

# *NFRBMEA* INC.

## **2015-16 Annual Report**



*"From the Farm to Your Table"*

National Farm and Ranch Business Management Education Association, Inc.



## Table of Contents

Mission Statement .....	2
2015-16 Board of Directors .....	3
The History of NFRBMEA, Inc. ....	4
NAFBAS Cooperation .....	4
Membership & Demographics .....	5
Communications .....	6
National Council for Agricultural Education Update .....	7
2015 National Farm Business Management Conference Agenda .....	8
2015 Conference Highlights .....	11
Minutes of the Annual Spring Board Meeting .....	13
Minutes of the Pre-Conference Board Meeting .....	14
Pre-Conference Joint Board Meeting Minutes .....	15
Minutes of the 30th Annual NFRBMEA Business Meeting .....	17
2015 Conference Tours .....	19
Minutes of the Post-Conference Board Meeting .....	22
Minutes of the Annual Fall Board Meeting .....	23
NFRBMEA / NAFBAS Joint Fall Board Meeting Minutes .....	24
2015 - 16 NFRBMEA Income Statement .....	27
2015 - 16 NFRBMEA Balance Sheet .....	28
Approved 2016 -17 Budget .....	29
Proposed 2017 - 18 Budget .....	30
2015 Conference Sponsors & Exhibitors .....	31
NFRBMEA Contacts .....	32
Notes .....	33



## **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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## 2015-16 Board of Directors



Will Walter

### President

Will Walter, Mitchell, SD

### President Elect

David Gillman, Roosevelt, UT



David Gillman

### Past President

Jim McCuiston, Sugar City, CO



Jim McCuiston

### Secretary

Rodney Armstrong, Bottineau, ND



Rodney Armstrong

### Treasurer

Myron Oftedahl, Glencoe, MN



Myron Oftedahl

### National Council Representative

Josh Tjosaas, Wolverton, MN

### 2016 Conference Chair

Will Walter, Mitchell, SD



Josh Tjosaas

### Conference Sponsorship Coordinator

Wayne Pike, Rochester, MN



Wayne Pike

### 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.

## 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.

### 2015 - 16 MEMBERSHIP DEMOGRAPHICS

	<u>Regular</u>	<u>Affiliate</u>		<u>Regular</u>	<u>Affiliate</u>
Colorado	4	-	Oklahoma	1	-
Illinois	1	1	Oregon	1	-
Kentucky	-	1	Pennsylvania	1	-
Minnesota	37	3	South Dakota	6	1
Missouri	4	-	Utah	4	-
North Dakota	18	2	Vermont	2	-
Nebraska	1	-	Wisconsin	4	-
Ohio	3	-			
			<b>*TOTALS:</b>	<b>87</b>	<b>8</b>

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

\*This compares with 83 Regular / 33 Affiliate members in 2014-15.



## 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**



**2015 Conference Website**



## National Council for Agricultural Education Update

Josh Tjosaas, NFRBMEA Representative to NCAE

The vision of the National Council for Agricultural Education is to be the collective leadership voice for Agricultural education in the United States.

Since the last update we have met via several conference calls, and I attended our Spring NCAE Board meeting in Indianapolis, Indiana from March 22 – 24, 2016. Once again, we have decided to have our face to face meetings in Indianapolis if possible to save member organizations money. I will try to summarize the major activities of the Council, and those in particular that impact NFRBMEA members.

The financial position for the Council has not changed much since my last update. We have current assets of about \$276,292 as of April 30. This fiscal year we have received \$171,383 in revenue and have had \$138,001 in expenses.

We are reevaluating the mission, goals and strategic plan for the next few years in June 2016. As President-Elect, I will be serving as the chair of the committee tasked with creating a draft of our vision, goals and strategic plan for 2016-2019. Some of the highlights of the Council activities for 2015-2016 were: Teach Ag Campaign, CASE updates, Planning for Smith Hughes Anniversary, Completion of the National Quality Program Standards, Completion and Introduction of updated National AFNR Content Standards.



We have conference calls scheduled for the third Thursday of each month and our next face to face meeting will be in Indianapolis from Sept 13 – 15, 2016. I will be assuming the role of President of the Council on January 1, 2017.

In December of 2017, my official term of representing NFRBMEA will be coming to an end, however I will continue on the Council for one additional year as Past President. I will be looking for a potential replacement for the NFRBMEA representative in 2017 to get acquainted with the position and responsibilities. Remember to visit our website at <https://www.ffa.org/thecouncil/>.



Our outgoing & incoming Reps on the NCAE Board Ira Beckman (L) and Josh Tjosaas



## 2015 Conference Agenda

### **Saturday June 13**

- 1:00 PM Early Career Professional Training Session —*Tina Barrett & Dwight Raab*
- 5:30 PM Early Career Dinner at Dinosaur BBQ (meet in the Lobby)

### **Sunday June 14**

**Session Chair: Brett Goodwin**

- 8:30 AM Early Career Professional Training Session —*Tina Barrett & Dwight Raab*
- 9:00 AM NFRBMEA Board Meeting
- 11:45 AM Early Career Professional Training Session concludes
- 1:00 PM Conference Registration Begins
- Family Entertainment & Suggested Activities
- 2:00 PM NAFBAS Board Meeting
- 3:00 PM NFRBMEA Past Presidents' Meeting
- 4:00 PM NAFBAS/NFRBMEA Joint Board Meeting
- 6:00 PM Evening Welcome Reception
- 6:50 PM Welcome —*Dean Kathryn Boor, College of Agriculture & Life Sciences, Cornell University*
- 7:00 PM Overview of the 2015 Conference —*Jim McCabe*
- 7:15 PM Entertainment —*The Eastman School of Music*
- 8:00 PM Adjourn

### **Monday June 15**

**Session Chair: Scott Newport**

- 6:00 AM Vendor Set-up —*Wayne Pike, Coordinator*
- 7:00 AM Breakfast at the Hotel
- 7:00 AM CHS Scholarship Recipients' Breakfast
- 7:10 AM First-Timers' Meeting —*Will Walter, President-Elect, NFRBMEA & Brett Goodwin, NAFBAS*
- 7:30 AM Registration Continues
- 8:00 AM General Session (Sponsored By Farm Credit)
- "Welcome to the 2015 Conference" —*Jim McCabe, NAFBAS & Jim McCuistion, NFRBMEA*
- 8:05 AM "Welcome to Rochester" —*Don Jeffries, President and CEO, RochesterCVB*
- 8:15 AM "Where Are We and How Did We Get Here? Looking at the Financial Plan for the Future" —*Dr. Paul Elinger, University of Illinois*
- 9:00 AM "Working With Your Farmers With Thin Margins: What is the Plan?"  
— *Panel discussion led by Dr. Paul Elinger*
- 10:00 AM BREAK – See Vendors

**2015 Conference Agenda continued —****Monday June 15 (continued)**

- 10:20 AM "Farm Labor Meeting the Legal Requirements"  
— Panel discussion led by Dean Norton, New York Farm Bureau
- 12:00 PM Luncheon at Hotel (Sponsored by 1<sup>st</sup> Farm Credit & Farm Credit Illinois)  
Video Presentation by Farm Credit
- 1:15 PM "Conveying the Positive View from the Farm Perspective: Being the Advocate for Agriculture" —Katie Pratt
- 2:00 PM "Viticulture & Meeting the Consumers' Needs and Still Making a Profit"  
—Steven Richards, Casalarga Vineyards
- 3:00 PM BREAK – See Vendors
- 3:20 PM "What Have Plant Breeding & Genetics Done for Your Food, and What Might They Do in the Future?" — Dr. Margaret Smith, Cornell University
- 4:30 PM Adjourn
- 5:15 PM Optional Special Event: Vineyard Tour, Wine & Beer Tasting and Dinner
- 6:30 PM Evening on your own, if not on the special event

**Tuesday June 16****Session Chair: Carla Doubet**

- 7:00 AM Breakfast at Hotel (sponsored by GROWMARK)
- 7:45 AM NAFBAS Committee Meetings  
NFRBMEA Business Meeting  
NAFBAS State Leaders Meeting  
Scholarship Recipients' Meeting
- 9:00 AM Load buses for tours (See addendum for more information)
- 9:15 AM Buses Leave the Hotel
- 10:15 AM Tour stop #1
- 11:30 AM Leave Tour #1
- 12:00 PM Lunch
- 12:30 PM Tour stop #2
- 2:00 PM Leave Tour #2
- 3:00 PM Arrive back at Hotel
- 3:30 PM Early Career Review Session: Follow-up to Saturday & Sunday Sessions  
2016 Conference Planning Committee Meeting
- 5:30 PM Dinner, tours and movie at the Eastman House (Sponsored by CHS)
- 9:00 PM Group Outing concludes

**Wednesday June 17****Session Chair: Mark Holkup**

- 7:00 AM Breakfast at hotel
- 8:00 AM General Session (Sponsored by CFFM, & Illinois FBFM)
- 8:00 AM "Now That We Have the Precision Data, How Do We Use It For Better Decisions, & Who Owns the Data?" — Greg Cannon, Dow Agri Science
- 9:00 AM Speaker: Deputy Secretary of Agriculture Krysta Harden
- 9:45 AM BREAK

**2015 Conference Agenda continued —****Wednesday June 17 (continued)**

- 10:00 AM "How New York Apple Growers Are Addressing Workforce Challenges"  
—Thomas Maloney, Sr. Extension Associate, Charles H. Dyson School of Applied Economics & Management
- 11:00 AM "Perspectives on New York Agriculture and its Position in a Changing World"  
—Nathan Rudgers, Eastern Farm Credit
- 12:00 PM Lunch at Hotel (Sponsored by John Deere)  
2016 Conference Video Presentation
- 1:15 PM Breakout Sessions, Round 1 (Sponsored by GROWMARK):  
A: "What is Going on in My Office?" —Carla Doubet  
B: "Time Management: Getting the Work Done and Having Hours Left for Yourself"  
—Bob Brancato  
C: IRS Audits —Rush Midkiff & Renee Setzer
- 2:00 PM Breakout Sessions, Round 2:  
A: "What is Going on in My Office?" —Carla Doubet  
B: Tax Planning and Tax strategies —Anthony Barrett, Rob Holcomb  
C: Lacerte Tips: meet with the Lacerte Rep to see the new developments —Doug Duncan
- 2:45 PM BREAK (Sponsored by Miller Legal)
- 3:00 PM Breakout Sessions, Round 3:  
A: "Time Management: Getting the Work Done and Having Hours Left for Yourself"  
—Bob Brancato  
B: Building a Better Analysis  
C: Lacerte Tips: meet with the Lacerte Rep to see the new developments —Doug Duncan
- 3:45 PM Adjourn

**Thursday June 18****Session Chair:** Adam Drinkel

- 7:00 AM Denny Jackson Storytelling Breakfast (Sponsored by Guardian Wealth Mgt & Barash Everett) Host: Ira Beckman
- 8:00 AM William Nelson, CHS Foundation
- 8:15 AM CHS Scholarship Recipients Meeting with William Nelson  
General Session: "Being the Best While Working with our Farm Families" —Edward Staehr, Cornell University
- 9:15 AM Outlook for the Future of Agriculture —Dr. Jennifer Ifft, Cornell University
- 10:00 AM BREAK
- 10:15 AM NAFBAS Business Meeting  
NFRBMEA Business Meeting
- 11:30 AM Adjourn Conference
- 12:00 PM NFRBMEA Board Meeting



## 2015 Conference Highlights



**Performers from Eastman School of Music entertained us Sunday evening**



**Some of the 2015 CHS Scholarship Recipients**



**Don Jeffries, Rochester CVB**



***Monday morning First-Timers' Breakfast***



**"Working With Your Farmers With Thin Margins... What is Your Plan?" panel discussion led by Dr. Paul Elinger, U of IL**



**Dr. Margaret Smith, Cornell University talks about plant breeding & genetics**



**Deputy Secretary of Agriculture Krista Hardin**



**Farm Labor: Meeting the Legal Requirements-  
Dean Norton, NY Farm Bureau**

## 2015 Conference Highlights



George Eastman House



Bob Brancato: "Time Management"



Eastman House gardens



Wednesday General Session speaker  
Sean Arians



One of the Wednesday  
afternoon Breakouts



Stacy Davis (L) speaking with a  
conference attendee at the Base booth



Post-Conference Board Meeting



Edward Staehr, Cornell University



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

**April 21, 2015 • Via Conference Call**

Attendance: Jim McCuiston, Will Walter, Mark Holkup, Myron Oftedahl, Rodney Armstrong, Deb Pike. Meeting was called to order by President Jim McCuiston at 8 AM. Adjustments to the agenda were approved. Reports were emailed to board members prior to the meeting.

Secretary's Report: Minutes from the fall board meeting and the fall NFRBMEA/NAFBAS joint meeting were reviewed. After minor corrections, it was moved and seconded to approve the minutes and the secretary's report. Motion carried.

Treasurer's Report: Myron presented the March 31 Balance Sheet, April 30 Balance Sheet, and 2014-2015 FY Income Statement. Following discussion, it was moved and seconded to approve the Treasurer's report. Motion carried.

Deb Pike presented the Communications Director's Report. Membership: The status of membership classes is still unclear. Since the bylaws provide for active and affiliate membership, the motion from our last annual meeting to have one class of membership is likely invalid. The board will look further into resolving this matter. Website: Updates include minutes, sponsors, an interactive calendar with important dates and conference links. It was brought up that the NAFBAS link is not working.

NUTS & BOLTS: One issue was put out last fall. Deb emphasized that instructors need to submit articles if we are to continue with worthwhile quarterly issues. Real-Time Updates (RTUs) will be put out as needed. Annual Report: Deb volunteered to set up the annual report again. Discussion was held on printing alternatives.

National Council Report: Josh's report was emailed to board members.

CHS Scholarship Grant Report: Mark Holkup reported that the request for \$15,000 was approved by CHS. Seven applications have been received for scholarships to attend the national conference. One applicant withdrew and one will only be able to participate on a limited basis. The budgeted cost is \$1500-\$1600 per individual, depending on travel costs. Late applicants still being accepted. A link to the application is on the website. Mark will serve as host for the group. A meeting with the scholarship group will be held on the Monday of national conference with a few other instructors to inform them about what the job of farm business management instructor involves. Discussion held on how to register them online. They will be reimbursed at the conference if requested.

2015 Conference Planning Report (Rochester, NY)—Mark Holkup: NAFBAS will be handling registration differently this year but can still be accessed online through the website. The registration page should be available in a few days. An updated agenda is needed for our website. Myron has received about \$8000 so far from conference sponsors.

2016 Conference Planning Report (Sioux Falls, SD)—Will Walter: Some delay in communications with the North Central Extension Educators' group for planning. Sheraton is the first site choice. Bob Rhea will help with negotiating. Hope to have commitments within a month. Myron reminded to check on getting a sales tax exemption from South Dakota.

Distinguished Service Awards: Jim asked for nominations. A list of past award recipients is on our website under "FAQ".

Wayne Pike joined the meeting to answer any questions on his activities as conference sponsorship coordinator. His report was also emailed to the board earlier.

It was moved and seconded to adjourn the meeting. Our next meeting will be in Rochester, NY on June 14.

Respectfully submitted,  
Rodney Armstrong, Secretary

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

**June 14, 2015 • Hyatt Regency, Rochester, NY**

Attending: Jim McCuistion, Mark Holkup, Will Walter, Myron Oftedahl, Rodney Armstrong, Deb Pike, Wayne Pike.

Prior to the meeting Jim McCabe updated the board on the status of this week's conference. As of today there are 120 registrants and 81 additional family members registered.

The meeting was called to order by President Jim McCuistion at 8 AM.

The minutes from the spring board meeting were presented. Will moved and Myron seconded to approve the minutes. Motion carried.

Myron presented the Treasurer's report. There was discussion on the 2015-16 budget with concern for the negative cash flow we have been experiencing. Myron suggested using computer-generated checks so names and addresses can be updated as board membership changes. The board approved and granted Myron permission to order supplies as needed. Mark moved and Will seconded to approve the Treasurer's report. Motion carried.

Deb presented the Communications Director's report. Deb expressed her disappointment with the current NFRBMEA annual report printer and suggested a change for next year. Staples and on-line printing sites were suggested. Myron will check on other alternatives. Possible cost-saving changes to the annual report discussed were using less color and printing limited color copies for board members along with website availability. There was a general consensus that the printed, color copy of the report was important for the national conference.

Memberships are just starting to come in. Deb pointed out that currently our membership year is June 1-May 31 which is different than our fiscal year (April 1-March 31).

The copyright infringement issue on the website has been dormant since Myron sent a letter asking for full documentation of the issue before any payment would be made. The situation will remain on hold for the time being and no payment will be issued.

Further discussion took place on the need to address the membership classification and dues issue at the annual meeting. Mark suggested that the board make an executive decision to interpret the motion from the 2014 annual meeting as referring to dues and not membership classification.

Mark reported on the CHS Conference Scholarship. There were eight applicants this year and one withdrew. He projected using \$12,000 of the \$15,000 grant and hopes we can carry the unused funds over to next year and have more applicants. Wayne suggested that we should find a way to use it this year rather than sit on it for a year. Mark will discuss the matter with William Nelson of the CHS Foundation. President Jim appointed Mark, the Past President and President-Elect Will to serve on the scholarship committee for next year.

Wayne presented his Conference Sponsorship Coordinator report. Approximately \$30,000 has been raised from conference sponsors. Most of the current sponsors were retained and several new ones added. There has not been a lot of coordination with NAFBAS in securing sponsorships.

The officer slate for 2015-16 was discussed. We need candidates for secretary and president-elect. Rodney indicated he is willing to be a candidate for secretary again. The nominating committee will be seeking a candidate for President-Elect.

***Minutes of the Pre-Conference Board Meeting, continued—***

There was discussion on updating and maintaining our charter. The charter still has Wayne's name on it from several years ago. Wayne reviewed the requirements for maintaining our status as a 501(c)(3) organization. Mark moved and Myron seconded that after reviewing the activities and financial report of NFRBMEA, the executive board has determined that NFRBMEA meets the requirements of a 501(c)(3) organization. Motion carried.

Mark gave a brief report for the 2015 conference committee. There was discussion and questions on the registration process and its cost.

Will reported on the 2016 conference to be held in Sioux Falls. The conference will take place downtown at the Holiday Inn City Center. Rates are set at \$99/person or \$105 for a family suite. There will be no extra audio-visual charges or set-up fees. Will is looking for guidance and suggestions on program agenda and speakers.

Myron indicated that we need to find a new accountant to file our tax return.

Joint NAFBMEA/NAFBAS meeting agenda items: Conference registration procedure and cost, coordination in securing conference sponsors, and better communication between organizations on conference website.

Mark moved and Will seconded to adjourn. Motion carried.

Respectfully submitted,

Rodney Armstrong



## **Joint Pre-Conference Board Meeting Minutes**

**June 14, 2015 • Hyatt Regency, Rochester, NY**

Present: Bob Rhea (IL), Anthony Barrett (NE), Jim McCuiston (CO), Jim McCabe (IL), Amanda Jenkins (KY), Mark Holkup (ND), Mark Wood (KS), Rodney Armstrong (ND), Deb Pike (MN), Myron Oftedahl (MN), Larry Borton (MI), Mike Harer (WI), Michelle Greenlee (NE), Kent Vickre (IA), Robert Page (AL), Will Walter (SD) & Don Nitchie (MN).

Selection of Chair and Secretary – Will Walter volunteered for Chair, Don Nitchie for Secretary; meeting called to order at 4:20 pm by Will Walter.

Minutes of 2015 meeting were reviewed. Motion by Mark Wood to approve, second by Mark Holkup. Motion approved.

Bob Rhea discussed the MOU between the two organizations regarding the joint National Conference. He indicated it was working well and is an on-going and active MOU, and as such does not need annual renewal/approval.

An update was provided on the 2015 conference by Jim McCabe where he briefed the group on the agenda and various activities. Jim also updated the meeting on the electronic registration process

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

and arrangements with “Reg On-line”, which he felt was working well. He recommended that we continue this arrangement next year. Jim reported that there is \$25,925.00 in total sponsorships and briefed the group on other costs such as busing for tours. Registered attendance is 121, with family members the total group is 202.

Mike Harer briefed the group on this year’s Pre-Conference/Early Career Workshop. There were seven attendees. The NAFBAS board had already voted to continue the Pre-Conference offering next year, as this has been a NAFBAS project and was well-received. They will develop a program targeting 3-5 year career stage participants.

The CHS Scholarship program was discussed by Mark Holkup. It was a flat-fee program with seven recipients. Discussion followed of more ways to market this program.

The meeting was then briefed on two medical requests for registration refund and discussion of circumstances of when this should be approved. Mark Holkup moved that the refund be granted, seconded by Myron Oftedahl. Myron Oftedahl moved to amend the main motion stating that \$25 be deducted from the refund, second by Mark Wood. Discussion followed. The amendment failed. The Main Motion (without the amendment) was approved.

The meeting was then briefed on a copyright issue from a 2010 conference presentation. NFRBMEA will follow up.

Will Walter reported that the site selection process for the 2016 Conference in Sioux Falls had been completed and it proposed that it should be at the downtown Holiday Inn. Mark Holkup, Alyssa Fosdick and Don Nitchie will serve on the Planning Committee led by Will. This conference will include the Farm Management Extension Educators also. Motion by Jim McCabe, second by Mark Wood to accept the downtown Holiday Inn as the Sioux Falls site. Motion passed.

The 2017 conference was discussed and Iowa will host. Kent Vickre will provide leadership for the effort and Iowa proposed Des Moines as the location. Mark Holkup moved that Des Moines be the location, seconded by Rod Armstrong. Motion passed. Kent indicated that Kent Ruppert and Tom Thaden would be assisting in planning, as well as other NFRBMEA members to be named later. Jim McCuiston volunteered to be on the 2017 planning committee.

The fall joint board meeting was discussed & proposed to be held Sept. 15 & 16 in Sioux Falls. It was moved by Don Nitchie and seconded by Jim McCuiston to accept the dates and location. Motion approved.

The meeting was adjourned at 5:45 pm.

Minutes by Don Nitchie, NAFBAS Member



## **30th Annual NFRBMEA Business Meeting Minutes**

**June 16 & 18, 2015 • Hyatt Regency, Rochester, NY**

The 2015 Annual Business Meeting of the National Farm and Ranch Business Management Education Association was called to order by President Jim McCuistion on June 16 at 7:45 AM.

Mark Holkup introduced the 2015 CHS Scholarship attendees.

The Secretary's Report was presented by Rodney Armstrong. There was discussion on the membership classification motion from the 2014 annual meeting. Due to possible by-law conflicts, the board has made an executive interpretation that the motion referred to dues and not membership classification. Josh Tjosaas moved, Ira Beckman seconded to approve the secretary's report. Motion carried.

Treasurer's Report: Myron Oftedahl presented the audited 2014-15 income statement (-\$11,922.76 cash flow), the March 31, 2015 balance sheet (\$26,994.66 equity), and the proposed 2016-17 budget, all found in the Annual Report. Mark Holkup moved, Jay M. Olson seconded to approve the Treasurer's report. Motion carried.

The Roll Call of States was presented by Rodney Armstrong. Written reports are available in the digital conference notebook. Oral summaries were presented by Colorado, Minnesota, Missouri, North Dakota, Oklahoma, Pennsylvania, South Dakota, Utah, Ohio and Wisconsin.

President Jim called for a motion to recess until Thursday morning. Don Hagen moved, Miguel Saviroff seconded. Motion carried.

**June 18, 2015:** President Jim McCuistion called the meeting back to order at 10:15 AM.

Jim surveyed the membership on their preference of receiving the NFRBMEA Annual Report in print or digital form. The consensus was digital format.

Discussion was held on regular and affiliate membership dues. Josh Tjosaas moved, Ira Beckman seconded to set the 2016-17 dues at \$60 for both regular and affiliate members. Deb Pike read from the by-laws the definition of each membership class. Ira suggested an RTU article on the membership issues that have been discussed the last two years. Jim suggested that the board work on any proposed by-laws changes on defining membership classification. Mark moved, Keith Torgerson seconded to amend the motion by changing the affiliate dues to \$30. Discussion centered on the feeling that the original spirit and purpose of affiliate membership was to keep retired members involved in NFRBMEA. The amendment carried. The original motion as amended carried.

Deb Pike presented the Communications Director's Report. Current membership is 117 total (83 active, 33 affiliate and one lifetime). All meeting minutes are posted on the website as received, also job openings and the Annual Report. Preliminary 2016 conference website and information is up.

The NFRBMEA Annual Report was presented.

Conference Sponsorship Coordinator Report: Wayne Pike explained the role of his position which is to coordinate the maintenance and recruitment of corporate and other sponsors of our national conferences. He has not had a great deal of communication with NAFBAS. NAFBAS has a fundraising model with a target set each year, rather than focusing on long-term relationships with sponsors. Each member is asked to help with this fundraising effort by recruiting sponsors and they have been very successful in their efforts. Discussion on using this model for NFRBMEA and on how our fundraising philosophy differs from NAFBAS. Wayne's role is to serve as a clearinghouse for making sponsor contacts. With our next two national conferences in South Dakota and Iowa,



**Minutes of the 30th Annual NFRBMEA Business Meeting, continued—**

perhaps sponsors could be approached for two-year sponsorships. Work will continue on trying to get more of a joint effort with NAFBAS.

Mark Holkup presented the CHS Conference Scholarship Report. There were seven scholarship recipients that attended this year's conference. There will be unused funds from the \$15,000 CHS grant we received. Mark suggested inviting high school teachers who are considering a career change to participate in the program next year. Alex Olson (Utah) briefly reported on the experiences of this year's scholarship attendees. Doug Wertish suggested that someone attend a CHS Foundation meeting with William Nelson as a way of maintaining a good relationship.

NCAE Report: Josh Tjosaas serves as farm management education's representative on the board. Ira Beckman also served on the board this past year as past president. Josh stressed the importance of farm management education maintaining a seat and voice on the board. His complete report is in the Annual Report. Josh presented Ira a special award to recognize his service as president and past president of NCAE. Ira thanked everyone for the opportunity to serve and challenged the board and membership to receive and read the "Monday Morning Monitor" from NCAE by email as a way of keeping up to date on national issues in agricultural education. Contact Ira to get on the mailing list.

2015 Conference Report: Myron Oftedahl discussed the pros and cons of the registration platform used this year. Electronic evaluation forms will be emailed to all attendees.

2016 Conference Report: Will Walter reported on the progress of next year's conference plans to be held in Sioux Falls, SD on June 12-16. The Holiday Inn City Centre in downtown Sioux Falls is reserved. The conference planning committee has met. The Extension farm management group will be attending the 2016 conference and will be involved in planning and coordinating. There was discussion on vendor participation in the conference events.

Myron challenged all members to get more farm management educators to join NFRBMEA and become active in our organization.

Officer Election: President Jim asked for further nominations for the open offices. Myron Oftedahl moved and Josh Tjosaas seconded to close nominations and cast a unanimous ballot for the following individuals: Past President: Jim McCuiston, President: Will Walter, President-Elect: David Gillman, and Secretary: Rodney Armstrong. Motion carried.

Mark Holkup moved and Jay D. Olsen seconded to adjourn the meeting. Motion carried.

Respectfully submitted,

Rodney Armstrong  
NFRBMEA Secretary



**Our Annual Business meetings help to make sure NFRBMEA continues to run smoothly, but they can have their lighter moments too.**



## 2015 Conference Tours

### Stokoe Pumpkin & Christmas Tree Farm and Rochester Farmer's Market



Explaining how they plant & harvest pumpkins.



The Stokoe Family



Explaining how they market their agro-tourism business.



Big slide for the kids to play on during their fall festival



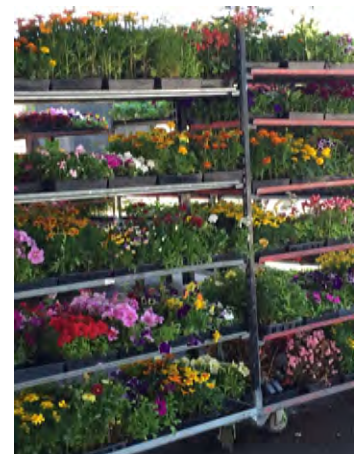
Stokoe Farms is located in rural Scottsville, NY



Nice day to be out and about



The "Chicken Show": the air-driven characters move and "sing" to a soundtrack. Their show changes to fit the fall or holiday season.



Rochester Farmers Market



## 2015 Conference Tours

### Blue Bell Hops Yard and Viking Brewery

Learning about hops production in New York State ...



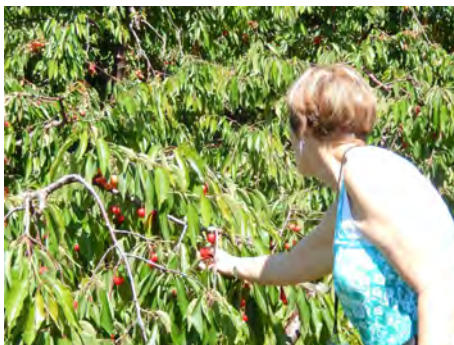
... and how different ingredients affect the flavor and character of the product.

*Photos: Ira Beckman*



## 2015 Conference Tours

### Brown's Berry Patch and Torrey Farms



**Brown's Berry Patch:  
Growers of  
strawberries,  
blueberries, apples &  
cherries**



**Torrey Farms:  
Growers & Shippers of  
Fresh Market  
Vegetables**



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

**June 18, 2015 • Hyatt Regency, Rochester, NY**

Attendance: Will Walter, David Gillman, Jim McCuiston, Mark Holkup, Myron Oftedahl, Rodney Armstrong, Josh Tjosaas, Deb Pike, Wayne Pike.

The meeting was called to order by President Will Walter at 12:15 PM.

David Gillman was introduced as the newly elected president-elect of NFRBMEA.

2015 Conference Summary: Jim expressed concern that conference planners' personal credit cards are being charged extensively leaving them in a vulnerable position. Electronic surveys will be forthcoming to attendees online via Survey Monkey. Discussion on using electronic or paper form evaluation surveys for 2016, daily or post-conference. It was felt that there should be printed conference agendas for 2016.

Jim appointed a committee of Will, David and Jim to study the by-laws for possible updates, especially in the area of membership.

Myron moved and Jim seconded to renew our agreement with Deb Pike to serve as NFRBMEA Communications Director for 2015-16 at a salary of \$5000. Motion carried.

The fall board meeting is scheduled for September 15-16\* at the Holiday Inn City Centre in Sioux Falls.

Will is looking for ideas for a theme for the 2016 Conference. He would like to focus the conference more on management. Topic discussed were zoning/urban encroachment and transition/succession planning. It was suggested to Will in securing speakers that he check with South Dakota State University and other local sources first. He urged everyone to come up with ideas that would make the conference a success. Myron reminded the planners to work on gaining tax exempt status from South Dakota for the conference.

Deb needs a photo and bio from new board members for the website. She and Dave will send out dunning letters to past members who attended the conference within the last two years.

Josh pointed out that the CHS scholarship notices and applications need to be made available earlier.

Wayne discussed the idea of having our conference sponsors pay for any national speakers that might be brought in. Fees and expenses for national speakers can be a major expense and this might be an opportunity to bring on a new sponsor or give an existing sponsor an opportunity to support us in a more specific manner.

Josh moved and David seconded to adjourn the meeting. Motion carried.

Rodney Armstrong, NFRBMEA Secretary

\*Addendum: Due to conflicts, the fall board meeting was changed to September 24-25.



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

**September 24, 2015 • Holiday Inn– City Centre • Sioux Falls, SD**

Attendance: Will Walter, Jim McCuiston David Gillman, Myron Oftedahl, Rodney Armstrong, Deb Pike, Wayne Pike

The meeting was called to order by President Will Walter at 8 AM. Additions to the agenda were approved.

Secretary's Report: Minutes from the pre-conference and post-conference meetings were reviewed. Myron moved and Jim seconded to approve the minutes as presented. Motion carried.

Treasurer's Report: Myron presented the treasurer's report. Our share of the conference profit (est. \$6000-\$7000) has not been deposited. The tax exempt refund has not been received (est. \$1500). Jim moved and Dave seconded to approve the Treasurer's report. Motion carried.

Communications Director's Report: Deb reported on the following:

- Membership: So far we have 74 regular members and 6 affiliate or honorary. 73 dunning letters have been sent out to individuals who have been members one of the last two years encouraging them to renew their membership.
- NUTS & BOLTS: provided a reminder that dues had to be paid to maintain membership. Another reminder that more effort was needed to get RTUs and NUTS & BOLTS out to members.
- Conference Website has been updated with a photo gallery.

Committee Reports:

1) CHS Scholarship Grant—Wayne:

- A new grant request for \$15,000 has been submitted to CHS
- Intend to expand the availability of the scholarship to individuals looking at a career change to farm business management such as high school ag teachers.
- Not all of last year's grant money was used
- Wayne is in charge of submitting the grant application to CHS. Mark Holkup and the committee handle the scholarship applications.
- Each state needs to decide how best to get the information out to prospective applicants.

2) Conference Sponsors: Wayne is working on securing a major conference sponsorship commitment from CHS. There was discussion on other industry sponsorship ideas.

3) 2016 Conference Planning: Will updated the board on plans for the 2016 National Conference in Sioux Falls. A list of possible presenters and speakers has been put together, as well as potential tours.

Distinguished Service Nominations: Two individuals were nominated to receive the award next year. The meeting was adjourned at 12:15 PM.

Rodney Armstrong, NFRBMEA Secretary

## NFRBMEA / NAFBAS Joint Fall Board Meeting Minutes

September 24-25, 2015 • Holiday Inn City Centre, Sioux Falls, SD

Attending: Anthony Barrett (NE), Bob Rhea (IL), Deb Pike (MN), Myron Oftedahl (MN), Jim McCuiston (CO), Kent Vickre (IA), Don Nitchie (MN), Rodney Armstrong (ND), Will Walter (SD), David Gillman (UT), Michelle Greenlee (NE), Amanda Jenkins (KY), Mark Wood (KS), and Jim McCabe (IL).

Meeting was called to order at 1:00 PM by Will Walter. Will was chosen to chair and Anthony Barrett volunteered to act as Secretary. With no objections to those chosen, the meeting progressed.

Minutes from the June 2015 meeting in Rochester, NY were highlighted by Don Nitchie. Jim McCabe moved to accept the minutes as stated. This was seconded by Myron Oftedahl and motion carried.

NAFBAS State Leaders Meeting: Bob Rhea discussed the NAFBAS state leaders meeting held in August 2015 in St. Louis. There were several states represented at the meeting. Much discussion was held on running and growing a state program. This annual meeting is funded by NAFBAS. The feedback from leaders is this meeting is very much enjoyed. The networking with other state leaders is very invaluable and good take home ideas are put in place throughout the year.

Farm Financial Standards Council: Mark Wood and Kent Meister both attended the annual meeting of the Farm Financial Standards committee. The council is working to try to get more information out to more people. Farm Futures is running a blog with guest bloggers. Jonathan Shepard has been appointed to the board. The annual meeting will be held in Sheridan, WY in 2016 and Syracuse, NE in 2017. Both of our groups have resolved to make sure we have a continued presence and influence on the FFS council. This motion was made by Mark Wood, seconded by Rodney Armstrong with the motion carrying.

### Committee Reports:

USDA: The committee met at the Rochester conference. There was strong discussion about the role of USDA and connecting to producers. This is where the field staff role could help. Discussion was also held about the use of data and benchmarking. The grants that many states receive every year to help grow their analysis programs are parts of the USDA grants. There is a vital role of field staff to link producers and USDA.

Technology/Resource: The committee met in Rochester as well. There are no attendees from that group to report.

Fundraising: Myron said there was almost \$26,000 in conference sponsorships. Both groups did a great job of raising money. These relationships with sponsors need to be maintained every year, especially at the national level. Smaller, local sponsors are vital to every conference. However, their participation can't be expected in locations outside their area. Myron went on to give a breakdown of sponsorship splits by size. The under \$2,500 category accounted for \$18,000 of the total. The fundraising will try to work with large, national lending banks such as Wells Fargo, Bank of the West, and Rabobank for sponsorships.

CHS Scholarship Program: We applied for \$15,000 to use for scholarship attendees to the conference. Eligible attendees can be junior or senior college students or individuals transitioning to a different career. This scholarship is not a traditional cash scholarship but rather funds to pay for attendance and travel to/from the conference. It has been considered to call it a "stipend" or "travel experience" as not to be confusing.

National Benchmarking Center, Grants, Opportunities, New States: There are several states now participating in the USDA grants. The funds have been used for many different things such as: staff



***NFRBMEA / NAFBAS Joint Fall Board Meeting Minutes, continued—***

training, covering administrative costs & clerical work, adding farms & recruiting, salary for staff, and paying for instructors to attend conferences.

NCAE: NFRBMEA has an individual appointed to this committee. There was a report in the Rochester notebook.

Awards of Appreciation: These are awards of appreciation that are given at the conference. In 2015, the recipients were Dwight Raab and Tina Barret for teaching the early career pre-conference training. In 2014 it was Kent Vickre and Rob Holcomb for their work on the conference notebooks. Jim McCuiston moved to award Myron Oftedahl and Doug Wertish for their service as conference treasurers. Motion was seconded by Mark Wood and motion carried.

Other Activities and Board Member Topics: A motion was made by Jim McCabe to pay 2 nights of planner rooms and 5 nights of staff rooms at the conference as presented to Myron by Jim McCabe. Motion was seconded by Kent Vickre and carried.

NY sent a sales tax exemption certificate to Wayne Pike. It was never received. A phone call will be made to get our hands on the certificate. This will allow us to get a refund of almost \$3,000 from the Rochester conference.

Bob would like to start a USDA advisory committee for beginning farmers and ranchers. This committee will decide what to do to help beginning farmers/ranchers get help early in their careers. They will be looking for subcommittee members to look at land tenure issues.

2015 Conference Planners Report: There will be \$9,000 to \$12,000 profit from the Rochester conference to split between the two groups. Should be \$3,000 more if we get the sales tax refund. This is a hefty profit due to the fact that there were many speakers that charged no fee. Only two were paid speakers.

The evaluations from the conference were summarized. There was lots of positive with some negative as expected. Lots of comments were made on the electronic conference notebooks. Some would like some paper copies available for the less than tech savvy participants! There were 75 NAFBAS attendees, 39 NFRBMEA, 51 spouse, 29 children (over 6), and 7 scholarship attendees.

There was a registration cost of \$3,577 to use the online registration service. CFFM kicked in \$1,000 since they were no longer providing that service as in the past. The positives with the new system was the money being deposited into the conference checking account much sooner than the old system. On the old system, some bills from the conference weren't paid until August when the last of the registration funds were deposited. On the new system, there was money deposited into the account by the 15th of May, June, & July.

Discussion was held on the conference format. There is some concern that the number of days tends to get long. With this number of days there has to be good content at the conference and have the four days. Registration cost was \$325 in Salt Lake City and \$375 in Rochester. There is always concern if this price is fair. With the number of days and content, it seems to be.

Jim McCuiston moved to recess for the day and reconvene Friday morning at 8:00. This was seconded by Don Nitchie and motion carried.

Meeting reconvened on September 25, 2015 at 8:00 a.m. with all first day participants.

There was good (and mostly positive) response for the conference activities. There were a couple of hiccups with tours but they were dealt with as needed. Bus needs are expensive so accurately planning numbers is a very important aspect. It was noted that planning might be a little easier if there

**NFRBMEA / NAFBAS Joint Fall Board Meeting Minutes, continued—**

was a conference credit or debit card to use to make deposits and hold reservations, etc. If a credit card is need now, someone has to use their personal card and be reimbursed. One concern is what would the dollar limit be on such a card? Jim McCuistion moved to have Myron check into getting a debit card linked to the conference checking account. There was a second by Mark Wood and motion carried.

There has been some concern in the past about hotel types used for conferences, large convention centers versus all in one hotels. The Sheraton in SD would have dealt with the city for the conference portion and the hotel for the rooms. It was stated that chosen hotels should have suites available for larger families. There needs to be meeting from [sic] capacity for all breakouts and other meetings. The facilities don't have to be new and fancy but smaller, homey hotels that are adequate meet needs on the budget side. Location is a big factor as it is nice to be able to walk to activities without having transportation issues. Room cost and meal cost is the main factor in the price of registration.

The financials from NY were presented. The registration cost per registrant would have been \$689.61 had it not been for sponsorships! There is a profit of \$12,171 with the potential of another \$3,600 of sales tax refund from NY. Mark Wood made a motion to accept Myron's financial report as presented. Motion carried upon a second from David Gillman.

The early career pre-conference training was discussed. In 2016, there is a request to add a 3-5 years of experience training as well as continue the 0-3 year experience training. Tina and Dwight would continue to teach the 0-3 year. Mike Harer and Mark Dikeman volunteered to lead the new session. The NAFBAS board approved in their budget to provide funding for both courses. Encourage peers that fit in either of these classes to attend. Learning is the goal, but networking is also a big part of this. Jim McCabe moved to add the 3-5 year training led by Mike Harer and Mark Dikeman. This was seconded by Myron Oftedahl and carried. Don Nitchie asked that an agenda get to him as soon as possible to get that information out to possible attendees.

Jim McCabe will be setting up a Google Drive account to share all budget and planning tools from year to year very easily.

The 2017 planning committee now consists of Kent Vickre, Kent Ruppert, Tom Thaden, and Will Walter. Don Nitchie moved to approve these members. It was seconded by Mark Wood and motion carried. The 2017 Conference will be in Des Moines and likely in the downtown area (possibly Embassy Suites). There are lots of activities downtown but it is a bit more expensive for hotels. There are a fair amount of Ag businesses in the area to get speakers and/or tours.

The 2016 committee consists of Will Walter, Don Nitchie, Alissa Fosdick, Jim McCuistion, Dale Nordquist (Extension), and Jack Davis (Extension). The 2016 preliminary agenda and tours was presented. The theme is *"Adapting to Change"*.

The topic of a special one-time meeting for our groups on the downturn in the Ag sector. This would be like a train the trainer. Is there interest in this? Yes, there seems to be. How do we handle the timing and who plans it? Mark Wood moved to request the NAFBAS state leaders to organize a series of webinars for a farm crisis evaluation series. This would be available to have participants watch as interested. Motion was seconded by Jim McCuistion and carried.

NFRBMEA will try to narrow down people and locations for the 2018 conference.

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

Respectfully submitted,

Anthony L. Barrett, Appointed Secretary for Joint Board Meeting

## NFRBMEA Income Statement 2015 - 2016

### Compared to Budget

	Actual 14-15	Budget 15-16	Actual 15-16
<b>INFLOWS</b>			
Advertising & Donations	\$ -	\$ 400.00	\$ 300.00
Conference Net Revenue	\$ 3,317.38	\$ 5,000.00	\$ 6,085.37
Dues 126 @ 30	\$ 3,660.00	\$ 6,000.00	\$ 6,500.00
Interest Income	\$ 354.93	\$ 200.00	\$ 134.26
Fall Board Mtg Reimbursement	\$ -	\$ -	\$ -
Scholarships & Conference	\$ -	\$ -	\$ -
Total Revenue	\$ 7,332.31	\$11,600.00	\$13,019.63
<b>OUTFLOWS</b>			
Awards and Recognition	\$ 49.87	\$ 300.00	\$ 25.68
Board Meeting Expense	\$ 1,055.30	\$ 3,000.00	\$ 3,164.24
Credit Card fees-dues	\$ 38.25	\$ 50.00	\$ 132.00
Legal & Prof	\$ 250.00	\$ 300.00	\$ 453.50
National Council Contribution	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00
National Council Travel	\$ 1,243.53	\$ 2,000.00	\$ 1,040.78
Publications/NUTS & BOLTS	\$ -	\$ 350.00	\$ 327.16
Recruitment/Special Projects	\$ -	\$ -	\$ -
Supplies, Copies, Postage	\$ 79.69	\$ 200.00	\$ 54.74
Treasurer Compensation	\$ 500.00	\$ 500.00	\$ 500.00
2014 Conference	\$ -	\$ -	\$ -
2014 CHS Scholarship	\$ 10,000.00	\$ -	\$ -
Donations			
Web Page Expense	\$ 4,038.80	\$ 5,400.00	\$ 3,750.00
Total Expenses	\$ 19,255.44	\$14,100.00	\$11,448.10
CHS Scholarship –Encumbered	\$ -	\$ -	\$ -
Total Expenditures	\$ -	\$ -	\$ -
<b>Inflows - Outflows</b>	<b>\$(11,923.13)</b>	<b>\$ (2,500.00)</b>	<b>\$ 1,571.53</b>

2014-15 Conference revenue includes \$500 received for 2013 Kansas City Conference.  
 2014-15 Conference expense of \$10,000 is encumbered in 2013-14.

## 2015 - 2016 NFRBMEA Balance Sheet

	<u>Mar 31, 16</u>	<u>Mar 31, 15</u>	<u>\$ Change</u>	<u>% Change</u>
<b>ASSETS</b>				
<b>Current Assets</b>				
Checking/Savings				
Checking #472411	<u>15,224.63</u>	<u>13,787.36</u>	<u>1,437.27</u>	<u>10.43%</u>
Total Checking/Savings	<u>15,224.63</u>	<u>13,787.36</u>	<u>1,437.27</u>	<u>10.43%</u>
Other Current Assets				
Ameriprise Investment	<u>10,841.98</u>	<u>10,707.72</u>	<u>134.26</u>	<u>1.25%</u>
Total Other Current Assets	<u>10,841.98</u>	<u>10,707.72</u>	<u>134.26</u>	<u>1.25%</u>
Total Current Assets	<u>26,066.61</u>	<u>24,495.08</u>	<u>1,571.53</u>	<u>6.42%</u>
Other Assets				
Nat Farm Mgt Conference	<u>2,500.00</u>	<u>2,500.00</u>	<u>0.00</u>	<u>0.0%</u>
Total Other Assets	<u>2,500.00</u>	<u>2,500.00</u>	<u>0.00</u>	<u>0.0%</u>
<b>TOTAL ASSETS</b>	<b><u>28,566.61</u></b>	<b><u>26,995.08</u></b>	<b><u>1,571.53</u></b>	<b><u>5.82%</u></b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Equity</b>				
3000 · Opening Bal Equity	<u>6,314.72</u>	<u>6,314.72</u>	<u>0.00</u>	<u>0.0%</u>
3900 · Retained Earnings	<u>20,680.36</u>	<u>32,603.49</u>	<u>-11,923.13</u>	<u>-36.57%</u>
Net Income	<u>1,571.53</u>	<u>-11,923.13</u>	<u>13,494.66</u>	<u>113.18%</u>
<b>Total Equity</b>	<u>28,566.61</u>	<u>26,995.08</u>	<u>1,571.53</u>	<u>5.82%</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>28,566.61</u></b>	<b><u>26,995.08</u></b>	<b><u>1,571.53</u></b>	<b><u>5.82%</u></b>



## Approved 2016 - 2017 Budget

### June 2015

#### 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)**

## Proposed 2017-2018 Budget

### Inflows

Advertising	\$ 400.00
Conference Revenue	\$ 7,500.00
Dues 100@ \$60	\$ 6,000.00
Dues-Affiliate	\$ -
Interest Income	\$ 150.00
<b>Total Revenue</b>	<b>\$ 14,050.00</b>

### Outflows

Awards & Recognition	\$ 100.00
Board Meeting Expense	\$ 3,000.00
Legal & Professional	\$ 350.00
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
<b>Total Expenses</b>	<b>\$ 13,400.00</b>
 Inflows - Outflows	 \$ 650.00





## Thank you, 2015 Conference Sponsors & Exhibitors



### **\$15,000 Scholarship Sponsor**

CHS Foundation, Inc.

### **\$5,000 Conference Sponsor**

CHS Foundation, Inc.

### **\$3000 Sponsor**

Farm Credit

### **\$2000 Sponsors**

John Deere Corporate Citizenship Center of Excellence  
MJM Farms

### **\$1500 Sponsors**

Guardian Wealth Management  
Illinois Fieldstaff Association  
Summit Financial

### **\$1000 Sponsors**

Center for Farm Financial Management  
Growmark  
Illinois FBFM Association  
National Crop Insurance Services  
National Farmers Union  
PcMars Farm Accounting Software / IFBA

### **\$500 Sponsors**

Illionois Farm Bureau  
Miller Legal Strategic Planning Centers, P.A.

### **\$400 Sponsors**

Barash & Everett, LLC  
BASE—Benefit Administration for the Self-Employed  
Farm Financial Standards Council  
Vertical Solutions, Inc. / Easy Farm Software

### **\$300 Sponsor**

Dorren Heins

**2015 Conference Sponsors & Exhibitors, continued—****\$200 Sponsors**

Country Financial  
Bob Rhea

**\$150 Sponsors**

D & B Trucking  
State Bank of Toulon

**\$100 Sponsors**

Carlisle Farms  
Farmers State Bank  
Farmers State Bank— Elmwood, IL  
Jet Pac  
John Birch Farms  
Merritt & Merritt  
North Fork Pork  
Sims Enterprise  
Ron Starr  
State Bank of Speer, IL  
Whitney & Potts, LTD  
Wilton Farmers Union Oil Co.  
Win Win LLC



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## Notes

[illegible]

