

NFRBMEA_{INC.}

2012-13

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 a 501 (c) (3) corporation.

2012-13 Board of Directors



Doug Wertish

♦ **President**

Doug Wertish, Faribault, MN

♦ **President Elect**

Mark Holkup, Bismarck, ND

♦ **Past President**

Jay D. Olsen, Ephraim, UT

♦ **Secretary**

Jim McCuistion, Sugar City, CO

♦ **Treasurer**

Myron Oftedahl, Glencoe, MN

♦ **2013 Conference Chairs**

Jay D. Olsen, Ephraim, UT
Doug Wertish, Faribault, MN

♦ **National Council Representative**

Ira Beckman, Jordan, MN

♦ **Communications Director**

Deb Pike, Rochester, MN



Mark Holkup



Jim McCuistion



Jay D. Olsen



Myron Oftedahl



Deb Pike



Ira Beckman

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. Ira Beckman, FBM instructor at South Central College, Jordan, MN is the current appointee to our seat.

NFRBMEA Executive Summary

Doug Wertish, NFRBMEA President

The National Farm and Ranch Business Management Education Association (NFRBMEA) have had another busy and productive year. The commitment and dedication to good work from your board members to further the mission of NFRBMEA of supporting and promoting farm & ranch business management education has been refreshing. Here are some of the highlights of this year's efforts:

We are continuing our support of the National Council for Agriculture Education. We have one of the twelve dedicated seats on The Council's board of directors. Ira Beckman has been serving as NFRBMEA's representative to this board. The Council has been working on numerous objective areas which not only serve our goals in NFRBMEA but also work to promote agriculture education in our country. A couple of their goals which are to ensure recruitment, preparation and retention of a high quality teacher supply and to strengthen the voice and impact of agriculture within the profession fit our needs to a tee. Our commitment to the Council has also increased our financial needs to help service them.

The board has continued to look for additional funding that could replace the grant that supported the Institute for Agricultural Business Management Education (IABME). This grant ended last year and provided support for early career farm business management instructors. The IABME committee did have some funds left over and is helping to sponsor a speaker at the 2013 National Farm Management Conference.

The annual conference continues to be the main activity that helps NFRBMEA achieve its mission of providing in-service education to our members and by communicating and networking with others. The 2013 conference in Overland Park, KS, will be the 41st annual for NFRBMEA. Since 2007 we have combined with the National Association of Farm Business Analysis Specialists (NAFBAS) and this year the North Central Farm Management Economists will join us. They join the conference every three years. These three groups all have a very similar mission but will vary slightly in the delivery of their mission in the day to day activities.

The NUTS & BOLTS *Real-Time Update* electronic newsletter keeps our members connected and our website, www.nfrbmea.org, continues to increase in usefulness. Deb Pike manages the web and the newsletter. She is kept busy by web hosting challenges and by the continual updating of information that is relevant to NFRBMEA members and others interested in farm management education.

Our challenge as an association is to continue our mission while being faced with budget tightening from our respective colleges. We must be open to different ways to accomplish our work. The work is important in meeting the needs of the farmer/students. Opportunities for continued success in farm business management education lie within each one of us individually but also more importantly, the success will come from all of us collectively.

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.



2012 Breakout Session

Membership

Active membership is open to current and retired instructors, coordinators, supervisors, and teacher educators. Affiliate membership is open to individuals, students, and organizations who support the efforts of NFRBMEA.

NFRBMEA MEMBER BENEFITS

- Provides networking opportunities with colleagues
- Electronic newsletter *NUTS & BOLTS Real-Time Update* distributed to keep members updated
- 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.

2012- 13 MEMBERSHIP DEMOGRAPHICS					
	<u>Active</u>	<u>Affiliate</u>		<u>Active</u>	<u>Affiliate</u>
Alberta	-	1	North Dakota	19	3
Arizona	1	-	Nebraska	1	-
Colorado	4	1	Ohio	4	-
Iowa	1	1	Oklahoma	2	-
Illinois	1	1	Oregon	1	-
Kentucky	-	1	South Dakota	4	1
Minnesota	49	11	Utah	4	-
Missouri	6	-	Wisconsin	6	2
			*TOTALS:	103	22

Dr. Ed Persons of Minnesota holds an Honorary Lifetime Membership.

*This compares with 100 Active / 12 Affiliate members in 2011-12.

Committees

National Institute (IABME) Committee

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

Industry Relations Committee

Gary Thome	John Hobert	Jennifer Smith
Keith Torgerson	Jim Kelm	Doug Wertish
Pat Harrington	Myron Oftedahl	Tom Weygandt

2013 Conference Planners

Jay D. Olsen	Doug Wertish
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Communications



Our newsletter is distributed electronically to keep our members updated. 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.

National Council for Agricultural Education Update

Ira Beckman, Council Representative

I now have about two and one-half years under my belt as the Adult Level Instructor representative to the National Council for Agricultural Education, (NCAE). This position on the now 13 member board is appointed by the NFRBMEA.

“The mission of the National Council for Agricultural Education is to support high quality agricultural education programs in America’s schools by stimulating:

- The preparation, retention, and advancement of high quality agricultural educators;
- The development of programs that prepare students for academic and career success;
- Program innovation and adaptability in response to changing student and industry needs;
- The use of research-based practices in agricultural education programs at all levels; and
- Expand opportunities for students to experience high quality educational programs in agriculture.”

The vision of the National Council for Agricultural Education is to be the collective leadership voice for Agricultural education in the United States. The NCAE represents and provides advocacy for stake holders from all areas of agricultural education in the United States.



The statement of financial position for the NCAE at the close of our fiscal year on June 30, 2012 showed current assets of \$142,046. This past fiscal year our income exceeded expenses by \$20,317. We passed an updated budget for the current fiscal year that includes income and expenses of \$128,025.

The NCAE decided to have our face to face meetings in Indianapolis to save money for the member organizations. The cost of travel is less for most members, the meetings can be held for free at the National FFA Center, and the FFA has worked out fantastic deals with some of the local hotels there. This should save our organization \$500 or more each year. We met there September 26 – 28, 2012, and March 12 – 14, 2013.

The main content of the fall meeting was focused around strategic planning. We set up five major goal areas to work on for the next three years. They are:

1. Develop an action plan to ensure the recruitment, preparation and retention of a diverse, high quality teacher supply.
2. Strengthen the voice and impact of the Council within the Profession.
3. SAE Renewal – Relevance and impact of SAE on student performance.
4. Collect the data needed to demonstrate local program relevance and drive program improvement.
5. Review and revise the national content and program standards.

During the past year the Council has focused primarily on goal number 1. We have been working with Ellen Thompson on the “National Teach Ag Campaign.” The Council also sponsored the 2013 National Ag Ed Summit for two days at the end of January where the

NCAE Update, continued

whole topic for the summit was developing plans to ensure our teacher supply. The majority of the summit was available on-line to folks who did not have the resources to attend in person. This goal will continue to be a high priority for the Council.

We plan on working on the goal to strengthen the voice and impact of the Council within the profession this year primarily by enhancements to our weekly article "Monday Morning Monitor". We plan to expand the articles as well as expand our e-mailing system to ensure that all members of all organizations represented by the council have that weekly article either automatically e-mailed to them, or at the very least make it very available to them to read if they wish.

We plan on working on the goal for SAE renewal several ways. We plan to review and revise all SAE materials. We plan on hosting the 2014 Ag Ed summit, and have the only topic being "SAE Renewal". We also plan on providing seed money to hire an individual that wakes up every day with SAE renewal on their mind.

Please feel free to contact me if you have any questions, or for more information you can always visit the new NCAE website at: <https://www.ffa.org/thecouncil/>.



Welcome to the 2012 NFBM Conference



Sunday June 10

- 9:00 am NFRBMEA Board Meeting
- 1:00 pm Conference Registration Begins
- 2:00 pm NAFBAS Board Meeting
- 3:00 pm NFRBMEA Past Presidents Meeting
- 4:00 pm NAFBAS/NFRBMEA Joint Board Meeting
- 6:30 pm Evening Snacks & Reception
- 6:50 pm "Welcome to the 2012 Conference" — *Wayne Pike & Jim Kelm*, NFRBMEA
- 7:15 pm Entertainment: Scott Novotny, World-class Comedy
- 8:00 pm Adjourn
- 2013 Conference Planning Committee Meeting

Monday June 11

- 6:45 am Continental Breakfast at Hotel
- 7:45 am Registration Continues
- 8:00 am "Welcome to the 2012 Conference" from the NFRBMEA & NAFBAS Presidents
- 8:15 am Keynote Speaker: Dan Looker, Business Editor, *"Successful Farming"*
- 9:45 am BREAK
- 10:00 am Breakout Sessions (50 minutes in length):
 - How to Hire and Train Assistants — *Tina Barrett, Nebraska Farm Business, Inc.*
 - Establishing Enhanced Services — *Tom Thaden, Northwest Iowa Farm Business Association and Jim McCabe, Illinois Valley FBFM Association*
 - How to Produce an Employee Manual — *Chuck Schwartau, Extension Educator, University of Minnesota and Renee Setzer, Lakeshore Farm Management*
 - How to Prepare Data for Analysis — *Todd Ziegler, Kansas Farm Management Association Northwest and Al Roesler, FBM Instructor, South Central College, Blue Earth, MN*
- 11:00 am Breakout Sessions (Repeated):
 - How to Hire and Train Assistants — *Tina Barrett, Nebraska Farm Business, Inc.*
 - Establishing Enhanced Services — *Tom Thaden, Northwest Iowa Farm Business Association and Jim McCabe, Illinois Valley FBFM Association*
 - How to Produce an Employee Manual — *Chuck Schwartau, Extension Educator, University of Minnesota and Renee Setzer, Lakeshore Farm Management*
 - How to Prepare Data for Analysis — *Todd Ziegler, Kansas Farm Management Association Northwest and Al Roesler, FBM Instructor, South Central College, Blue Earth, MN*
- 12:15 pm Lunch Buffet at Hotel Restaurant
- 2013 Conference Promotion — *2013 Conference Planning Committee*
- 1:30 pm Producer panel: "Needs of Growing Farms / Providing Value"
 — Moderator: *Bob Craven, Center for Farm Financial Management*
 — Commentator: *Rob Holcomb, Agriculture Business Management, University of Minnesota Extension*
- 1:30 pm IABME Group Session at CHS Facility
- 3:00 pm NAFBAS Committee Meetings
- NFRBMEA Business Meeting
- 4:00 pm Adjourn
- Afternoon and evening on your own

2012 Conference Agenda (cont'd)

Tuesday June 12

- 6:00 am Vendor Set-up
- 6:45 am Continental Breakfast at Hotel
- 8:15 am "Finding Opportunity in Demographic Change" —*Tom Gillaspy, Gillaspy Demographics*
- 9:30 am BREAK – Visit with Vendors
- 10:15 am Dr. Michael Swanson
—*Sr. Vice President, Agricultural Economist and Consultant, Wells Fargo & Company*
- NOON Lunch Buffet at Hotel Restaurant
- 1:15 pm "Building Consumer Trust and Confidence in Today's Food System"
—*Charlie Arnot, CEO, Center for Food Integrity*
- 2:45 pm BREAK – Visit with Vendors
- 3:30 pm "Big Picture Follow-Up" — *Dan Looker, Business Editor, "Successful Farming"*
- 4:30 pm Adjourn
- 6:30 pm Evening on your own (Minnesota Twins are in town)

Wednesday June 13

- 7:30 am Hot Breakfast Sandwiches at Hotel
- 7:30 am First-Timers' Meeting (session is open to all first- time attendees)
— *Presidents-Elect, NFRBMEA and NAFBAS*
- 8:30 am Load Buses for Tours
- 9:00 am Tours Depart (tour lengths vary)

Tour Options:

- ✓ *Davisco & New Sweden Farms*
- ✓ *Canterbury Park*
- ✓ *Minnesota Landscape Arboretum*
- ✓ *Fruit Growing/Agri-tourism Farm*

- 3:00 pm All Tours Will Have Returned to Hotel
- 4:00 pm Group Event to MN Zoo & Picnic
- 7:00 pm Zoo Event Ends

Thursday June 14

- 7:00 am Denny Jackson Storytelling Breakfast
- 8:00 am William Nelson, CHS Foundation and CHS Staff
- 8:30 am "Farm Transitions and Succession" — *Scott P. Miller, Miller Legal Strategic Planning Centers, P.A.*
- 10:15 am NFRBMEA Business Meeting
NAFBAS Business Meeting
- 11:30 am Adjourn Conference
- NOON NFRBMEA Post-Conference Board Meeting

2012 Conference Tours Twin Cities Area

Tour 1: Davisco & New Sweden Farms



An international cheese and food ingredient company headquartered in Le Sueur, MN. Davisco Foods International is a privately-held, third generation family-owned business that is committed to technical advancement, customer service, and superior quality. Davisco has sales offices in Minneapolis, Geneva, Shanghai and world-wide strategic partners in the Middle East, Japan and Africa. www.daviscofoods.com. New Sweden Dairy, LLP is a state-of-the-art dairy facility owned and operated by the Davis family. www.newswedendairy.com

Tour 2: Canterbury Park



The focus of the tour to Canterbury Park will be on the "back-side" of the horse racing park. We will witness the horses getting trained in the various ways including the use of the wheel, the pool, other various practices as well as work outs. The importance of the horse racing industry to the local economy and local agriculture will also be discussed. **Be sure to wear comfortable walking shoes** as there may be considerable walking. Buses are very limited as to where they can go during the training time of the day. www.canterburypark.com

Tour 3: Minnesota Landscape Arboretum



The Minnesota Landscape Arboretum features 1,137 acres of beautiful public gardens designed to inspire ideas for visitors' own backyards. First, you will be treated to a 3-mile, 1-hour guided tour (on the bus) to give you an overview of the entire arboretum. Following the guided tour, you are free to wander about as you desire.

Visit the Gardens & Collections page to see a list of extensive gardens and collections to see at the arboretum. www.arboretum.umn.edu

Tour 4: Fruit Growing / Agritourism Farms



We will be visiting Pine Tree Apple Orchard in White Bear Lake. We can stop at the bakery for a bite to eat and then take a tractor ride through the orchard. There is a 75% chance that the strawberries will be ripe by June 13, so you may get a chance to pick some. www.pinetreeappleorchard.com

Minutes of the Pre-Conference Board Meeting

June 10, 2012, 9:00 AM

The meeting was called to order by President Jay Olsen at 9:14 a.m. Those present were Deb Pike, Wayne Pike, Myron Oftedahl, Jay D. Olsen, Al Graner, Jim McCuistion, Ira Beckman and Doug Wertish. Arriving later, Jim Kelm and Tom Weygandt.

Jim McCuistion read the minutes from the spring conference call with no additions or corrections. A Roll Call of States was sent out previously and Doug said eight states were represented in the NFRBMEA registration. Discussion led to the stability and instructor numbers in the present active states as well as those that have not reported lately. It was suggested that we ask for information from other states about potential members during the Annual Business meeting.

Myron's Treasurer Report consisted of the budget presented in the Annual Report and how it will be explained and supported by the Board. A couple of adjustments need to be made before the presentation to the Annual Business meeting. Ira suggested finding a national sponsor, for NFRBMEA specifically, on an annual basis to help resolve the negative budget projection. Myron suggested a raise in membership dues for 2013-14. Doug pointed out some of the fundraising needs and new procedures that would benefit the Conference if the agenda was provided to sponsors as early as November. NFRBMEA needs to identify a dedicated fundraising coordinator to work together with a member of NAFBAS on Conference fundraising.

The National Council Report, given by Ira, highlighting the importance and advantages to the association. As previously explained in the fall meeting, the context of representatives to the Council has changed and our association is one of nine representatives giving us a bigger voice. A doubled dues fee is the result of reorganization, and the Board discussed how to best present this increased budget item to the membership at the Business meeting. Some of the advantages of the Council that were in the report on the website could be presented. We recessed at 10:31 a.m. to help prepare Conference notebooks.

The meeting resumed at 11:14 a.m. Al Graner moved and Ira seconded to recommend to the members at the Business meeting to increase dues from \$30 to \$40. Motion passed.

Jim Kelm discussed the occasional confusion and assumptions that are made while preparing a National Conference. His thoughts are insights for those who might have the responsibilities of preparing for a future conference. He said it looked like everything was on schedule to go. It takes many people to implement the multiple items on the schedule. This led to the need for a person from each group to head national fundraising, which is under the Industry Relations Committee.

Communication Director's Report: there were 113 members as of 3-1-12 and eleven were added during registration to Conference. This would total 124 members, with 65 of those registered for this year's conference.

IABME Report: Tom Weygandt stated there is no money left from grant for the program. We discussed the possibilities of reorganizing and finding future funding for another program on the same format because of the need to mentor and train new instructors.

Final discussion of the meeting was held on Conference logistics and budget items.

Respectfully submitted,

Jim McCuistion, NFRBMEA Secretary

Minutes of the 27th Annual NFRBMEA Business Meeting

June 11 & 14, 2012 * Bloomington, MN

President Jay D. Olsen called the meeting to order at 2:58 PM, June 11th (35 members were present).

Tom Ackerman moved to accept agenda without revisions. Vic Richardson seconded the motion and it passed.

Al Graner moved and Jennifer Smith seconded to accept the minutes that were presented in the report and on the web site. Motion passed.

Myron Oftedahl presented the Treasurer's report and handed out a revised income statement sheet. The adjustments were in the Conference Net Revenue-Income Statement, and Dues in the proposed Budget 2013-2014. Keith Torgerson moved and Wayne Pike seconded to accept the Treasurer's report and the Audit report. Motion carried.

Jim McCuistion asked for the Roll Call of States and 8 states presented reports.

In the Communication Director's report, Deb Pike stated that membership numbers are down by 30. She also asked attendees to send pictures of conference events to her. Ira Beckman moved and Barry Kurtz seconded to accept the Communications Director's report. It was passed.

Nomination of Officers was next on the agenda. Ira nominated and Barry seconded the nomination for Mark Holkup as the next President-Elect. Vic moved nominations cease and Keith seconded the motion. Motion passed and Mark was unanimously voted in as President-Elect. Also presented and elected to their present and moved up positions were Doug Wertish as President and Myron Oftedahl as Treasurer.

The IABME report was postponed to a later spot on the agenda.

Doug mentioned that we are looking for a person to contact possible national sponsors for future conferences. Perhaps this person could develop these sponsorships on a long-term basis.

Ira Beckman, NFRBMEA's rep on The National Council, handed out a financial report that explained the restructuring of the National Council for Ag Education. Ira moved to continue participation with the National Council indefinitely. Motion was seconded by Wayne Pike and motion carried.

Al Graner moved and Tim Holtquist seconded that the meeting be recessed until Thursday morning. Motion passed.

Meeting was reconvened at 10:50 AM on Thursday, June 14 with 37 members present.

Jim Kelm gave the report for IABME and asked members' opinions on what they thought the successes of the organization were. The response was very favorable and discussions were related to the possibilities of reorganizing another sponsorship for a similar organization in perhaps the same format. Al moved that the NFRBMEA pursue possible funding opportunities. The motion was seconded and passed.

Jay D. Olsen gave a very interesting report on an NFRBMEA survey that could be beneficial in obtaining sponsorships for our organization. The report will be available on the website.

A general discussion was held on the Bloomington Conference, and members concluded that it was a very good conference. Jim Kelm and Jay D. Olsen thanked everyone for their help and included that it was nice that everyone had fun.

Minutes of the 27th Annual NFRBMEA Business Meeting, continued

In talking about the conference to be held in Kansas City on June 9-13, 2013, Ira suggested that an agenda item be added to include the representation for conference sponsorships. It was announced that Jennifer Smith could be that representative. She was nominated by Al and seconded by Jim Kelm. With no further nominations, Jennifer was voted in.

Ira moved that the By-laws be changed and regular dues for 2013 be raised to \$40. It was seconded by Rick Morgan and after discussion the motion was passed unanimously.

Al Graner was pleased to present the Distinguished Service Award to outgoing President Jay D. Olsen and commended him on the fine job he did as President.

Bill Januszewski moved and Ira seconded to adjourn. It passed, and the meeting was over at 11:24 AM, June 14, 2012.

Respectfully submitted,

Jim McCuiston
NFRBMEA Secretary



**Al Graner, standing center, presents the 2011-12
Annual Report to the membership at the Business Meeting**

Minutes of the Post-Conference Board Meeting

June 14, 2012 ★ Bloomington, Minnesota

President Doug Wertish called the meeting to order at 11:33 AM.

Adjustments to the agenda were to add the item of brochures.

There was an introduction of new officers for the coming year. They are as follows:

President Doug Wertish, President Elect Mark Holkup, Past President Jay D. Olson, Treasure Myron Oftedahl, Secretary Jim McCuiston, Communications Director Deb Pike, and 2013 Conference Planners Jay D. Olsen and Doug Wertish.

Also named as conference treasurer replacing Doug Wertish, was Myron Oftedahl. Jim Huschka and Kevin Herbel are representing the NAFBAS as Conference Planners.

Deb reported on communications and the main discussion was on the use of the Yahoo group's email. Deb and Myron also reported on the Membership method and stated that there are several logistic items needed to clarifying the member list.

Jim Kelm and Wayne Pike were the Conference Planners and did an excellent job this year. They reflected on the successes and weakness of this past Conference.

Jim Kelm and Doug begin discussion pertaining to the Industry Relations Committee, which is for sponsorships that are related to the Conference. It is evident that there needs to be a designated person to spearhead national sponsors on a continuing and also annual basis. Most of the Conference planners obtain local sponsors for the Annual Conference, but they are not always retained on a long term plan of sponsorship.

An important point for obtaining sponsors, and for long term planning is to have the agenda and perhaps a brochure available at the Fall Board Meeting. If this is not possible, the President should have this information by April 1. Attendance of outside groups being able to attend the Conferences was seen as a method for enhancing and monetarily making them more successful.

The final discussion was about the first timers that attend the Conference and where the future lies in how to implement and finance the present procedures.

The meeting was adjourned at 12:14 PM.

Respectfully Submitted by,

Jim McCuiston
NFRBMEA Secretary



Minutes of the Annual Fall Board Meeting

September 17, 2012 * Doubletree Hotel * Overland Park, Kansas

Meeting was called to order by President Doug Wertish at 9:27 a.m.

Those present were Jay D. Olsen, Doug Wertish, Myron Oftedahl, Jim McCuistion, Ira Beckman, Deb Pike, Mark Holkup.

Added 2 items to the agenda: 5A-Bylaw review, and 11A Logo.

The board gave an interesting sharing of State reports and elements that affect the different program deliveries and administration in each State represented.

The secretary read the minutes from the Post-Conference Board meeting and mentioned that the minutes from the Annual meeting at Conference were on the website. An adjustment to the Communications Director's report was corrected to state that membership numbers were down 30, and Mark moved the minutes be approved as corrected. Jay seconded the motion and it carried.

Myron gave the Treasurer's report which showed a \$6088 net income after the split of funds from the Conference. Myron's concerns were the very low rate at which the CDs are earning and asked the group what options they felt could be used to increase those rates. Ira moved we accept the Treasurer's report subject to audit. It was seconded by Jay and motion passed.

Regular dues were raised to \$40 at the Annual Meeting, which required a change in the Bylaws. To avoid the changing of the Bylaws every time there is a raise in dues, the Board is going to propose to the membership at the next Annual Meeting to change the Bylaws to read: "Dues will be set by a vote of the membership at the Annual Business Meeting". Mark moved that the Board make this proposal at the 2013 Annual Meeting and Myron seconded the motion. Motion carried. The Secretary is to send a statement of this to the Communications Director to publish in the next RTU. Responsibilities of the officers were reviewed while addressing the Bylaws.

The Communications Director gave her report. The website has been updated for both the NFRBMEA and the 2012 Conference sub-web. This included Membership list, final draft of Bylaws amended in 2010, the Board of Directors page, the 2012 Annual Report with corrections, Secretary's minutes, Conference photos, and Job Postings. The website is due for an overhaul, along with changing our Hosting Plan. Membership as of this meeting is: Regular 83, Affiliate 13, Honorary 1 for a total of 102, compared to 62 total last year. The Annual dunning letter was mailed out on August 30th to gather dues from previous members who had not yet paid their dues in 2012-13. The NFRBMEA brochure also needs an update.

Meeting was recessed for lunch.

After lunch, Doug gave a report via a phone contact from Jim Kelm and Tom Weygandt on the status of IABME. There are a few funds left and they would like to progress with initiating another sponsor to organize a new committee with a similar format as IABME. The importance of the committee was appreciated by the Board for their past service and what it has done for beginning instructors.

Jay moved and Mark seconded to eliminate the Resource Committee. Motion carried. It was suggested that the information from this committee be archived.

Ira gave a report on the National Council. He presented the financial report of the organization and addressed many topics that they are presently working on, as well as a list of participants. He is to attend a meeting next week and will send a report on the updates to the Communications Director to be published. The group was enlightened on the importance of our affiliation with National Council.

Minutes of the Fall Board Meeting, continued

The 2012 Conference report was presented by Doug, which reflected a profit. The group felt the Conference was a well-organized and successful event and thanked Jim and Wayne for their work. Doug also discussed the large number of first-time attendees. The financial award for those attendees will need to be brought up before the joint meeting with NAFBAS.

Mark nominated John Deere for the Distinguished Service Award for their continued donations to the past year's Conferences. The nomination was seconded by Jay. Nominations for the Distinguished Service Award were discussed. Jim seconded the nomination.

Ira moved and Jay seconded that the meeting be adjourned. Motion passed and meeting was adjourned at 2:06 p.m.

Respectfully submitted,

Jim McCuiston
NFRBMEA Secretary



NFRBMEA Fall Board Meeting



NFRBMEA– NAFBAS Joint Fall Board Meeting

NAFBAS / NFRBMEA Joint Fall Board Meeting Minutes

September 17-18, 2012 * Doubletree Hotel, Overland Park, Kansas

In attendance: Anthony Barrett (NE), Jay Olsen (UT), Mark Holkup (ND), Ira Beckman (MN), Bob Rhea (IL), Deb Pike (MN), Myron Oftedahl (MN), Jim McCuistion (C), Kevin Herbel (KS), and Doug Wertish (MN). The meeting was called to order at 2:00pm by Doug Wertish. Doug was chosen to chair the meeting and Anthony Barrett volunteered to act as secretary. With no objections to those chosen, the meeting progressed.

Minutes from the June 2012 Joint Board meeting had not been submitted to date. Bob Rhea read the notes he had from that summer meeting. Ira Beckman made a motion to accept the substitute minutes as stated. This was seconded by Myron Oftedahl and motion carried.

The Memorandum of Understanding between the two organizations was read and reviewed by Doug Wertish. It was noted the MOU was good for 2012, 2013, and 2014 conferences. It is due to be renewed in June of 2013 for years following 2014.

Committee Reports:

USDA: The committee did not meet in June. The main goal of the committee is to provide awareness to both groups about grants, etc. It was noted the list of members needs updated as many have retired or left their employment. Mark Holkup was to check with Jay Olson (ND) to see if he would consider replacing Rich Baumann who had retired. We need someone to replace Paul Ellinger. Kevin Herbel was to check with NC extension at their September meeting to see if they would appoint a replacement. Would IL or NE be willing to select a volunteer?

Technology/Resource: NAFBAS group met in June. Items discussed were software, smartphone apps, paperless office, and FarmDoc. Resource Committee from NFRBMEA no longer exists. The group, however, would like to get an NFRBMEA member on the committee. We would like to have a joint technology meeting in KS in 2013.

Fundraising: A spreadsheet of past repeat sponsors was reviewed. CHS was the most consistent over the years. John Deere has been another ongoing sponsor. IABME funding is done with at this time until further resources are found. Regional sponsors are a must each year. The national repeat sponsors are irreplaceable; regional sponsors every year make up a large percentage. Commodity groups could be an untapped resource in the regions every year. Jennifer Smith was appointed from NFRBMEA to be the point person on fundraising. Evan Conrad was point on NAFBAS but he is no longer employed with KY. Clay Simons (KS) is regional point person in 2013. In 2012, the selling of tickets for one day participation by lenders, producers, etc. was reasonably successful in Bloomington. The 2013 committee will be pursuing this tactic for 2013.

Analysis Database: This is a joint committee. It was started in October 2007. It consists of Tom Thaden, Mike Harer, Dwight Raab, Kevin Herbel, and Kent Vickre from NAFBAS. They did not meet in Bloomington. Do we still need this committee? Bob Rhea suggested disbanding the committee and letting each group take care of their own issues. The original committee did its job and each group is now rolling on their own. Myron Oftedahl made a motion to de-activate the Analysis Database Committee. Mark Holkup seconded and the motion carried.

Professional Development was discussed next on the agenda. IABME served ND, MN, and WI. The IABME grant money is exhausted and they are looking for replacement money. PEP mentoring program in MN is possibly something that could be partnered with CHS for a future mentoring program. The IABME group is also trying to get a program going with CHS to sponsor a mentoring program in any state.

Minutes of the Joint Fall Board Meeting, continued

Ira Beckman is a member of the National Council for Ag Education, retaining one of 10 seats. There may be a connection through this group. Would NAFBAS want to team up with NFRBMEA on sponsorship/dues of \$2,000/year to help get our name out and have a voice? The travel costs of this committee's meetings are \$1,500 year. There are two meetings per year in person and a conference call the other 10 months.

Goals, opportunities, needs, wishes, etc. were reviewed. While nothing was discussed in detail, it was noted that bringing these items up and reviewing for follow-up at times is important.

First-time attendees were discussed. In 2011, the joint conference had 15 first time attendees receive \$100. Four of those returned for the 2012 conference. In 2012, 19 first-time attendees received \$100. Should we continue the \$100 first-time attendee awards? Is it worth it? Would new attendees show up without the incentive? Jay Olsen moved to maintain the \$100 first-time attendee incentive with no limit on the number awarded each year. This was seconded by Jim McCuistion and motion carried.

The 2012 Conference was discussed. Overall, evaluations from the conference were very positive. There are always comments on the food quality and overall cost. CPEs are another item that seem to be high on some attendees need/want list. 2012 Conference profit was \$6,501, thanks in part to a late John Deere sponsorship of \$3,000. Food cost for this conference was significantly higher than originally planned.

Jim McCuistion moved to recess for the day. Motion was seconded by Jay Olsen and motion carried.

Meeting reconvened on September 18th with all first day participants and Jim Huschka (KS).

Distinguished Service Awards have historically been an NFRBMEA program. In 2012 this award was presented to William Nelson. In 2013, it will go to a John Deere employee.

2013 Conference discussion continued. Several items on the agenda need finalizing by the extension group. Can we get presenters to give us presentations ahead of time in order to get copies out to attendees? This is usually difficult to accomplish as presenters aren't always finished with presentations until they arrive. The rest of the agenda is pretty well finalized. There are a few holes left and some presenters to confirm.

A new pre-conference item will be on the agenda in 2013. The NAFBAS state leaders met in August 2012 in Quincy, IL. This group discussed doing some pre-conference training for new members of the groups. It was decided by the state leaders that Tina Barrett (NE) would teach Schedule F, Form 4562, and Form 4797 items. Dwight Raab (IL) would teach Financial Analysis, AR, AP, Ratios, and FFS. No registration cost will be charged for this unless there needs to be a nominal fee to get a commitment from attendees. Any costs will be covered with NAFBAS funds. This training will take place the Saturday and Sunday prior to the conference and will include a Saturday night activity.

The final item discussed was the 2014 Conference. The location is Salt Lake City, UT, most likely the Radisson Salt Lake. There is a new light rail from the airport directly to the hotel. Much agriculture within an hour to the north of Salt Lake City. Downtown to Park City (site of Winter Olympics) is half an hour. Utah agriculture consists of heavy livestock influence, orchards, alfalfa shipping, and also heavy copper mining. The state has federal land issues and has many national parks to the south of the city.

Ira Beckman moved to adjourn, seconded by Jim McCuistion, and motion carried unanimously!

Respectfully submitted,

Anthony L. Barrett, Appointed Secretary for Joint Board Meeting

2012 Spouse & Family Activities



Minnesota State Capitol

On Monday, June 11, spouses and their families or guests took a three– hour commentated tour of the downtowns of Minneapolis, St. Paul and surrounding areas. While in Minneapolis, participants explored the famous Nicollet Mall, Skyway network, theater district, Minneapolis Sculpture Garden, Guthrie Theatre, Milwaukee Train Depot, Orchestra Hall, the television home of Mary Tyler Moore, and St. Anthony Falls (the birthplace of Minneapolis).

They made a short stop at Minnehaha Falls, Minnesota's oldest tourist attraction. The fifty-three foot falls have been immortalized in Henry Wadsworth Longfellow's "Song of Hiawatha" and are visited by thousands of tourists and locals every year.

Tour participants also traveled to St. Paul, exploring Rice Park, Ordway Center for the Performing Arts, Landmark Center, the Children's Museum, Mickey's Diner, the Fitzgerald Theater, Minnesota History Center, and the Minnesota State Capitol. They saw the magnificent Cathedral of Saint Paul, the fourth largest cathedral in the United States with seating for 3,000 people. The Cathedral dome is modeled after St. Peter's Basilica in Rome.

The tour also included a drive along Summit Avenue, one of the longest stretches of virtually uninterrupted Victorian architecture in the United States. It is a monumental boulevard of homes, churches, synagogues and schools attracting tourists and natives alike. Some homes to note along Summit Avenue were the home of F. Scott Fitzgerald, the James J. Hill House and the Governor's Mansion.



Mall of America

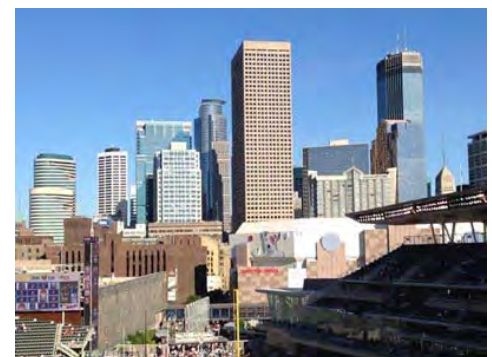


Minnesota Zoo

On Tuesday, Light Rail maps, and visitor & tour information were made available to those wishing to go out exploring on their own or shopping at the Mall of America.

Wednesday tours were open to all registrants, guests, spouses and families. This was also the "Minnesota Zoo" day included in the spouse, child and guest registration, so families had the option to spend all day at the Zoo if they wished.

The Twins were at home during this week. Many took the Light Rail to and from Target Field to watch them play the Philadelphia Phillies. It was a beautiful evening to be out and about.



Minneapolis Skyline

NFRBMEA Income Statement 2012 - 2013

	Actual 11-12	Budget 12-13	Actual 12-13
INFLOWS			
Advertising	\$ 375.00	\$ 400.00	\$ -
Conference Net Revenue	\$ 2,069.84	\$ 6,700.00	\$ 3,146.82
Dues 126 @ \$30	\$ 3,150.00	\$ 3,800.00	\$ 3,360.00
Interest Income	\$ 118.65	\$ 500.00	\$ 173.40
Fall Board Mtg Reimbursement	\$ 465.63	-	\$ 236.99
Web Sponsor	\$ -	\$ -	\$ -
Total Revenue	\$ 5,804.22	\$11,400.00	\$ 6,917.21
IABME - Grant Funds Accessed	\$21,463.39	\$13,414.19	\$13,414.19
- Registrations	\$ 1,350.00	\$ -	\$ -
Total Revenue	\$28,617.61	\$24,814.19	\$20,331.40
OUTFLOWS			
Awards and Recognition	\$ 281.50	\$ 500.00	\$ 174.50
Board Meeting Exp	\$ -	\$ -	\$ -
Spring Conference Call	\$ 106.14	\$ -	\$ -
Conference Board Meeting	\$ 250.00	\$ -	\$ 274.00
Fall Board Meeting	\$ 3,415.03	\$ -	\$ 2,927.75
Total Board Meeting Exp	\$ 3,521.17	\$ 2,800.00	\$ -
Exchange of Ideas	\$ -	\$ -	\$ -
First Timer's Scholarship	\$ -	\$ -	\$ -
Conference Expense - CFFM	\$ 36.00	\$ -	\$ 43.25
Legal & Prof	\$ 400.00	\$ 500.00	\$ 400.00
National Council Contribution	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00
National Council Travel	\$ 1,797.10	\$ -	\$ 1,832.57
Publications/NUTS & BOLTS	\$ 336.00	\$ -	\$ 385.26
Recruitment/Special Projects	\$ -	\$ -	\$ 843.24 (2012 Conf.)
Supplies, Copies, Postage	\$ 47.60	\$ 700.00	\$ 42.05
Treasurer Compensation	\$ 500.00	\$ 500.00	\$ 500.00
Investment into CD	\$ -	\$ -	\$ -
Donations	\$ -	\$ -	\$ -
Web Page Expense	\$ 4,269.40	\$ 4,400.00	\$ 5,369.15
Total Expenses	\$ 9,443.48	\$11,400.00	\$14,791.77
IABME Expense			
Grant Administration	\$ 2,000.00	\$ -	\$ -
Workshop Expenses	\$ 8,890.09	\$ -	\$ 1,541.97
Compensation	\$17,000.00	\$ -	\$ -
Misc. Office & Supplies	\$ -	\$ -	\$ -
Room Rental	\$ -	\$ -	\$ -
Student Stipends	\$ 4,500.00	\$ -	\$ 3,000.00
Support Personnel	\$ 1,000.00	\$ -	\$ 500.00
WebEx & Web	\$ 1,181.60	\$ -	\$ -
National Conference	\$ -	\$ -	\$ 5,695.79
IABME Total	\$34,571.69	\$10,000.00	\$10,737.76
Total Expenditures	\$44,015.17	\$21,400.00	\$25,529.53
Inflow - Outflow	\$ 8,724.57	\$ 3,414.19	\$ (5,236.29)

2012 - 2013 NFRBMEA Balance Sheet

	As of March 31, 2012	As of March 31, 2013
Assets		
NFRBMEA Checking	(\$ 4,983.22)	(\$ 872.14)
IABME Checking	\$ 7,121.11	\$10,298.54
Total Checking	\$ 2,138.89	\$ 9,426.40
Money Market Savings	\$ 20,128.59	\$ 0
Total Current Assets	\$ 22,267.48	\$ 9,426.40
CD #20568 0.30%, Mat. 8/6/13	\$ 6,207.05	\$ 6,230.78
CD #20569 0.30%, Mat. 5/6/13	\$ 12,475.70	
Ameriprise		\$20,000.00
National Farm Mgt. Conference	\$ 2,500.00	\$ 2,500.00
Total Other Assets	\$ 21,182.75	\$28,730.78
Total Assets	\$ 43,450.23	\$38,157.18
Liabilities		
Total Liabilities	\$ 0	\$ 0
Equity	\$ 43,450.23	\$38,157.18

Proposed 2014 - 2015 Budget**Inflows**

Advertising	\$ 400.00
Conference Revenue	\$ 5,000.00
Dues (100 @ \$40)	\$ 4,000.00
Interest Income	\$ 100.00

Total Revenue	\$ 9,500.00
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Outflows

Awards & Recognition	\$ 300.00
Board Meeting Expense	\$ 3,000.00
Exchange of Ideas	
First Timer's Scholarship	
Legal & Professional	\$ 500.00
National Council	\$ 4,000.00
Publications/Nuts & Bolts	\$ 350.00
Recruitment/Special Projects	
Supplies, Copies, Postage	\$ 200.00
Treasurer Compensation	\$ 500.00
Web Page Expense	\$ 4,400.00

Total Expenses	\$13,250.00
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Inflows - Outflows	\$(3,750.00)
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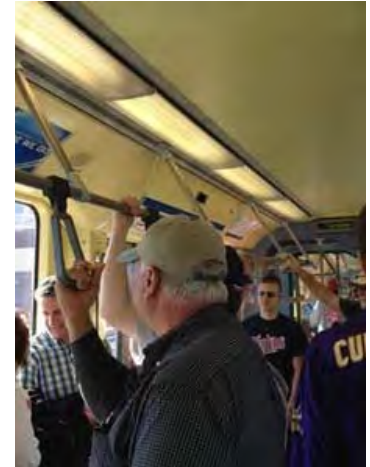
Out & About: Twin Cities



"Minnie & Paul" at Target Field



The leopard was unimpressed by visitors at the MN Zoo.



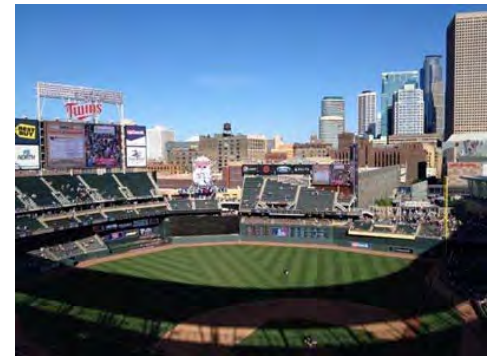
Many rode the light rail from our hotel to Target Field for a Twins game. Easy!



Tom Ackerman (OH), Raphael & Wayne Pike (MN) at Mall of America.



Kent Hrbek statue in plaza at Target Field.



Beautiful night for a ballgame with the Minneapolis skyline in the background. Twins played the Phillies that night.



Tour Day concluded with a picnic at the MN Zoo.



Mall of America



Target Center's "Bullseye" sign... his tail even wags!

2012 Conference Highlights Bloomington, Minnesota



Comic Scott Novotny had the group in stitches during the Sunday evening social.



A Producer Panel discussed "Needs of Growing Farms/Providing Value". They also took questions from the audience.



Bob Craven, Center for Farm Financial Management, moderated Monday's panel.



Several of the IABME participants listening to a presentation by William Nelson and Kent Beadle.



William Nelson, CHS, speaking to the Institute for Agricultural Business Management Education (IABME) participants.



Demographer Tom Gillaspay spoke on "Finding Opportunity in Demographic Change".



Conference attendees and special guests take time to visit with vendors between sessions on Tuesday.



Monday's Keynote Speaker Dan Looker, Business Editor, "Successful Farming".



Doug Wertish presents Bremer Bank with a Distinguished Service Award for their support of IABME.

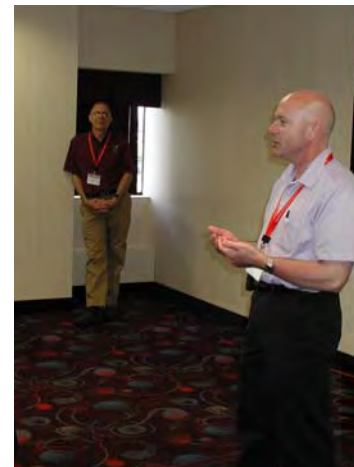
2012 Conference Highlights Bloomington, Minnesota



First-Timers' Breakfast Meeting on Wednesday morning before tours.



Breakout Session presenters Todd Ziegler, Kansas FMA-NW (L), and Al Roesler, FBM instructor, South Central College.



Breakout Session presenters Tom Thaden, NW IA Farm Business Assoc. (L) and Jim McCabe, IL Valley FBFM Assoc.



Breakout Session presenter Chuck Schwartau, Extension Educator, University of MN.



Dr. Michael Swanson, Senior VP, Agricultural Economist & Consultant, Wells Fargo & Co.



L to R: Bob Rhea (IL), Tom Weygandt (OH), and Jim Kelm (MN) take time to do a little catching up during the conference.



William Nelson of CHS (L) receiving a Distinguished Service Award from President Jay D. Olsen.



Scott P. Miller presented a session on Farm Transitions and Succession.



Past President Al Graner (L) receiving his Retiring Officer plaque from President Jay D. Olsen.

Contacts

◆ President

Doug Wertish
1225 SW 3rd Street
Faribault, MN 55021-5782
(507) 332-5837 (O)
(507) 332-5837 (H)
doug.wertish@southcentral.edu

◆ President Elect

Mark Holkup
1500 Edwards AV
Bismarck, ND 58501
(701) 224-5417 (O)
(701) 734-6636 (H)
mark.holkup@bismarckstate.edu

◆ Past President

Jay D. Olsen
150 E. College AV
Ephraim, UT 84627
(435) 283-7335 (O)
(435) 851-4943 (C)
jay.olsen@snow.edu

◆ Communications Director

Deb Pike
6540 65th Street NE
Rochester, MN 55906-1911
(507) 252-6928 (H/F)
(507) 951-3610 (C)
debra.pike@nfrbmea.org

◆ Conference Sponsorship Contact:

Jennifer Smith
(507) 384-8676
jennifer.smith@riverland.edu

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



NFRBMEA Annual Business

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.

Thank You, 2012 Conference Sponsors & Exhibitors

Platinum Sponsor

AgStar Financial Services

Gold Sponsor

IABME— the Institute for Agricultural Business Management Education

Silver Sponsors

CHS Foundation

John Deere World Headquarters

Bronze Sponsors

Center for Farm Financial Management (In-Kind)

Frandsen Bank & Trust

Minnesota Corn Growers Association

PcMars Farm Accounting Software (In-Kind)

Vendor Sponsors

BASE—Benefit Administration for the Self-Employed

CAMS - Cargill Ag Marketing Services

Conservis

Cooperative Network

Farm Financial Standards Council

Supporter Sponsors

Bank of Zumbrota

Bremer Bank— Mankato, Minnesota

Bremer Bank— Menomonie, Wisconsin

Central Valley Cooperative

Community Resource Bank

Farmers State Bank of Hartland

Farmers State Bank of Trimont

First National Bank of LeCenter

First State Bank of LeCenter

Interstate Mills

Minnesota Farmers Union

Security State Bank of Kenyon

Security State Bank of Wanamingo

State Bank of Belle Plaine

State Bank of Faribault

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