

NFRBMEA_{INC.}

2008-2009 Annual Report



National Farm and Ranch Business Management Education Association, Inc.

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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

2008-09 Board of Directors

- ♦ **President**
Paul Gorman, North Mankato, MN
- ♦ **President Elect**
Wayne Pike, Rochester, MN
- ♦ **Past President**
John Hobert, Cannon Falls, MN
- ♦ **Secretary**
Jay D. Olsen, Richfield, UT
- ♦ **Treasurer**
Doug Wertish, Faribault, MN
- ♦ **2009 Conference Co-Chairs**
Jesse Schwanke, MO
John Sponaugle, MO
Norman Rohrbach, MO
- ♦ **National Council Representative**
Jay M. Olson, Devils Lake, ND
- ♦ **Membership Secretary**
Virgil Dagman, Jamestown, ND
- ♦ **Historian / Nuts & Bolts Co-Editor**
Dan Hoffman, Rochester, MN
- ♦ **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 ("The Council"). This was the first time a member of the "The Council" had been selected by NFRBMEA. Jay Olson, FBM instructor at Lake Region State College, Devils Lake, ND is the current appointee to our seat.

The History of NFRBMEA, Inc.

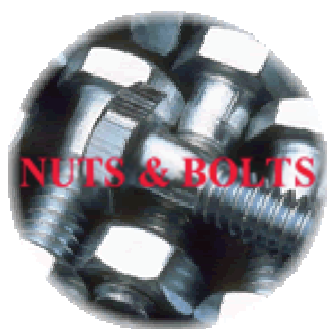
In 1973, instructors using the farm/ranch analysis developed in Minnesota, were invited to Faribault, Minnesota, for three days to participate in an exchange of ideas and to make improvements to that analysis. The instructors enjoyed and learned from each other's experiences so much it was decided to 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 20 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



Our newsletter, the **NUTS & BOLTS Real-Time Update**, is distributed electronically at least 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.

An excellent **website** containing history, career opportunities, newsletters, conference information, a resource library of teaching materials, meeting minutes, officer information, Frequently Asked Questions about NFRBMEA, and links to related agricultural websites is available at:

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* distributed at least 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.

2008 - 09 MEMBERSHIP DEMOGRAPHICS					
	<u>Active</u>	<u>Affiliate</u>		<u>Active</u>	<u>Affiliate</u>
Alberta		1	Nebraska	2	
Arizona	1		Ohio	4	
Colorado	6	1	Oklahoma	4	
Iowa		2	Oregon	1	
Illinois		1	Pennsylvania	2	
Kentucky		1	South Dakota	2	
Minnesota	62	10	Utah	2	
Missouri	5	1	Washington	1	1
Montana	1		Wisconsin	6	
North Dakota	10	5	*TOTALS:	109	23

Dr. Ed Persons of Minnesota holds Honorary Lifetime Membership.

*This compares with 126 Active / 19 Affiliate in 2008 - 08.

Committees

IABME Committee

Tom Weygandt, Director	John Hobert	Jay M. Olson
Rich Baumann	Tim Holtquist	Wayne Pike
Ira Beckman	Dr. Richard Joerger	Ed Ruff
Ron Dvergsten	Jim Kelm	Deb Pike
Paul Gorman	Jim Kurtz	

Industry Relations Committee

John Hobert, Chair	Pat Harrington	Keith Torgerson
Ira Beckman	Jim Kelm	Tom Weygandt
Paul Gorman	Wayne Pike	

Resource Committee

Ron VanNurden, Chair	Paul Gorman	Maylon Peters
Tom Ackerman	John Hobert	Deb Pike
Dr. Richard Joerger	Jay M. Olson	

2009 Conference Planning Committee

Jesse Schwanke, Chair	Norman Rohrbach	Deb Pike
John Sponaugle, Chair	Paul Gorman	

2010 Conference Planning Committee

Rick Morgan, Chair	Wayne Pike	Deb Pike
Jay M. Olson, Chair	Greg Tullis	
Jon Christianson	Randy Zimmerman	

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.

Cooperative efforts are ongoing in these areas:

- The boards agreed to hold joint annual conferences in the future.
- 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.
- Boards will meet jointly at the annual conferences.

National Council for Agricultural Education Update

Jay M. Olson, Council Representative

It has been a pleasure and privilege for me to serve this past year as the Adult Level Instructor representative on the National Council for Agricultural Education, NCAE. This position on the 19-person board is appointed by NFRBMEA for a 3-year term. The NCAE typically meets twice per year at varied locations around the US with frequent communication throughout the year to resolve areas of need. This past year, meetings were held in Columbus, Ohio and Washington D.C. As Vice President of the board, I serve on the executive committee and act as chairperson of designated committees. I am now in the second year of a three-year term of officer and will be seeking applicants to continue our representation on the board starting in January of 2011.



The NCAE represents and provides advocacy for stake holders from all areas of agricultural education in the United States and 3 U.S. territories. The NCAE strives to identify current and emerging issues of national concern and attempts to provide innovative solutions to these issues thereby strengthening programs and promoting success for students and instructors of agricultural education.

Many of the activities of The Council are directed toward secondary Ag Ed and the FFA, however a number of NCAE projects have major impact on Farm Management Education.

This past year the NCAE commissioned AgrowKnowledge (<http://www.agrowknow.org/>) to establish a national Post Secondary and Adult data base of institutions and instructors to better access and coordinate these entities. This database should be a major benefit to NFRBMEA to be able to provide an exchange of Farm Management information and expertise to a greater number of states and institutions. This effort helps to support the NCAE goal of expanding the scope of quality Ag Ed programs.

While at our meeting in Washington D.C. in March, I became aware of a grant program established by the 2008 Farm Bill that is included in the Cooperative State Research Education and Extension Service, CSREES, for a Beginning Farmer and Rancher Development Program. This program has appropriated \$19 million dollars each year of the farm program for grants of up to \$300,000 per year to support and establish training, education, outreach, and technical assistance initiatives for beginning farmers and ranchers. This program appears to be exactly what we do in Farm Management Education. If you have ideas or areas of interest that might address this program, I would encourage anyone to pursue this opportunity. Check out the website at:

<http://www.csrees.usda.gov/fo/beginningfarmerandrancher.cfm>.

Please feel free to contact me anytime or visit the NCAE website at:

<http://www.teamaged.org/councilindex.cfm>.

The Institute for Agricultural Business Management Education

Tom Weygandt, Program Director



Annual Report - 2009

Our Mission

- ♦ To instill into each institute member competence and self-confidence in technical areas critical to the success of early career FBM instructors.
- ♦ To teach institute members to take this technical knowledge and apply it practically to their farm clients.

Our Committee

Jim Kelm – Chairman	Dr. Paul Gorman	Tim Holtquist
Wayne Pike	John Hobert	Ed Ruff
Dr. Dick Joerger	Ira Beckman	Jim Kurtz
Ron Dvergsten	Jay M. Olson	
Tom Weygandt – Director	Deb Pike - Webmaster	

Participation

Nine instructors from three states joined the Institute in 2009. They participated in three activities: a Weekly Webinar Series, the National Farm Management Conference, and the Institute Workshop. All participants were provided FFSC Guidelines CDs and VoIP headsets.

Weekly Webinar Series

Webinars were held 8 consecutive weeks during April and May.

- ♦ Introduction to Accrual Accounting, Debits/Credits, T-accounts
- ♦ The Balance Sheet, Cost and Market
- ♦ The Balance Sheet - Issues, Valuation, Leases, Deferred Liabilities, etc...
- ♦ The Income Statement
- ♦ The Statement of Owner Equity
- ♦ The Statement of Cash Flows
- ♦ Financial Ratios
- ♦ Financial Ratios, continued



Tom Weygandt

Recordings of the webinars are available online for those who missed a session or who wished to review a session. *Financial Guidelines for Agricultural Producers* was used as the base reference source. A case farm example was used throughout.

Institute Workshop

The Workshop was held June 18 & 19, 2009 immediately following the National Farm Management Conference. Presenting the first day was Todd Doebling, Centrec Consulting Group LLC on Financial Statement Analysis and Interpretation. A panel of farm business instructors and consultants presented experiences from their careers which made them successful.

The Bremer Foundation

A big "Thank You!" goes to the Bremer Foundation. Through a generous three-year grant, creation and funding of IABME were possible. Key to our success is that stipends of \$1250.00 each were awarded to participants from the Bremer lending area.

Web Site

www.nfrbmea.org/IABME/. This site, part of the NFRBMEA site, was developed so that all information concerning IABME is easily accessible.

2008 National Farm Management Conference– Fresno, California
“Influencing Tomorrow’s Agriculture”

National Farm & Ranch Business Management Educators Association
National Association of Farm Business Analysis Specialists

Sunday June 8

- 9:00 am NFRBMEA Board Meeting
- 10:00 am Registration Staff Meeting
- 1:00 pm Registration Begins
- 2:00 pm NAFBAS Board Meeting
- 3:00 pm NFRBMEA Past Presidents’ Meeting
- 4:00 pm NFRBMEA/NAFBAS Joint Board Meeting
- 7:00 pm Registration Concludes
- 7:30 pm Dessert Reception at Hotel
- 7:45 pm “Welcome to Fresno” -Laura Calderon, Fresno CVB
- 8:00 pm “Fresno County Agriculture” -Liz Hudson, Public Relations Coordinator, Fresno County Farm Bureau
- 8:30 pm “National Parks Overview” -Laine J. Hendricks, National Park Conservation Assoc.
- 9:00 pm Adjourn

Monday June 9

- 6:00 am Vendor Set-up
- 7:00 am Continental Breakfast
- 7:30 am Registration Continues
- 8:00 am “Welcome to the 2008 Conference” -Tina Barrett & John Hobert, National Presidents
- 8:15 am “Overview of Issues Facing Producers” -Alexander Ott, Executive Director, California Apple Commission
- 9:00 am “Labor Issues” -Manuel Cunha, Jr., President, Nisei Farmers League
- 9:55 am BASE Representative
- 10:00 am Break—See Vendors
- 10:30 am “Air Quality Issues” -Gabrielle Kirkland, Director of Membership, California Grape & Tree Fruit League
- 11:15 am “Business Issues” -Karen Morais and Nancy Ervin, Baker, Peterson, & Franklin, CPA, LLP
- 11:45 am Luncheon Speaker—TASC
- Noon Lunch at Hotel
- 1:00 pm “Producer Perspectives”
 - Tom Chandler, Wells Fargo Bank
 - John Diener, Red Rock Ranch
 - Boyd Corkins, Farm Manager, S & J Ranch
- 2:00 pm “Price & Risk Issues” -Carl Babler and Chris Atten, First Capitol Ag
- 3:00 pm Break—See Vendors
- 3:30 pm “Information & Communication” -Amy Wolfe, Managing Editor, Agribusiness Publications
- 4:00 pm “Precision Farming and the Impact on a Farmer’s Bottom Line” -Kirk Wesley, Manager, AFS Product Marketing Case IH Agricultural Business
- 4:45 pm Conclude Business Sessions
- 6:00 pm “Taste of California” Supper at Holland Park West
- 7:30 pm Ag Games Competition
- 8:30 pm Adjourn

Conference Agenda (cont'd)

Tuesday June 10

- 7:00 am Plated Breakfast at Hotel
- 8:00 am Coffee at California State University– Fresno (Industrial Technology Building)
- 8:20 am “Welcome” -Dr. Charles Boyer, Dean, College of Agricultural Sciences & Technology, and Dr. Jeronima Echeverria, Provost and Vice President for Academic Affairs
- 8:30 am “Marketing Specialty Crops in China” -Dr. Mechel Paggi, Director, Center for Agriculture Business, CSU, Fresno
- 9:15 am “Immigration Policy & California’s Labor Market” -Dr. Bert Mason, Chair, Department of Agricultural Economics, CSU, Fresno
- 10:00 am BREAK
- 10:30 am “Regional Water Planning in the San Joaquin Valley” -Dr. Kathy Wood, Executive Director, Integrated Regional Water Management Plan, California Water Institute, CSU, Fresno
- 11:15 am “Food Safety in Perennial Crops” -Ted Batkin, President, Citrus Research Board
- Noon Lunch on Lawn, Viticulture & Enology Research Center
- 1:00 pm Farm/Campus Tours –Dr. Ganesan Srinivasan, Director, University Agricultural Laboratory, College of Agricultural Sciences & Technology
- 3:00 pm BREAK at Hotel
- 3:30 pm NAFBAS Committee Meetings
- NFRBMEA Exchange of Ideas and Business Meeting
- 5:00 pm Adjourn– Evening On Your Own

Wednesday June 11

- 7:00 am Breakfast Buffet at Hotel
- 8:15 am Buses Leave for Farm Tours of Central Valley
- 9:00 am Tour Stop #1
- 10:30 am Tour Stop #2
- 11:30 am Travel to Visalia Convention Center
- 11:45 am Monsanto Video Presentation
- Noon Lunch
- 12:05 pm “Welcome” - Jesus Gamboa, Mayor of Visalia
- 12:45 pm 2009 Conference Video Presentation
- 1:00 pm NFRBMEA Business Meeting at Visalia Convention Center
- NAFBAS Business Meeting at Visalia Convention Center
- Shopping and Sights of Visalia for Family Members
- 2:30 pm Business Meetings Adjourned, Depart Visalia
- 3:00 pm Tour Stop #3
- 4:30 pm Buses Return to Hotel
- 6:30 pm Family Pizza and Pool Party
- 7:00 pm 2009 Conference Planning Committee Meeting

Thursday June 12

- 7:00 am Denny Jackson Storytelling Breakfast
- 8:30 pm “On-line Business Planning Website” -Kevin Klair, Center for Farm Financial Management
- 9:00 am “The California Wine Industry & Its Effects on Other States” -Karen Barrett Ross, President, California Association of Wine Grape Growers
- 10:00 am Adjourn Conference
- 10:15 am NFRBMEA Board Meeting

Minutes of the NFRBMEA 23rd Annual Business Meeting

June 10 & 11, 2008 * Fresno, California

The meeting was called to order by President John Hobert at 3:29 PM

Before the meeting started we heard from those that submitted items for the Exchange of Ideas activity. Gary Thome discussed his spreadsheet on “Ferguson’s System of Financial Signals”. Keith Torgerson showed us a spreadsheet he developed to determine “Cash Price for Breakeven over Variable Costs”. Ron VanNurden explained his “Per Head Per Day Heifer Raising Matrix” spreadsheet. Kevin Klair wowed us with Finpack’s new AgPlan software that replaces Finpack’s Business Plan. Finally, Jay Olson discussed his report of the Preliminary Analysis of the Farm Bill of 2008. Each participant received a \$100 payment from our organization.

The Secretary’s report was handed out in the NFRBMEA 2007-2008 Annual Report. The minutes of all our meetings since the last conference are also in the Conference 3-ring binder. Motion by Keith Torgerson to approve the secretary’s report, seconded by John Sponaule and the motion passed.

The Treasurer’s report was presented by Doug Wertish and is found in the Annual Report. He also presented the 2009-10 Budget. He discussed how our Balance Sheet is about \$6000 ahead of last year at this time, due mostly to the profits realized by our Conference in Rochester in 2007. Motion by Ira Beckman to approve the Treasurer’s report, seconded by Tim Holtquist and the motion carried.

Secretary Rick Morgan conducted the Roll Call of States:

- ♦ Wisconsin :delivered by Edmund Ruff. They have seven instructors with a couple that may retire soon.
- ♦ Washington: presented by Chris Werner. He thinks he may be the only instructor in that state at this time.
- ♦ Utah: presented by Jay D. Olsen. Their state has four instructors and are actively recruiting for more FBM teachers.
- ♦ South Dakota: given by Calvin Pietz. They also only have a couple of instructors, but find the FSA requirement to have all borrowers take some FBM training really helps in giving their program credibility and purpose.
- ♦ Pennsylvania: presented by Miguel Saviroff. They have 15 Extension Educators and since this is their first conference for quite some time, they will try to get more at our next conference.
- ♦ Ohio: sent in by Brad Moffitt. Their state had drastically cut their funding of this program and they are waiting to see how they end for this year.
- ♦ North Dakota: presented by Keith Torgerson. They published a summary for the state that worked out well to give to legislators and others that were interested in the program.
- ♦ Montana: presented by Bruce Bainbridge. They only have four instructors at this time.
- ♦ Missouri: presented by Norman Rohrbach. Another good year with 24 instructors in 22 sites.
- ♦ Minnesota: presented by Dr. Dick Joerger. Five instructors will be retiring.
- ♦ Colorado: presented by Jim McCuistion. Maylon Peters has retired but they still have 12 instructors at four sites.
- ♦ Arizona: presented by Pat Harrington. He is still outstanding by himself in this state.
- ♦ We had no reports from: Oregon, Oklahoma, Nebraska, Kentucky, Kansas, Illinois, Iowa and Alberta, Canada.

A Nuts & Bolts/Membership report was presented by Wayne Pike.

Jay Olson reported from the Past President committee the following Officer Nominations for 2008-09: President Elect – Wayne Pike,; Treasurer – Doug Wertish,; Secretary- Jay Olsen,; Historian – Dan Hoffman; Membership Secretary – Virgil Dagman. This slate of officers were nominated by Jay Olson and seconded by Ron Dvergsten.

Minutes of the NFRBMEA 23rd Annual Business Meeting (cont'd)

These nominees will be voted on Wednesday when our business meeting reconvenes.

The business meeting recessed at 5:31 pm to be reconvened on Wednesday, June 11, 2008.

Wednesday, June 11, 2008

The meeting was called to order by President John Hobert at 1:18 pm PDT at the Visalia Convention Center. The following committee reports were given:

The Industry Relations/Alliances report was given by Hobert. His fund raising along with Gary Thome was very productive. Most contributors did the same amount as last year while one increased from \$1000 to \$3000. It is important to have continuity from year to year, contacting the various companies early so that they can include us in their budget for the next year. Our organization owes these men a great deal of appreciation. Next year we are looking at adding Toyota, Dodge, Pfizer, Wells Fargo, RaboBank and maybe more. A list of current sponsors can be found on the 2008 Conference website.

National Institute: This report was given by Paul Gorman and Jay Olson. We have been awarded a Bremer Grant of \$140,000 to be used over 3 years. This is mainly to be used to provide education to newer beginning FBM instructors. This will begin next year and the training will most likely happen immediately after the 2009 Conference. A committee was appointed by Hobert and given the power to draw up a job description of the person to coordinate this project, hire that person and provide leadership assistance to ensure that our National Institute will accomplish what our intended purpose.

Resource Library: Ron VanNurden and Deb Pike discussed this report. All of the old Exchange of Ideas since 1999 are in the library. They recommended that we all make an effort to get our often used worksheets and spreadsheets submitted. The process is relatively painless and will greatly enhance the library. They are also working with the NAAE and their Communities of Practice. This will allow us to get on their website and work more in cooperation with our agriculture teaching brothers/sisters.

The Council: Jay Olson gave this report and is found on page 94 of our notebook.

Historian's report: Laurie Morris presented a slide show of highlights of past conferences.

2008 Conference Planning: Morris and Harrington asked that the 2009 Conference committee use this year's surveys to continue to improve our conferences and to keep them focused on what we as instructors want. Harrington also states how much easier it is to plan a conference when we have the kind of sponsors that Hobert has been able to contact.

2009 Conference Planning: Jesse Schwanke and John Sponaugle showed us a video of St. Louis, handed out a magazine of the town and discussed the positives of coming to St. Louis June 14-18 of next year. This will also be the first year of our National Institute.

2010 Conference Planning: Rick Morgan and Jay Olson reported their efforts in securing Fargo/Moorhead as our conference site for that period. A similar time of June 13-17, 2010 will be the dates. We have contacted Dwight Aakre to see if his organization, North Central Extension Educators, would like to join us as they did in Rochester last year. NAFBAS already has appointed a committee to help us on planning this conference. As of now, Jay Olson, Greg Tullis, Keith Torgerson and I are serving on this committee. We will see if we can get a couple more within the next couple of weeks. We would like to get the hotel selected within a couple of months.

Ron VanNurden moved to approve the list of officers for 2008-09, seconded by Jesse Schwanke. Motion passed.

Minutes of the NFRBMEA 23rd Annual Business Meeting (cont'd)

The officers will be:

President	Paul Gorman
President Elect	Wayne Pike
Past President	John Hobert
Treasurer	Doug Wertish
Secretary	Jay Olsen
Historian	Dan Hoffman
Membership Secretary	Virgil Dagman
National Council Rep	Jay Olson
2009 Conference Planners	Jesse Schwanke, John Sponaugle
2010 Conference Planner	Rick Morgan

John Hobert gave his final closing remarks as our NFRBMEA president. Paul Gorman moved to adjourn this meeting.

Meeting was adjourned at 2:21 pm.

Submitted by Rick Morgan, secretary

Minutes of the Post-Conference Board Meeting June 12, 2008 ★ Fresno, California

The meeting was called to order by President Paul Gorman at 10:35 AM PDT.

Members present: Paul Gorman, President; Wayne Pike, President Elect; John Hobert, Past President; Doug Wertish, Treasurer; Jay D. Olsen, Secretary; Virgil Dagman, Membership Secretary; Jay M. Olson, National Council Rep; Rick Morgan, 2010 Conference Planner, and Deb Pike, Webmaster.

The agenda was presented by Paul Gorman, additional items added to the agenda were job descriptions, and officer compensation. In addition, the agenda items were re-ordered.

The board introduced themselves.

Jay Olson updated the board on the National Institute. Discussion centered on a job description for hiring someone to organize and coordinate the training. Because this grant begins this year, a report is required to be given one year from now, following the conference in St. Louis. John indicated that because the grant is to train new instructors from MN, WI, and ND only, the training could easily be held pre- or post-conference and costs for new instructors to attend the conference and the training could be covered. The NFRBMEA board may consider using "First Timer" money for new instructors from *outside* the designated grant area to attend the 2009 Conference. John suggested the President Elect sit on the committee for one year. The National Institute committee is planning to meet in St. Cloud, MN to further organize.

John Hobert moved that the NFRBMEA Board empower the National Institute committee to administer the grant and authorize expenditures to the program. Motion seconded by Rick Morgan. Motion Passed

Paul Gorman reported on the 2009 Conference committee planning meeting held the previous evening.

Minutes of the Post-Conference Board Meeting (cont'd)

Suggested topics and speakers: Farm Trax, Power Point Training, Farm Financial Standards Council Report, Remote Farm Instruction (visits); tour possibilities may be Doanes, DTM, Monsanto, and Busch Ag. The planning committee is planning a conference call for July 29 and hope to fill in many of the blanks for the conference theme and agenda at that time.

Deb Pike indicated that she will update the website with the new board members and positions; she will need bios from the new board members and will take pictures following the board meeting. She will also order name tags and update registration list and procedures for the web discussion group for the 2010 conference planning committee and the NFRBMEA Board. The board joined Paul in a big thank you to Deb for all she does.

Wayne Pike reviewed membership and indicated that he will pass on information to the new Membership Secretary, Virgil Dagman.

2008 Conference wrap-up discussion centered on giving a big **thank you** to the planners, and the sponsors, the conference was very successful and met the expectations of everyone involved. Conference numbers were down as expected, due to location. Over-all web conference registration hosted by CFFM went well but there was some disappointment in the information that was there, particularly concerning spouse and family tours and activities, this was probably more a reflection of CFFM not having the information to post to the website rather than the registration process. Doug Wertish indicated that a few invoices still needed to be paid. John also indicated that some sponsor donations still needed to be deposited before the conference income and expenses would be completed

John reviewed the conference sponsors for 2008 and requested that everyone email a thank you to each. Additional companies were suggested as potential sponsors for the 2009 conference, they include: Busch Ag. Resources, Doanes, Rabo Bank, National Crop Insurance, DTN, as well as any energy, fuel and fertilizer companies.

Dates for 2008 fall board meeting were discussed, and coordination between the 2009 conference planning committee, the National Institute committee, and the North Central group was attempted. The board agreed that meeting all these schedules was very unlikely, the date for the NFRMBEA fall meeting was tentatively set for Sept. 29 -30 in St. Louis.

A conference call will be planned for the NFRBMEA spring board meeting and will be about one hour in length.

Wayne Pike volunteered to write job descriptions for Membership Secretary and Historian and submit to the board for approval at the fall Board meeting.

Compensation for Webmaster/Newsletter editor and possibly Treasurer was discussed. Discussion centered on the time commitment to fulfill the above mentioned duties. An attempt at tracking time has been made but no final number arrived at. Jay Olson made a motion to table discussion on compensation until the fall board meeting when job descriptions will be completed and submitted. John Hobert seconded the motion. Motion passed.

Wayne Pike made a motion that compliance with 501(c)3 regulations has been met. Rick Morgan seconded the motion. Motion Passed

A motion was made to adjourn by Wayne Pike and seconded by Rick Morgan. Meeting adjourned at 11:40 AM.

Respectfully submitted,
Jay D. Olsen, NFRBMEA Secretary

Minutes of the Annual Fall Board Meeting

October 6, 2008 * Sheraton City Center, St. Louis, Missouri

Those in attendance: Paul Gorman, President; Wayne Pike, President Elect; John Hobert, Past President; Doug Wertish, Treasurer; Jay D. Olsen, Secretary; Virgil Dagman, Membership Secretary; Dan Hoffman, Historian/Nuts & Bolts Editor; Deb Pike, Webmaster Nuts & Bolts Co-editor; National Institute committee members Jay M. Olson, Jim Kelm, Jim Kurtz, and Tom Weygandt, National Institute Director.

President Gorman called the meeting to order at 2:30 PM. The agenda was reviewed, no additional items were added, but Paul recommended that agenda items be handled in a logical order rather than in the order printed on the agenda.

Paul asked for state reports:

- ♦ **ND-** Virgil Dagman indicated that there are 15 programs with 40-70 members enrolled per program. Future retirements will necessitate hiring replacement instructors in the near future.
- ♦ **OH-** Tom Weygandt said state funding has been significantly reduced, each school decides individually how to run their FBM programs. There are 25-27 instructors in Ohio about half are retired and are working on their own as FBM consultants.
- ♦ **UT-** Jay D. Olsen reported that Utah continues to have four instructors at three colleges. There is room for expansion if the money can be found by individual schools or by the state, won't happen in the next year or two because of the economy and shrinking state revenues.
- ♦ **ID-** Jay D. Olsen reported that Idaho has one full time instructor and one FBM facilitator at Boise State. The instructor is in the Boise area and the facilitator facilitates a distant learning class that goes into Lewiston, Idaho. The College of Southern Idaho at Twin Falls is looking to reinstate their FBM program and Boise State may provide the classes.
- ♦ **OR-** two instructors at Chemeketa Community College in Salem. That FBM program and Blue Mountain Community College, previously led by Jon Farquharson was merged by the college into the Small Business Development Center, and Doug Lamberson will take over the FBM responsibilities. Washington has one instructor at Centralia Community College, Chris Werner. He replaced Ann Tuning, who retired. Chris has been in the position about one and half years.
- ♦ **MN-** Wayne reported that during a recent 2 day in-service a committee began work on rewriting the curriculums to meet accountability measures.

Jay D. Olsen presented the secretary's report. He passed out the minutes from the last five NFRBMEA board meetings April conference call, pre-conference board meeting, joint board meeting, NFRBMEA business meeting and post-conference board meeting. Jay M. Olson moved and Doug Wertish seconded to approve the minutes. Motion passed.

Doug Wertish presented the treasurer's report, and passed out the NFRBMEA Profit and Loss Statement, Budget Worksheet, Itemized Categories Report and Net Worth Statement. Doug also passed out the National Farm Management Conference Profit & Loss by Conference Years report, the National conference Balance Sheet and the National Conference Profit and Loss by Detail report. Following a few questions and minimal discussion, Jay D. Olsen moved and Dan Hoffman seconded to approve the treasurer's report. Motion passed.

John Hobert referred the board to the 2008 Fresno Conference report that was passed out, reviewed and discussed in the earlier Joint Board meeting. John's written 08 Conference report is attached. The conference report was approved in the Joint Board meeting.

In the Nuts & Bolts report, Dan Hoffman expressed thanks to the contributors to the newsletter and to Deb Pike for getting the newsletter published out via the email list. Paul suggested that everyone print copies of the Nuts

Minutes of the Annual Fall Board Meeting (cont'd)

& Bolts newsletter to give to their respective department deans, and college presidents. Doug Wertish moved and Virgil Dagman seconded to approve the Nuts and Bolts report. Motion passed.

Resource Committee member and Webmaster reports: Deb Pike passed out a printed report, highlights included: Board of Directors page has been updated, she is working with Doug and Virgil to update member information. Primary web focus has been redesigning the Resource Library, including adding a section on "Human Resources", and "Program Promotion". The redesign is 99.9% complete, she plans to add a counter to the pages to gauge Library activity. Deb indicated that the Resource Library can be accessed from National Association of Agricultural Educators (NAAE) NAAE's "Communities of Practice" web discussion area. John Hobert moved and Wayne Pike seconded to approve the Resources/Webmaster report. Motion passed.

National Council Report: Jay M. Olson attended the meeting of the National Council of Agriculture Educators; he was elected to VP of that council. Curriculum was discussed at the meeting along with supply and demand of Ag teachers. The council allocated \$15,000 to the cost of compiling a national list of Agriculture instructors. Agro Knowledge will help with list and additional cost if any. Jay M. indicated that there are 11 groups on the council. A discussion ensued about the cost for dues to be part of The Council. Jay M. indicated that The Council's goal is have the costs equal or just exceed the cost for each group's representative to attend meetings. Jay M. indicated that NFRBMEA has paid \$1,200 for the last couple of years and his travel costs this year are about \$1,500 per year. Jay M. recommended that the NFRBMEA raise their contribution to \$1,600. Everyone felt that NFRBMEA presence on the National Council is very important. John Hobert moved that NFRBMEA increase their contribution to the National Council from \$1,200 to \$1,600 beginning in 2009. The motion was seconded by Wayne Pike. Motion passed. Doug Wertish moved and Jay D. Olsen seconded to accept Jay M's report on the National Council. Motion passed.

Wayne Pike lead a discussion on the Joint Conference entity proposal. Pros and cons were discussed, Cons included "if it's not broke why fix it", and is the effort to complete the legal forms and cost of submitting the forms worth it. Pros included when boards of either group change in the future the conference planning would continue, if either party wants out it's easier to get out, if another group is invited to join in the conference they could buy in easier, and liability being limited to just that entity. Wayne distributed a draft set of by-laws and made the recommendation that NFRBMEA assign two board members to serve on an investigational committee with two members from NAFBAS to study the possibilities and be prepared to make a recommendation by spring conference call. Wayne Pike made this recommendation into a motion: "to refer to a committee of NFRBMEA and NAFBAS board members the discussion of creating a joint conference entity and to be prepared by the April Board conference call to either pursue the creation of a joint entity or don't do anything for consideration by the joint boards at the June 09 Conference joint board meeting. Deb Pike seconded the motion. Motion passed. NFRBMEA board members to serve will be Wayne Pike, chair, Doug Wertish, and Tom Weygandt.

Paul called a recess at 10:30 PM, until tomorrow morning at 10:00AM, following the joint board meeting.

October 7, 10:15 AM: Paul Gorman called the meeting to order.

Compensation for Deb Pike as the webmaster was discussed. Wayne reviewed the past history of the her responsibilities and the compensation that she and he received Nuts & Bolts co-editors and publishers, which included printing and mailing costs. In recent years, less than 10 copies of Nuts & Bolts are printed and mailed; it is primarily produced electronically and emailed to members, and the webmaster time has increased. For the past 5 years Deb has been paid \$2,000 in four payment of \$500 each year, and Wayne received \$1,000 for Nuts & Bolts editing, publishing, printing and mailing. Since his costs have decreased, the \$1,000 continued and he passed it onto Deb for the increasing time she was putting in as webmaster.

Minutes of the Annual Fall Board Meeting (cont'd)

Deb reported that since June 2008 ('08 Conference) she has worked 168 hours as webmaster. After much discussion, Deb left the room. Jay M. Olson made a motion to pay Deb \$3,000 per year for her webmaster work and managing editor of the Nuts & Bolts newsletter and other various tasks she does. The motion was seconded by Dan Hoffman. Following more discussion, Virgil Dagman moved to amend the motion, increasing the dollars payable to \$4,000. Dan Hoffman seconded the motion to amend. The motion as amended is: to pay Deb Pike as an independent contractor \$4,000 per year beginning with the next quarterly payment for her work as webmaster, managing editor and other various work she does in relation to these responsibilities. The motion passed.

Compensation for the Nuts & Bolts editor and Historian was tabled for another year based on Dan Hoffman's recommendation.

Because the Treasurer's responsibilities have increased with the responsibility for Joint Conference and National Institute funds to be managed in addition to NFRBMEA funds, John Hobert made a motion to pay the Treasurer \$1,500 per year to be split between NFRBMEA, Joint Conference, and National Institute. Deb Pike seconded the motion. Motion passed.

National Institute:

Jim reported that the National Institute committee has been working since the summer post-conference board meeting. A Director's job description was written, the position was promoted, applications were received, two candidates were interviewed and the committee offered the job to Tom Weygandt.

Jim asked Tom Weygandt to present his outline for organizing and running the National Institute. Tom distributed his National Institute outline and proposed budget. The board was pleased with the detail presented in the outline for running the National Institute. Tom indicated that the proposed budget as a work in progress, income and expenses will change as the board makes decisions on tuition costs for institute participants, as sponsorship dollars are realized and as the number of workshop participants and their registration amounts are finalized.

Tom Weygandt prepared a services agreement document. Paul Gorman asked Jim Kelm to read the entire document to the board. A few questions were asked by the board as the agreement was read. Jim recommended the board approve the services agreement as presented. Doug Wertish moved that the board accept the services agreement as presented. Wayne Pike seconded. Tom left the room prior to a vote on the motion. Motion passed.

Tom will continue to answer to the National Institute committed and will work with them to monitor the budget, make major decisions and prepare the annual report to the Otto Bremer Foundation.

Wayne Pike distributed job descriptions for each board member position. He suggested that each board member read their job description and mark those tasks that they no longer do and add any that they are doing that are not listed. In the coming weeks, Wayne will contact each board member and work individually to update their job descriptions. Meeting adjourned at 12:55 PM

Respectfully submitted,
Jay D. Olsen, NFRBMEA Secretary

Minutes of the Joint NFRBMEA/NAFBAS Fall Board Meeting

October 6, 2008 * Sheraton City Center, St. Louis, Missouri

The meeting was called to order by Paul Gorman (selected chairman for the meeting). The agenda was arranged by Bob Rhea and projected on the screen for approval.

Minutes of the joint board meeting held in Fresno June 8, 2008 were passed out for approval. Three minor changes were made, the date from June 11th to June 8th, Deb Page changed to Deb Pike, Bramer Foundation changed to Bremer Foundation. The minutes were approved with the changes.

John Hobert handed out a written report of the 2008 Conference held in Fresno, CA. He reviewed the conference in detail and furnished the report with attachments to be included in these minutes.

Paul Gorman asked about the conference evaluations. Bob responded that an intern at NAFBAS had compiled the responses and sent the evaluation report to the 2008 conference planning committee for their review and to the 2009 conference planning committee for their consideration. Paul shared selected repeated comments from the evaluation with the joint board, i.e. more financial planning and analysis topics, and tax training for credit topics should be included in future conferences; also that the registration process needs improvement. These comments have been addressed in planning for the 2009 conference.

Jay M. Olson reported that the North Central Extension Ag Economists group has given tentative approval to participating with NFRBMEA and NAFBAS in the 2010 conference in Fargo, North Dakota. Dale Nordquist is hopeful that their board can vote via email to give full approval for their participation within the next couple of weeks. The inclusion of the North Central Extension Ag Economists will increase conference attendance by 50 – 60 more participants. Contracts for the hosting hotel is pending the finalization of the North Central Extension group committing to participate. But the planning committee is considering the Holiday Inn because of its location to many things in Fargo/Moorhead area. The organizing committee is still being finalized, NAFBAS has 4-5 members assigned to work on the conference planning committee. Jay M. and Rick Morgan are NFRBMEA's conference planners.

Committee Reports

- ♦ **USDA**: Farm Management database was included in the Farm Bill but no money was attached. Janice Hipp from Cooperative State Research, Education, and Extension Service (CSREES) is coming to Minneapolis and Bob Rhea would like Kevin Klair to introduce her to him for NAFBAS to establish a connection to CSREES. Discussion about funding for the database will continue with the committee.
- ♦ **Technology/Resources**: Holt Hardin and Tom Thaden are meeting and preparing to pass information on technology and resources on to their webmaster and others that can then get the information out to the group.
- ♦ **Fundraising/Sponsors**: John Hobert reported that the committee met in Fresno and had representatives from both NFRBMEA and NAFBAS attending. They recommended that all possible sponsorships and ideas for sponsorships should be channeled to John Hobert. The suggestion was made that the National Corn Growers Association housed in St. Louis should be contacted about sponsorship. FBM instructors who have students that grow significant bushels of corn are enrolled as members of the Corn Growers Association as part of their FBM instruction.
- ♦ **Analysis Database**: Tom Thaden reported that the committee met in Fresno and discussed selection of key financial ratios for tracking in the database. The computation of the ratios was addressed, the committee decided that they must standardize the computations of the ratios for building an accurate database.

Bob Rhea reviewed the draft plan for each day of the '09 conference agenda including tentative speakers, topics and tours.

Jim Kelm proposed that the group donate a sponsorship of \$1000 to the Farm Financial Standards Council, in return NFRBMEA and NAFBAS would receive hard copies and CDs of the standards that would be available for all instructors and analysts. The FFSC no longer has the standards available for downloading from their website.

Minutes of the Joint NFRBMEA/NAFBAS Fall Board Meeting (cont'd)

Jay M. Olson reported on the 2010 conference planning. Wayne Pike will initiate a conference call around the first of November with Rick Morgan. They will involve the North Central Extension Ag Economists, Dwight Aakre is their contact person. If the North Central group is not ready to talk about the conference, the conference call will still take place.

The Southeast NAFBAS area is considering hosting the 2011 Conference. Planned turnover of people has prevented more action from taking place. The possible site for the conference is Nashville.

Jim Kelm reported on the work that the National Institute group has done. The feeling is that there is a need for pre-service and in-service training addressing the topics of: how to teach FBM and how do you recruit students. NFRBMEA felt they should step up and fill this need. They received \$140,000 grant from the Bremer Foundation; the grant stipulates that the in-service training is for the Minnesota, Wisconsin, and North Dakota areas. They have hired Tom Weygandt as the director. Jim asked the question of NAFBAS. How are your needs the same as FBM? And how can we incorporate NAFBAS in-service needs along with NFRBMEA needs outside of the in-service area? The joint board agreed that NAFBAS and NFRBMEA needs are very similar, with the addition of information for taxes added for NAFBAS.

- ♦ Farm Bill Initiatives: Bob Rhea indicated that NAFBAS has met and set the goal of getting NAFBAS analysis data to the Center For Financial Management to be included in the national database.
- ♦ New States: Bob Rhea indicated that NAFBAS will invite Farm Bureau people and/or CPAs from MS, IN, TN, and CA to the 09 conference and pay part of their registration. As a point of information, Jay M. Olson indicated that the National Council for Agriculture Education dedicated \$15,000 to accumulate a national database (mailing list) of post-secondary Agriculture Instructors that may be doing adult Farm Business Management Education. Agro-Knowledge will help with this list.

Tom Weygandt came in and Chair Paul Gorman asked him to introduce himself. Tom is the newly hired Director for the National Institute.

Wayne reviewed previous discussions concerning a joint entity for managing the annual joint conferences. Wayne distributed copies of an email that Bob Rhea had emailed to him containing points to consider in the discussion of a joint entity. The suggestion was made that the discussion continue in the respective board meetings and a recommendation be presented at the next joint board meeting session.

In the past, conferences vendors have asked for a list of attendees. After much discussion, Jim Huschka made a motion that a "check the box" opt out of sharing personal information be added to the registration, and require requestors to have a privacy policy statement form for their organization before any list will be given. Dan Hoffman seconded the motion. Motion passed.

The meeting recessed at 5:30 PM until 8:00 AM Tuesday morning.

October 7, 2008 8:10 AM: Chair Paul Gorman called the joint board meeting to order.

Wayne presented the recommendation of the joint entity from NFRBMEA to the NAFBAS Board. NFRBMEA appointed Wayne Pike, Doug Wertish, and Tom Weygandt to serve on a committee to study the need for a joint entity. Bob Rhea recommended that he and Mike Schmitz, along with Jim Kurtz will join the three from NFRBMEA to study the issue.

Bob suggested that a conference call take place in late October to lay out strategy and make assignments for studying the issues of a joint entity. Jay M. Olson made a motion to refer the joint entity study to a committee made up of 3 from each board. Jim Huschka seconded. Motion passed.

Minutes of the Joint NFRBMEA/NAFBAS Fall Board Meeting (cont'd)

Other Items:

- ♦ Ways to Work Together
- ♦ Sharing of education tools
- ♦ Joint Webinar for in-service training
- ♦ Link NFBAS and NFRBMEA websites directly to Resource Library and Technology Resources Sharing of Tools; the processes are already in place to make this happen with the Resource Library and Technology Resources. Deb Pike reminded the joint boards that she will post any tools or resources that instructors are using if they will email her the tool or link to the tool.
- ♦ Using Webinars was discussed as way to keep communicating and significantly lessen cost for travel or conference calls. Paul suggested that a trial webinar be held. He suggested a joint board webinar for October 29 at 9:00 AM Central time. Wayne will initiate the webinar for the joint entity committee and will email everyone with instructions for logging in to the webinar. The webinars will be a learning and training opportunity for everyone. Wayne suggested that the number of participants be kept small until the learning curve is behind a number of people.

Bob asked the question: *If given money for all of your projects, what would you do if you were to receive a significant increase of additional money?* Responses included:

- ♦ Modeling FBM programs in states that do not have FBM programs
- ♦ Work more with commodity groups to provide education to their members/producers
- ♦ Set up a network for efficiently sharing of each other's strengths

Motion to adjourn was made by Dan Hoffman, seconded by Sue Sharon, motion passed. Meeting adjourned at 9:20 AM.

Following adjournment, the 2009 conference planning committee set a day and time for the webinar, October 27 at 9:00 AM Central Time.

Respectfully Submitted,
Jay D. Olsen



2008-09 Board of Directors: Front, L-R: Jay D. Olsen, Secretary; Deb Pike, Webmaster/N&B Co-editor; Jay M. Olson, National Council Rep; Dan Hoffman, Historian/N&B Co-editor; Paul Gorman, President.

Back, L-R: Wayne Pike, President Elect; John Hobert, Past President; Virgil Dagman, Membership Secretary; Doug Wertish, Treasurer.

Minutes of the Spring Board Meeting

April 15, 2009 CDT * Conducted Via Webex

The meeting was called to order by Paul Gorman at 9:00 AM. Members Present: Paul Gorman, President; Wayne Pike, President Elect; John Hobert, Past President; Doug Wertish, Treasurer; Jay D. Olsen, Secretary; Virgil Dagman, Membership Secretary; Deb Pike, Webmaster/Nuts & Bolts Co-Editor; Dan Hoffman, Historian/Nuts & Bolts Editor; Jay M. Olson, National Council Rep; Tom Weygandt and Dr. Dick Joerger, IABME; Jesse Schwanke and John Sponaugle, 2009 Conference Planners; and Rick Morgan, 2010 Conference Planner.

The agenda was presented by President Gorman and displayed on everyone's computer. Two items were added: a report of the Joint Committee and Dr. Dick Joerger under "Other Business". Good News was reported by everyone. Families were part of everyone's reports which included new grandchildren, upcoming family events, and a member's son home from Afghanistan. Jay M and Virgil reported that flood waters were stable to decreasing in Fargo/Moorhead.

The Secretary's report was presented by Jay D. Olsen. He indicated that the minutes of the Fall Board and Joint Board meetings were posted on the Web last fall by Deb and hoped everyone had a chance to review them. Doug began the discussion that the minutes reminded him that there should be three checks for \$500 each, one from NFRBMEA, one from the Joint Conference, and the third from IABME to pay the Treasurer. To date, the checks have not been written. The board approved writing the check for the NFRBMEA part, and Wayne will get the approval from the IABME and the Joint Conference committees to write the other two checks. Wayne Pike moved to accept the secretary's report and the minutes of the Fall Board meeting, seconded by Jay M., motion passed.

Doug Wertish gave the Treasurer's Report. He sent the financial statements to everyone by email the previous day. Doug reviewed the Balance Sheet, the Profit and Loss, Budget to Actual report and a Comparison Profit and Loss to the previous year. Doug indicated that he had moved funds into a C/D at Edward Jones which is federally insured. The Budget vs. Actual report shows that overall expenses came in \$3700 under budget. He also indicated that he made the decision to switch from Quicken to QuickBooks. Doug also indicated that he is tracking each registration in detail as registration monies are deposited. Dan Hoffman moved to approve the Treasurer's report, and the motion was seconded by Wayne Pike; motion passed.

Virgil Dagman gave the Membership Secretary's report. He thanked Doug and Deb for doing the work on tracking membership. Membership is down, possibly because with last year's conference being in California and conference attendance being less. The comment was made that it seems more difficult to get memberships following the conference although a couple did come through in Aug/Sept. There was some discussion about raising dues but everyone agreed that it should stay the same because dues are coming in as conference registration is happening, and the amount is posted on the Website. But a future discussion should occur about dues, especially if membership numbers decline. Dues that are being received with the conference registration will apply to the 2009-2010 year. Paul suggested that memberships be reviewed in October and an effort made to contact previous members and invite them to renew their membership. Deb reminded us that the Nuts & Bolts RTU goes to everyone, members and non-members. It was suggested that we go back to sending a separate "version" to non-members that would include a tickler to encourage them to renew their membership each time they receive the newsletter. A motion to accept the Membership report was made by Doug, seconded by Jay M. Motion passed.

Deb Pike gave the Webmaster's report. Deb sent out her report to everyone via email. She indicated that the conference Website is up and running and contains all the conference information received so far, as well as links to sites for other St. Louis activities, and the Conference Registration site. The approximate time to complete this project was 36 hours. She also reported that she completed development of the IABME Website, which took about 46 hours, and is updating it at the IABME Director's request. IABME has held its first Webex

Minutes of the Spring Board Meeting (cont'd)

seminar. The site will offer links to all the seminars for enrolled participants to review past sessions. Presently, these are available to the participants only. She also indicated that she has been updating the NFRBMEA Website, with new information as she received it, as well as the Yahoo Discussion Group lists. Virgil Dagman made a motion to accept the Webmaster's report. Jay M. seconded, and the motion passed.

Dan Hoffman presented the Historian's Report. He reported that Laurie Morris sent a large amount of historical information to him and he'll keep it safe until someone decides what to do with all the historical information in it. Dan will be taking pictures during the conference and conference tours and will prepare a slideshow to present on the last day of the conference. He invited everyone to take pictures and get them to him, and he also suggested that each tour bus have a designated photographer to record the tours in pictures. Dan expressed thanks to Deb for taking the lead in requesting items and articles for the newsletter and Real-Time Update. A motion to accept the Historian's report was made by Deb and seconded by Wayne; motion passed.

Dan Hoffman and Deb Pike gave a joint Editor/Co-editor report. Dan invited discussion about the title of Managing Editor and Co-editor. Wayne indicated that the job descriptions were sent out to the board for review. The job descriptions need to be reworked in the next year, and that may address these roles. Deb reported that she sent out invoices to the advertisers, and invited them to update their ads. All but one advertiser renewed their advertising this year. She indicated that it's time for another Real-Time Update, the next issue coming out around May 1. She suggested including the President's Message, conference registration info, an invitation for submitting Exchange of Ideas and an update on the National Council. Jay M. Olson moved to accept their report. Wayne seconded, and the motion passed.

Deb Pike gave the Resource Committee report. There has been no activity within the committee, and nothing new has been added to the Library since last year's Conference. It's difficult to get individuals to make submissions. The committee meets with the NAFBAS' Technology Committee during the conference, but they don't seem to progress beyond introductions and there has been no communication with them between conferences. Paul suggested we either concentrate on getting things happening or bury it. All agreed that the discussion should continue in St Louis and it will be an item on the Preconference Board Meeting agenda. Motion to accept the Resource Committee report was by Doug Wertish and seconded by Jay M. Olson. Motion passed.

The St. Louis 2009 Conference Update was given by Jesse Schwanke and John Sponaule. Jesse reported that the Conference Website and is up and running and that Norm worked with CFFM to get the Registration Website functioning. Jesse made the point that the \$50 registration for extra guests is a family rate and not an individual rate. He also reported that agenda is close to being finalized, and Early Bird registration and hotel registration deadlines are set. He indicated that there is a link on the Conference Website for the St. Louis Cardinals for attendees interested in purchasing tickets for a game.

The conference notebooks are being handled by Rob Holcomb from NAFBAS. He would like all notebook contributions/reports in by early May. Rob will take all of NAFBAS reports/contributions and he would like Paul to collect NFRBMEA reports and pass them on to Rob.

The next conference planning meeting will be April 28 with the goal of finalizing the last one or two conference details. John Sponaule suggested putting information about the Metro as a convenient method of transportation from the airport to the Sheraton on the conference Webpage. He will send a paragraph to Deb to be added to the Website. John also made the suggestion about a break-out session for new instructors with a panel discussion and provide networking. Paul suggested that it be handled in the conference planning meeting on April 28. Tom indicated that this was probably also being addressed during the IABME workshop. Paul will send an email to Bob Rhea and Mike Schmitz inviting them to participate in the next conference planning Webex.

Minutes of the Spring Board Meeting (cont'd)

There seems to be some confusion on the Conference Registration Website for NFRBMEA members registering for the conference and paying their dues at the same time. John Sponaugle will check with Norm and Dale Nordquist to clarify on the Conference Registration site that the \$290 includes NFRBMEA dues. Someone will have to contact those that have already registered at the \$260 conference rate to let them know that additional \$30 will need to be paid for NFRBMEA annual dues. John Hobert moved to accept the Conference Committee report. Seconded by Deb, motion passed.

John Hobert gave the Fundraising report. He went through the donor list, and highlighted the concerns. CNH has a new contact person and the company has had a poor year financially. To date, John has \$5000 committed from various donors and the rest of the donors will let him know about what dollar level they will contribute. John will contact Caterpillar, National Corn Growers, and United Soybean Board but would like contact information for an individual within each company. He invited anyone with contact information for these companies or any other to forward the information to him.

John said that things will begin to be finalized in the next 15-20 days with all the donors/sponsors. Over all, the sponsorship is about where John would expect it to be with today's economy. A motion to accept the Fundraising report was made by Dan Hoffman and seconded by Jesse Schwanke. Motion passed.

Rick Morgan and Jay M. Olson gave an update on the 2010 Conference. The committee met March 25 and will meet on again on Wednesday night of the conference. Between now and then, the local instructors will meet and prepare for the presentation to show in St Louis. All the conference committees are organized and beginning to work on conference items. NFRBMEA, NAFBAS and the Northwest extension groups have all participated in the Webinars up to this point. Paul indicated that we don't need a motion to accept this report.

Jay M. Olson reported on the National Council. He attended the spring meeting in March where a change in the national FFA leadership was announced. A Post-secondary and Adult Education directory is continuing to be developed and will be available sometime, but the progress seems slow. Jay D. Olsen moved that the report be accepted. Wayne Pike seconded and the motion passed.

Wayne Pike reported on the Exchange of Ideas and First Timer's Scholarships, and he said that invitations to submit items for the Exchange of Ideas will be sent and will be mentioned again in the next Real-Time Update. Wayne thought that the First Timer's Scholarships have been overshadowed by IABME, and proposed the idea of concentrating the First Timer's scholarship, \$500, to First Timers that are outside of the Bremer grant area to help cover the cost of the IABME workshop and training. Jay M. Olson made a motion that \$500 for First Timer's Scholarship money be split as determined by the IABME committee between First Timers that are non stipend IABME participants. The motion was seconded by Virgil Dagman, motion passed.

Wayne reported that the Joint Conference committee met and decided that a joint conference entity is not needed and they recommend that the committee be dissolved. The point was made that this needs to be addressed during the Pre-conference Joint Board meeting in St Louis, because the committee was established by both the NAFBAS and NFRBMEA Boards.

Wayne has worked on the job descriptions for NFRBMEA board members and that they need a massive overhaul. He sent an email containing the job descriptions and asked that each board member read their job description and compare it to what they are doing, what they think they should be doing, and be prepared to revise them in St. Louis. This will need to be included on the Pre-conference agenda.

Tom Weygandt gave the IABME report. The first Webinar on Monday went well. Eight are signed up, with one more signing up shortly. The Webinar was recorded and participants can access it on the IABME Website. Tom

Minutes of the Spring Board Meeting (cont'd)

indicated that all but one of the trainees are in the MN and WI area where they qualify for the stipend. Jay M. asked if anyone from ND participated in the first Webinar, and Tom said there were none.

Jay M. said that there are a number of new instructors in ND. Virgil asked if it was too late to get the new instructors involved in the training. Tom said that new participants could be added at any time; the first session is recorded and available and if there is a need, he will rerun the session.

It was recognized that the stipend of \$750 for the IABME workshop does not cover the all conference expenses. Jay M suggested that maybe the stipend be raised to \$1250. Tom will propose to the IABME committee to increase the stipend to \$1250. Jay M suggested that the IABME workshop time be adjusted to try to get the participants out of St Louis on Thursday afternoon. This could be done by conducting some if the workshop on Sunday afternoon or evening. Tom reviewed the IABME workshop agenda for the Post- conference IABME sessions and will consider the shifting some training to other times.

Tom asked about getting the mentoring part of the training started. He will begin working with participants and current instructors to get the mentoring going. Tom will be coordinating with the 2010 planners for rooms and meeting rooms in Fargo. Virgil Dagman moved to approve the IABME report. The motion was seconded by Doug Wertish; motion passed.

Paul Gorman requested nominations for the Distinguished Service Award- Member and Distinguished Service Award- Friend. A list of previous recipients appears on our website. Paul asked for nominations to be emailed to him by May 15. Wayne said that plaques can be order no later than May 20. The Pikes will continue to order the plaques for the Board.

Retiring Office Plaques & Conference Host Gifts- money for Conference Planning/host gifts money for plaques come from conference funds, John will contact board members to see who will consider running again, and who will be retiring from an office. The Pikes will also order these plaques and will need the information by May 20. John Hobert will make the contacts for officer candidates for the board member positions that are up for election this year.

Other Business: Dr. Joerger started to speak, but his cell phone went out of range.

Jay M. Olson moved to adjourn. Second by Deb; motion passed. The meeting adjourned at 12:00 CDT.

Respectfully submitted,

Jay D. Olsen, NFRBMEA Secretary



NFRBMEA Income Statement 2008 - 09

	Actual 07-08	Actual 08-09	Budget 09-10
INFLOWS			
Advertising	\$ 1,042.86	\$ 844.52	\$ 900.00
Conference Profit	\$ 11,839.05	\$ 8,760.24	\$ 6,800.00
Dues	\$ 4,120.00	\$ 3,626.75	\$ 4,200.00
Interest Earned	\$ 573.62	\$ 1,399.24	\$ 700.00
Seed Money In	\$ 1,000.00		\$ 1,000.00
Contributions and Donation	\$ -	\$ 30.00	\$ -
Revenue	\$ 18,575.53	\$14,660.75	\$ 13,600.00
IABME - Grant Funds Accessed		\$11,969.93	
- Registrations		\$ 750.00	
		\$12,719.93	
Total Revenue		27,380.68	
OUTFLOWS			
Awards and Recognition	\$ 40.00	\$ 357.26	\$ 600.00
Board Meeting Ex	\$ -		
Spring Conf Call	\$ 363.73	\$ 189.24	\$ 400.00
Conference Board Mtg	\$ 477.32	\$ 150.88	\$ 600.00
Fall Board Mtg	\$ 1,982.58	\$ 2,739.00	\$2,500.00
Total Board Meeting Ex	\$ 2,823.63	\$ 3,079.12	\$ 3,500.00
Exchange of Ideas	\$ 500.00	\$ 400.00	\$ 500.00
First Timer's Scholarship	\$ 500.00		\$ 500.00
Legal & Prof	\$ 400.00	\$ 400.00	\$ 400.00
Publications/Nuts & Bolts	\$ 1,000.00	\$ 333.34	\$ 1,000.00
Recruitment/Special Projects	\$ 2,697.77	\$ 1,477.76	\$ 3,000.00
Supplies, Copies	\$ 400.00	\$ 372.62	\$ 400.00
Web Page Expense	\$ 2,344.35	\$ 3,269.40	\$ 2,500.00
National Council	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00
Seed Money-Next Conference	\$ 1,000.00		\$ -
Contributions	\$ 200.00		\$ -
Total Expenses	\$ 13,105.75	\$10,889.50	\$ 13,600.00
IABME Expense			
Board Meeting		\$ 895.93	
Compensation		\$10,000.00	
Room Rental		\$ 300.00	
WebEx		\$ 708.00	
IABME Total		\$11,903.93	
Total Expenditures		\$22,793.43	
Inflows - Outflows	\$ 5,469.78	\$ 4,587.25	\$ -

NFRBMEA Balance Sheet

	As of 3/31/08	As Of 3/31/09
ASSETS		
Cash and Bank Accounts		
Checking	\$ 134.18	\$ 2,422.31
MM Savings	\$ 12,547.76	\$ 11,346.84
	<u>\$ -</u>	<u>\$ -</u>
TOTAL Cash and Bank Accounts	\$ 12,681.94	\$ 13,769.15
Other Assets		
2008 Conference Investment (Seed money)	\$ 1,000.00	
Nat Farm Mgmt Conference (1/2 Value w/ NAFBAS)	\$ 832.70	\$ 643.26
	<u> </u>	<u> </u>
TOTAL Other Assets	\$ 1,832.70	\$ 643.26
Investments		
Certificate of Deposit (5%, 9 mo., Mature 5-22-08)	\$ 15,000.00	
Certificate of Deposit (3.65%, 11 mo., Mature 7-8-09)	<u> </u>	<u>\$ 17,000.00</u>
TOTAL Investments	<u>\$ 15,000.00</u>	<u>\$ 17,000.00</u>
 TOTAL ASSETS	 \$ 29,514.64	 \$ 31,412.41
 LIABILITIES	 \$ -	 \$ -
	<u> </u>	<u> </u>
EQUITY	\$ 29,514.64	\$ 31,412.41

2010 - 2011 Budget

	Budget 10-11
INFLOWS	
Advertising	\$850.00
Conference Net Revenue	\$6,700.00
Dues 125 @ 30	\$3,800.00
Interest Income	\$700.00
Seed Money Return	\$0.00
Total Revenue	<u>\$12,050.00</u>
OUTFLOWS	
Awards and Recognition	\$500.00
Board Meeting Ex	
Spring Conf Call	\$225.00
Conference Board Mtg	\$400.00
Fall Board Mtg	<u>\$2,800.00</u>
Total Board Meeting Ex	\$3,225.00
Exchange of Ideas	\$500.00
First Timer's Scholarship	\$500.00
Legal & Prof	\$400.00
National Council Contribution	\$1,600.00
Publications/Nuts & Bolts	\$0.00
Recruitment/Special Projects	\$500.00
Supplies, Copies, Postage	\$425.00
Web Page Expense	<u>\$4,400.00</u>
Total Expenditures	\$12,050.00
Inflows - Outflows	\$0.00

Independent Auditor's Report

Vic Richardson, Accountant & Tax Preparer

NFRBMEA Board:

I have audited the balance sheet and Income Statement of the National Farm and Ranch Business Management Education Association, Inc. as of March 31, 2009 and the related statements of revenues, expenditures and other changes and cash flows for the year then ended. It is my responsibility to express an opinion on these financial statements based on my 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 I 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 my 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, 2009 and the results of its operations for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Contacts

♦ President

Paul Gorman
1748 Orchid DR South
North Mankato, MN 56003
(507) 389-7288 (O)
paul.gorman@southcentral.edu

♦ President Elect

Wayne Pike
6540 65th Street NE
Rochester, MN 55906-1911
(507) 252-6928
wcpike@myclearwave.net

♦ Membership Secretary

Virgil Dagman
910 12th Av NE
Jamestown, ND 58401-6513
(701) 952-4261 (O)
virgil.dagman@sendit.nodak.edu

♦ Webmaster

Deb Pike
6540 65th Street NE
Rochester, MN 55906-1911
(507) 252-6928
dapike@myclearwave.net

See www.nfrbmea.org for complete Board contact information.

A Few Highlights of the 2008 Annual Conference Fresno, California



The conference is also a good time to connect with friends and colleagues from all over the country.

Case IH / CNH Capital gave us the chance to check out tractors again this year.



Our Tour Day included a stop at a California dairy farm where the cows were being milked on a carousel.



In Fresno, we heard from many fine speakers, including Manuel Cunha, Jr., president of the Nisei Farmers League.

We saw some amazing sights during our tour of the cheese processor.



www.nfrbmea.org

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