



130 Ruttan Hall  
1994 Buford Avenue  
St. Paul, MN 55108  
(612) 625-1964  
<http://CFFM.umn.edu>

## POSITION DESCRIPTION

### **Assistant Extension Professor, Center for Farm Financial Management**

Department of Applied Economics  
College of Food, Agricultural and Natural Resource Sciences  
University of Minnesota

## TITLE AND LOCATION

**Assistant Extension Professor, Center for Farm Financial Management.** Twelve-month, 100% non-tenure track appointment with promotional track within the Extension system. Located in the Department of Applied Economics, St. Paul Campus, University of Minnesota.

## PROGRAM / UNIT DESCRIPTION

**The Center for Farm Financial Management (CFFM)** provides educational programs and software tools that are practical, timely, and applicable to real-world farm situations. Products and training focus on farm financial planning, financial analysis, risk management, business planning, commodity marketing, and credit analysis. CFFM products are widely used by farmers, lenders and educators across the United States. CFFM is an entrepreneurial unit with major support from software sales and grants.

FINPACK, the Center's flagship software product, provides a suite of tools that guide producers and ag professionals to make sound financial and credit decisions. FINPACK has three major audiences, lenders, educators, and producers. With over 250 lending institutions using FINPACK for credit analysis, CFFM staff are involved in providing training and presentations to this audience in a wide variety of venues including national conferences, banking schools, and training for individual lenders.

CFFM hosts and supports the national farm financial benchmarking database, <http://finbin.umn.edu>. In this role, CFFM staff work with over 20 states to provide training and software tools to complete farm business analysis and benchmarking for their farmer participants. The FINBIN database provides a rich source of data to support presentations and training for farmer groups. These range from presentations at a national level all the way to presentations for a farm audience at an individual lending institution.

CFFM also provides leadership to a number of national programs funded by USDA/NIFA including Extension Risk Management Education and the Beginning Farmer and Rancher Development program. CFFM supports the online presence of these programs through development and maintenance of [FarmAnswers.org](http://FarmAnswers.org), [AgRisk.umn.edu](http://AgRisk.umn.edu), [ExtensionRME.org](http://ExtensionRME.org), and [RVS.umn.edu](http://RVS.umn.edu). CFFM also supports a number of online tools including [AgPlan](http://AgPlan), [AgTransitions](http://AgTransitions), [FairRent](http://FairRent), [Commodity Challenge](http://Commodity Challenge), and a number of online training courses.

CFFM is located in Ruttan Hall on the St. Paul Campus of the University of Minnesota. It is a unit in the Department of Applied Economics. It is also a part of the College of Food, Agricultural and Natural Resource Sciences and University of Minnesota Extension. For more information about CFFM and the scope of its programs, visit <http://cffm.umn.edu>.

## **RESPONSIBILITIES**

The person in this position will work as part of a vibrant team at the Center for Farm Financial Management to strategically plan, develop, and deliver farm financial management educational programs. Specifically the person in this position will:

### **Educational Program Development and Delivery (75%)**

- Develop practical educational programs on a wide-range of farm financial management topics utilizing cutting-edge technology when appropriate.
- Develop innovative farm financial management tools including software, web-based, video, written, and other types of tools.
- Deliver farm management and marketing educational programs to producers, educators, lenders, and other agricultural professionals.
- Continue to expand the use of CFFM educational programs and tools to wider audiences of producers and agricultural professionals.

### **Scholarly Research (10%)**

- Conduct applied research and development in the area of farm financial management and incorporate findings into practical applications.

### **Entrepreneurship (15%)**

- Embrace and expand entrepreneurship within the Center for Farm Financial Management.
- Provide leadership and support to state and national initiatives in which CFFM has leadership and seek opportunities for external funding in CFFM's areas of strategic focus.

## **QUALIFICATIONS**

### *Essential*

Masters degree in agricultural economics, applied economics, economics, finance, agricultural education or a closely related field by the date of appointment. Applicants must be able to pass a background check.

### *Desired*

- Work experience in farm management Extension, teaching or research, or agricultural lending.
- Background in farming, ranching, or agri-business.
- Degree emphasis or experience in farm management, finance, or production economics.
- Desire and potential to help develop innovative, technology-based farm management tools and educational programs.
- Experience and demonstrated effectiveness in delivering presentations.
- Demonstrated success in working as part of productive, high-energy, output oriented teams.
- Demonstrated written and oral communication skills for professional and nonprofessional audiences.
- Evidence of potential to work effectively with farmers, educators, lenders, farm organizations, and agribusinesses.
- Potential and interest in preparing successful grant proposals to government agencies, initiating collaborative projects with agribusiness, and developing entrepreneurial sources of revenue.

## **SALARY AND BENEFITS**

Salary is competitive and commensurate with the professional experience and qualifications. Fringe benefits include employee health, dental, and faculty life/disability insurance, social security, faculty retirement and opportunities for promotion and professional development.

**STARTING DATE:** As soon as possible, to be negotiated

**APPLICATION DEADLINE:** Review of applications will begin on December 1, 2021 and will continue until the position is filled.

## **APPLICATION PROCEDURE**

Apply online at: <http://z.umn.edu/cffmposition>, Job # 344093. Cover letter and CV must be attached online. Other required documents can be mailed or emailed to address listed below.

A COMPLETE application must include:

- 1) Letter of application that explains how your career goals, training and experience support your candidacy;
- 2) A complete curriculum vitae;
- 3) An official graduate transcript;
- 4) One or two examples of written or published work or a Power Point you have presented; and
- 5) Names and contact information for three individuals who can comment on your abilities and experience.

Email inquiries about the position are welcome, but formal application process is required. Send all materials that cannot be submitted online to:

Kevin Klair, Director  
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University of Minnesota  
1994 Buford Ave., Rm 130  
St. Paul, MN 55108  
kklair@umn.edu

The University of Minnesota is committed to policy that all persons shall have equal access to its programs, facilities, and employment without regard to race, color, creed, religion, national origin, sex, age, marital status, disability, public assistance status, veteran status or sexual orientation.