

# NFRBMEA INC.

## 2005-2006 Annual Report



*National Farm and Ranch Business Management Education Association, Inc.*





## **Mission Statement**

**To promote and support farm and ranch business management education. We accomplish our mission by providing in-service education to our members and by communicating and networking with others.**

National Farm and Ranch Business Management Education Association, Inc.  
is recognized by the Internal Revenue Service as 501 (c) (3) corporation.

**[www.nfrbmea.org](http://www.nfrbmea.org)**

**2005-06 Board of Directors**

- ◆ **President**  
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- ◆ **Historian**  
Laurie Morris, Deer Trail, CO.
- ◆ **Webmaster / Nuts & Bolts Co-Editor**  
Deb Pike, Rochester, MN.

In 2004, NFRBMEA assumed the sponsorship and appointment of a representative to the National Council for Agriculture Education. This is the first time a member of the "The Council" has been selected by NFRBMEA. Richard Baumann, FBM Instructor at South Central Technical College at Mankato, MN was appointed to our seat. Gary Thome, NFRBMEA member and FBM instructor with Riverland College, Austin, MN, formerly represented us through the National Association of Agricultural Educators on The Council.

## 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. The association was named and the constitution was ratified at Pierre, South Dakota, in 1985.

We are an association of Farm Business Management (FBM) instructors who work in approximately 16 states and provinces. These instructors each work with 40-50 farm operators on a yearly basis. They both teach and consult with these farmers on business planning & analysis, financing & credit, cash flow budgeting, business accounting, tax planning, financial ratios, and financial benchmarking.

The NFRBMEA meets annually and continues to expand its activities to serve its members. Each conference has workshops, tours and top-notch speakers. Information is designed to be taken home and put to use.

Knowledge disseminated and networking created by our organization has a direct impact on making better farm business managers and strengthens the whole agricultural community.

## Communications

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 sent to members electronically or by hardcopy.

An excellent **website** containing history, pictures from conferences, job openings, newsletters, conference information, meeting minutes, officer information, frequently asked questions about NFRBMEA, and links to related agricultural websites is available at:

[www.nfrbmea.org](http://www.nfrbmea.org)

## Membership

Active membership is open to current and retired instructors, coordinators, supervisors, and teacher educators. Affiliate 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 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.

### MEMBERSHIP BY STATE

	Active	Affiliate		Active	Affiliate
Alberta	1	1	Montana	1	
Arizona	1		North Dakota	17	2
Colorado	13	1	Nebraska	2	
Iowa	2		Ohio	19	3
Illinois		1	Oklahoma	5	1
Kansas		1	Oregon	2	
Kentucky		1	South Dakota	2	
Michigan	1		Utah	1	
Minnesota	71	10	Washington	3	2
Missouri	5	1	Wisconsin	10	

**TOTALS      156 Active      24 Affiliate**

Dr. Ed Persons holds Honorary Lifetime Membership.

## Committees

### National Institute Committee

Wayne Pike, Committee Chair	Tim Holtquist
Rich Baumann	Dr. Dick Joerger
Ira Beckman	Jim Kelm
John Caster	Tom Weygandt
Ron Dvergsten	

### Resources Committee

Ron VanNurden, Committee Chair  
Tom Ackerman  
Charles Duell  
Ron Dvergsten  
Deb Pike

### Industry Relations/Alliances Committee

Tom Weygandt, Committee Chair  
Ira Beckman  
John Caster  
Ron Dvergsten  
Jim Kelm

### 2006 NFRBMEA Conference Planning Committee

Jim Kelm, Conference Co-Chair  
Doug Wertish, Conference Co-Chair  
Ron Dvergsten  
Tim Holtquist  
Jay Olson  
Larry Oraskovich

## NAFBAS Cooperation

NFRBMEA is continuing to develop its relationship with the National Association of Farm Business Analysis Specialists (NAFBAS). It became apparent that the two organizations are almost identical in size, mission, budgets, and clientele.

A joint meeting of the boards of the organizations was held in September, 2004. and again in September of 2005. Cooperative efforts are ongoing in these areas:

- The boards agreed to hold joint annual conferences in 2006, 2007, and 2008.
- A Memorandum of Understanding was signed setting out expectations and responsibilities of each organization for the upcoming conferences.
- Boards agreed to share email lists of each other's members.
- The fall board meetings will be coordinated so that the boards may meet with each other for a portion of their respective meetings.

## National Institute

### A PROPOSAL FOR FUNDS TO CONDUCT A FEASIBILITY STUDY FOR A NATIONAL PROFESSIONAL DEVELOPMENT INSTITUTE FOR MANAGEMENT EDUCATION AND AGRICULTURAL PROFESSIONALS

<sup>1</sup>*Richard Joerger, Norm Bohmbach, Ira Beckman, Wayne Pike, Richard Baumann, Ron Dvergsten, Jim Kelm, and Tim Holtquist*

#### Background and Need

Over 400 agricultural education professionals from the National Farm and Ranch Business Management Education Association (NFRBMEA) and the National Association of Farm Business Analysis Specialists (NAFBAS) work with over 40,000 farmers and ranchers each year. After educating thousands of students for many years, a large number of the current management educators are now nearing retirement age. As a result, a large need exists for initial and continuing preparation of educators if the quality of education is to continue. Recruitment, and provision for professional and continuing education needs, unquestionably, lead to a sufficient supply of informed and effective professionals. Professional development needs exist for many others within the food and fiber industry. More specifically, perennial professional development needs exist for agribusiness professionals including accountants, rural appraisers, agricultural lenders, insurance agents, pest management specialists, etc.

Quality professional development efforts are informed by timely and on-going assessments of the professional development needs of individuals. Evidence of the nature and need for continuing and professional development by farm business and production management educators was verified for the membership of the NFRBMEA through a study recently completed to determine the professional needs of their U.S. and Canadian members. The findings confirmed that different professional development needs do exist for instructors with differing years of experience and from different types of farm business and production management programs.

The next step is to assist instructors in securing access to timely and high quality professional development activities and education. There is currently an absence of national access to professional development programming that is directed by the needs of the professionals in agriculture, changing technologies, and shifting needs for management and technical education for landowners and producers.

A very high proportion of the members of the National Farm and Ranch Business Management Education Association were prepared as teachers, and the majority have teaching experience in formal secondary and/or adult settings. Too, they have experienced the benefits of on-going professional development efforts. Consequently, they are an ideal group of professionals to investigate the suitability of a national institute to host and meet the professional development needs of their colleagues in agriculture.

#### Purpose of the Proposal

The purpose of this proposal is to secure resources that can be used to determine if the establishment of a national professional development institute is feasible and desirable for professionals\* who provide education, consulting, and a variety of services to farmers and ranchers. Specifically,



## National Institute (cont.)

the funds will be used to:

- ∅ determine the professional development needs of other agribusiness professionals (Networking);
- ∅ explore existing professional development programs of agricultural organizations; investigate alternative delivery modes;
- ∅ establish course and workshop subject matter titles;
- ∅ create tentative working agreements and partnerships among agricultural organizations;
- ∅ identify and create operating agreements with potential host institutions;
- ∅ determine the market for participant\* enrollment in institute courses and workshops;
- ∅ identifying a pool of potential course and workshop presenters;
- ∅ establish the financial requirements of establishing and maintaining an institute (i.e., business plan)
- ∅ establish links with funders (private and public)

### Potential Activities of a Professional Development Institute

Funds would be used to determine the feasibility of an institute that may provide the following types of professional development activities and opportunities:

- ∅ Courses for credit as well as workshops, seminars etc. for continuing development credit. Programming delivered through: traditional face-to-face instruction; online courses; courses in a box; taken at various times at a specified site or in decentralized settings around the USA; combined course formats and delivery systems
- ∅ A variety of instructors with proven teaching expertise and knowledge
- ∅ Courses based upon needs and grouped according to individual development
- ∅ Funding to attend and participate provided by organizations, businesses, and individuals
- ∅ Sources of scholarships to be sought out by Institute leaders

### Potential Budget for Investigating Feasibility of National Professional Development Institute

A two-year planning period is needed to investigate: strategies used by others for creating a similar organization with parallel purposes; partnering organizations that may have needs for professional development programming for members, potential market; identification of sponsoring organizations for providing course credit and possibly providing the infrastructure for an institute; the creation of a business plan; identification of sources of start-up funds; and selection of individuals to lead and operate the institute.

**Year I** One person spending 50 -75 days plus expenses, supplies, travel funds  
(Initiate all efforts, determine interest for participation, sponsorship of infrastructure, etc.)

**Year II** One person spending 50-75 days plus expenses, supplies, travel funds  
(Create final business plan, establish feasibility and if so, secure commitments of all participants, secure start-up resources; create infrastructure, etc.)

*Anticipated Start-up Annual Resources for 2 Years = \$40 – 70K per year*

\*NFRBMEA and NAFBAS; American Society of Farm Managers and Rural Appraisers; American Society of Consultants; crop consultants; state NAAE – affiliate; high school agricultural education teachers; agricultural lenders; NYFEA instructors; accountants; postsecondary education agricultural educators; extension educators (regional & state); commodity organization employees and leaders; state and national departments of agriculture personnel; university personnel and students; program administrators, and others.

<sup>†</sup>These individuals met at MAAE Conference in Minnesota and discussed approaches to creating an effort to determine if institute is an approach to meet nationwide professional development needs of farm business management education and other professional agriculturalists from across the USA.

<b>Income Statement 2005-06</b>
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	Actual 04-05	Actual 05-06	Budget 06-07
<b>INFLOWS</b>			
Advertising	\$ 175.00	\$ 1,375.00	\$ 800.00
Conference Profit	\$12,491.28	\$10,353.53	\$ 2,500.00
Dues	\$ 3,870.00	\$ 5,240.00	\$ 5,700.00
Interest Earned	\$ 92.29	\$ 448.03	\$ 100.00
Seed Money In	\$ 1,000.00	\$ 2,000.00	\$ -
Contributions and Donation	\$ 2,500.00	\$ 4,600.00	\$ 8,000.00
Web Page Sponsor	\$ 269.10	\$ 269.54	
Reimbursement Bd.Mtg		\$ 122.30	
Returned Check		\$ 220.00	
<b>Total Revenue</b>	<b>\$20,397.67</b>	<b>\$24,628.40</b>	<b>\$17,100.00</b>
<b>OUTFLOWS</b>			
Awards and Recognition	\$ 139.38	\$ 856.23	\$ 800.00
Board Meeting Ex			\$ 1,000.00
Spring Conf Call	\$ 462.43	\$ 395.96	\$ 400.00
Conference Board Mtg	\$ 332.84	\$ 110.39	\$ 300.00
Fall Board Mtg	\$3,666.10	\$ 3,520.83	\$ 4,300.00
<b>Total Board Meeting Exp</b>	<b>\$ 4,461.37</b>	<b>\$ 4,027.18</b>	<b>\$ 6,000.00</b>
Exchange of Ideas	\$ 500.00	\$ 500.00	\$ 500.00
First Timer's Scholarship	\$ 800.00	\$ 1,100.00	\$ 1,000.00
Legal & Prof	\$ 300.00	\$ 400.00	\$ 400.00
Grant Writing		\$ 450.00	
Postage	\$ 86.21	\$ 52.17	
Publications/Nuts & Bolts	\$ 1,000.00	\$ 1,000.00	\$ 1,300.00
Recruitment/Special Projects	\$ 144.00	\$ 955.98	\$ 3,000.00
Conference Planning Exp	\$ 192.07	2006 Conf. \$ 366.68	
Conference Planning Exp		2007 Conf \$ 86.47	
Conference Planning Exp		2008 Conf. \$ 332.50	
Supplies, Copies	\$ 312.32	\$ 126.65	\$ 400.00
Web Page Expense	\$ 2,494.04	\$ 1,769.40	\$ 2,500.00
National Council	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00
Bd. Mileage Expense	\$ 1,128.24	\$ 712.82	
Bd. Registration	\$ 300.00	\$ 235.00	
National Institute Exp		\$ 80.97	
<b>Total Expenditures</b>	<b>\$13,057.63</b>	<b>\$14,252.05</b>	<b>\$17,100.00</b>
<b>Inflows - Outflows</b>	<b>\$ 7,340.04</b>	<b>\$10,376.35</b>	<b>\$ -0-</b>

## Balance Sheet as of 03-31-2006

<b>ASSETS</b>	
Cash and Bank Accounts	
Checking #472411	\$ 1,716.03
MM Savings #485378	\$28,622.95
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TOTAL Cash and Bank Accounts	\$30,338.98
Other Assets	
2006 Conference Expenses/Invested	\$ 558.75
2007 Conference Expenses/Invested	\$ 86.47
2008 Conference Expenses/Invested	\$ 332.50
TOTAL Other Assets	\$ 977.72
TOTAL ASSETS	\$31,316.70
<b>LIABILITIES</b>	
OVERALL TOTAL	\$31,316.70

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, 2006 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, 2006 and the results of its operations for the year then ended in conformity with accounting principles generally accepted in the United States of America.

## 2005 Conference, Wooster, OH

### **SUNDAY, JUNE 12, 2005**

12:00-4:00 p.m. Board Meeting

3:00-6:00 p.m. Registration

4:00-5:00 p.m. Past Presidents Meeting

6:00 p.m. Picnic / Mixer—Houser Pavilion, Freedlander Park, Wooster

Host: Luke Baker, Four County JVS

Frisbee Disc Golf Tournament, Host: Cathy Platfoot, Upper Valley JVS

### **MONDAY, JUNE 13, 2005**

7:00 a.m. Breakfast -Breakfast Host: Ron Schumm, Vantage Career Center

**Program at the Arden Shisler Center, Morning Host: Bruce Stauffer & Ann Gano, Buckeye Career Center**

8:30 a.m. Welcome, Introduction of sponsors and vendors. Overview of Ohio Agriculture  
Ann Obrecht, Wayne County Commissioner, Kevin Elder, Ohio Dept/ of Agriculture

9:45 a.m. Break

10:00 a.m. NFRBMEA business meeting—Ron Dvergsten, President - NFRBMEA

- Roll Call of States, Charles Duell, Secretary - NFRBMEA

- Distinguished Service Awards

12:00 Lunch Paul Miller, Behalt; luncheon speaker

1:00 p.m. Concurrent Sessions

- Purchase of Development Rights—Amy Miller

- Corn & Soybean Genetics—Brian Schrader, Pioneer Hybrids

- New Features on the Farm Works "Mate" Series—Jon Bickel

- Hitting the High Quality Beef Target—Mark McCully, Certified Angus Beef

2:00 p.m. Concurrent Sessions

- Avoiding Litigation—Leisa Boley-Hellwarth

- Aquaculture—Laura Tiu

- The Agricultural Business System—Bruce Stauffer

- The Story of Gerber's Poultry

3:00 p.m. Visit Vendors

4:00 p.m. Concurrent Sessions

- National Crop Insurance Services

- Meat Goats—Tony Nye

- Redwing Software—Barb Kelm

- **International Grain Marketing—Mark Ricketts, Richland Grains**

### **TUESDAY, JUNE 14, 2005**

7:00 Breakfast – Sponsored by *FinPack*, - Breakfast Host: Ron Schumm, Vantage Career Center

- Center for Farm Financial Management

7:00 First Timer's Breakfast—Tim Holtquist, President Elect – NFRBMEA

## 2005 Conference, Wooster, OH (cont.)

### **Program at the Arden Shisler Center, Morning Host: Tom Weygandt, Buckeye Career Center**

All day Vendor displays

#### **8:00-1:00 p.m. Smucker's taste panel. Participate in a grape jelly taste panel for The J.M. Smucker**

Company. A few minutes of your time plus your opinion helps to earn funds for your conference and gains you a gift from Smucker's. Located outside the conference room doors.

#### **8:30 a.m. Dr. Luther Tweeten, The Ohio State University; Protecting Agriculture: America's Most Frequent Target for Terrorists**

10:00 a.m. We'll be joined for the rest of the morning by Ohio vo-ag teachers who are attending their annual summer conference next door.

#### **10:10 a.m. Dr. Mike Boehlje, Purdue University; U.S. Agriculture, Global Economy; Changes and**

*Opportunities. What Does This Mean for Decision Makers?*

11:55 a.m. Introduction of sponsors and vendors

#### **12:00 Lunch—Afternoon Host: Andy Stevens, Delaware Area Career Center**

#### **1:00 p.m. Dr. Mike Boehlje, Purdue University; Strategic Positioning for Commercial Producers to**

*Respond to a Changing Business Climate*

2:45 Break

#### **3:00 p.m. Ron Eberhard; Change, Let's Make a Friend of It!**

4:15 p.m. Adjourn – evening on your own

### **WEDNESDAY, JUNE 15, 2005**

7:00 a.m. Breakfast

8:30 a.m. Exchange of Ideas—Sponsored by National Crop Insurance Services

Tim Holtquist, President Elect - NFRBMEA

9:45 a.m. Leave for Tours—Tour Hosts: Tom and Elaine Weygandt,

Dinner Host: Warren Reed, Vantage Career Center

**Tour 1** Lehman's Hardware, Lunch at Memory Park, Scenic Drive—Amish area, Andreas Farms, Inc., Echo Valley Farm, Bill Young Farm, Dinner at Amish Door

**Tour 2—The President Dvergsten Special** Pro Football Hall of Fame, Lunch on own, P. Graham Dunn, Lehman's Hardware, Dinner at Amish Door

### **THURSDAY, JUNE 16, 2005**

7:00 a.m. Breakfast—Breakfast Host: Luke Baker, Four County JVS

8:30 a.m. Storytelling – Pat Harrington, Chandler, AZ

9:15 a.m. Final NFRBMEA business meeting—Ron Dvergsten, President – NFRBMEA

- Awards / Recognition / Door Prizes

11:30 a.m. Adjourn – Have a safe journey home!

12:00 noon Post Conference Board Meeting—Tim Holtquist, President - NFRBMEA

## Our Continuing Sponsors

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Their generous support makes the our programs possible.**



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See our website: [www.nfrbmea.org](http://www.nfrbmea.org) for complete contact information.

Don Garrett and Kim Baker help conference attendees with registrations.



President Dvergsten's Special Tour.

Past Presidents Meeting.



Catching up with one another at the mixer.

### Views of the 2005 Annual Conference, Wooster, Ohio.

President Dvergsten proudly displays his birthday presents.



*"Most people see 'vision' as the ability to see the future. But in today's rapidly changing world, vision is also the ability to accurately assess current changes and take advantage of them. Vision is being alert to opportunities."* Pastor Rick Warren