Analyst to the case, regardless the family qualifies for financial assistance. Farm Analysts may also take on cases from referrals they receive from extension agents, lenders, or others. The Farm Analysts will make the final decision on how many families to try to assist and which ones. However, once analysts begin to work with a family they will do their best to follow through and provide the help requested.

The Farm Analyst Program operates on a fee-based system to support training, travel, and time of Farm Analysts. The fee structure must be followed to ensure continuation of the program with the Farm Analyst bearing the responsibility to collect the appropriate amount at their initial visit and surrendering it to the KAMS or K-State Research and Extension (whichever is appropriate for the situation).

Farm and financial information will be kept in strict confidence and will be discussed only with family members themselves and the appropriate members of the Farm Analyst team, unless the family specifically gives their permission to share information with other people they identify (such as lenders, etc.). The Farm Analyst will provide the case file, with any electronic or printed material, to Duane Hund, Director of the K-State Farm Analyst Program, for permanent recordkeeping.