



***NFRBMEA***<sub>INC.</sub>

Create a Vision  
Make a Difference  
**Leave a Legacy**

# **2014-15 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.

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

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## 2014-15 Board of Directors



Jim McCuiston

### President

Jim McCuiston, Sugar City, CO



Will Walter

### President Elect

Will Walter, Mitchell, SD



Mark Holkup

### Past President

Mark Holkup, Bismarck, ND



Rodney Armstrong

### Secretary

Rodney Armstrong, Bottineau, ND

### Treasurer

Myron Oftedahl, Glencoe, MN



Myron Oftedahl

### National Council Representative

Josh Tjosaas, Wolverton, MN



Josh Tjosaas

### 2015 Conference Chair

Mark Holkup, Bismarck, ND



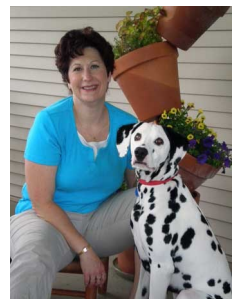
Wayne Pike

### Conference Sponsorship Coordinator

Wayne Pike, Rochester, MN

### Communications Director

Deb Pike, Rochester, MN



Deb Pike

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. Josh Tjosaas, FBM instructor at North Central Technical College, Wolverton, MN is the current appointee to our seat.

## NFRBMEA Executive Summary

Jim McCuistion, NFRBMEA President

In looking back at the last year, I am thinking of the many people who guide and lead the activities involved in the association. The dedication of these board members and past members has developed NFRBMEA into a very reputable organization that strives to keep the mission of farm and ranch management education ever growing and evolving. Words to describe these people are hard to find.

Cooperating with NAFBAS in our annual conferences has proven to be successful and we thank them for their leadership and cooperation through the years. The Salt Lake City conference was great and although the format was basically the same, each of the conferences holds a distinct characteristic. I am really looking forward to what characteristics the conference in Rochester, New York will present.

The past tends to give many of us a nostalgic attitude and we sometimes feel that those were the good old days. Let us all remember the good old days, but put our emphasis into the beneficial memories that we are creating presently. Some of the activities that I think are developing our future are the emphasis in retaining the new teachers that will help carry agriculture into the next generation, the relationships with other organizations and councils, and the undying souls of those members that are teaching and guiding the producers of American agriculture.



**CHS Scholarship Recipients met with William Nelson**

With the help of sponsors like CHS, the board has created the scholarship program to the conference, under the appreciated direction of Mark Holkup, past president of NFRBMEA. Mark, thank you for your work and hope the scholarship program develops new teachers in our field. It is a constant responsibility of each member and instructor to find replacements for what we do in the business of agriculture. In the heart of every farmer lies the desire to have someone continue to feed the world.

Challenges to keep our association financially viable and sustainable are always on the minds of the board members. We are going to continue to count on our members for ideas and support in keeping farm and ranch management education the focus of our mission.

In closing, we need to note a couple of members who have led a positive direction for us. Ira Beckman has served as a member representing NFRBMEA on the National Council for the last several years. His forward thinking has helped guide us, and we thank him for that. Also, I would like to recognize the late Jim Kelm for his great contributions to the NFRBMEA.

I look forward to talking to and seeing each of the members at the Rochester, New York conference this summer.



## **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.



## **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.

## 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.

### 2014 - 15 MEMBERSHIP DEMOGRAPHICS

	<u>Active</u>	<u>Affiliate</u>		<u>Active</u>	<u>Affiliate</u>
Alberta	-	1	Ohio	3	-
Arizona	-	-	Oklahoma	1	-
Colorado	4	-	Oregon	-	1
Iowa	1	1	Pennsylvania	1	-
Illinois	1	1	South Dakota	3	1
Kentucky	-	1	Tennessee	-	1
Minnesota	39	15	Utah	5	4
Missouri	4	1	Vermont	1	-
North Dakota	17	3	Virginia	-	1
Nebraska	1	-	Wisconsin	2	2
			<b>*TOTALS:</b>	<b>83</b>	<b>33</b>

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

\*This compares with 82 Active / 22 Affiliate members in 2013-14.

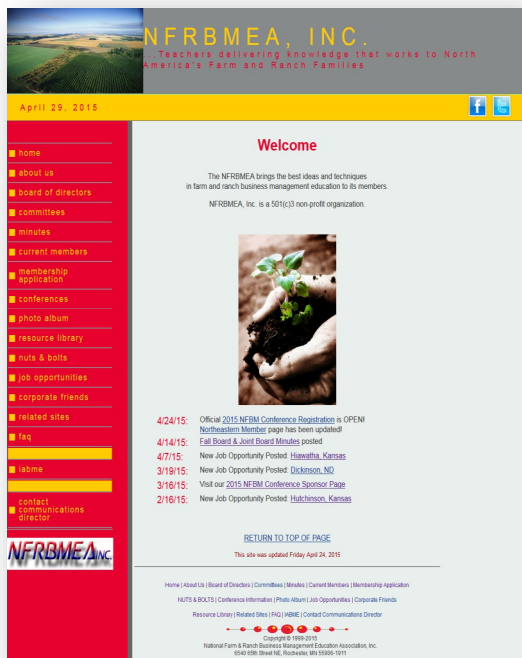


## Communications



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



**NFRBMEA.ORG Website**



**2014 Conference Website**

## National Council for Agricultural Education Update

Josh Tjosaas, Council Representative

I have participated in the monthly conference calls along with Ira Beckman, who is serving as the past president. Ira and I attended the Spring NCAE Board meeting in Raleigh, NC from March 30-April 1, 2015. We will have our Fall Face to Face NCAE Board meeting in Indianapolis, IN to save member organizations money on travel and hotel costs. Here is a quick summary of our major activities of the Council and outcomes of the 2015 face to face meeting and those in particular impact on NFRBMEA members.

The financial position for the Council has changed some since the last update. We have current assets of \$177,740. This year we have received \$85,211 as of March 31<sup>st</sup> and \$65,897 in expenses. We have some remaining projects to complete the year to increase our expenses and some additional income will be brought into the funds as well.

We are still working on our main goal areas which will be reviewed and revised at our Fall Face to Face meeting. Once again 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.



At the meeting, we approved the Council SAE Philosophy and Guiding Principles, which addressed goal #3. We also approved the AFNR Content Standards including AgriBusiness, which was a major focus of the NCAE for the past few years regarding goal #5. We also discussed the joint CASE institutes with NAAE and the desire to develop two CASE Agribusiness Courses. I offered NFRBMEA instructors as possible content reviewers or develop the Agribusiness curriculum, I feel this is a great opportunity to provide our input in this national course development focused on Agribusiness content.

We also discussed our responsibilities in hosting the 2016 AgEd Summit along with future funding priorities.

We have conference calls scheduled for the third Thursday of each month and our next face to face meeting is scheduled for September 15-17, 2015 at the National FFA Center in Indianapolis, IN.

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/>.



## 2014 Conference Agenda

**Pre-Conference Workshop** NAFBAS & NFRBMEA New Educator Workshop. Directed by Bob Rhea, Dwight Raab & Tina Barrett. Workshop Topics include: Farm Financial Analysis, Making Successful Farm Visits, Collecting Year-End Data, Completing Analysis, Interpreting Analysis, and Basic Tax Information.

### Saturday, June 7

1:00 PM Workshop  
5:00 PM Adjourn  
6:30 PM Evening Meal Together

### Sunday, June 8

8:30 AM Workshop Continues  
NOON Adjourn

### Sunday June 8

**Session Chair: Jay Olsen**

8:00 AM Mormon Tabernacle Choir National Sunday Morning Broadcast at Historic Tabernacle.  
*Free and open to public— appropriate dress is "nice casual" (Ladies- skirts or slacks).*  
Meet in hotel lobby and leave by 8:15.  
1:00 PM NFRBMEA Board Meeting  
Conference Registration Begins  
2:00 PM NAFBAS Board Meeting  
4:00 PM NAFBAS/NFRBMEA Joint Board Meeting  
5:00 PM NFRBMEA Past Presidents' Meeting  
7:00 PM Welcome Reception (Ice Cream Social)  
8:00 PM Downtown evening programs (all within easy walking distance)

### Monday June 9 "Create a Vision"

**Session Chair: Al Dustin**

7:00 AM Breakfast at Hotel (families and guests included)  
7:10 AM First-Timers' Meeting (working breakfast)  
7:30 AM Registration Continues  
8:00 AM Welcome  
8:15 AM "Ag in the West and Challenges & Opportunities for Agriculture"  
*Leonard Blackham, Retired Commissioner, Utah Department of Agriculture & Food*

**2014 Conference Agenda continued —****Monday June 9 (continued)**

9:00 AM “Consensus Building in Agriculture: Peer Groups to Manage for a Common Goal”  
—Bill Hopkin, Director, Utah Dept. of Agriculture Grazing Improvement

9:45 AM BREAK

10:00 AM “Matching Resources for Business Sustainability & Diversification”  
Gregg Simonds, Open Range Consulting

11:00 AM **Breakout Sessions:**

- “Community Colleges: Meeting Educational Needs for Adults and Adult Education Cost In Rural America” —Dr. Randy Smith, Rural Community College Alliance
- “Farmers Tax Guide” —Dr. Ruby Ward, Utah State University
- “Staff (Finding, Training, Retaining, Employee Policies)” —Tina Barrett

NOON Lunch at Hotel (2015 Conference Promotion)

1:00 PM **Technical & Training Breakouts:**

**1:00 - 2:00 PM Breakout #1:**

- New Tax Topics (group discussion with moderators) —ACA and others
- “Devices, Methods & Apps to Communicate with Clients/Students” —Josh Tjosaas & Mike Mastey, MN FBM Instructors
- “Grinding of the Gears: Making the Shift– Education to Consulting” —Pat Harrington, Retired FBM Instructor, Central Arizona College

2:00 PM BREAK & Rotate

2:15 PM **2:15 - 3:15 PM Breakout #2:**

- “Year-End Data Collection Tools & Processes” —Lauren Omer, Area Extension Specialist, Kentucky Farm Business Management
- “Finding, Writing, Working, Reporting Grants” —Kevin Klair, Extension Economist, CFFM, University of Minnesota Dept. of Applied Economics
- “Provide the Service– Grow the Business as a Consultant” —Jim Kelm, Dairy Business Consulting, also retired FBM Instructor, Riverland CC; President, FFSC

3:15 PM BREAK

3:30 PM NFRBMEA Business Meeting  
NAFBAS Committee Meeting

5:00 PM Adjourn

6:00 PM Dinner & Evening on Your Own

**2014 Conference Agenda continued —****Tuesday June 10 Tour Day****Session Chair: Kathryn Rawson**

7:00 AM Breakfast at Hotel (for everyone)

8:15 AM Load Buses— see below for departure times. Lunch on Tours

<b>Tour #1</b> Load Bus @ 8:30 AM (8-hr. Tour)	<b>Tour #2</b> Load Bus @ 9:00 AM (6½-hr. Tour)	<b>Tour #3</b> Load Bus @ 9:00 AM (5-hr. Tour)
9:30 — 11:00 AM Hill Air Force Base Aerospace Museum	9:30 AM — 12:45 PM Water Conservation Garden (West Jordan) Central UT Project	10:00 AM — 12:00 PM Jordanelle Dam & Hydro Power Provo River Restoration
LUNCH	LUNCH	LUNCH
1:30 — 3:00 PM Bailey Farms International Brigham City	1:30 — 3:00 PM Hill Air Force Base Aerospace Museum	Return to Hotel

6:00 PM Evening On Your Own

**Wednesday June 11 “Make a Difference” (Speaker Day)****Session Chair: David Gillman**

6:00 AM Vendor Set-up

7:00 AM Breakfast at Hotel

8:00 AM “Financial Tools, Vision for Management, Goal Setting, Sustainability”

— *Burke Teichert, Ranch and Farm Consulting, and Management Contributor to Beef Magazine*9:00 AM Marketing Panel — *Moderated by Jed Christenson, UDAF Director of Marketing*9:00 - 9:20: Vegetable Growing for Direct Marketing —*Jake Harward*9:20 - 9:40: Alfalfa Hay Press & Hay Exporting —*David Condie, Triple C Farms*

9:40 - 10:00: Panel Q &amp; A

10:00 AM BREAK— VISIT WITH VENDORS

10:30 AM “Using Management Accounting to Link Financial Performance Analysis & Strategic Thinking” —*Dick Wittman, Wittman Consulting & Full-time Farmer*NOON Lunch at Hotel —*William Nelson —CHS (sponsor)*

1:00 PM Dick Wittman (continued)

2:30 PM BREAK— VISIT WITH VENDORS

3:00 PM -3:45 PM: Dick Wittman (concludes)

4:00 PM NAFBAS Business Meeting

NFRBMEA Business Meeting

4:00 PM CHS Scholarship Recipients Meet with William Nelson —*Juniper Boardroom*

4:45 PM Adjourn

5:15 PM Begin loading “UsBus” trolley to Heritage Park to Evening Group Activity—*Hotel Lobby*6:00 PM Group Dinner at This is the Place State Park Outdoor Bowery. Dutch Oven Beef & BBQ  
Turkey by Cow Camp Catering

8:00 PM -8:30 PM: Trolley Buses Load Back to Hotel



## 2014 Conference Agenda continued —

**Thursday June 12 “Leave a Legacy”**

Session Chair: Jay Olsen

- 7:00 AM Denny Jackson Storytelling Breakfast  
(Event open to all)
- 8:15 AM “RME and Farm Business Management Education”  
—J. Shannon Neibergs, Director, Western Center  
for Risk Management Education
- 9:00 AM “Agriculture Water: Protecting the Future of  
Our Nation”  
— Warren Peterson, VP of Farmland Reserve



**"Top o' the Mornin'!" Ira Beckman (L) and Pat Harrington telling stories during the Denny Jackson Storytelling Breakfast Thursday morning.**



**Jim Kelm (L) visits with Burke Teichert**



**Mark Holkup (L) presents Doug Wertish his Retiring Officer Plaque**



**Dr. Laurence Crane**



**Larry Hatfield**



**Jon Wall**



## 2014 Conference Highlights



**Bronze sculpture "WWII Airman" by James Avati at the Hill Aerospace Museum Tour**



**Ira Beckman & Wayne Pike at Hill AFB Aerospace Museum**



**Leonard Blackham presented "Ag in the West and Challenges & Opportunities for Agriculture"**



**Al Dustin introducing Bill Hopkin. Mr. Hopkin presented "Consensus Building in Agriculture: Peer Groups to Manage for a Common Goal"**



**Dr. Ruby Ward presented a workshop on the Farmers Tax Guide**



**Our Wednesday night picnic was held at This-Is-The-Place State Park & Outdoor Bowery**



**Monday Morning Reunion: Laurie Morris, Virginia Berger, Ira Beckman**



**Touring hay processor and exporter Bailey Farms International**



**Hay Compressing Machine at Bailey Farms International**

## Minutes of the Annual Spring Board Meeting

April 24, 2014 • Conducted via Conference Call

The meeting was called to order by President Mark Holkup at 8:30 a.m. CDT. Those participating in the meeting were Mark Holkup, Jim McCuiston, Myron Oftedahl, Will Walter, Doug Wertish, Jennifer Smith, Deb Pike, Jay Olsen (departed midsession), Ira Beckman.

Jay Olsen reviewed the agenda of the upcoming National Conference in Salt Lake City, UT. Details were shared about the speakers, breakout sessions, and tours.

A motion to approve the minutes from the fall board meeting, supplied by Secretary Walter, was made by Ira Beckman, seconded by Myron Oftedahl. Motion carried.

The Treasurer's report was presented by Myron. Some discussion was held on how to document the \$10,000 received from CHS that is earmarked for scholarships yet to be paid out. The 3-31-14 checking account balance was \$9,810, other assets of \$29,147 = Total Assets of \$38,957. With the \$10,000 liability to be expended for the scholarships, Equity is \$28,957. For fiscal year 2013-14, there was \$21,943 of Revenue less Expenses of \$31,100, for a net loss of (\$9,156). Myron is to procure an audit committee to review the records prior to convention. A motion to approve the report was made by Jim McCuiston, seconded by Ira Beckman. Motion carried.

Jennifer Smith reported on the progress of sponsorship commitments for the conference. Most of the past support is in place for the 2014 conference, with a small amount yet to confirm and collect. Jennifer was directed to coordinate a meeting for the scholarship winners and William Nelson of CHS. The board expressed their appreciation for her efforts.

The CHS scholarship was discussed. A selection committee consisting of Mark, Doug, and Jim was appointed. Jay reported he had four applicants from his area that could pool together their expenses and allow for more to benefit from the scholarship. This was well received by the group, and all hoped for plenty of applicants. President Holkup encouraged all to step up the contact with colleges and universities to identify potential future FBM instructors to take advantage of this opportunity. Jim volunteered to be the conference "host" for the winners.

The agenda for the business meeting at the conference was brought up for discussion. The main things are to recruit officers, specifically for president elect and secretary which are elected annually. Also this year a replacement for Ira Beckman's position on the NCAE board will need to be nominated. Some names were mentioned as possible candidates, and board members set goals to contact these people. Direction was given as to who supplies whom with the proper information for the conference packet information.

**Awards:** In an amendment of an initial motion made by Jim McCuiston, Ira Beckman moved to honor two organizations for the Distinguished Service Award- Friend. Myron seconded. Motion carried.

Deb Pike strongly encouraged the members to get the information needed for the Annual Report submitted as soon as possible. She will coordinate the printing and Doug Wertish will bring them to the conference.

With no further business to conduct, the meeting was declared adjourned at 10:25 a.m.

Respectfully submitted,  
Will Walter, Secretary

## **Minutes of the Pre-Conference Board Meeting**

**June 8, 2014 • Radisson Hotel, Salt Lake City, UT**

President Holkup called the meeting to order at 1:05 p.m.

Board members present: Mark Holkup, Doug Wertish, Ira Beckman, Jay Olsen, Jim McCuistion, Will Walter, and Myron Oftedahl. Communications Director Debra Pike also attended.

The spring conference call minutes were read by Will. Jim moved to approve the minutes, Ira seconded. Motion carried.

The treasurer's report was viewed from the Annual Report and will be presented at the business meeting on Monday. Discussion was held on the net operating loss the last two years. It was determined a need to facilitate a discussion among the membership for directive ideas to sustain the organization.

A motion to award the conference scholarship winners an affiliate membership was made by Jim, seconded by Ira. Motion carried.

Discussion was held on potential officer candidates for the NCAE Representative, Secretary, Treasurer, and President-elect. The nominees are to be announced at the Monday business meeting.

Jay gave a final update on the conference agenda and activities. He reported that there are 98 participants registered for the conference. Additionally there are 10 scholarship recipients, 81 spouse and family members for a total of 189 attending. The board expressed their gratitude to him and the entire Utah group's efforts in the conference planning.

The topic of the Communication Director's compensation was discussed. Ira moved to increase the salary to \$1,250/quarter for a sum of \$5,000/year. Will seconded. Motion carried.

Jim moved to adjourn the meeting, Doug seconded. Motion carried.

Will Walter  
NFRBMEA Secretary



**Mark Holkup, Will Walter, Jim McCuistion, Myron Oftedahl, Ira Beckman, Doug Wertish and Jay D. Olsen**



## Pre-Conference Joint Board Meeting Minutes

June 8, 2014 • Radisson Hotel, Salt Lake City, UT

Those in attendance at the Joint Board Meeting of NAFBAS & NFRBMEA: Anthony Barrett (NE), Doug Wertish (MN), Ira Beckman (MN), Jim McCabe (IL), Mike Harer (WI), Mark Holkup (ND), Bob Rhea (IL), Don Nitchie (MN), Myron Oftedahl (MN), Deb Pike (MN), Rush Midkiff (KY), Jim McCuistion (CO), Virginia Berger (IA), Will Walter (SD), and Mark Wood (KS).

The meeting was called to order at 4:00 pm by Jim McCabe. Jim 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 fall joint board meeting (September 23 & 24, 2013) were reviewed. It was noted that IAMBEA should be IABMEA. The change was noted. Myron Oftedahl made a motion to accept the minutes with the noted change. This was seconded by Mark Wood and motion carried.

The Memorandum of Understanding was quickly reviewed. It was noted the MOU is now an ongoing agreement subject to 2 years notification of cancellation from either party. This had previously been a 3 year agreement that was renewed as needed.

The pre-conference training workshop was then discussed. This was again led by Tina Barrett & Dwight Raab. There were 9 attendees, 6 NAFBAS and 3 NFRBMEA. A group supper was attended Saturday evening with spouses to get a chance to know each other a bit more. This was the second year of this training. In 2013, approximately \$1,500 was spent for over 20 attendees. For 2014, it was expected costs would be around \$800.

First time attendees used to receive \$100 for attending. We are no longer doing this. However, in 2014 CHS has provided \$10,000 for scholarships. These scholarships are aimed at college students who are interested in this line of work and would like to attend the conference. There is a cap of \$1,250 per student. There are 10 students (mostly juniors) attending this year. The goal is to expose them to what we do to get them more interested and possibly have more options for a hiring pool in the future. The hope is this for continue yearly if the money is provided. The students do not pay a registration fee.

Illinois is hosting the 2015 conference in Rochester, NY. The tentative dates are June 14-18, 2015. It is narrowed down to the Radisson or Hyatt. This area of NY offers much diversity in agriculture. The evaluations from KS were discussed. It was noted that 33% of attendees at the KS conference favored a shorter conference period. There was some discussion on offering two types of registration. The first being a Sunday to Tuesday registration and the second being a Sunday to Thursday registration. The thought with this is to front load the "big" speakers early on for the people that want that and offer the tours, etc. later in the week for people to attend if wanted. There was much discussion if this would help boost attendance and how the selling of rooms would work since we pretty much have to guarantee a certain number of rooms booked for the week.

Jay D. Olsen quickly went over some of the 2014 numbers. There are 98 registered attendees and 10 scholarship students. There are also 79 family members which is up 20%. He also noted that the group is over on all required minimums at the hotel for breaks and meals and all rooms were sold. Therefore, there will be no issues on fees to the hotel for not meeting minimums. The attendance breakdown is 41 or 42 NFRBMEA and 47 or 48 NAFBAS. There is a few other extension or others. Jay also noted there have been some changes to the tour schedule due to logistical issues that are out of our control.

***Pre-Conference Joint Board Meeting Minutes, continued—***

2016 is leaning towards possibly South Dakota taking the lead. If so, the Sioux Falls area would probably be the desired location for ease of travel. 2017 has hinted at Iowa taking the lead. Possible locations could be Des Moines or the Quad Cities area.

**Committee Reports:**

**USDA:** This group is meeting at Wednesday breakfast.

**Technology/Resource:** Rob Holcomb is leading. They are meeting Monday at 3:30 pm.

**Fundraising:** Jennifer Smith is the point person on this. Doug Wertish has also been helping. It was noted that longtime supporter CHS is a \$4,000 sponsor again and also providing the \$10,000 in scholarships. As always, the national sponsorships are essential and need to be relied on every year. This along with local sponsors every year make the conference great.

**Analysis Database:** This has been de-activated and is now being looked at by the NAFBAS state leaders in their annual meeting.

Ira Beckman is a member of the National Council for Ag Education. 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? NFRBMEA has been involved with this for over 30 years.

The Farm Bill Initiatives and Grant were discussed. IL, Texas A&M, and others were awarded \$3 million to train producers about choices on the new farm bill. USDA also has grants along with NIFA to support analysis and benchmarking. Several states have received some of this money in past years to further their programs to increase numbers and benchmarking. Jim Kelm and Dwight Raab held a presentation to Farm Futures Young Farmers Boot Camp and also had an article in Successful Farming. This was great in giving both our groups some national recognition.

Activities of new states were the next topic. Tennessee is up and coming and is in the process of getting a program started. They attended the state leaders meeting in St. Louis in August 2013 and went home with many good ideas to keep progressing.

It was brought up to possibly boost the pay for the work that Deb Pike puts into the website work. This can be a daunting task and Deb does it well. The website is a valuable tool to get the word out about agendas, etc. and also for conference registration. Is there a sponsorship activity that could help pay for this? Mark Wood made a motion effective for the 2015 conference to pay Deb Pike \$2,500 for her website work. This was seconded by Jim McCuiston and motion carried.

Rob Holcomb has put together the conference notebooks for the last several years. He has indicated he would like to phase out of this duty. Therefore, we are looking for someone to start taking over these duties. NFRBMEA will defer this to their secretary and Jim McCabe will work on the NAFBAS group to identify someone to help.

The last agenda item was to set dates for the next joint board meeting. September 18 and 19, 2014 was chosen. The location again will be Omaha, NE. This location worked well last year as flights are reasonable and the airport is in close proximity to the hotel. Omaha, is also a pretty central location for all who drive.

Virginia Berger made the motion to adjourn, seconded by Ira Beckman, and motion carried unanimously! Respectfully submitted,

Anthony L. Barrett, Appointed Secretary for Joint Board Meeting

## **29th Annual NFRBMEA Business Meeting Minutes**

**June 9 & 11, 2014 • Salt Lake City, UT**

President Holkup called the meeting to order at 3:30 p.m.

A motion to approve the agenda was made by Pat Harrington, seconded by Ron Smithberg. Motion carried.

The minutes of the 2013 business meeting were available to members in the 2013-14 Annual Report. Jack LaValla moved to approve, Gary Thome seconded.

Treasurer Myron Oftedahl presented the NFRBMEA financial status by leading those in attendance through the Financial Statements. Upon year-end March 31, 2014, the organization had an equity balance of \$28,957. The fiscal year '13-'14 showed a net operating loss of \$9156. The proposed '14-'15 budget projecting a \$3,650 loss was reviewed. After much discussion of multiple ways to increase revenue being suggested, a motion to approve the Treasurer's report was made by Josh Tjosaas, seconded by Jay Olsen. Motion carried.

Jim Kelm moved to eliminate the affiliate membership classification, thus creating one membership structure. Lance Brower seconded the motion. Jennifer Smith moved to amend the motion to allow the current prepaid affiliate members to retain their status, Ira Beckman seconded the motion. Motion carried. The initial motion was then approved.

Ira Beckman moved to set the membership dues at \$60, Lori Tonak seconded. Discussion was held with excellent participation from the group. Ron Smithberg moved to amend the motion to \$80/membership, Sonja Flaagan seconded. The amendment failed. The original motion for \$60 dues carried.

Discussion was held as to why some NFRBMEA association members do not attend the conference. Keith Torgerson moved to direct the board to survey the non-attendees to obtain the reasons that they did not attend, Lori Tonak seconded. Motion carried.

Secretary Walter led the Roll Call of States. The written reports were in the Annual Report and representatives present gave a brief overview of their state's program.

Past President Doug Wertish presented nominations for the following officer positions: President, Jim McCuiston; President-elect, Will Walter; Secretary, Rodney Armstrong; Treasurer, Myron Oftedahl; NCAE representative, Josh Tjosaas. The election will take place at the concluding session of the meeting on Wednesday.

At 5:00, President Holkup declared the meeting recessed to Wednesday. The meeting reconvened at 4:00 p.m. June 11th.

Deb Pike gave the Communications Director's report. She stated that there are 82 active and 22 affiliate members that have paid dues for 2014. Deb also noted current FBM position openings, and refreshed members of the information available on the website throughout the year.



***Minutes of the 29th Annual NFRBMEA Business Meeting, continued—***

Doug Wertish presented the annual NFRBMEA report. Doug noted the \$10,000 CHS conference scholarship program this year. CHS wants to expand the program for next year. He reiterated the importance of maintaining and seeking new financial supporters for the conferences.

Jennifer Smith gave a report on the industry relations committee. The group recognized Jennifer Smith for her multiple years of efforts.

President Holkup reminded members of the 2015 Conference in Rochester, NY to be hosted by Illinois NAFBAS. The 2016 Conference is tentatively set for Sioux Falls, SD. The 2017 Conference will be hosted by the Iowa NAFBAS organization and be held in their state.

Election of Officers: Past President Wertish asked for further nominations from the floor. Pat Harrington moved to cease nominations, Wayne Pike seconded. Jack Lavalla moved to cast a unanimous ballot for the slate of officer candidates, Ira Beckman seconded. Motion carried. The officers for 2014-2015 will be: President Jim McCuiston, President-elect Will Walter, Past President Mark Holkup, Secretary Rodney Armstrong, Treasurer; Myron Oftedahl, and NCAE Representative Josh Tjosaas.

A Retiring Officer plaque was presented to Doug Wertish for his years of service to NFRBMEA. The group also recognized Past President Wertish for his service with a round of applause.

A motion to adjourn was made by Al Graner, Gary Thome seconded. Motion carried.

Will Walter

NFRBMEA Secretary



**NFRBMEA Representative on the National Council for Agricultural Education Association Ira Beckman (MN) reports on Council activities. Although Ira's "official" term on The Council ended December 31, 2014, he serves as their Past President through the end of 2015.**

## Minutes of the Post-Conference Board Meeting

June 12, 2014 • Radisson Hotel, Salt Lake City, UT

The meeting was called to order at 11:30 AM by President Jim McCuistion. Members present were Mark Holkup, Will Walter, Deb Pike, Wayne Pike, Myron Oftedahl, Rodney Armstrong, Ira Beckman and Josh Tjosaas.

Discussion took place on the following topics:

- Dues increase-the intent of the motion passed at the Monday meeting regarding the increase in dues was to increase dues to \$60 for both active and affiliate members for 2015-16. By-laws need to be checked to clarify voting rights of affiliate members.
- Deb asked new board members to submit bios and pictures for the website as well as any updates for current members.
- Getting more states to become involved in NFRBMEA. Work has been done on this in the past.
- Wayne has volunteered to serve as industry relations committee chair. He discussed ideas of how to build relationships with corporate sponsors. The board gave Wayne latitude to form committees and recruit assistance as necessary.

Mark moved, Ira seconded to hire Deb Pike as Communications Director for the coming year. Motion carried.

Ira moved, Josh seconded to clarify the motion passed at the pre-conference meeting that the communications director's salary increase is to take effect on July 1, 2014. Motion carried.

The fall board meeting and joint NFRBMEA/NAFBAS meeting will be September 18-19 in Omaha, NE. The second week of June was suggested as the preferred date for the 2016 conference in Sioux Falls.

Mark moved to adjourn, Ira seconded. Motion carried.

Rodney Armstrong



**Post-Conference Tour Group that traveled to Deseret Land & Livestock Company —Photo by Lauri / Jay D. Olsen**

## **Minutes of the Annual Fall Board Meeting**

**September 18, 2014 • Country Inn & Suites • Carter Lake, IA (Omaha)**

Attendance: Jim McCuiston, Mark Holkup, Will Walter, Myron Oftedahl, Rodney Armstrong, Deb Pike

Additions to the agenda were approved.

The meeting was called to order by President Jim McCuiston at 8:06 AM.

Minutes of the post-conference meeting on June 12 were reviewed. Mark moved, Myron seconded to approve the minutes as presented. Motion carried.

A conference call took place with Wayne Pike, NFRBMEA conference sponsorship coordinator. Wayne emphasized the importance of developing and maintaining contacts and relationships with industry and other agricultural organizations and that we all need to be part of this process. A NAFBAS representative is needed to work with Wayne in this capacity.

The treasurer's report was presented by Myron. Extensive discussion took place on the CHS conference scholarship—how it worked at Utah and how to make it work better in the future. We need to make sure the scholarship funds are spent fairly and appropriately. Several proposals were looked at. We likely need to place dollar limits on travel and meals. Mark indicated we plan to request a \$15,000 grant from CHS for the 2015 conference. Mark moved, Rodney seconded to approve the treasurer's report. Motion carried.

President Jim McCuiston appointed Mark Holkup and Will Walter to serve on the 2015 conference scholarship committee with one NAFBAS representative. They will meet by email, after the CHS grant request is approved, to structure the application and select recipients.

Mark moved, Will seconded to approve the treasurer transferring funds from the Ameriprise account to the NFRBMEA checking account at his discretion to maintain an adequate balance. Motion carried.

Communications Director Deb Pike gave her report. Web site content was covered. Membership is presently at 82--70 regular, 11 affiliate, and 1 honorary. There are still concerns about the motion passed at the 2014 annual meeting in Salt Lake eliminating affiliate membership in NFRBMEA. There is a question whether we can do that without changing our by-laws. Jim will investigate the matter. Deb has sent out 66 letters to individuals who have been members in past years but have not paid dues for 2014-15 with the hope of increasing our membership roll. We would like to have a system of cross-checking NFRBMEA affiliation when registering for national conference as a way of assuring dues are paid. Nuts and Bolts needs instructor input for content—articles pertaining to farm business management.

Will Walter reported on the status of plans for the 2016 conference to be held in Sioux Falls. Meeting adjourned at 11:45.

Respectfully submitted,  
Rodney Armstrong, Secretary

## NFRBMEA / NAFBAS Joint Fall Board Meeting Minutes

September 18-19, 2014 • Country Inn & Suites, Carter Lake, IA (Omaha)

(Jim McCabe volunteered to serve as meeting chair and Rodney Armstrong volunteered to serve as meeting secretary.)

Members present: Anthony Barrett-NE, Jim McCuiston-CO, Mark Holkup-ND, Will Walter- SD, Don Nitchie-MN, Myron Oftedahl-MN, Rodney Armstrong-ND, Deb Pike-MN, Amanda Jenkins-KY, Virginia Berger-IA, Bob Rhea-IL, Jim McCabe-IL, Mark Wood-KS, Michelle Greenlee-NE.

The meeting was called to order at 1:05 by Chair Jim McCabe.

Minutes of the June 8, Salt Lake City conference meeting were presented. Jim McCuiston moved to approve the minutes as presented, Mark Holkup seconded. Motion carried

The NFRBMEA/NAFBAS Memorandum of Understanding was reviewed.

Bob Rhea reported on a successful and meaningful NAFBAS state leaders meeting at St Louis in August.

Bob led discussion on the following committee reports:

- USDA Activities: Assist in distribution of information. Working with clients on farm bill decisions. Nurturing contacts on a national level within USDA and farm organizations.
- Technology/Resource: Discussed the role of big data in agriculture. Virginia Berger has a power point presentation available on precision agriculture. Josh Tjosaas gave an excellent workshop on agricultural apps at Utah.
- Fundraising/Sponsors: Discussion on the need for continuity in recruitment and maintenance of national sponsorship contacts. Jim McCuiston and Wayne Pike will represent NFRBMEA on a national sponsor committee. NAFBAS will appoint a representative at their fall meeting. Emphasized the importance of having sponsorship funds paid prior to our conference since CFFM requests an advance on the registration.
- Analysis Database: Discussion on: identifying client peer groups that are underserved as well as new peer groups; building a national footprint with our data; handling large multiple- entity farms (do we need specialists for this?); doing more analyses more efficiently.

Since IABME no longer exists, the CHS scholarship program has taken on the role of encouraging young people to attend our national conference and consider careers in farm business management. Mark Holkup reported on last year's process and how to improve it for 2015. We have submitted a grant application for \$15,000 to CHS for this year's program. Mark Holkup, Virginia Berger and Will Walter volunteered to screen the scholarship applications this year. There may be other organizations that would fund similar scholarships.

The National Benchmarking Center was discussed. The Center for Farm Financial Management at the University of Minnesota (Finpack and FINBIN) serves as the national benchmarking center. USDA grants have been available for the last six years and are being administered regionally this year. These grants are for farm management programs in our organizations to expand the number of analyses done and assist in the distribution of the information. Members came up with several states that are doing farm analyses and may be interested in our organizations—Alabama, Tennessee, North Carolina, Georgia and Vermont.

***Minutes of the Joint Fall Board Meeting, continued—***

Myron Oftedahl described the purpose and makeup of the National Council on Agricultural Education (NCAE). Ira Beckman's term is up in January. He will be serving another year as past president and Josh Tjosaas is farm and ranch business management's new representative.

Awards of Appreciation—Nominations of individuals to receive Awards of Appreciation were received and discussed.

Jim McCabe led discussion on the survey of 2014 National Conference attendees. We are hoping to use more electronic surveys during the Rochester conference next year.

Meeting adjourned for the evening.

**Friday, September 19**

The meeting was called to order by Jim McCabe.

The 2014 National Conference in Salt Lake City was discussed. The overall profit was \$5634.75. Discussion took place on the following topics-- how the CHS Scholarship program affected conference financials. We hope to award ten scholarships in 2015 paying all expenses (with a cap on meals and travel); conference insurance and audio-visual costs; state tax exemption was allowed by Utah; meal guarantees vs. meals served; option of registering for one day (N/A for Rochester, possibly Sioux Falls); length and cost of the conference were viewed favorably in the survey; type and quality of hotel for future conferences.

The 2016 conference will be in Sioux Falls, SD on June 12-16. Jim McCuiston moved to appoint the 2016 Conference planning committee of Allissa Fosdick and Dan Nitchie from NAFBAS and Will Walter and Mark Holkup from NFRBMEA. Seconded and carried. 2016 will be the triennial conference with the North Central Extension Ag Economists so a representative will be needed from them.

Iowa is being considered for the 2017 conference

Dan Nitchie presented thoughts on communicating with administrators the value of funding trips to our national conference.

Jim McCabe went over the tentative 2015 conference schedule for Rochester. Conference registration costs were discussed. The current proposal is \$375/attendee, \$83/spouse, and \$25/child. The importance of good attendance and more national sponsors was stressed.

Jim McCabe declared the meeting adjourned at 11:15 AM.





## 2014 Spouse & Family Tour



**Monday Morning Spouse Activity:** Our guide gave us an overview of the Temple Square Gardens.



**Courtyard behind Lion House and Beehive House, Temple Square Garden Tour.**



**Temple Square Garden Tour:** Bride reflected in pool.



**Joseph Smith Memorial Building**



**Impatiens, Geraniums, Wax Begonias, Coleus and Tradescantia**



**The Utah State Capitol, viewed from the Church Office Building 28th Floor Observation Deck**



**Dining room of the Beehive House, Brigham Young's residence**



**The Monday morning Garden Tour gave spouses a chance to catch up with each other in a beautiful setting.**



**Just one of the many beautiful fountains and water features in the Temple Square Gardens**



## NFRBMEA Income Statement 2014 - 2015

	Actual 13-14	Budget 14-15	Actual 14-15
<b>INFLOWS</b>			
Advertising	\$ -	\$ 400.00	\$ -
Conference Net Revenue	\$ 3,623.09	\$ 5,000.00	\$ 3,317.38
Dues 126 @ \$30	\$ 3,860.00	\$ 4,000.00	\$ 3,660.00
Interest Income	\$ 460.12	\$ 100.00	\$ 354.93
Fall Board Mtg Reimbursement	\$ -	\$ -	\$ -
Scholarships & Conference	\$14,000.00	\$ -	\$ -
Total Revenue	\$21,943.21	\$ 9,500.00	\$ 7,332.31
<b>OUTFLOWS</b>			
Awards and Recognition	\$ 345.00	\$ 300.00	\$ 49.87
Board Meeting Expense	\$ 2,413.92	\$ 3,000.00	\$ 1,055.30
Conference Expense - CFFM	\$ 42.00	\$ -	\$ 38.25
Legal & Prof	\$ 200.00	\$ 500.00	\$ 250.00
National Council Contribution	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00
National Council Travel	\$ 1,480.67	\$ 2,000.00	\$ 1,243.53
Publications/NUTS & BOLTS	\$ 290.00	\$ 350.00	\$ -
Recruitment/Special Projects	\$ -	\$ -	\$ -
Supplies, Copies, Postage	\$ 116.54	\$ 200.00	\$ 79.69
Treasurer Compensation	\$ 500.00	\$ 500.00	\$ 500.00
2014 Conference	\$ 4,000.00	\$ -	\$ 10,000.00
Donations	\$ -	\$ -	\$ -
Web Page Expense	\$ 4,000.00	\$ 4,400.00	\$ 4,038.80
Total Expenses	\$ 15,388.13	\$13,250.00	\$ 19,255.44
CHS Scholarship -Encumbered	\$10,000.00	\$ -	\$ -
Total Expenditures	\$ 25,388.13	\$ -	\$ -
Inflow - Outflow	\$(3,444.92)	\$(3,750.00)	\$ (11,923.13)

2014-15 Conference revenue includes \$500 received for 2013 Kansas City Conference  
2014-15 Conference expense of \$10,000.00 is encumbered in 2013-14



## 2014 - 2015 NFRBMEA Balance Sheet

	As of March 31, 2014	As of March 31, 2015
<b>Assets</b>		
NFRBMEA Checking	\$ (190.13)	\$ 13,787.36
CHS Scholarship for 2014 Conference	\$ 10,000.00	\$ -
Total Checking	\$ 9,809.87	\$ 13,787.36
Total Current Assets	\$ 9,809.87	\$ 13,787.36
CD #20568 (0.30%, Mat. 8/19/15)	\$ 6,207.05	\$ -
Ameriprise	\$ 20,401.29	\$ 10,707.72
National Farm Mgt. Conference	\$ 2,500.00	\$ 2,500.00
Total Other Assets	\$ 29,108.34	\$ 13,207.72
<b>Total Assets</b>	<b>\$ 38,918.21</b>	<b>\$ 26,995.08</b>
<b>Liabilities</b>		
CHS Scholarship 2014 Conference	\$ 10,000.00	\$ -
Total Liabilities	\$ 10,000.00	\$ -
<b>Equity</b>		
Equity	\$ 28,918.21	\$ 26,995.08



## Approved 2015 - 2016 Budget

### June 2014

#### Inflows

Advertising	\$ 400.00
Conference Revenue	\$ 5,000.00
Dues (100 @ \$60)	\$ 6,000.00
Dues– Affiliate (all dues @ \$60)	\$ -
Interest Income	\$ 200.00

**Total Revenue** **\$ 11,600.00**

#### 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	\$ 5,400.00

**Total Expenses** **\$ 14,100.00**

Inflows - Outflows **\$ (2,500.00)**

## Proposed 2016 - 2017 Budget

### Inflows

Advertising	\$ 400.00
Conference Revenue	\$ 5,000.00
Dues (100 @ \$60)	\$ 6,000.00
Dues— Affiliate	\$ -
Interest Income	\$ 200.00

**Total Revenue** **\$ 11,600.00**

### Outflows

Awards & Recognition	\$ 300.00
Board Meeting Expense	\$ 2,000.00
Conference Expense— CFFM	\$ 50.00
Legal & Professional	\$ 300.00
National Council	\$ 3,500.00
Publications/Nuts & Bolts	\$ 350.00
Recruitment/Special Projects	
Supplies, Copies, Postage	\$ 200.00
Treasurer Compensation	\$ 500.00
Web Page Expense	\$ 5,400.00

**Total Expenses** **\$ 12,600.00**

Inflows - Outflows **\$ (1,000.00)**



## Thank You, 2014 Conference Sponsors & Exhibitors

### **Titanium Sponsor**

CHS Foundation

### **Gold Sponsor**

CHS Foundation

### **Silver Sponsor**

John Deere World Headquarters

### **Bronze Sponsors**

Center for Farm Financial Management (In-Kind)

National Crop Insurance Services

Western Ag Credit

### **Vendor Sponsors**

BASE—Benefit Administration for the Self-Employed

CAMS—Cargill AgHorizons Marketing Services

Farm Financial Standards Council

PcMars Farm Accounting Software (In-Kind)

TASC— Total Administrative Services Corporation

Vertical Solutions, Inc. / Easy Farm Software



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