

# JAMES GOSS

*Senior Land Manager*

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## BIO

Jim grew up on a grain and livestock farm in Western Illinois. After attending the University of Illinois, he began a short career with his family on the family farm. In 1986, Jim moved to Normal and finished his degree in Agribusiness with a minor in Business Administration from Illinois State University. Jim pivoted after college and joined First of America in Kankakee, Illinois as a farm manager and Ag lender in 1988. A bank merger in 1989 offered a choice between management and lending. He chose management and has managed farms ever since. After 6 years in Kankakee, Jim was promoted to manage the farm management department for National City Ag Services in Champaign Illinois. That is where he met and managed land for Clinton Atkins during that time.

In 1999, Jim joined The Atkins Group and with Mr. Atkins formed AG Farm Management. They grew the Atkins farm portfolio to nearly 14,000 acres in East Central Illinois. Along with the Atkins land, Jim added farms from other families he had been working with throughout the years.

Jim has a passion for helping farm owners and clients increase their knowledge of their assets. He likes to create and foster partnership relations between landowners and their farm tenants.

## EDUCATION

Illinois State University, B.S. Agribusiness, Minor Business Administration 1988, Normal, IL

## EXPERIENCE

- Farm Leasing and rent analysis
- Farm financial accounting, management, execution
- Farm plan creation
- USDA program analysis and adherence
- Farm loan analysis
- Farm asset return analysis, preservation and appreciation
- Precision Agriculture and variable fertilizer placement
- Geographic Information Systems
- Scaling business growth
- Grain marketing using futures and options
- Custom farming
- Regenerative agriculture implementation
- Beef and swine production

## **AFFILIATIONS, ACCREDITATIONS, AWARDS**

- Champaign County Agribusiness Alliance
- 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

## **LICENSES**

#471.004446

Licensed Real Estate

Managing Broker: Illinois

Expiration: April 30, 2027