

Mission Statement

To increase the effectiveness of farm and ranch management education by promoting sound educational practices, increasing economic understanding, disseminating practical program information and demonstrating exemplary procedures for educational program management.

History of NFRBMEA, Inc.

In 1973, instructors using the farm/ranch analysis developed in Minnesota, were invited to Faribault, Minnesota, for three days to participate in an exchange of ideas and to make improvements to that analysis. The instructors enjoyed and learned from each other's experiences so much it was decided to meet again next year. Instructors wanted to show what was going on in their state, leading to continued yearly conferences in other states conducting adult farm/ranch business management education programs.

2003-04 NFRBMEA Board of Directors

President	Tom Weygandt
President-Elect	Ron Dvergsten
Secretary	Charles Duell
Membership Secretary/NUTS & BOLTS Co-Editor	Wayne C. Pike
Treasurer	Rich Baumann
Past President	Jim Kelm
Historian	Laurie Morris
NUTS & BOLTS Co-Editor/Webmaster	Debra A. Pike
Conference Chair	Ed Ruff

Delivery Systems

Newsletter: The *NUTS & BOLTS* newsletter is published three times each year. Each issue is full of useful information chosen from the best current ideas in farm and ranch management education submitted by members and others. This newsletter is now being sent to members electronically as well as being put on the website.

Web Site: The NFRBMEA has an excellent website containing history, pictures from conferences, job openings, newsletters, conference information, meeting minutes, officer information, and frequently asked questions, are all available at www.nfrbmea.org

Annual Conference: Each year during the second week of June, the NFRBMEA conducts an annual conference for its members and other people interested in agriculture or agricultural education. The annual conference involves its members in workshops, tours, and the opportunity to hear national and regionally known speakers.

Membership

Regular membership is open to current and retired instructors, coordinators, supervisors, and teacher educators. Associate membership is open to individuals, students, and organizations that support the efforts of NFRBMEA.

NFRBMEA MEMBER BENEFITS

- Provides networking opportunities with colleagues
- Member newsletter *NUTS & BOLTS* published three times each year
- Establishing guidelines and standards for quality farm and ranch business management educational programs
- Liaison with professional groups including:
 - National Association of Agricultural Educators (NAAE)
 - National Young Farmers Educational Association
 - National Council for Agricultural Education (The Council)
 - National Association of Farm Business Analysis Specialists (NAFBAS)
- Annual Conference opportunities include:
 - Information about the latest trends and programs in farm and ranch business management education
 - Information on instructional technology
 - Tours of farm and non-farm businesses
 - Formal instruction in management principles, leadership, etc.

NFRBMEA MEMBERSHIP

Arizona – 1	Colorado – 9	Iowa – 4	Kansas – 1
Kentucky – 1	Minnesota – 76	Missouri – 3	North Dakota – 17
Nebraska – 2	Ohio – 24	Oklahoma – 7	Oregon – 2
South Dakota – 4	Texas – 1	Utah – 4	Washington – 3
Wisconsin – 8			

Income Statement

Fiscal 2004 4/1/2003 – 3/31/04

NFRBMEA BUDGET

Worksheet

Extended Budget

	Budget	Actual 03-04	Budget
	Year 03-04	04	Year 04-05
INFLOWS			
Advertising	500.00	1225.00	800.00
Conference Profit	5000.00	4100.96	2000.00
Dues	4500.00	3240.00	4100.00
Interest Earned	250.00	121.56	200.00
Seed Money In	1000.00	1000.00	1000.00
Contributions and Donation	<u>2500.00</u>	<u>1829.10</u>	<u>8500.00</u>
Total Revenue	13750.00	11516.62	16600.00
OUTFLOWS			
Awards and Recognition	400.00	841.96	400.00
Board Meeting Ex			
Spring Conf Call	600.00	248.33	350.00
Conference Board Mtg	700.00	297.85	700.00
Fall Board Mtg	<u>3500.00</u>	<u>3356.00</u>	<u>3500.00</u>
Total Board Meeting Ex	4800.00	3902.18	4550.00
Exchange of Ideas	500.00	400.00	500.00
First Timer's Scholarship	1000.00	800.00	1000.00
Legal & Prof	400.00	300.00	400.00
Postage	50.00		50.00
Publications/Nuts & Bolts	1300.00	1000.00	1300.00
Recruitment/Retention			
Project	3000.00	3270.00	3000.00
Seed Money Out	1000.00	3000.00	1000.00
Supplies, Copies	200.00	357.50	200.00
Web Page Expense	<u>2500.00</u>	<u>2269.40</u>	2500.00
National Council			<u>1700.00</u>
Total Expenditures	15150.00	16141.04	16600.00
Inflows - Outflows	-1400.00	-4624.42	0.00

NFRBMEA Balance Sheet

As of 3/31/2004

ASSETS

Cash and Bank Accounts

Checking #472411	\$ 139.96
MM Savings #485378	<u>\$12,482.63</u>
TOTAL Cash and Bank Accounts	\$12,622.59

Other Assets

WI Conference 04 Seed Money	\$ 1,000.00
OH Conference 05 Seed Money	<u>\$ 2,000.00</u>
TOTAL Other Assets	<u>\$ 3,000.00</u>

TOTAL ASSETS \$15,622.59

LIABILITIES

OVERALL TOTAL \$15,622.59

Vic Richardson
Accountant & Tax Preparer

Independent Auditors' Report

NFRBMEA Board

I have audited the balance sheet of the National Farm and Ranch Business Management Education Association, Inc., as of March 31 2004 and the related statements of revenues, expenditures and other changes and cash flows for the years then ended. It is my responsibility to express an opinion on these financial statements based on our audit.

I conducted the audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in Government Auditing Standards issued by the Comptroller General of the United States. These standards require that we plan and perform the audit to obtain a reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates as well as evaluating the overall financial statement presentation. I believe that the audit provides a reasonable basis for our opinion.

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the NFRBMEA, Inc. as of March 31, 2004 and the results of its operations for the year then ended in conformity with accounting principles generally accepted in the United States of America.

NFRBMEA 2003 Conference Agenda

“Reaching Beyond our Borders”

June 8-12, 2003

International Inn, Minot, ND

Monday, June 9, 2003

- 8:45am-9:15am **Overview of Area Agriculture**
Speaker: Tom Ross, Farm Credit Services
- 9:15am-10:15am **2002 Farm Bill Implementation & Direction of Future Farm Policy**– United States Senators from North Dakota-Kent Conrad & Byron Dorgan
- 10:30am-11:30am **World Trade & Issues of Rural America**
Keynote – Daryll Ray, Agricultural Economist & Director of Ag Policy, University of Tennessee
- 1:00pm-3:00pm **World Trade & Issues of Rural America**
Keynote – Daryll Ray, Agricultural Economist & Director of Ag Policy, University of Tennessee
- 3:15-4:30pm **World Trade Through the Eyes of a Cooperative**
– Rick Dusek, Cenex-Harvest States Cooperatives Marketing Division

Tuesday, June 10, 2003

- 7:00am-7:45am **First Timers’ Breakfast Meeting**
-Tom Weygandt, NFRBMEA President-Elect
- 8:00am-10:00am *Room Host: Jay Olson*

“Making Agriculture Happen”

Panel Discussion on Value Added Agriculture and using unique marketing skills to reach beyond our borders.

*Roger Johnson – North Dakota Commissioner of Agriculture
Bill Patrie, ND Association of Rural Electric Cooperatives.
Mark Watne, ND Farmers Union Development Specialist.
Karrie Warberg, owner of Earth-Kind Inc. New Town, ND
Kenton Onstad, Manager of Northwest Dairy Cooperative.*

1:00pm-5:00pm

Ag Industry Tours

Pointe of View Winery

Jay Johnson Farm – Diversified Beef & Grain Farm

Minot Milling

Premier Pulses International Inc.

Wednesday, June 11, 2003

8:00am-11:30am

Room Host: Mark Holkup

North Central Research Extension Center

Educational Carousel

Choice of three

Crop tour

GMO Crops – Jay Fisher, Director of NCREC

National Crop Insurance

**Farm Savings- Future considerations, Andy Swenson,
Farm Management Specialist – NDSU Extension**

**Livestock Feeding Project-Carcass Evaluation, John
Dhyvetter, Livestock Specialist NCREC**

**Latest in Farm Equipment Technology - Butler
Machinery Company, Fargo, ND**

1:00pm

“Discover Lewis and Clark Trail Country”

*Knife River Indian Village, Lewis & Clark Interpretive
Center, Fort Mandan*

Thursday, June 12, 2003

8:30am-10:00am

Room Host: Steve Metzger

Agriculture in the Future

World Trade & Issues of Rural America –

Mr. David Fredrickson, President, National Farmers Union

10:00am-11:30am

Final Business Meeting

Standing Committees 2003-2004

Board Committees

- Recruitment of Instructors
 - Awareness – Promoting the teaching of Farm and Ranch Business Management as an occupation
 - Familiarization – Work with secondary agricultural education instructors, folks in other agricultural occupations, students majoring in agricultural education, and other interested individuals, to familiarize them with the job of being a Farm and Ranch Business Management Educator.

- Instructor Standards
 - Additional committee members: Dr. Edgar Persons, Gene Kuntz
 - Programmatic
 - Program standards for FBM
 - Working with your base employer
 - Working with adult FBM students
 - Recruiting new students
 - NFRBMEA
 - Technical
 - Accounting issues
 - Farm Financial Standards Council
 - Tax issues
 - Types of business Entities
 - Business plans
 - Legal issues
 - Employment
 - Farm Services Agency

- National Institute – Pre-Service and In-Service Professional Development
 - National Institute

Several years ago, the NFRBMEA Board of Directors asked Dr. Edgar Persons to look into an expanded role for NFRBMEA in pre-service and in-service professional development. Dr. Persons developed an idea that goes well beyond our current emphasis on our annual conference. His idea has become known as the “National Institute”.

The “National Institute” is NFRBMEA’s vision to become the premiere source for pre-service and in-service professional development opportunities in farm and ranch business management education. The National Institute is considered a potentially powerful tool to improve teacher recruitment and retention.

The National Institute involves NFRBMEA working with a major university or universities to offer college credit for educational activities at our annual conferences as well as in other places and other times. Funding would be adequate to allow qualifying teachers to take these courses at minimal cost to themselves. Dr. Richard Joerger, University of Minnesota, has taken an interest in helping the NFRBMEA with the planning phase of a National Institute.

- National Survey

Dr. Joerger was commissioned to conduct an online survey to determine the pre and in-service professional development needs of our members. 143 instructors and administrators from 15 states responded to the survey. Dr. Joerger presented his preliminary findings to the Board at their Fall 2003 meeting and will present a detailed report at the 2004 Conference. The results of the survey will also be presented at the Change in Rural America Conference in June 2004.

Board Appointed Committees

- Teaching Resources/ Curriculum
 - Committee members: Ron VanNurden, Brad Augustin, Ron Dvergsten, Charles Duell, Jon Farquharson
 - Create a curriculum clearing house
 - Publish curriculum
 - Place ideas on the website
 - Run the Exchange of Ideas Contest at Conference
- Membership Development
 - Committee members: Tim Holtquist, Jay Stretcher, Dan Perkins
 - Membership development in non-participating states
 - Study membership potential – what else can we do for our members?
 - Member articles in popular publications
 - Leadership training/seminars
 - Mentoring
 - Internships

- Work with National Institute Committee
- Industry Relations Committee
 - Committee members: John Castor, Steve Metzger, Gene Kuntz
 - Make NFRBMEA the organization others think of first when farm management information or education is required
 - Develop a stable system of financing for NFRBMEA
 - Combine resources with others for conferences and other educational purposes
 - Identify businesses with which we currently work, or have in the past
 - Identify government agencies with which we currently work, or have in the past
 - Identify professional organizations with which we should foster a working relationship
 - Obtain input from the Past-Presidents of the NFRBMEA
 - Identify personnel to help with the work of this committee

NAFBAS Cooperation

Early in 2003 Past President Jim Kelm was contacted by Bob Rhea Executive Director of NAFBAS (National Association of Farm Business Analysis Specialists) regarding possible cooperation between the two organizations. Bob was invited to visit with the Board at the pre-conference meeting in Minot. At that meeting another meeting between NAFBAS and NFRBMEA was set for Des Moines in September of 2003.

During these meetings and other conversations it became apparent that the two organizations are almost identical in size, mission, budgets, and clientele. During the Des Moines meeting it was determined the two organizations have 400 staff members serving 40,000 farms in 25 states.

The first cooperative effort of the two organizations will be the 2006 Conference. Other long term planning possibilities include:

- Co-participation in USDA grants for delivery of financial management to farmers and ranchers
- Professional development opportunities for members

- Development and delivery of National Pork Board educational projects
- Compilation, study, and publishing of farm analysis data
- Sharing administrative responsibilities
- Enhancement, maintenance, and updating of web pages
- Secure major sponsors for conference and organizational financial and in-kind support
- Enhance the role of the two organizations in the Farm Financial Standards Council

The next joint meeting will be held on September 29th in Champaign, IL.

Other Information

- NFRBMEA member Gary Thome is the Adult Representative on the National Council for Agricultural Education, and keeps us updated on their activities at our business and board meetings.
- The 2004 NFRBMEA conference will be held in Wisconsin Dells, WI from June 6 – 10, 2004. Ed Ruff and the Wisconsin instructors will be the hosts. The conference will take place at the Howard Johnson Hotel and Conference Center. The theme of this year's conference is "The green and Gold of Wisconsin-Environmental Responsibility and Financial Rewards". Instructors will have the opportunity to expand their knowledge on our agriculture industry and learn how our producers can compete financially and with respect for the natural environment.
- The 2005 NFRBMEA conference will be held in the Wooster, Ohio area. Luke Baker and his colleagues from Ohio will be the hosts.