

Kevin Brooks

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PROFESSIONAL EXPERIENCE

Farm Manager – harVestco (2021 to present)

Independent farm manager/licensed real estate broker. Manage farms for absentee landowners. Generate business growth and completely responsible for the management of farm operations for absentee landowners.

Consultant – AgriChain (2021 to present)

Consultant with startup-tech company developing farm management software. Reviewed and provided farm records for model farm. Developed emergency plan. Designed and implemented business plan for AgriChain and model farm. Organize farm records for input into the system. Develop marketing plan for company and participate in sales meetings.

Farm Manager – Busey Ag Services, Champaign, IL (2018 to 2021)

Manage farms for absentee landowners and trusts. Prepare farm income distributions, manage and sell grain inventory. Plan input expenses and pay bills. Work with insurance companies and contractors to repair damaged farm buildings. Prepare crop insurance loss claims. Prepare farm operations budgets. Manage large farm drainage projects including legal aspects, neighbor negotiations, and overall planning. Supervise farm operators and contractors. Property manager for 15 residential single family houses. Licensed Real Estate Broker (IL). Plan and oversee large farm drainage projects.

Farm Coach/BK Solutions, Mahomet, IL (2007 – Present)

Owner

A consultant business helping landowners and farmers with farm management and finance issues through consulting, farm management, and online courses. Courses are designed to teach farmers, landowners, and professionals both domestically and world-wide in the areas of farm management, agriculture economics, grain marketing, business management, record keeping, and agronomic production via traditional and e-learning methods. Provide analysis of farm financial records. Evaluate farm assets for International investors. Assist farm families plan for business succession. Examine farms for potential financial and liability risk including fertility “bank” maintenance and drainage problems.

Farm Manager/Trust Officer - First Financial Bank, Champaign, IL (2013 –2015)

Oversaw general operation of agency and trust farm accounts. Recruited new clients and assisted in building the Farm Department Marketing Strategy. Responsibilities included: selling grain, farm expense control, supervising grain production, funds management, managing farm operators, and financial record keeping. Other accomplishments included: creating spreadsheets for financial analysis, grain storage/sales monitoring, and production planning. Performed in-house farm appraisals. Supervised Trust Assistant. Reviewed business records for errors and State and Federal compliance, which included money laundering and anti-terrorism reviews. Organized, presented and hosted large farm land conference. Recruited and advised volunteer speakers to increase effective capacity of the conference.

University of Illinois Extension and Outreach, Champaign, Illinois (2000 – 2011)

Extension Educator Farm Business Management

Responsibilities included developing and delivering educational programs to statewide, national, and international audiences in the subject areas of research based farm management, agricultural finance, farm

business enterprise analysis, farm succession, commodities marketing, risk management, and business planning through traditional and new technology delivery methods. Leader in developing revenue streams. Conducted needs assessments. Performed clientele behavioral change surveys. Supervised interns. Developed and delivered farm policy program for members of the State of Illinois House of Representatives. Chair of Computer Technology Committee. Developed and presented computer workshops for Spanish speaking immigrants. Networked with US businesses, Peace Corp, Purdue Extension, and US AID in developing two scientific conferences in Ukraine. Led teams of up to 11 professionals to Ukraine. Author of numerous articles and newsletters. Frequently recorded radio programs for local radio. Interviewed by local TV, radio, and newspapers for expertise contributions.

Richland College, Decatur, IL (1997 – 1999)

Agriculture Department Director

Directed the Agricultural Program. Supervised adjunct instructors and personally instructed classes in agriculture business, agriculture production, soil science, economics, horticulture, and computer technology. Academic advisor to agriculture students. Duties also involved networking with area businesses for financial support and student recruitment. Organized and guided department advisory committee. Supervised adjunct instructors.

EDUCATIONAL BACKGROUND

University of Missouri – Columbia, Missouri

Master of Science in Agriculture Education

Truman State University– Kirksville, Missouri

Bachelor of Science – Agriculture Business

Author: *Glider Infantryman: Behind Enemy Lines in WW2 (Texas A and M University Press 2012), Quicken for Farm Producers, Understanding Your Farm Computer, Farmland Ownership 101, and Grain Marketing Boot Camp*