JAMES GOSS

Senior Land Manager

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Bio

Jim is a seasoned Senior Land Manager with decades of expertise in farm management, landowner relations, and agricultural business strategy. Raised on a grain and livestock farm in Western Illinois, Jim developed a lifelong connection to agriculture early on. After attending the University of Illinois, he returned home briefly to work alongside his family on the farm before pursuing a formal education in agri-business.

In 1986, Jim relocated to Normal, Illinois, where he completed his B.S. in Agribusiness with a Minor in Business Administration at Illinois State University. Following graduation, he launched his professional career in 1988 with First of America Bank in Kankakee, Illinois, serving as both a farm manager and agricultural lender. When a bank merger in 1989 required him to choose between management and lending, Jim committed to farm management—a decision that has shaped his career for more than three decades.
After six years in Kankakee, Jim was promoted to lead the farm management department for National City Ag Services in Champaign, Illinois. During this time, he began working with renowned landowner Clinton Atkins, providing management services for his agricultural assets.

In 1999, Jim joined The Atkins Group, where he and Mr. Atkins co-founded AG Farm Management. Together, they expanded the Atkins agricultural portfolio to nearly 14,000 acres across East Central Illinois. In addition to the Atkins portfolio, Jim continued to add and manage farms for families he had served throughout his career.
Jim is known for his commitment to helping landowners understand, protect, and grow the value of their agricultural assets. He emphasizes strong, long-term partnerships between landowners and farm tenants, with an approach rooted in transparency, education, and stewardship.

Jim brings a win-win approach to farm management rooted in financial discipline and data-driven analysis. Drawing on his background in agricultural lending, he structures decisions that balance landowner returns with tenant profitability, recognizing that long-term land value is best protected when tenants are financially strong. Through detailed budgeting, yield and market analysis, and transparent communication, Jim builds durable relationships that deliver sustainable performance for all parties.

Education

Illinois State University *B.S. Agribusiness, Minor in Business Administration (1988)*Normal, Illinois

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Core Expertise

Farm leasing strategies & rent analysis
Farm financial management, accounting & execution
Comprehensive farm plan development
USDA program compliance & analysis
Farm loan evaluation
Farm asset ROI analysis, preservation & appreciation
Precision agriculture & variable-rate fertilizer technologies
GIS (Geographic Information Systems)
Business scaling & operational efficiency
Grain marketing (futures & options)
Custom farming operations
Regenerative agriculture systems
Commercial shade tree production

Affiliations, Accreditations & Community Leadership

Illinois Agribusiness Network
Champaign County Board (2017–2023)
Champaign County Farm Bureau Foundation Board (2000–2017)
Champaign County Chamber of Commerce – Board of Directors (2005–2011)
Mahomet Lions Club
Mahomet Methodist Church
Champaign County Chamber Champion (2013)
Champaign County Young Ag Leaders – Urban Ag Leader (2013)
Lion of the Year (2010, 2012, 2016)
Agribusiness Professional of the Year 2026

Licensing

Illinois #471.004446
Licensed Real Estate Managing Broker
Expiration: April 30, 2027