

NFRBMEA INC.

2013-14 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.

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

2013-14 Board of Directors



Mark Holkup

President

Mark Holkup, Bismarck, ND

President Elect

Jim McCuiston, Sugar City, CO



Jim McCuiston

Past President

Doug Wertish, Faribault, MN



Doug Wertish

Secretary

Will Walter, Mitchell, SD

Treasurer

Myron Oftedahl, Glencoe, MN



Will Walter

National Council Representative

Ira Beckman, Jordan, MN



Myron Oftedahl

2014 Conference Chair

Jay D. Olsen, Ephraim, UT

Conference Sponsorship Contact

Jennifer Smith, Kenyon, MN



Jay D. Olsen

Communications Director

Deb Pike, Rochester, MN



Jennifer Smith



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

Mark Holkup, NFRBMEA President

The National Farm and Ranch Business Management Education Association (NFRBMEA) had another productive year. I want to thank all of the people on the board of directors and the many others who are dedicated to the advancement of farm management education and our organization. Here are the highlights of last year's efforts.

- We continue to have a seat on the National Council of Agriculture Education with our representative, Ira Beckman this year serving as chairman of the council. Our membership on this council serves as a voice for producers and adult educators.
- We continue to look for options and funding methods to replace the Institute for Agricultural Business Management Education (IABME). NAFBAS is offering excellent pre-conference training again this year. We were also successful in getting a scholarship for next generation educators to attend our national conference this year to find out about teaching Farm Business Management.
- Our annual conference continues to be our major effort towards fulfilling our mission. The conference in Salt Lake City will be our 42nd conference for NFRBMEA and the 9th joint conference with NAFBAS. The conference continues to be a great opportunity for networking with other Farm Business Management educators from around the country.
- Your board continues to actively seek new sources of funding for our conference and our organization to try to improve projected shortfalls in the years to come. The board has limited the expenditures whenever possible. The NFRBMEA board met for our fall meeting in Omaha along with the NAFBAS board. Other business has been handled by conference calls and emails.
- The Nuts & Bolts Real-Time Updates continue to keep members connected and our website www.nfrbmea.org continues to grow in usefulness by our members.



Getting ready to start Monday morning sessions

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.



Art Barnaby presents "Risk Management Outlook"

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 newsletters *NUTS & BOLTS* and *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.

2013 - 14 MEMBERSHIP DEMOGRAPHICS

	<u>Active</u>	<u>Affiliate</u>		<u>Active</u>	<u>Affiliate</u>
Arizona	1	-	Nebraska	1	-
Colorado	4	1	Ohio	4	-
Iowa	2	-	Oklahoma	1	-
Illinois	1	1	South Dakota	5	1
Kentucky	-	1	Utah	5	-
Minnesota	35	12	Wisconsin	3	3
Missouri	4	1	*TOTALS:	82	22
North Dakota	16	2			

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

*This compares with 103 Active / 22 Affiliate members in 2012-13.

Committees

Industry Relations Committee

Gary Thome

John Hobert

Jennifer Smith

Keith Torgerson

Jim Kelm

Doug Wertish

Pat Harrington

Myron Oftedahl

Tom Weygandt

2014 Conference Planner

Jay D. Olsen



Communications



Our newsletter is distributed electronically to keep our members updated. Each issue includes 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.



NFRBMEA.ORG Website



2013 Conference Website

National Council for Agricultural Education Update

Ira Beckman, Council Representative

I now have about three 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 12 member board is appointed by the NFRBMEA. It was quite an honor to be elected president of the NCAE for the 2014 year.

“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 need,*
- *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 statement of financial position for the NCAE at the close of our fiscal year on June 30, 2013 showed current assets of \$171,904. This past fiscal year our income exceeded expenses by \$30,281. Our goal is to maintain a balanced budget for the year. As of December 31, 2013 our balance sheet showed current assets of \$172,281.



The NCAE decided to have our face to face meetings in Indianapolis once again 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. We met there September 23 – 25, 2013, and March 31 – April 2, 2014.

The activity accomplishment of the National Council for Agricultural Education this past year has been the result of efforts from many: the NCAE Board, Consultants to the Board, resource contributors to NCAE initiatives, individuals at the forefront of producing and delivering NCAE initiatives, and membership communities of NCAE stakeholder organizations. To all of you, I extend my gratitude for your support of Council school based agricultural education initiatives during the past year.

As its intent, the Council’s strategic plan has focused and guided the attention of our work this past year. The following is a list of major work accomplished:

- Appointment of goal leaders for each of the five identified strategic initiatives: Council Voice & Impact (Lloyd Bell), Data to Support Program Relevance (Ira Beckman), SAE Renewal (Ken Couture), Review and Revise National Content & Program Standards (Karen Hutchison), and Recruitment, Preparation and Retention of a Diverse, High Quality Teacher Supply (Bob Barton). Specific update of progress to date for each initiative follows later in this report.
- The 2013 National Ag Ed Summit focused on planning for an enhanced supply of high quality instructors of agricultural education. I’m appreciative of the sustained attention Ellen Thompson has maintained throughout the year by providing the “After the Summit” messages as well as the comprehensive work that continues through the Teach Ag initiative. This MUST be a continuing priority of the Council’s attention.

NCAE Update, continued —

- Defining the position of a fulltime NCAE Managing Director and ultimately hiring Mike Honeycutt to that position. It has been exciting to see Mike's progress of coordinating efforts toward SAE Renewal, but his experience, energy, and vision are also serving to address the on-going work of the Council.
- Endorsement of an updated (graphic and terminology) School Based Agricultural Education (SBAE) Three Component Model.
- Addition of over 330 CASE teacher certifications during the summer of 2013. Currently CASE has 665 teachers from 32 states certified in CASE courses.
- Appointment of Dr. Jim Flowers, ACTE representative, to provide NCAE representation on the National Steering Committee for Safety in Agriculture for Youth.
- Formation of a Council appointed committee directed toward infusing Global Engagement in all Strategic Priorities of the Council.
- Appointment of Erik Weuve, 2 year post-secondary representative, as the voting NCAE representative to the CASE Board.

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 2013 NFBM Conference



Saturday June 8 Pre-conference

- Early Career Professional Development/Training Session — *Tina Barrett and Dwight Raab*
- 7:30 am Preconference Registration
- 8:00 am Focus of this training is for new staff. The sessions will include the basics of farm tax preparation and planning (Schedule F, depreciation, sale of assets). Also to be covered will be the basics of farm analysis with emphasis on accrual accounting, balance sheets, income statements and Farm Financial Standards. (These sessions are continued on Sunday afternoon)
- 5:00 pm Adjourn
- Evening The cost for a group outing, to include spouses/guests/families of those attending the training, will be provided by NAFBAS.

Sunday June 9

- 9:00 am NFRBMEA Board Meeting
- 10:00 am Conference Registration Staff Preparation
- 1:00 pm Conference Registration Begins
- 1:00 pm Early Career Professional Development/Training Session (Cont'd from Saturday)
- 2:00 pm NAFBAS Board Meeting
- 2:00 pm NCFME Committee Meeting (2-6 pm)
- 3:00 pm NFRBMEA Past Presidents Meeting
- 4:00 pm NAFBAS/NFRBMEA Joint Board Meeting
- 6:30 pm Evening Dinner (KC Style BBQ, Jazz Quintet, short presentation by KC Area CVB)
- 8:00 pm Adjourn
- 8:00 pm 2014 Conference Planning Committee Meeting
- 8:30 pm Conference Registration Ends for the Day

Monday June 10 (*Spouse-Family Day – Steamboat Arabia Museum and Crown Center Area*)

- 7:00 am Breakfast at Hotel
- 7:10 am First Timers' Meeting (sit at marked tables during breakfast)
- 7:30 am Registration Continues
- 8:05 am Welcome to the 2013 Conference — *Jim Huschka, NAFBAS President and Doug Wertish, NFRBMEA President*
- 8:30 am Staff Member of U.S. Senator Jerry Moran
- 9:00 am Business/Succession/Estate Planning-Important Issues, Both the Common and the New — *Roger McEowen*
- 10:00 am Break
- 10:30 am Business/Succession/Estate Planning, continued — *Roger McEowen*
- 12:00 pm Lunch at Hotel — *Presentation by William Nelson, Central Harvest States, Conference Sponsor*

2013 Conference Agenda continued —**Monday June 10 (continued)**

- 1:00 pm Concurrent Session: "Update on Ag Law and Tax Issues— *Roger McEowen*
- 1:00 pm Concurrent Session: Farm Leasing Issues Symposium with moderator William Edwards, Iowa State University
- Kevin Dhuyvetter, Kansas State University: "*Transitioning From Crop Share to Cash Leases— Ethical and Economic Issues*"
 - Barry Ward, The Ohio State University: "*Providing Data on Cash Rental Rates for Farmland— a Comparison of NASS & University Surveys*"
 - William Edwards, Iowa State University: "*Setting Rental Terms for Agricultural Buildings & Facilities*"
- 2:30 pm Break
- 3:00 pm **Paper Presentations, Round One** Three short topics per hour in each room, these abbreviated 20 min presentations will showcase successful educational programs, applied research results, educational and management tools, and teaching techniques. Author and contact information, and possibly presentation material will be in conference proceedings.
- 3:00 pm Breakout Session: 1-hour Q&A Regarding Tax, Estate, & Succession Issues
— *Roger McEowen*
- 4:00 pm **Paper Presentations, Round Two**
- 5:00 pm Adjourn – Evening on Your Own (Kansas City Royals are in town vs Detroit Tigers)

Tuesday June 11

- 6:00 am Vendor Set-up in Pre-function Gallery (Clay Simons, Coordinator)
- 7:00 am Breakfast at Hotel
- 8:00 am "History of Farm Policy/Future of Farm Policy" — *Brad Lubben, University of Nebraska-Lincoln*
- 9:00 am Risk Management Outlook — *Art Barnaby, Kansas State University*
- 10:00 am Break
- 10:30 am Q&A with Brad and Art
- 11:00 am "Recent Developments in Nutrient Management Technology & Related Technology Issues" — *Don Borgman, Director, Industry Relations, North America, John Deere*
- 12:00 pm Lunch at Hotel
- 2014 Conference Planning Committee Presentation — *Jay Olsen*
- 1:00 pm **Paper Presentations, Round Three**
- 2:00 pm **Paper Presentations, Round Four**
- 2:00 pm NAFBAS State Coordinators Meeting
- 3:00 pm Break
- 3:30 pm NAFBAS Committee Meetings
- NFRBMEA Business Meeting
- NC Extension Educators: Open Discussion of Risk Management Education Proposals (Ag Lease 101 and 2013 Farm Bill)
- 4:30 pm Adjourn
- 5:00 pm Evening Catered Meal at National Agricultural Center and Hall of Fame
— Bonner Springs, KS. Facility is specially opened for our group from 2-8 p.m. Those from our group can go to the Center any time after 2 p.m.
- 8:00 pm Return to Hotel or activity on your own

2013 Conference Agenda continued —**Wednesday June 12**

- 7:00 am Breakfast at Hotel (ends at 8:30 a.m.) Spouse/family registration includes this meal.
7:45 am Load Tour Buses
- Bayer Animal Health – 8:45 am load bus, 9:00 am tour leaves hotel
 - Federal Reserve Bank – 8:15 am load bus, 8:30 am tour leaves hotel
 - Kansas City Board of Trade – 8:00 am load bus, 8:15 am tour leaves hotel
 - World War I Museum – 9:00 am load bus, 9:15 am tour leaves hotel
 - Harley-Davidson Motorcycles – 7:45 am load bus, 8:00 am tour leaves hotel
 - Brock Grain Systems – 8:45 am load bus, 9:00 am tour leaves hotel
 - Garmin International - 8:45 am load vans/cars, 9:00 am tour leaves hotel
- 11:30 am Lunch at K-State Olathe (KCBOT, Garmin, Harley Davidson and Federal Reserve Bank tours)
12:15 pm Lunch at K-State Olathe (World War I Museum, Bayer Animal Health, Brock Grain Systems tours)
12:45 pm a look at K-State Olathe's bioscience and biotechnology activities and research related to animal health, food safety and security
1:30 pm Repeat of 12:45 pm activity
1:45 pm Return to DoubleTree Hotel (KCBOT, Garmin, Harley Davidson and Federal Reserve Bank tours)
2:30 pm Return to DoubleTree Hotel (World War I Museum, Bayer Animal Health, Brock Grain Systems tours)
3:00 pm NAFBAS Business Meeting
NFRBMEA Business Meeting
4:00 pm Adjourn-Evening on your own

Thursday June 13

- 7:00 am Denny Jackson Storytelling Breakfast
8:15 am "Macro & Ag Outlook" – *Brian Briggeman, Kansas State University*
9:30 am Break
9:45 am "Current Situation and Credit Quality of Farms" – *Allen Featherstone, Kansas State University*
11:00 am Adjourn Conference
Post Conference—NFRBMEA Board Meeting
NOON Hotel Checkout Deadline



Photo: Lauri Olsen

2013 Conference Highlights



Kevin Duyvetter:
"Transitioning From Crop
Share to Cash Leases"



**William Nelson, CHS Foundation, and Ed
Ruff (WI)**



**Don Borgman: "Recent
Developments in Nutrient
Management Technology"**



**L-R: Ira Beckman (MN) presents Stacey
Davis of BASE with a Distinguished
Service- Friend Award**



**Paper Presentations, Round
Three: Barry Ward presenting
on Strip Intercropping of Corn
& Soybeans in the U.S.**



**Evening group event at the National
Agriculture Center and Hall of Fame,
Bonner Springs, KS**



**Kids, big and small, enjoyed the miniature
train ride at the National Agriculture
Center and Hall of Fame**



**One of the 2012 Conference
Planners, Wayne Pike received
a Distinguished Service Award
from President Doug Wertish.
—Photo: Lauri Olsen**



**President Doug Wertish, MN (L), presents
Jay D. Olsen, UT, with a Distinguished
Service Award.**

2013 Conference Highlights



The National World War Museum at Liberty Memorial, Kansas City, MO



One of the museum staff gives us an overview of the museum.



Looking at a cross-section of a foxhole — *Photo: Lauri Olsen*



Panorama of a portion of the "Panthéon de la Guerre" mural in Memory Hall



Splinter goggles (mask) for tankers. Worn by the British, American and French to protect them from splinter and bullet splash.



During WWI, Walter Myers' family sent letters in this collection of envelopes painted by his father.



We also toured the Kansas State-Olathe campus — *Photo: Lauri Olsen*



Jim Kelm receiving his Distinguished Service Award from Doug Wertish. Jim was a 2012 Conference planner.



Host Ira Beckman (R) listens as Don Roberts, OK, tells his tale during Thursday's annual Storytelling Breakfast.

Minutes of the Annual Spring Board Meeting

April 24, 2013 • Conducted via Conference Call

The meeting was called to order by President Doug Wertish at 8:30 a.m. CDT. Those present for the meeting: Doug Wertish, Jay Olsen, Myron Oftedahl, Jim McCuiston, Deb Pike, Jim Kelm, Jennifer Smith, and Mark Holkup.

Minutes were reviewed as posted on the website. The only minutes not posted were for the Fall 2012 joint NFRBMEA-NAFBAS board meeting. These were submitted by Anthony Barrett recently, so Deb read them aloud for the meeting and she will post them shortly. The minutes were approved.

Myron Oftedahl gave the treasurer's report. The current balance is (\$872.14) for NFRBMEA and \$10,298.54 for the IABME funds. Myron moved some savings account money to Ameriprise Financial in order to improve the interest rate on those funds. The financials of the organization were sent to the board members by email. Myron is scheduled to see Don Nitchie to complete the NFRBMEA tax return and audit.

Deb Pike reported that she emailed the Communications Director's report to the board. Membership tends to increase slightly when the conference is held in Minnesota. The Real-Time Update has been sent out three times this year: 10/15, 4/5 and 4/29. She has pruned members from the membership list who have been inactive for a period of 5 years.

Jim Kelm joined the discussion for the IABME Committee. There is still \$10,298 left from the grant and other revenues associated with the program. Discussion centered on where we go from here. Minnesota has had problems in replacing retiring instructors due to lack of funds. Other states like ND, CO and UT have been stable but there are still fewer positions in those states to replace. There is still a need to train new instructors but the program will have to be able to move around the country to be put in place where the need arises. Jim Kelm and Doug Wertish will visit with William Nelson from CHS to inquire about interest in funding a program of this nature. The remaining IABME funds should be used in educating instructors as in the original intent of the funds. Jay Olsen moved and Mark Holkup seconded a motion to provide \$4,000 to the 2013 National Farm Business Management Conference to sponsor a speaker. Motion passed.

Jennifer Smith reported on the status of sponsors and vendors for the 2013 Conference. BASE has donated \$400, CHS \$3,000, and from the motion above, IABME \$4,000, for a total of \$7,400. John Deere is a possible substantial sponsor that might come in later. Several previous sponsors were discussed for consideration and Doug mentioned that we need more connections for national sponsors.

Distinguished Service Awards and retiring officer plaques for the 2013 Conference were discussed. Two DSA recipients and three previous officers were selected. Jay moved and Mark seconded the motion to accept all selections made by the Board. Motion was passed.

Officer nominations were brought up by Doug Wertish and several names were mentioned by all of those present. The main concern was the President-Elect position. These nominations can be worked on up to the Annual meeting in June.

Jay Olsen reported on the 2014 Conference in Salt Lake City, Utah, slated for June 8-12 at the Radisson Hotel. Rooms will be \$119 but the meals for activities have been reduced. The Utah group is working on tours around the Salt Lake area and Jay mentioned the possibility of an early tour, before the conference, at a large ranching operation if there is interest. They are taking suggestions for the keynote speakers that might be contacted. Jay indicates good local support for the conference.

Annual Spring Board Meeting Minutes, continued —

Other items: Myron mentioned needing to transfer some money to the checking account, and Deb is wondering about updating the brochure that is available. A question was raised about whether anyone is using it now. She will bring up the brochure at the Pre-conference Board meeting in June.

Mark moved and Jay seconded to adjourn. It was passed at 9:46 a.m. CDT.

Respectfully submitted,
Jim McCuistion, NFRBMEA Secretary



Minutes of the Pre-Conference Board Meeting

June 9, 2013 • Doubletree Inn, Overland Park, KS

The meeting was called to order by President Doug Wertish at 9:18 a.m. Those present were Deb Pike, Myron Oftedahl, Jay D. Olsen, Mark Holkup, Jim McCuistion, Ira Beckman and Doug Wertish.

As of today there are 161 registered, with 49 from Extension, 68 from NAFBAS, and 42 from NFRBMEA. There are approximately eight First-Timers marked on the registration sheet. The effectiveness of the First-Timer program was questioned partly because of the cost. Jay Olsen moved and Myron Oftedahl seconded that our Board recommend to the Joint Board to discontinue the First-Timer program in 2014. Motion passed.

Jim McCuistion stated that nine states were represented at the Conference and he has only eight reports. He questioned the group about gaining better contacts for some of the other states. Myron said there were already some of the sponsor's monies for the Conference in the account and the budget indications are uncertain at this time as to the profit potential of this Conference.

Deb Pike has purchased the domain name, www.nfbm-conference.org, for the conference website, which is hosted within the NFRBMEA site.

The only two offices up for election this year are Secretary and President-Elect. Jay said that he and the Past Presidents had a nomination for each office. The National Council position is not up for election until January 1, 2015. Ira suggested that we nominate that candidate at the 2014 Conference annual meeting.

There are two DSA- Friend awards, two DSA- Member awards, and a Retiring Office plaque to be presented at the 2013 Conference and Doug asked who should present the awards. It was thought that the two DSA- Friend awards could be presented at the Tuesday's sessions sometime and the others at the Annual Meeting.

Pre-Conference Board Meeting Minutes, continued —

The Past Presidents' meeting is today at 3:00 pm and that meeting is for brainstorming anything that could help the organization for future directions.

Ira stated that a motion will be needed at the Annual Meeting for a change in the by-laws for the new proposed dues changes in Article VI , Sections 1, 2 and 3.

The Memorandum of Understanding with NAFBAS is due for renewal at the Joint meeting this afternoon and the Board decided to recommend that we change the term from three years to indefinite. Deb also suggested that the MOU be put on the Conference website.

Minutes from the spring meeting were summarized and Mark Holkup moved that they be approved. Jay Olsen seconded the motion and it passed.

Myron Oftedahl went over the income statement, balance sheet, and the 2013-14 budget with the group. After discussion about the fact that three to four thousand dollars is lost or projected recently, Doug moved and Mark seconded that we approve the Treasurer's report. Motion passed.

Jay Olsen reported on the 2014 Conference to be held in Salt Lake City, Utah. Hotel rooms will be comparable in price, the speakers are at a minimal cost, the tours are set up, and most of the agenda is in good order. Everything is going good and Jay will be working this week with the other planners and his staff from Utah.

Deb's report included discussion about the membership list and possible need to make RTU more "real-time" and the quantity versus frequency aspect. General consensus of the group was to use RTU as needed. It was moved and seconded to accept the Communication Director's report.

Doug Wertish and Jim Kelm recently met with William Nelson at CHS and discussed the need for replacing instructors in our industry. Thoughts of this concept at the national, college and secondary levels are all important. The thoughts of William will be brought up at the Joint Board meeting.

Ira's National Council report mentioned the Monday Morning Monitor that is on the National Council website. An executive secretary was hired and rehired which is working out well. It was moved and seconded that the report be accepted. It passed.

Bringing up the requirements in the by-laws concerning the agenda notice for the Annual meeting, Jim McCuistion moved and Ira Beckman seconded that a proposal to change the wording in Article 4, Section 2A of the By-laws shall state; *'Shall propose the agenda for the Annual Business Meeting and will make it available to the membership prior to the National Conference'*.

Myron stated that this year's audit letter did not get included in the 2012-13 Annual Report.

Mark moved to adjourn. Myron seconded and motion carried.

Respectfully submitted,

Jim McCuistion
NFRBMEA Secretary

Pre-Conference Joint Board Meeting Minutes

June 9, 2013 • Doubletree Inn, Overland Park, KS

The meeting was called to order by Chairman Jim Huschka at 4:06 p.m. Those present were Anthony Barrett (NE), Doug Wertish (MN), Jay D. Olsen (UT), Myron Oftedahl (MN), Bob Rhea (IL), Don Nitchie (MN), Mike Harer (WI), Jim McCabe (IL), Jim McCuiston (CO), Jim Kelm (MN), Deb Pike (MN), Ira Beckman (MN), Jim Huschka (KS), and Tom Thaden (IA).

Minutes from the Joint Board meeting September 17-18, 2012 were summarized by Jay Olsen. Doug Wertish moved to accept the minutes and Mark Holkup seconded it. Motion carried.

The Memorandum of Understanding between the two organizations was discussed and Ira Beckman moved that Line I. be restated to read; *"NFRBMEA and NAFBAS agree to hold their annual conferences jointly indefinitely."* and add Line VI. to read; *"Either group may terminate this understanding with a two year advance notice"*. Motion was seconded by Anthony Barrett and carried.

Bob Rhea presented a summary of the 2007 to present conference revenues, costs, net profits and attendance numbers for each organization. Doug Wertish added breakdowns of present conference's registrations by state and organization. After concerns about shrinking numbers each year, particularly NFRBMEA and Extension, Jim Kelm suggested a need for reduction of costs and the possibility of including outlining groups and individuals.

Mike Harer stated that 24 participants were involved in the pre-conference training offered by NAFBAS. It was concluded that the training in preconference was very successful and the group would try to hold it again next year.

Doug Wertish brought to light the First-Timers' that were eligible for the scholarship. There was some discrepancy, but he will work it out with the registrations before the Monday morning First-Timers' meeting. The President-Elect of both organizations are in charge of that meeting.

Jim McCabe started a discussion on the possible sites for future conferences: New York, Washington, D.C., or Pennsylvania for 2015 and South Dakota in 2016. NAFBAS and NFRBMEA alternate responsibilities for hosting the Conference each year. Chairman Jim Huschka appointed Jim McCabe and Rob Holcomb to the 2014 planning committee.

Back to the First-Timers' subject, after Doug Wertish discussed concerns of the effectiveness of the scholarship, moved to discontinue the First-Timers' scholarship for the 2014 Conference. It was seconded by Anthony Barrett and the motion passed.

Jim Kelm and Doug Wertish met with William Nelson of CHS earlier in the year to discuss funds available through their foundation. William's good points and interest included getting new members and also non-members to attend training at the combined conferences. His interests are of a larger mass across many state lines. Scholarships to the Conference or other training were some of the ideas the group discussed. These ideas come with the thought that many of the Board members do not have the time to administrate a program such as was the past experience of IABME. Ira Beckman moved to establish a committee with two appointees from each organization to develop educational opportunities for beginning members that would be presentable to a sponsor or sponsors. Doug Wertish seconded the motion and it passed. Jim Huschka appointed Kevin Herbel, Bob Rhea, Jim Kelm, and Doug Wertish to this committee.

Committees: USDA Activities will meet at the Tuesday lunch, Technology/Resources will meet at 3:30 pm in the Seattle room. Fundraising/Sponsors have appointed to the committee Jennifer Smith, Doug Wertish, Bob Rhea and Clay Simons.

Pre–Conference Joint Board Meeting Minutes, continued —

Ira Beckman reported on the National Council and the objectives of that organization beneficial to both organizations.

The Board decided to hold the next combined joint meeting in Omaha on September 23rd and 24th beginning at 1 pm, as it is a central meeting location for those involved. Anthony Barrett will find a location. Anthony Barrett move to adjourn and Ira Beckman seconded it. Motion passed.

Respectfully submitted,

Jim McCuiston
Acting Secretary for the Joint Board Meeting



Our Conference Hotel —*photo by Lauri Olsen*



Jazz entertainment during the Sunday Evening Social —*photo by Lauri Olsen*



Susan & Jack LaValla (MN) enjoying the Sunday Evening Social

28th Annual NFRBMEA Business Meeting Minutes

June 11 & 12, 2013 • Overland Park, KS

President Doug Wertish called the meeting to order at 3:31 p.m. with 34 members present. Will Walter moved to accept present agenda. Gary Thome seconded the motion and it passed.

Keith Torgerson moved and Mark Holkup seconded to accept the minutes that were presented in the report and on the website. Motion passed. The Treasurer's report will be postponed to later in the meeting.

Roll Call of States: Colorado-Jim McCuistion, Missouri-John Sponaugle, North Dakota-Keith Torgerson, Minnesota-Gene Kuntz, South Dakota-Jared Hofer, Utah-Jay Olsen and Wisconsin-Edward Ruff. Pennsylvania sent their report by email.

The Communications Director's report was given by Deb Pike. Membership was up from last year. She asked that all members update email addresses as needed. She is continuing to work on the redesign of the website. Deb is seeking articles to include in the RTU, and photos from the conference tours, events, etc.

A proposed item for by-law change was presented to the membership by the Board. Article IV, Sections 1, 2, 3 will be changed to read:

- Section 1. Dues shall be set by membership vote at the annual business meeting.
- Section 2. Fiscal Year: Shall be from April 1 through March 31

After discussion, a motion was entered by Jay Olsen and seconded by Keith Torgerson to accept the proposed change. Motion carried.

The Past Presidents' committee presented nominations: Will Walter for Secretary and Jim McCuistion for President-Elect. Jim Kelm moved to cease nominations and Gene Kuntz seconded the motion. Motion carried. Jack LaValla moved to cast a unanimous ballot and Gary Thome seconded the motion. Motion was carried to elect the two nominees.

Jay Olsen asked the members to look over the Annual Report that was distributed to everyone.

Jim Kelm addressed the group concerning the need for training and assistance for new members. He suggested that persons from each state present those needs to Doug Wertish or himself to be collaborated and presented to a possible sponsor. Dick Joerger related the CHS and John Deere presentations as an example that we need to address our mission to restarting the education of the new producers of the future.

The meeting was recessed at 4:37 pm. The meeting resumed at 3:05 pm June 12, 2013 with 22 members are present.

Myron Oftedahl went over the Treasurer's report. Myron stated that because of cost, an internal audit with one outside source was done this year, which is different than Vic doing it all these years. After discussion, Ron Dvergsten moved to have a committee of three appointed by the current President and Treasurer to do the annual audit for the Association. It was seconded by Jay Olsen. More discussion was held and Ron amended his motion, seconded by Gary Thome, to have the Board appoint the audit committee. The amendment passed. The motion with amendment was then voted on and that motion failed. The Board, through the by-laws, is responsible for the audit of financial records

Minutes of the 28th Annual NFRBMEA Business Meeting, continued—

but it does not say in what manner it must be done. The group agreed with the most recent method in which Myron obtained this year's audit. Ira moved to accept the Treasurer's report, subject to audit, and to add the affiliate dues calculation to the budget for this approval. It was seconded by Gary Thome and motion passed.

Jennifer Smith asked members to write thank you notes to all of the sponsors that contributed to the Conference. Major national sponsors were John Deere, CHS, and IABME, but she would like to see the members send a thank you note to all of the sponsors who are listed in the Conference notebook. She would also recommend that members contact her if they know of any future sponsors. For next year's conference, Jay Olson has informed Jennifer of a previous sponsor that will possibly come back. They left ten years ago because there were no thank you notes sent. Deb Pike will provide a printable address label file for sponsors on the website again this year. There was a suggestion that those labels might be included in the notebook next year.



Ira Beckman reported on the National Council and is very proud of the opportunity for NFRBMEA to hold a seat on this council. A secretary and an executive director were hired which has made the job easier for the directors. Ira will attend a couple of summits and meetings this year. Ira mentioned that he has been elected President of the National Council. This is quite an accomplishment for the representative of NFRBMEA to be an officer in this Council. Ira suggested that we be thinking of a replacement for him at the 2014 Conference, as his term expires at the end of 2014.

Doug reported that the 2013 Conference had 161 registrants: 43- NFRBMEA, 70- NAFBAS, and 49- Extension. There is a chance we will split approximately a \$6000 profit with NAFBAS.

Jay gave the tentative plans for the 2014 Conference to be held in Salt Lake City, Utah next June. He and his group from Utah collected a survey for the tours to help them make some decisions.

Distinguished Service Awards were presented to Jim Kelm, Wayne Pike, and Jay D. Olsen. An Award of Appreciation was presented to Tom Weygandt, who was unable to be present, for his work as IABME Program Director, and Past President Jay D. Olsen received a Retiring Officer plaque. Applause was given to Doug Wertish for the fine job he did this year as President.

Doug Wertish formally announced the new officer slate for 2013-14. They are President- Mark Holkup, President-Elect- Jim McCuiston, Secretary- Will Walter, Treasurer- Myron Oftedahl, Past President- Doug Wertish, Communications Director- Deb Pike, National Council Representative- Ira Beckman, and 2014 Conference Chair- Jay Olsen.

Ira moved we adjourn. Gary Thome seconded the motion and it passed.
Respectfully submitted,

Jim McCuiston
NFRBMEA Secretary

Minutes of the Post-Conference Board Meeting

June 13, 2013 • Doubletree Inn, Overland Park, KS

The meeting was called to order at 11:30 a.m. by President Mark Holkup. Members present were: Doug Wertish, Jay D. Olsen, Deb Pike, Myron Oftedahl, Jim McCuiston, Will Walter, Ira Beckman, and Mark Holkup.

Discussion was held pertaining to the just completed conference. Some topics addressed:

- Updating the list of state contacts needed
- How to encourage more attendees consisting of the new generation of educators
- Ira Beckman's term on the IABME is expiring. Ira and Doug appointed to seek worthy replacement.
- Fall meeting set for September 23-24 in Omaha.
- The 2014 conference to be held in Salt Lake City, UT
- The 2015 conference is being organized by Illinois with location not certain yet
- Members were asked to encourage the renewal of dues by members not attending the conference
- Expressed appreciation for Deb Pike's continued service as Communications Director, as well as Jennifer Smith with her work on conference sponsorships
- Deb is to prepare the annual report and she indicated that biographies of board members should be updated
- Mark reminded all to send Thank You letters to the conference sponsors

A motion was made by Myron Oftedahl, seconded by Jim McCuiston to hire Deb Pike as Communications Director for another year. Motion carried.

Jay Olsen moved to adjourn, Jim McCuiston seconded. Motion carried.

Will Walter
NFRBMEA Secretary



2013-14 Board, L-R: Jay D. Olsen, Doug Wertish, Will Walter, Mark Holkup, Myron Oftedahl, Deb Pike, Jim McCuiston and Ira Beckman

Minutes of the Annual Fall Board Meeting

September 23, 2013 • Country Inn & Suites • Carter Lake, IA (Omaha)

The meeting was called to order by President Mark Holkup at 9:00 a.m. Those present were Doug Wertish, Deb Pike, Myron Oftedahl, Mark Holkup, Will Walter, Jim McCuistion.

Reports of state FBM programs, of those represented by the board were given. Discussion was held on some programs decreasing, the necessity of state coordinators and with some FBM instructors going private, welcoming them to join or maintain membership to NFRBMEA.

Secretary Walter read the 2013 post-conference meeting minutes. A correction was noted that Ira Beckman serves on the National Council for Ag Education vs. IABME as previously stated. With the said correction, a motion was made by Jim McCuistion to approve the minutes, seconded by Myron Oftedahl. Motion carried.

The Treasurer's report was given by Myron Oftedahl. The checking account balance is \$1818. Discussion was held on the probable net loss from the 2013 conference. Myron reported that \$3700 is committed to be collected yet. Reports were displayed from prior conferences, and reviewed by those in attendance.

Doug Wertish made a motion to approve, Jim McCuistion seconded. Motion carried.

Jennifer Smith joined the meeting at this time via conference call. Jennifer and Doug Wertish reported on discussions they have had from donors for the conference. One in particular, CHS, would like to see more multi-state recruitment and training of new FBM instructors. Implementation of this endeavor would likely require: a.) Procuring a PEP coordinator, b.) Assigning mentors to beginning instructors, c.) An educational program targeted at new instructors at the conference, as well as recruitment at Ag Education colleges & universities.

Deb Pike, Communications Director, gave a report on the website. It is a valuable tool for many resources as well as the Real Time Update news release. We have 106 membership dues paid in the organization, with additional letters sent out to folks not attending the annual conference.

Jim McCuistion moved for adjournment, Myron Oftedahl seconded. Motion carried.

Respectfully submitted,
Will Walter



The 2013 Joint Fall Board Meeting was held in Carter Lake, IA (Omaha), L-R: Myron Oftedahl, Don Nitchie, Jim McCuistion, Will Walter, Jim McCabe, Bob Rhea, Mark Holkup, Doug Wertish, Anthony Barrett, Virginia Berger and Mark Wood.

NAFBAS / NFRBMEA Joint Fall Board Meeting Minutes

September 23-24, 2013 • Country Inn & Suites, Carter Lake, IA (Omaha)

Bob Rhea called the meeting to order at 1:00 p.m. Mark Holkup was declared the meeting chair. Will Walter volunteered to serve as recorder for the meeting. Introductions were made by those attending: Myron Oftedahl (MN), Don Nitchie (MN), Jim McCuistion (CO), Will Walter (SD), Jim McCabe (IL), Jay D. Olsen (UT), Bob Rhea (IL), Mark Holkup (ND), Deb Pike (MN), Anthony Barrett (NE), Virginia Berger (IA), Mark Wood (KS), Doug Wertish (MN).

The minutes from the June 9, 2013 conference meeting were read and approved on a motion by Virginia Berger, seconded by Anthony Barrett. The group viewed the Memorandum of Understanding between the two organizations. No action taken.

Bob Rhea, NAFBAS, shared with the group information from their organization's August meeting in regards to an agricultural product company seeking a way to assist its larger farm customers with farm financial management. Some needs addressed: 1.) Peer to peer events for producers at the national conference. 2.) The need for benchmarking with other similar sized operations. 3.) Can the current FBM education systems provide these services without sacrificing available resources to existing farm operations enrolled in programs? Discussion was held on these points and the presence of these types of operations in FINBIN.

Doug Wertish presented the IABME committee report of discussion with a major supporter of nationwide FBM. The following resolution: *NAFBAS & NFRBMEA, with the investment by CHS, support implementing a program for the recruitment and training of new farm management educators;* was presented as a motion from Don Nitchie, seconded by Jim McCuistion. Motion carried.

Committee reports: **USDA:** There was no new information to share because of the impending farm bill legislation; **Fundraising:** Mark Holkup encouraged our membership to view the conference as a fundraiser vs. a breakeven event. Jim McCuistion stressed the continued need to recognize the major sponsors that are onboard each year; **Technology/Resource:** Jay Olsen presented on the national database. Discussion was held on the direction of the information available.

Bob Rhea brought forth the following topics: 1.) The need for Farm Management Education to have a national footprint on agricultural reporting. 2.) Employ a multistate database on each enterprise through regional benchmarking. 3.) Conduct producer education events..... The present capabilities of RankEm and FINBIN were mentioned as components to implement such intentions.

Jay Olsen reported on an event that he is to present at in New York State immediately following the meeting. He had been asked to share the benefits and value of implementing a Farm Management education curriculum to a Community/Junior college program. The concepts of Farm Business Management, including suggested startup procedures involving industry contacts, were encouraged to be shared. The measures of positive economic impact by well managed farms on local businesses, was also a topic suggested to portray.

Jay also gave a report of the National Benchmarking Center. There is a sense of worry about USDA's perception of the split organizations of NAFBAS, & NFRBMEA. They can be assured that all support from the farm bill goes to FBM education. The group was encouraged to provide follow up for the organization on activities that were able to be implemented by this assistance. RME has resources available for smaller individual grants.

Minutes of the Joint Fall Board Meeting, continued—

Goals/Objectives: The reduction of some state's FBM programs was discussed. The presence of a state coordinator is crucial to success. The group stressed the importance of maintaining and recruiting new instructors to provide the next generation of producers.

NCAE: Ira Beckman is on the board of National Council of Agricultural Educators. No report was available in his absence, but the board expressed the appreciation of his efforts on the council.

Distinguished Service Awards: On a motion by Anthony Barrett, seconded by Mark Wood, three individuals with their representative organizations were selected to receive Distinguished Service Awards. Motion carried.

The meeting reconvened at 8:00 a.m. September 24th with a call to order by Mark Holkup.

Discussion took place reviewing the 2013 conference. An official financial report was not available as some revenue was still outstanding, as well as a possible price adjustment on a tour. Early prediction was that there would be a loss. There were 120 rooms guaranteed. 430 overnight stays were utilized by attendees. Some points discussed were 30% of attendees not attending tours and the amount of rooms and meals that must be guaranteed. Surveys by those in attendance were reviewed. A positive response was noted for the pre-conference workshops. 33% of respondents commented favoring a shorter conference. This will be considered for the 2015 event. 91% of attendees rated the conference good to excellent to their knowledge base. Informational spreadsheets of former conferences, comparing location, host organization's effect on number of attendees, etc. were reviewed.



The 2015 conference planning committee was appointed: Mark Holkup, Jim McCuiston, Carla Doubet, Adam Drinkall, Brett Goodwin, Jim McCabe, and Doug Hileman. Thoughts were shared about a location for the 2016 conference, with the Midwest being the consensus choice.

2014 Conference: The 2014 conference will be held at the Radisson Downtown, Salt Lake City, Utah. Jay Olsen presented a proposed agenda and options for tours and other interesting attractions for conference participants. Comments and suggestions were shared on the timing of some presentations and workshops. These suggestions are to be reviewed by the planning committee. It was determined to continue the early conference workshops for 2014.

With no other business, a motion to adjourn was made by Anthony Barrett, seconded by Jim McCuiston. Motion carried.

Respectfully submitted,

Will Walter
Appointed Secretary for Joint board meeting

2013 Spouse & Family Tour



We had an excellent tour guide at the Steamboat Arabia museum. He had a good sense of humor and interacted well with kids and adults.



Sewing Supplies — Photo: Lauri Olsen



Colorful glassware and perfume bottles.
— Photo: Lauri Olsen



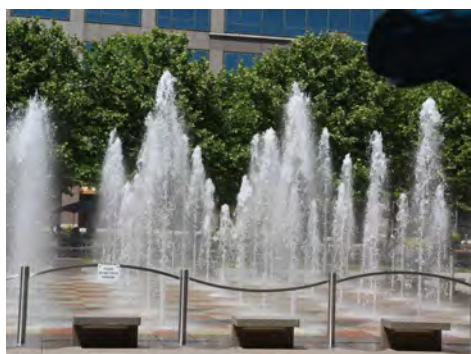
The only casualty of the sinking of the Arabia was a carpenter's mule
— Photo: Lauri Olsen



Learning about what it was like to travel on a steamboat
— Photo: Lauri Olsen



There was much to read about what it might be like to travel on a steamship, and what it was like to live back then.



We had the opportunity to explore Sea Life, LEGOLAND® Discovery Center, the Hallmark Visitors Center and other shops at Crown Center — Photo: Lauri Olsen



A model of the National WWI Museum constructed of Legos at the LEGOLAND® Discovery Center — Photo: Lauri Olsen



A model of Arrowhead Stadium, home of the Kansas City Chiefs, constructed of Legos — Photo: Lauri Olsen

NFRBMEA Income Statement 2013 - 2014

	Actual 12-13	Budget 13-14	Actual 13-14
INFLOWS			
Advertising	\$ -	\$ 400.00	\$ -
Conference Net Revenue	\$ 3,146.82	\$ 5,000.00	\$ 3,623.09
Dues 126 @ \$30	\$ 3,360.00	\$ 3,000.00	\$ 3,860.00
Interest Income	\$ 173.40	\$ 100.00	\$ 460.12
Fall Board Mtg Reimbursement	\$ 236.99	\$ -	\$ -
Scholarships & Conference	\$ -	\$ -	\$ 14,000.00
Total Revenue	\$ 6,917.21	\$ 8,500.00	\$ 21,943.21
IABME - Grant Funds Accessed	\$ 13,414.19	\$ -	\$ -
Registrations	\$ -	\$ -	\$ -
Total Revenue	\$ 20,331.40	\$ 8,500.00	\$ 21,943.21
OUTFLOWS			
Awards and Recognition	\$ 174.50	\$ 300.00	\$ 345.00
Board Meeting Expense	\$ -	\$ -	\$ -
Spring Conference Call	\$ -	\$ -	\$ -
Conference Board Meeting	\$ 274.00	\$ -	\$ -
Fall Board Meeting	\$ 2,927.75	\$ -	\$ -
Total Board Meeting Expense	\$ 3,201.75	\$ 3,000.00	\$ 2,413.92
Exchange of Ideas	\$ -	\$ -	\$ -
First Timer's Scholarship	\$ -	\$ -	\$ -
Conference Expense - CFFM	\$ 43.25	\$ -	\$ 42.00
Legal & Prof	\$ 400.00	\$ 500.00	\$ 200.00
National Council Contribution	\$ 2,000.00	\$ 4,000.00	\$ 2,000.00
National Council Travel	\$ 1,832.57	\$ -	\$ 1,480.67
Publications/NUTS & BOLTS	\$ 385.26	\$ 350.00	\$ 290.00
Recruitment/Special Projects	\$ 843.24	\$ -	\$ -
Supplies, Copies, Postage	\$ 42.05	\$ 200.00	\$ 116.54
Treasurer Compensation	\$ 500.00	\$ 500.00	\$ 500.00
2014 Conference	\$ -	\$ -	\$ 4,000.00
Donations	\$ -	\$ -	\$ -
Web Page Expense	\$ 5,369.15	\$ 4,400.00	\$ 4,000.00
Total Expenses	\$ 17,993.52	\$ 13,250.00	\$ 15,388.13
IABME Expense			
Workshop Expenses	\$ 1,541.97	\$ -	\$ -
Compensation	\$ -	\$ -	\$ 750.00
Misc. Office & Supplies	\$ -	\$ -	\$ -
Room Rental	\$ -	\$ -	\$ -
Student Stipends	\$ 3,000.00	\$ -	\$ 610.20
Support Personnel	\$ 500.00	\$ -	\$ 351.29
WebEx & Web	\$ -	\$ -	\$ -
National Conference	\$ 5,695.79	\$ -	\$ 4,000.00
IABME Total	\$ 10,737.76	\$ -	\$ 5,711.49
CHS Scholarship -Encumbered	\$ -	\$ -	\$ 10,000.00
Total Expenditures	\$ 28,731.28	\$ 13,250.00	\$ 31,099.62
Inflow - Outflow	\$(8,399.88)	\$(4,750.00)	\$(9,156.41)

2013 - 2014 NFRBMEA Balance Sheet

	As of March 31, 2013	As of March 31, 2014
Assets		
NFRBMEA Checking	\$ (872.14)	\$ (190.13)
IABME Checking	\$10,298.54	
CHS Scholarship for 2014 Conference		\$10,000.00
Total Checking	\$ 9,426.40	\$ 9,809.87
 Total Current Assets	 \$ 9,426.40	 \$ 9,809.87
 CD #20568 (0.30%, Mat. 8/19/14)	 \$ 6,187.35	 \$ 6,246.18
Ameriprise	\$20,000.00	\$20,401.29
National Farm Mgt. Conference	\$ 2,500.00	\$ 2,500.00
 Total Other Assets	 \$28,730.78	 \$29,147.47
 Total Assets	 \$38,113.75	 \$38,957.34
 Liabilities		
CHS Scholarship 2014 Conference		\$10,000.00
Total Liabilities	\$ 0	\$10,000.00
 Equity	 \$38,113.75	 \$28,957.34

Approved 2014 - 2015 Budget

June 2013

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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Proposed 2015 - 2016 Budget

Inflows

Advertising	\$ 400.00
Conference Revenue	\$ 5,000.00
Dues (90 @ \$40)	\$ 3,600.00
Interest Income	\$ 200.00

Total Revenue	\$ 9,450.00
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Outflows

Awards & Recognition	\$ 300.00
Board Meeting Expense	\$ 3,000.00
Conference Expense– CFFM	\$ 50.00
First Timer's Scholarship	
Legal & Professional	\$ 300.00
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	\$13,100.00
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Inflows - Outflows	\$(3,650.00)
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See www.nfrbmea.org for complete Board contact information.



Photo: Lauri Olsen

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, 2013 Conference Sponsors & Exhibitors

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)

Community National Bank & Trust

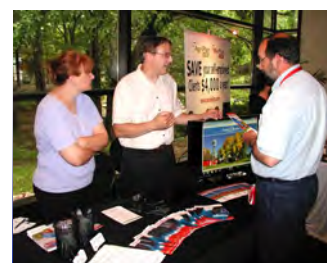
Farm Credit Associations of Kansas

Kansas Association of County Agricultural Agents

PcMars Farm Accounting Software (In-Kind)

Sanders Software Consulting

TASC— Total Administrative Services Corporation



Vendor Sponsors

BASE—Benefit Administration for the Self-Employed

Farm Financial Standards Council

Kansas Farmers Union

Kansas Soybean Commission

Kansas State University / MAB (In-Kind)

National Crop Insurance Services

Trimble / Farm Works Software

Vertical Solutions, Inc. / Easy Farm Software

Western FBFM Association

Conference Notebook Sponsor

K-MAR 105 Association

Hospitality Room Sponsor

Kansas Fieldmen's Association

