



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

**2017-18**  
**Annual Report**



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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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## 2017-18 Board of Directors



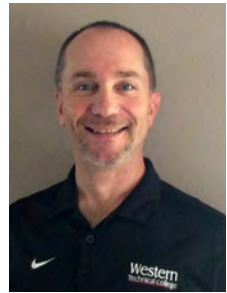
**Bruce Fowler**

### **President**

Bruce Fowler, Vandalia, MO

### **President Elect**

Brad Sirianni, Whitehall, WI



**Brad Sirianni**

### **Past President**

David Gillman, Roosevelt, UT



**David Gillman**

### **Secretary**

Betsy Jensen, E. Grand Forks, MN



**Betsy Jensen**

### **Treasurer**

Myron Oftedahl, Glencoe, MN



**Myron Oftedahl**

### **National Council Representative**

Lori Tonak, Mitchell, SD



**Lori Tonak**

### **2018 Conference Chair**

Barry Kurtz, Adams, MN



**Tina LeBrun**

### **Conference Sponsorship Coordinator**

Tina LeBrun, North Mankato, 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. Lori Tonak, FBM instructor at Mitchell Technical College, Mitchell, SD is the current appointee to our seat.

## NFRBMEA Executive Summary

Bruce Fowler, NFRBMEA President

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

- We continue to have a seat on the National Council of Agriculture Education. Lori Tonak began her term of service as our representative in January 2018. Also in 2018 Josh Tjosaas (NFRBMEA past representative on the council) will serve as chairman of the council, effectively giving us two members on the council. Our membership on this council serves as a voice for producers and adult educators.
- The Nuts & Bolts Real-Time Updates continue to keep members connected. Through the efforts of the executive committee and others, we were able to publish a fall and a spring edition of the updates. Our website [www.nfrbmea.org](http://www.nfrbmea.org) continues to grow in usefulness by our members. Deb Pike, Communications Director is the key person that makes both those efforts work, and also maintains our presence on Facebook and Twitter. I have thanked Deb many times privately, and would like to publicly thank her as well!!
- Our annual conference continues to be our major effort towards fulfilling our mission. The conference in Harrisburg will be the 46th conference for NFRBMEA and the 13th joint conference with the National Association of Farm Business Analysis Specialist (NAFBAS). The conference continues to be a great opportunity for networking with other Farm Business Management educators from around the country. The joint conference partnership with NAFBAS continues to be an asset to the conference.
- The loss of funding from CHS and other sponsors has created challenges for our organization. Tina LeBrun has taken on the task of coordinating fundraising and pursuing grant opportunities for conference scholarships as well as to ensure the financial stability of our organization.

The future holds many opportunities for agriculture and the NFRBMEA. We will need to look at new ways to provide benefits to our members, but by working together and adapting to change we will continue to meet the needs of our industry.



**2017-18 Board: Front, L to R: Tina LeBrun, Deb Pike, Lori Tonak, Brad Sirianni and Barry Kurtz. Back: David Gillman, Myron Oftedahl, and Bruce Fowler.**



## **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 & Demographics

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.

2017-18 MEMBERSHIP DEMOGRAPHICS					
	<u>Regular</u>	<u>Affiliate</u>		<u>Regular</u>	<u>Affiliate</u>
Colorado	2	-	Nebraska	1	-
Illinois	1	-	Ohio	2	-
Iowa	1	-	Oklahoma	1	-
Kentucky	1	-	South Dakota	5	-
Minnesota	26	5	Utah	4	-
Missouri	3	-	Vermont	1	-
North Dakota	11	-	Wisconsin	3	-
			<b>*TOTALS:</b>	<b>61</b>	<b>5</b>

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

\*This compares with 83 Regular / 9 Affiliate members in 2016-17.



## Communications

Our newsletter, the **NUTS & BOLTS**, 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. The **Real-Time Update**, keeps members updated on late-breaking events and items of interest.



Our website, [www.nfrbmea.org](http://www.nfrbmea.org), contains history, career opportunities, links to upcoming National Farm Business Management Conferences, newsletter archives, meeting minutes, officer information, Frequently Asked Questions about NFRBMEA, and links to related agricultural websites.



## National Council for Agricultural Education Update

Lori Tonak, NFRBMEA Representative to NCAE

Throughout the past few years, National Council for Agricultural Education has been changing the direction of the Council to get back to the roots of the leadership group. Developing a voice for all of agriculture education is the primary goal of the Council as we move forward.

Since coming on board as your representative, I have participated in a December conference call and attended the face-to-face Spring NCAE meeting in Indianapolis, IN from March 27-29, 2018. The financial position of the council has not changed very much since Josh Tjosaas' report with assets at \$204,927 in December of 2017. The 2018 budget had a net surplus at the end of the year of \$31,300 but did not reflect the SAE Renewal and Development or NQPS elements.



A CASE Farm Business Management module has been developed to be rolled out to secondary instructors within the year. I have requested a copy of the materials so NFRBMEA members can see what may be used at a secondary level and, possibly, give some insight on how it would help prepare our future students.

The biggest push of the National Council going forward will be to establish that NCAE is the leadership group for agricultural education (secondary, post-secondary, beginning and adult farmer education, teacher prep, state agriculture education leadership, and the agriculture industry). A plan to have a meeting with leadership groups from all member organizations is being planned for September to receive input for how each organization can be better served by the Council.

The members of the National Council of Agricultural Education are listed below:

- Agricultural Education Division of the Association for Career and Technical Education (ACTE)
- American Association for Agricultural Education (AAAE)
- National Association of Agricultural Educators (NAAE)
- National Association of Supervisors of Agricultural Education (NASAE)
- A representative of production agriculture recommended by the National Young Farmer Educational Association (NYFEA)
- An adult representing secondary students in agriculture recommended by the National FFA Board of Directors
- An adult representing postsecondary students in agriculture recommended by the National Postsecondary Agricultural Student Organization (PAS)
- An Alumni representative recommended by the National FFA Alumni Association
- An agribusiness representative recommended by the National FFA Foundation Sponsors' Board
- An adult level instructor recommended by the President of the National Farm and Ranch Business Management Education Association (NFRBMEA)
- A two-year postsecondary level instructor recommended by the President of the ACTE Agricultural Education Division
- A representative of Association of Public and Land-Grant Universities recommended by the association.

To get more information on the NCAE, visit our website at [www.ffa.org/thecouncil/](http://www.ffa.org/thecouncil/).



## National Farm Business Management Conference

June 11-15, 2017 • Des Moines, IA

### 2017 Conference Agenda

#### Saturday, June 10

- 7:00-10:30 AM Embassy Suites' Breakfast Buffet
- 1:00 - 5:00 PM Early Career Session #1 —*Mississippi Room*
- 5:30 PM Early Career Dinner
- 5:30 - 7:30 PM Embassy Suites' Evening Reception
- 8:00 - 9:00 PM 2018 Conference Planning Committee Meeting —*Atrium*

#### Sunday, June 11

**Day Host:** Bob McHugh

- 7:00-10:30 AM Embassy Suites' Breakfast Buffet
- 1:00 - 4:00 PM NFRBMEA Board Meeting —*Platte Room*
- 1:00 - 5:00 PM Early Career Session #1, cont'd —*Mississippi Room*
- 1:00 - 5:00 PM CHS Scholarship Recipients' Meeting — *Executive Board Room*
- 1:00 - 7:00 PM Conference Registration Begins —*Pre-Convention Area*
- 1:30 - 6:00 PM Entertainment /Family DIY Activity Suggestions
- 2:00 - 4:00 PM NAFBAS Board Meeting —*Potomac Room*
- 3:00 - 4:00 PM NFRBMEA Past Presidents' Meeting —*Salon A*
- 4:00 - 5:30 PM Joint NAFBAS/NFRBMEA Board Meeting —*Potomac Room*
- 5:30 - 7:30 PM Embassy Suites' Evening Reception —*Salons E-H & Atrium*
- 6:00 - 8:30 PM Evening Welcome Reception (Hors d'Oeuvres) —*Salon D & Atrium*
- 6:50 PM "Welcome to the 2018 Conference"  
— *David Gillman, NFRBMEA President & Don Nitchie, NAFBAS President*
- 7:00 PM "Welcome to Des Moines"  
— *Vicki Comegys,*
- 7:15 PM Entertainment: Isiserettes Drill & Drum Corps
- 8:30 PM Adjourn



**2017 Conference Agenda continued —****Monday, June 12****Day Host:** Larry McAlexander

- 6:00 - 9:00 AM Embassy Suites' Breakfast Buffet —*Atrium*
- 7:00 AM CHS Scholarship Recipients (During Breakfast) —*Atrium*
- First-Timers' Breakfast Meeting —*Atrium*
- 7:30 AM Registration Continues — *Pre-Convention Area*
- 8:00 AM General Session: "Welcome to the 2017 Conference" —*Salons A-C*  
—*Kent Ruppert, NAFBAS*
- 8:15 AM "Iowa Agriculture Opportunities" —*Salons A-C*  
—*Bill Northey, Iowa Secretary of Agriculture*
- 9:15 AM "Drones and Aerial Imagery in Today's Ag Industry" —*Salons A-C*  
—*Ryan Bergman, Program Coordinator, Agricultural & Biosystems Engineering, ISU*
- 10:15 AM **BREAK** —*Pre-Convention & Atrium Areas*
- 10:20 AM "Ag Outlook 2017/2018" —*Salons A-C*  
—*Dr. Chad Hart, Assoc. Prof. of Economic, Crop Markets Specialist Ext. Economist, ISU*
- 11:10 AM "Creating & Protecting Prosperity for Ag Producers" —*Salons A-C*  
—*Josh M. Gutttau, CEO, TS Banking Group*
- NOON Luncheon at Hotel —*Atrium*
- 1:00 PM "Farmer-Led Efforts to Improve Water Quality" —*Salons A-C*  
—*Sean McMahon, Executive Director, Iowa Agriculture Water Alliance*
- 1:50 PM "My Experience with Cover Crops" —*Salons A-C*  
—*Steve Berger, a farm producer and pioneer in cover crops*
- 2:40 PM Walk to World Food Prize Building —*Located Across the Bridge*
- 3:00 PM World Feed Prize Presentation & Tour  
—*Welcome by Ambassador Quinn*
- 5:00 PM Adjourn
- 6:30 PM Evening on Your Own

**Tuesday, June 13****Day Host:** Al LaMar

- 6:00 - 9:00 AM Embassy Suites' Breakfast Buffet —*Atrium*
- 6:00 - 6:30 AM Vendor Set-Up —*Atrium*  
—*Tom Thaden, Coordinator*
- 8:00 AM General Session —*Salons A-C*
- 8:00 AM "The Global Economy and Future Trends"  
—*Steve Elmore, Chief Economist, DuPont Pioneer*
- 9:00 AM "The Beginnings, The Present, The Future"  
—*Phil Jennings, Kinze Manufacturing*
- 9:50 AM **BREAK & VISIT VENDORS** —*Atrium*

**2017 Conference Agenda continued —****Tuesday, June 13, continued**

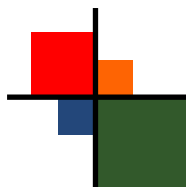
- 10:10 AM "Ag Lenders' Outlook and Working with Ag Producers in Understanding Their Current Financial Position" —*Salons A-C*  
—David Buman, Sr. Vice Pres., Ag Finance, & Chief Lending Officer, TS Banking Group
- 11:00 AM "Building Blocks of Soil Health"  
—Doug Peterson, NRCS Regional Soil Health Specialist, USDA
- NOON Luncheon at Hotel —*Atrium*
- 1:15 - 2:00 PM **Breakout Sessions, Round 1:**  
"Income Tax Aspects and Consequences of Farm Financial Distress Transactions"  
—Bryan Manny & Mark Wood, Kansas Farm Management Association  
—*Salons A & C*  
LaCerte Tax Tips, Meet the Software Representative —*Salon G*  
"Office Tech Update" —*Mississippi / Missouri*  
—Carl Johnson & Michael Jolley, NE Iowa Farm Business Assoc. Consultants
- 2:05 - 2:45 PM **Breakout Sessions, Round 2:**  
"Income Tax Aspects and Consequences of Farm Financial Distress Transactions"  
—Bryan Manny & Mark Wood, Kansas Farm Management Association  
—*Salons A & C*  
LaCerte Tax Tips, Meet the Software Representative —*Salon G*  
"Responding to Signs of Stress in Membership & Yourself" —*Mississippi / Missouri*  
—Margaret Van Ginkel, Hotline Coordinator, ISU Extension Outreach
- 2:50 PM **BREAK & VISIT VENDORS** —*Atrium*
- 3:00 - 3:45 PM **Breakout Sessions, Round 3:**  
"PcMars Updates" —*Salons A & C*  
—Kent Vickre, Iowa Farm Business Association  
"Office Tech Update" —*Salon G*  
—Carl Johnson & Michael Jolley, NE Iowa Farm Business Assoc. Consultants  
"Responding to Signs of Stress in Membership & Yourself" —*Mississippi / Missouri*  
—Margaret Van Ginkel, Hotline Coordinator, ISU Extension Outreach
- 3:50 PM NAFBAS Committee Meetings —*Salons A & C*  
NAFBAS State Leaders' Meeting —*Mississippi / Missouri Rooms*  
NFRBMEA Business Meeting —*Salon G*
- 4:45 PM Adjourn
- 5:30 - 8:30 PM Evening Event: Iowa State Historical Building  
*Located 5 Blocks east of Embassy Suites*
- 6:00 PM Dinner, served by Braatta's (a local Italian restaurant)
- 7:00 PM Museum and Collection Exhibits (possible private vault tours)
- 8:30 PM Group Outing Concludes

**2017 Conference Agenda continued —****Wednesday, June 14 (Tour Day)****Day Host:** Tracy Ellingson

- 6:00 - 9:00 AM Embassy Suites' Breakfast Buffet (Everyone) —*Atrium*  
CHS Scholarship Recipients' Meeting —*Atrium*
- 8:20 - 9:00 AM Load Buses for Tours
- TOUR 1 (8:20a Departure, 4:00p Return):**  
Historic Pella, Vermeer, Veld Meat, & Lely
- TOUR 2 (9:00a Departure, 4:00p Return):**  
John Deere, Gold Star Museum, & Firestone Ag Tire
- TOUR 3 (8:45a Departure, 4:30p Return):**  
Allendan Seed (Wildflowers), Stine Seed Company (tentative), Winterset Cidery, & Bridges of Madison County's Hogback Covered Bridge
- 4:30 PM Buses Return to Hotel
- 6:30 PM Evening on Your Own

**Thursday, June 15****Day Host:** Tom Thaden

- 6:00 - 9:00 AM Embassy Suites' Breakfast Buffet (Everyone) —*Atrium*
- 7:30 AM Denny Jackson Storytelling Breakfast —*Salons A-C*  
—*Hosted by Ira Beckman, FBM Instructor, South Central College, MN*
- 7:55 AM 2018 Conference Video Presentation —*Salons A-C*  
—*Miguel Saviroff (PA) & Barry Kurtz (MN)*
- 8:10 AM General Session —*Salons A-C*  
“Reducing Nutrient Export, In-Field Management and Edge-of-Field Practices”  
—*Dr. Matt Helmers, Assoc. Chair for Research & Ext., Agricultural & Biosystems Engineering, ISU*
- 9:10 AM “Improving Economic and Environmental Performance Through Precision Business Planning”  
—*Dr. Dave Muth, Co-founder, AgSolver*
- 10:00 AM 2017 Conference Closing Remarks  
—*Kent Ruppert*
- 10:15 AM NAFBAS Business Meeting —*Salons A-C*  
NFRBMEA Business Meeting —*Salon H*
- 11:30 AM Adjourn Conference
- NOON NFRBMEA Post-Conference Board Meeting —*Potomac Room*





## 2017 Conference Highlights



**2017 CHS Scholarship Recipients: (L-R) Shelby Wade, Denise Reeser, Bailey Hobert, and Serena Frederick, and Scholarship Coordinator Tina LeBrun**



**Monday Luncheon in the Hotel Atrium**



**FBM instructors Ira Beckman and Wayne Pike (MN) describing their jobs to the CHS Scholarship recipients.**



**Doug Peterson, NRCS Regional Soil Health Specialist, USDA: "Building Blocks of Soil Health"**



**Dr. Chad Hart, Iowa State University**



**"Improving Economic and Environmental Performance Through Precision Business Planning", presented by Dr. Dave Muth**



## 2017 Conference Highlights



**Embassy Suites Downtown Des Moines Atrium**



**Sunday evening entertainment: the very energetic Isiserettes Drum/Dance Corps**



**David Buman, TS Banking Group, visits with Tom Ackerman (OH)**



**Larry Hatfield (Vertical Solutions/Easy Farm) and Blaine Carey, SD**



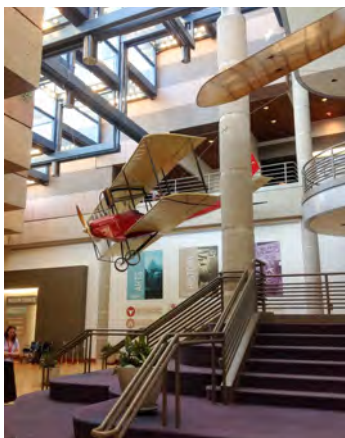
**Denise Reeser (MN) smiles for the camera at the PcMars Booth**



**Vendor area in the hotel's Atrium**



**Tina LeBrun (MN) CHS Scholarship Coordinator & Conference Sponsorship Coordinator**



**An Evening Social Event was held at the Iowa State Historical Building. After dinner, we checked out their many exhibits.**



**2018 Conference Planning Committee members Barry Kurtz (MN), Miguel Saviroff and Sarah Cornelisse (PA)**



## 2017 Conference Tours

**Tour 1:** Pella's Historical Village and Vermeer Mill, Vermeer Corporation & Lely —Photos by Ira Beckman



**Tour 2:** John Deere, Iowa Gold Star Museum & Bridgestone/Firestone Agricultural Tire Division & Worldwide Distribution Center —Photos by Jay Wayne & Deb Pike



**Tour 3:** Allendan and Stine Seed Companies, Winterset Cidery & Hogback Covered Bridge ("Bridges of Madison County") —Photos by David Gillman



## Minutes of the Pre-Conference Board Meeting

June 11, 2017 • Embassy Suites Hotel, Des Moines, IA

Attendance: David Gillman, Bruce Fowler, Will Walter, Myron Oftedahl, Rodney Armstrong, Josh Tjosaas, Deb Pike, Tina LeBrun. Also present were 2018 conference planners Miguel Saviroff, Barry Kurtz, Maria Graziani, Sarah Cornelisse and Jim Ladlee.

The meeting was called to order by President David Gillman at 1:00 PM.

The agenda was approved. Secretary's Report—Minutes from the 2017 spring board meeting were reviewed. Will moved and Myron seconded to approve the minutes. Motion carried.

Treasurer's Report—Myron presented the treasurer's report. We have a checking account balance of \$16,313.91. \$7500 has been invested in the 2017 conference so far. Our non-profit status has been updated. The complete report can be found in the annual report and will be discussed along with the budget at the annual meeting. Bruce moved and Rodney seconded to approve the treasurer's report. Motion carried.

NCAE Report—Josh gave an update on the National Council for Agriculture Education activities. The fiscal year is now on a January-December calendar year. The council's managing director has retired so Josh and others have been handling the day-to-day activities as required. The council is looking at restructuring the leadership of the council by hiring an "advocate" for agricultural education rather than a managing director. Josh sees this as a positive for farm management education and our organization. Josh has served as council president this past year. His term expires in December and he will continue to serve as past president for the coming year. Lori Tonak has accepted a nomination for the farm management education representative on the council for the coming term.

2017 Conference Report—As of this morning 116 are registered.

2018 Conference Report (Harrisburg, PA)—Miguel Saviroff discussed the structure of the planning team which includes Jim Ladlee, Maria Graziani and Sarah Cornelisse from Penn State Extension. The hotel has been secured. The Harrisburg Convention and Visitors Bureau has been working with the planning team. A tentative agenda was handed out and several speakers are tentatively lined up. Three tours are being planned with several stops on each. Also being discussed is a possible post-conference tour to Gettysburg and/or Philadelphia. Deb will put preliminary conference highlights on the website.

Communications Director Report—Deb reported on the following:

- Membership—Membership currently stands at 93—83 Regular, 9 Affiliate and 1 Honorary.
- There has been one Real-Time-Update since April 1.
- The Annual Report is complete and has been emailed to the members and also posted on the website.
- Deb expressed the need to have bios for the speakers prior to the conference so they can be posted to the Speakers' page on the conference website.

Discussion on registration procedures and NFRBMEA/NAFBAS cross-organization promotion and marketing.

Industry Relations and CHS Scholarship Program Report—Tina LeBrun reported CHS has provided \$10,000 again this year for the Conference Scholarship program and that there were eight applicants. Five will be attending the 2017 conference. Everyone is encouraged to meet and visit with the scholarship attendees. Tina has taken on the conference sponsorship and industry relations duties as well. We have lost a couple of our major national sponsors this year. The six regular vendor/sponsors are back and Kent Vickre has good local sponsorship for this year's conference.

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

The Past Presidents' meeting will take place following the board meeting. Will reported that so far there is one nomination for President Elect and one for NCAE Representative. The Past Presidents will be discussing these nominees and will be looking for a nominee for secretary.

The agenda for the annual meeting and awards to be presented were reviewed.

Bruce moved and Will seconded to adjourn the meeting. Motion carried. The next board meeting will be on Thursday after the conclusion of the conference.

Respectfully submitted,

Rodney Armstrong, NFRBMEA Secretary



## In Memoriam

**Wayne Pike, NFRBMEA Past President**



**Al Graner**

**W**e say good-bye to an old friend, Al Graner of Rugby, North Dakota. Al died October 24, 2017 in Minot just one day after his 64<sup>th</sup> birthday.

We remember Al as being a very early member of NFRBMEA, even before it became the NFRBMEA. He had a 41 year career in farm and ranch business management and was involved in most of the development of programs in North Dakota and was influential in other states development as well.

Al served NFRBMEA as a planner for conferences in Minot, Bismarck and Fargo. He was elected to NFRBMEA presidency for 2011-2012. He received the Distinguished Service Award from the NFRBMEA membership in 1995.

Al is also remembered as a remarkably friendly guy, soft-spoken with a wry sense of humor. One could often find him outside in the cold discreetly smoking some skinny brown rolled up piece of tobacco.

It was good to know you, Al. We all appreciate his contributions to farm business management and NFRBMEA.



**Vic Richardson**

**V**ic Richardson passed away on November 1, 2017 in Owatonna, Minnesota. Vic was president of NFRBMEA in 1988-1989 and had been active in our organization since its inception. Vic helped draft the original articles of incorporation for NFRBMEA.

Vic had a long career teaching high school ag, veterans' farm management and farm business management. His career in public service culminated as the Dean for the Riverland (Austin, Minnesota) Community College farm business management program.

Vic was known for his quiet demeanor and subtle sense of humor. Rarely seen without a tie, Vic was proper and professional at all times and earned the respect of peers and students alike. Vic was instrumental in forming many facets of the farm business management program that we know today. He was expert in tax preparation and tax planning, teaching dozens of instructors and preparers in annual workshops for decades.

Vic will be missed.



## Pre-Conference Joint Board Meeting Minutes

June 11, 2017 • Embassy Suites Hotel, Des Moines, IA

Those in attendance: Anthony Barrett (NE), Bob Rhea (IL), Deb Pike (MN), Myron Oftedahl (MN), Kent Vickre (IA), Don Nitchie (MN), Rodney Armstrong (ND), David Gillman (UT), Rush Midkiff (KY), Mark Wood (KS), Larry Borton (MI), Jim McCabe (IL), Michelle Seiffert (NE), Barry Kurtz (MN), Sarah Cornelisse (PA), Miguel Saviroff (PA), Jim Ladlee (PA), Tina LeBrun (MN), Kent Ruppert (IA), Bruce Fowler (MO), Mike Harer (WI), Josh Tjosaas (MN), and Maria Graziani (PA).

The meeting was called to order at 4:00 pm. The group introduced themselves around the table. David Gilman was chosen to chair the meeting and Anthony Barrett was chosen to act as secretary. With no objections to those chosen, the meeting progressed. Minutes from the September meeting in Clive, IA were reviewed. Jim McCabe made a motion to accept the minutes. This was seconded by Mark Wood and motion carried. It was noted that the MOA between the two boards is still perpetually ongoing until 2 years written notice by either party. No other discussion.

**Annual Conferences:** Registration for 2017 has started. There are 119 attendees which includes 5 CHS scholarships. The current budget is showing somewhere between \$4-5,000 profit for this conference. We had said in planning that there would be 415 room nights needed during the conference and as of this time there are 414. The food guarantee for the hotel was close to \$12,000. There is a free breakfast for all attendees included with the hotel cost. There is also a free manager's reception each evening for all attendees. It was noted that  $\frac{3}{4}$  of the registrations were received in the last week of the deadline. It is encouraged by the planners to please register as early as possible. This helps in planning for guarantees, room nights, etc. It was asked if a late registration penalty would help encourage earlier registration. Some said that they have to wait for approval of their institutions for reimbursement. Many times these institutions require to have a tentative agenda and a max registration fee for approval. Many times the registrants have to wait for these items to get approval from their institutions. The registration fee for the 2017 conference was raised \$10 to \$385. There is a parking fee at the hotel for valet but has been reduced to \$15/day for attendees. The internet fee should be waived in rooms for all attendees.

The pre-conference training was scheduled to have two groups again this year. The 0-2 years' experience group had 6 attendees. The 3-5 years' experience group was cancelled due to low numbers. The small groups are praised by allowing easy, open discussion that doesn't happen in larger groups. The NAFBAS board voted in their meeting to continue to fund the 0-2 year group every year and the 3-5 year group in even numbered years. This will hopefully encourage more attendance as they can attend the 0-2 in one year and follow-up with the 3-5 year in following years.

The conference agenda is again in electronic format this year. This is positive for updating live throughout the conference and getting info out on changes, etc. Most attendees seem to be getting along with the electronic format.

There were 8 CHS scholarship applications. There are 5 coming to this conference while there was 10 in 2016. CHS gives \$10,000 for the scholarship. This is an expense base scholarship so any amount not used has to be sent back to CHS after the conference.

It was brought to attention that Randy Harmon from IL had requested a refund of his registration due to his mother in law having complications after surgery. Mark Wood made a motion to refund the registration in full. This was seconded by Don Nitchie and motion carried.

The 2018 site was discussed. Miguel from PA showed a nice tentative agenda and discussed lots of things to do in PA. The dates for the 2018 conference in Harrisburg, PA will be June 9-14, 2018. The room rate will be \$129 at the Hilton Harrisburg. Jim McCabe made a motion to set the maximum registration cost at \$450. This allows a max amount that registrants can give their institutions for approval of funds along with the tentative agenda. This will hopefully help with more people being able to register for the conference earlier. This only sets a maximum amount. If the final registration cost is



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

lower, that is not a worry. Motion was seconded by Bruce Fowler and motion carried.

The 2019 conference will be a triennial conference with the extension group attending. NAFBAS will be the lead group. Discussions currently look to a possible team effort between MI & WI.

The 2020 conference will be led by NFRBMEA and could possibly be an outlying area. The Oregon area has been discussed. The western extension group would be extended an invitation to attend the conference if we go this direction.

The National Farm Income Tax Extension Committee is a group that helps with input to the Farmers Tax Guide published by the IRS annually. A motion was made by Larry Borton to explore opportunities for our joint group to be involved in this and help with some of the issues. Motion was seconded by Myron Oftedahl and motion carried.

**Committee Reports:**

**USDA:** The USDA committee will meet Tuesday at lunch.

**Fundraising:** This group will also meet Tuesday at lunch.

**Professional Development Opportunities:** Illinois hosted an EA training session involving 4 states. This was well received. A webinar on Problems Faced by Farmers in Difficult Times was put on by Roger McEowen and Joe Pifer was viewed by many individuals. This webinar is archived for future viewing.

**Farm Financial Standards Council:** The annual meeting will be held in Syracuse, NY in late July. Some issues being discussed include updating the “sample farm”. The current sample is a 1986 farm. Dale Nordquist and Mark Wood have both submitted proposals of a new sample farm. A change made is how interest expense is treated. The operating interest is no longer included with farm expenses above the line but now is included in the EBITDA number below the line. Membership in the FFSC has increased. Most of the members are accountants and bankers. Jonathan Shephard and Mark Wood have been our voices on the council the last couple of years. NAFBAS has approved some funding for travel to the conference.

**Joint Member Needs:** Our groups are trying to connect and work more with Dr. David Kohl and getting him to use our actual numbers in his speaking engagements and writings.

**USDA Bridges to Opportunity Initiative:** USDA partners with thousands of sources throughout the country to refer farmers to with questions. Maybe we can get our groups on this resource list to help with specialized needs. For example, if someone wants to get a beginning farmer loan through USDA, they are required to use an approved provider for financials etc. We could be listed as that source. This could provide access to help in 13 states and over 400 staff members. There is also a secondary program similar to the SCORE program. This is still in the development stages. Do we want to explore these opportunities further? It was decided that this should be a fall joint board agenda item.

**Activities in New States:** Nothing new at this time.

**Board Topics:** Jim McCabe announced that the current program he has used for the registration site etc. has been bought out. Therefore, a new site will be in the future. Jim plans on attending the trainings offered to get up to speed on the changes and how it affects the groups. A motion was made by Don Nitchie and seconded by Josh Tjosaas to hold the fall joint board meeting on September 18th & 19th in Omaha, NE. Motion carried. It was declared by Chairman David Gilman to adjourn and move to the Sunday night social with no objections by any members.

Respectfully submitted,  
Anthony L. Barrett, Appointed Secretary for Joint Board Meeting

## World Food Prize Tour

The World Food Prize is the is an international honor that recognizes the achievements of individuals who have helped improve the quality, quantity or availability of the world's food supply.

This annual award recognizes the contributions in any field involved in the many facets that help ensure our world's food supply.



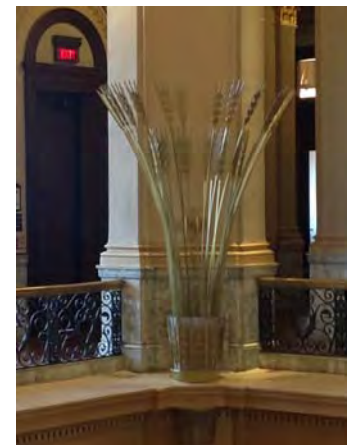
**Ambassador Kenneth Quinn**



**Dr. Norman Borlaug**



**Soybeans Sculpture**



**Wheat Sculpture**



**World Food Prize Board Room**



**World Food Prize Hall of Laureates**





These colorful murals surrounding the World Food Prize's Mural Room trace the history of Des Moines, Iowa from prehistoric times through the mid- 1930's when it was created. Funded by the Works Progress Administration (WPA), it was created under the supervision of "American Gothic" artist and Iowa native, Grant Wood. There were many rows of benches in this room which allowed one to sit, view and contemplate this amazing work of art.

## 32nd Annual NFRBMEA Business Meeting Minutes

June 13, 2017 • Embassy Suites Hotel, Des Moines, IA (DRAFT)

The 2017 Annual Business Meeting of the National Farm and Ranch Business Management Education Association was called to order by President David Gillman on June 13 at 3:55 PM.

**Secretary's Report:** Presented by Rodney Armstrong. The minutes from the 2016 annual meeting were distributed. Josh Tjosaas moved and Keith Torgerson seconded to approve the minutes as presented. Motion carried.

**Treasurer's Report:** Myron Oftedahl presented the treasurer's report. The 2016-17 income statement (+\$6284.08 cash flow), the March 31, 2017 balance sheet (\$40,013.74 equity), the 2017-18 budget which was approved last year and the proposed 2018-19 budget were all discussed. All tax forms and non-profit filings have been taken care of. It was noted that Josh Tjosaas's National Council expenses were paid by The Council during his term as president. Ira Beckman moved and Will Walter seconded to approve the treasurer's report. Motion carried. Robin Schwieger, NFRBMEA checkbook was audited and found to be in order.

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

**Communications Director's Report:** Presented by Deb Pike. Current membership is 93: 83 Regular, 9 Affiliate and one Honorary. Several RTUs were sent out in the past year and one NUTS & BOLTS newsletter. All members are encouraged to contribute articles so more NUTS & BOLTS newsletters can be issued. Website: All board meeting minutes and last year's annual meeting minutes have been posted. Deb asked members to send her pictures from the 2017 conference tours that could be used on the website.

**NFRBMEA Annual Report:** Will Walter stated that the Annual Report is now available on the NFRBMEA website. Will encouraged all retiring members to continue their membership.

**CHS Conference Scholarship Report:** Tina LeBrun reported that CHS generously provided NFRBMEA with \$10,000 this year to be used for scholarships for individuals interested in exploring farm management education as a career. There were eight applicants and five are in attendance this week. They come from Kentucky, Illinois, North Dakota, and Utah. Several of the scholarship recipients introduced themselves to the membership and talked about their experiences at the conference so far.

**Conference Sponsorship Coordinator's Report:** Tina LeBrun has taken over the sponsorship coordinator role from Wayne Pike. We have lost two of our major national sponsors. We are looking for a new connection with CHS since William Nelson retired in order to maintain our close relationship with the company. Everyone is encouraged to work on recruiting more sponsors.

**National Council on Agricultural Education (NCAE) Report:** Josh Tjosaas serves as NFRBMEA's representative on the NCAE Board. The complete report is in the Annual Report. Josh discussed the makeup and purpose of NCAE. Josh also served as council president this past year and will remain on the council for another year as past president. The leadership of the council is changing from a managing director to an "advocate" for ag education.

**2017 Conference Report:** David Gillman announced that 119 people are registered for this year's national conference including 40 NFRBMEA members and the 5 CHS scholarship recipients. This is in line with the expectations. The current projection is for a \$4,000 to \$5,000 profit.

**2018 National Conference:** NFRBMEA will be hosting next year's conference in Harrisburg, PA. Maria Graziani, Penn State Extension, and part of the conference planning committee, presented plans for

**Minutes of the 32nd Annual NFRBMEA Business Meeting, continued—**

Harrisburg. The theme being worked on is “Global Ag Enterprising: Exporting Opportunities for the Keystone State”. Miguel Savioff will be retiring at the end of June but will continue to assist with the planning. Others on the planning committee are Jim Ladlee and Sarah Cornelisse, both from Penn State Extension. Many speakers and tour options are already being worked on. There will potentially be a post-conference tour to the Gettysburg area.

President Gillman invited the retiring officers to the podium to receive their plaques in recognition of their service to NFRBMEA. Past President Will Walter and Secretary Rodney Armstrong will be leaving the board.

Officer Election: The nominating committee presented the following individuals for the open offices: Brad Sirianni (WI), President Elect; Betsy Jensen (MN), Secretary; and Lori Tonak (SD) NCAE Representative. Al Graner moved to cast a unanimous ballot for the nominees. Seconded by Tom Ackerman. Motion carried. Congratulations are in order for the new officers who will serve on the NFRBMEA board for the coming year.

President Gillman turned the gavel over to incoming president Bruce Fowler to close the meeting. Seeing no other business Josh Tjosaas moved to adjourn the annual meeting, Seconded by Mark Holkup. Motion carried.

Respectfully submitted,

Rodney Armstrong, NFRBMEA Secretary



**Jay Olsen, Utah**



**Al Graner, North Dakota**



**Brad Sirianni, Wisconsin**



**Ron Dvergsten, Minnesota**



**Will Walter, South Dakota**



## Minutes of the Post-Conference Board Meeting

June 15, 2017 • Sioux Falls, SD

In attendance: Myron Oftedahl, Deb Pike, Lori Tonak, David Gillman, Bruce Fowler, Tina LeBrun, Sarah Cornelisse, Barry Kurtz and Brad Sirianni.

Not in attendance: Josh Tjosaas, Betsy Jensen. [http://www.nfrbmea.org/board\\_dirs.htm](http://www.nfrbmea.org/board_dirs.htm).

The meeting was opened by Bruce Fowler at 10:15 AM.

- I. Comments and discussion about this year's conference. The following items were brought forward and discussed:
  - Improved communications about tours, housekeeping and speakers.
  - Having more time between speakers, speakers knowing who their audience is, helping them make sure the presentation information is applicable to the whole group.
  - Providing better/more information about the speakers for the participants
  - Participants liked the location of the hotel.
  - Liked and appreciated the food, breakfast and social in the evenings.
  - Liked the close access to restaurants and activities.
  - Appreciated the diversity of agriculture in the different areas where the conferences have been held.
  - David recommended to have more discussion about the 2018 conference at the fall meeting.
- II. 2019 Conference in WI Recommendations for possible tour sites: Kohler, EAA AirVenture in Oshkosh, Dairy farms, Green Bay.
- III. Deb Pike's appointment as Communications Director renewed and was unanimously approved (Lori/David).
- IV. It was recommended that the 2018 planning committee have 2 personnel attend the fall meeting in Omaha and have their transportation and hotel costs covered. Therefore, one more person needs to be approved for costs to be covered. Barry Kurtz, Sarah Cornelisse, Maria Graziani, conference planners will serve as official board members.
- V. Discussion was held on what information is passed down from planning committee to planning committee. What notes, checklists, etc. are passed down? What can we do to help ensure that the correct information is tracked and passed on to the next planning group?
- VI. Reminder for the fall meeting in Omaha on September 18-19.
- VII. Meeting adjourned at 11:12 AM (David/Myron). A Board photo was taken after the meeting.

Submitted by,  
Brad Sirianni, President Elect



## Minutes of the Annual Fall Board Meeting

September 18, 2017 • Omaha, Nebraska

Call to order at 8:30 AM by President Bruce Fowler. In attendance: Deb Pike, Betsy Jensen, Myron Oftedahl, Tina LeBrun, Lori Tonak, Bruce Fowler, David Gillman, Brad Sirianni, Barry Kurtz, Maria Graziani, and Sarah Cornelisse.

Additions or corrections to the agenda: None.

Review of Board Responsibilities, current responsibilities are posted on the web: President, Past President, President Elect, Secretary, Treasurer, National Council for Agriculture Education Representative, and Communications Director (non voting). Since we don't have advertisers in NUTS & BOLTS, there are no longer vendor advertising responsibilities. There is no longer a Yahoogroup for NFRBMEA.

Secretary's report, Betsy and Brad: Amendments were made to the post-conference board meeting, adding Sarah and Maria as conference planners to the official NFRBMEA board. Report was approved.

Treasurer's Report, Myron: There have been delays in finalizing the 2017 conference finances with NAFBAS. We are still in the process of moving dues from the conference registration into the NFRBMEA account.

2017 Conference review: speaker costs have been not finalized from 2017 and it appears the profit for the conference is around \$7500 and we will split that with NAFBAS. Myron prepared a spreadsheet with conference expenses from 2007 thru 2017 to help show variability from year to year. Expenses for credit card transactions and meal expenses were discussed. A/V expenses vary greatly depending on whether the hotel allows us to use our own equipment. The 2018 planners have seen the reviews from 2017, and have been using them to select speakers.

Communication Director Report: Membership as of 9/17/17 is 51 members (47 regular, 3 affiliates and 1 honorary). Last year we had 76 (70 regular, 8 affiliate and 1 honorary). A letter will be sent by Brad and Deb to those who were paid members last year, but have not paid this year. Most former members are just not aware that they haven't paid their dues. Is there anything we can do to add value to members? Add webinars? Be looking for ideas.

National Council Report: From Josh, discussed by Lori. Josh is our current representative and Lori will take over Jan 1. There is restructuring at the national level. The council met Sept 12-14 at National FFA center in Indianapolis. Additional discussion will take place at the NAAE conference, and a full webinar board meeting will take place after that.

Sponsorship Policy: We will once again be reaching out to CHS and filling out an application. They did not support the conference in 2017. The 2018 committee is ahead of the game with 2018 sponsors to approach. If there is anyone we should reach out for a national level, please let Tina know. We should look at past sponsorships for ideas such as POET or ADM. The 2018 conference planners are looking at newer software companies as vendors or sponsors.

CHS Funds: Tina will be applying for \$10,000 for conference scholarships for first time attendees. We usually find out in November or December, and we need to find quality candidates. Once we find out if the funds are received, we will spread the word about finding candidates. A common thread from past scholarship recipients is that the conference can be overwhelming and advanced so the group was pulled aside during a session to work together. It's important not to overwhelm them. The 2018 conference could have its own "beginning instructor" track. The new instructors could have a seasoned "conference buddy" to help them navigate.

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

2018 Conference: Looked at the possibility of selling a 1 day ticket, targeting agribusinesses and banks who want to send employees for a day. They may not be members of NFRBMEA but are still interested in listening to our speakers. This could also be an incentive for sponsors (give \$1,000, get 2 day 1 day registrations).

For the 2018 speakers, they are focusing on non-profits, extension and education instead of business speakers.

With major sponsors backing out of the conference, looking at smaller sponsors. Instead of a \$5,000 sponsor, get 5 \$1,000 sponsors.

Hotel is \$129 per night, maximum conference fee will be \$450, looking at \$430 right now. Meals will be more expensive which is why the cost is higher than a year ago. The committee is trying to negotiate meals expenses.

First night evening reception will be socializing instead of a program.

Make sure the family event is organized for Monday morning so everyone can meet each other, and perhaps make plans for the rest of the week on their own. Lots of ideas about Gettysburg and Hershey.

2019 Conference: We're going to Wisconsin. Looking at Sheboygan Bay Resort and Hotel in Lake Michigan. You're an hour away from Milwaukee and Green Bay.

NUTS & BOLTS Ideas: Deb needs articles. It is difficult to get people to contribute. Start an "Ag in my Area" article. Perhaps switch to Adobe Flipbook or some other interactive newsletter. Deb would like articles by Oct 15. We encourage all members to submit articles.

Items for NAFBAS: conference reviews.

Other Business: From David, think of nominations for new officers for summer conference. From Deb: Distinguished Service Award— Member (DSA) and Distinguished Service Award- Friend.

Meeting adjourned 11:45 am by Lori, seconded by Myron.

Submitted by Betsy Jensen



**2017 Fall Board Meeting: Sarah Cornelisse, Maria Grazianni, Barry Kurtz, Brad Sirianni, David Gillman, Bruce Fowler, Lori Tonak, Tina LeBrun, Myron Oftedahl and Betsy Jensen. — Photo by Deb Pike**

# NFRBMEA / NAFBAS Joint Fall Board Meeting Minutes

September 18-19, 2017 • Carter Lake , IA (Omaha, NE) (DRAFT)

In attendance: Tina Lebrun (MN), Sarah Cornelisse (PA), Don Nitchie (MN), Barry Kurtz (MN), Michelle Seifert (NE), Brad Sirianni (WI) David Gillman (UT), Bruce Fowler (MO), Bob Rhea (IL) Maria Graziani (PA), Jim McCabe (IL), Lori Tonak (SD), Mark Wood (KS), Anthony Barrett (NE), Laura Powers (KY), Myron Oftedahl (MN), Betsy Jensen (MN), Deb Pike (MN).

1. Myron Oftedahl moved and, Bruce seconded to approve minutes from June 11, 2017.
2. Memorandum of Understanding was reviewed with no questions.
3. National Farm Viability Conference <http://www.farmviabilityconference.com/>. We had a conference call with Ela Chapin to discuss similarities between our organizations. They have held 3 conferences since 2008 and Ela said it is growing beyond her capabilities. The last conference had around 300 attendees. Their conference has a wide range of attendees.

Their 2019 conference site has not been selected, somewhere in the mid Atlantic. California has also expressed interest in hosting the conference.

Our discussion after the phone call was we wished we knew about the group earlier in the planning of our PA conference. We would like to invite this group to our conference. We would not alter our meeting agenda for this group but would welcome them. Lori moved to have our 2018 conference committee invite the farm viability conference attendees, Second by Bruce Fowler, all voted in favor.

4. NAFBAS State Leaders Meeting, Bob Rhea: Aug 14-16, 2017 in St. Louis. An agenda of the meeting was included in our packet. Takeaways included: I'm going to determine how to better use support staff, more about improving the employee interview process, doing peer review, finding things that would make it easier on staff and farmers to get analysis done, farm visits are key, need to study competitors, asking potential candidates to evaluate hiring process when it's completed, looking for additional sources of funding to add staff. Xero is a new accounting system and Figured is the new analysis software from Farm Credit in Omaha.
5. Farm Financial Standards Council, Mark Wood, Currently a 40 member board and they are looking to cut it back. They are going to update their example farm to a Kansas farm. The current farm is corn and beans in 1985 with a \$12,000 family living expense. The next meeting will be in Champaign, IL. NAFBAS will need to increase their budget for the 3 representatives on the board.
6. Committee reports:

USDA Activities: Bob Rhea, We are looking at having membership referrals through USDA, especially for beginning farmers.

Technology: Accounting in the cloud, apps for producers, communicating with producers that are attached to their phone. Social media is increasingly important. Data and cyber security is also important.

Lilia McFarland conference call: She ended up on jury duty, so no conference call.

7. CHS Scholarship Program: Tina will submit a grant for \$10,000 for conference scholarships. We are always looking for contact information for foundation representatives. The number of scholarship will vary depending on costs to attend the conference.
8. Funding from Sponsors and Vendors: We have a new contact information for John Deere and have sent a request for sponsorship. Tina is always looking for help with sponsorships.

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

9. NFBMC Logo, Twitter and other social media: We have a logo, need a hashtag for 2018, sponsors want to share hashtag. Deb and Sarah will start a twitter account and hashtag.
10. Multi state education programs: We are always looking for additional opportunities to include more education outside of our annual conference.
  - a. Quickbooks in IL on 9/5/17, about 20 members attended.
  - b. McEowen webinar on 2/1/17.
  - c. Ruraltax.org is the Rural Tax Education website, they update The Farmer's Income Tax Guide every year, they are willing to help educate our members, and our farmers.
  - d. Greg Bouchard tax seminar in MN on October 17, 2017 at South Central College in North Mankato
  - e. Washburn Law and Roger McEowen <http://lawprofessors.typepad.com/agriculturallaw/>
  - f. Dr. David Kohl- we recommended he give us credit for the information we send him, and that he uses in his presentations. He has done a great job of advocating for our programs, and we want to keep it that way. If you see him coming to your area, you may want to contact his office ahead of time (Alecia is his assistant) and let him know you have financial data pertinent to the area.
11. National Council of Agriculture Education, written update from Josh Tjosaas: They are changing some of the leadership structure. They are looking for a national spokesperson. They have been great advocates for FFA, and are looking to become more involved in post secondary ag ed.
12. National Benchmarking Center: Currently the Center for Farm Financial Management, and they have farm bill funding. Bruce Fowler says the benchmarking grant has helped increase their farmer participation, and help with instructor funding. The money helped update their curriculum and get involved with other states and do some joint activities. The application for this year had quite a bit of multi-state collaboration.
13. Awards of Appreciation: People who have been helpful with the conference. Don nominated a recipient, Tina seconded. Brad nominated another recipient, Don seconded. All voted in favor. Betsy will get the plaques.
14. Member updates:
  - a. Tina- I deliver 85% of education through adobe connect, don't do a lot of face to face visits. It was a happy accident as she became a mother (this would be a great seminar).
  - b. Barry- use a second screen to help a farmer see what you're working on.
  - c. Don- Happy for find a new employee for his area.
  - d. Michelle- In NE, records keeping class is coming along pretty good, a generic program for all accounting programs.
  - e. Brad- in WI we're offering more statewide specialty programs. Like a dairy goat program, and they connect them with a local instructor.
  - f. David- in UT, have not replaced a retired instructor, and are pushing the college to fill the position. Doing some workshops and individual work on succession planning.
  - g. Bruce- in MO, we're working on developing a relationship with FCS, sharing what we do, and

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

their concerns with some of their customers. They are referring some of their farmers to our programs.

h. Jim - In IL, an internal project to merging all 8 local associations to 1 state association.

i. Lori - lots of small, local banks have offered tuition assistance to farmers who are struggling with the drought. NRCS came to us, and know we track data on fields, and offered to pay scholarships in exchange for data on enterprises. 10 farmers are enrolled in the program, and NRCS received a grant to pay for scholarships.

j. Mark- We're just trying to keep KS vacancies filled. K-State Ag Econ extension is very active, and we're tied to them. On a personal note, he's invited 4 first timers to our conference and they are not interested in attending the next year. No explanation on why they will not return. Make sure we look at conference feedback and make improvements every year.

k. Laura – in KY, we're still tied to university and extension people, and we're trying to figure out why they're not using our data. We want our data to get out there sooner.

l. Myron – MN has a beginning farmer tax credit. To qualify, you must sell an asset to someone unrelated who has been farming 10 years or less. In return, the beginning farmer must participate in the FBM program, and will receive a tax credit to help pay for the tuition expense.

m. Betsy – Online commodity marketing course will be available spring semester 2018.

Meeting resumed Tuesday morning 8 am.

15. New registration process and vendor: from Jim McCabe- Our current registration system merged and we have negotiated our new contract with the new company, C-vent. We have a 3 year contract with an annual maintenance fee \$1500 and plus \$1000 minimum user fees so we should have total expenses between \$5000 to \$6000 per conference compared to \$3154 in 2017. In Des Moines, 43% of the registrations were received in the last week. There is an early-bird discount, but that was extended so if you registered online, you still received the lower registration cost. You only paid the full amount if you registered onsite. Jim will send the Google Drive information to Maria and Sarah so their planning. Lori moved to approve the new contract with C-vent and authorized our bank information to be shared with the new company, Bruce seconded, all voted in favor.
16. Financials from 2017 conference: Myron Oftedahl-The financial split has not been done yet because Kent Ruppert hasn't finalized the 2017 speaker honorariums. We did have a profit from the 2017 conference, even with the loss of sponsors. Myron presented a spreadsheet for conference expenses from 2007 through 2017 to show the variation from year to year. For the 2018 conference, we may need to look at a mobile credit card processor such as Square, Intuit or Paypal. Myron will look into the options with the help of Anthony and Brad who have experience with mobile processors. Brad moved to give Myron authority to select a mobile credit card processor and Anthony seconded, all voted in favor.
17. Evaluations from 2017 Conference: Kent Ruppert via conference call- Overall very good conference. A few speakers could have been improved. Meals were too large, especially with dessert. Positive items from feedback were having breakfast included and having meals and events close where you can walk instead of driving. World Food Prize was walkable so that was a deciding factor for the downtown hotel versus suburban location.
18. Early Career Preconference activity- This is a NAFBAS activity and it was discussed to have this available every other year. The format is changing and will start Sunday from 1-5pm and they will try to find another 3 hour slot during the conference. Tina and Dwight have been the instructors



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

and Mark will be taking over for Dwight. Our conference starts on Sunday, and the prior Thursday and Friday is a two day Roger McEowen seminar in Lancaster, PA. The 3-5 year instructors may wish to attend the Lancaster session.

19. Conference format: Downtown vs Suburban? Close the airport is important, especially for the conferences outside the Midwest. Downtown locations make it easier to find restaurants and things to do within walking distance.
20. 2019 Wisconsin Conference Initial Thoughts: conference call with Renee Setzer. Renee prepared a spreadsheet of 5 locations in WI for our conference location. They chose Blue Harbor in Sheboygan as the #1 location because it's right on the lake. WI is very busy the second week in June so she had a hard time finding availability. If we change weeks there are more options available. The group did not want to meet the first week of June because of kids in school. We could make the third week available. The initial room quote of \$149/night is higher than we would like and we would like that negotiated. The room quote does include waterpark tickets. Lakeshore Technical College is located in Sheboygan and resources may be available if needed. Brad Sirianni, Mike Harer, Joe Marquardt, and Renee Setzer are the key planners for our 2019 conference. NAFBAS is the lead on the 2019 conference. Extension will also be attending this conference so more rooms will be needed. Barry moved to direct the group negotiate with Blue Harbor in Sheboygan for our 2019 conference. Tina seconded. All approved.
21. 2020 conference: We're free to move outside the Midwest because extension will not be with us. NFRBMEA will be the lead for the conference. Is it possible to work with Ela at Farm Viability Conference to find a location in California? Bob mentioned Washington D.C. The group was looking at Colorado and west, think Mountain and Pacific time zones and who you have for contacts in that area.
22. 2018 Conference: Maria, Sarah and Barry. One Day Registration: make it available as part of a sponsorship. Monday and Wednesday are the speaker days. Conference planners can set the price for a one day ticket. Meals are \$75 per day per attendee so the group felt \$200 a day is more reasonable. Sunday: Board meetings, family time at Chocolate World, evening reception with appetizers and string music. Monday: PA agriculture and economic presentations. Tuesday: Tour Day- one towards Gettysburg and the other two towards Lancaster. Wednesday: Shale Revolution, Nutrient Management, Tax Law, Succession Planning, Breakout sessions, family outing night. Thursday: Association meetings, educational sessions, Gettysburg is an options, non-conference tour.



23. Anthony moved to adjourn, Bruce seconded, all voted in favor, meeting adjourned at 11:30 am.

Submitted by Betsy Jensen



## Minutes of the Annual Spring Board Meeting

February 20, 2018 • Conducted via Conference Call (DRAFT)

Meeting called to order at 1:30 pm. In attendance, Betsy Jensen, Tina Lebrun, Brad Sirianni, Bruce Fowler, Deb Pike, Barry Kurtz, Lori Tonak, David Gillman, Myron Oftedahl, and Maria Graziani. There were no additions or corrections to the Agenda.

Secretary's Report- Betsy Jensen, Lori moved to approved the minutes, seconded by David, all voted in favor.

Treasurer's Report- Myron Oftedahl reported the following: the checkbook balance is \$14,675.84, which includes \$3,692.15 from the Des Moines conference. Mobile deposit is coming soon. Myron has paid the \$2,000 membership dues for the National Council. Bob Rhea has signed the contract for the 2019 conference and they required a \$1,000 deposit. That is new, and we need to remember that when finalizing the bill. The credit card is working well for the conference planning. Myron has looked into getting a second card, but it would split our credit limit, and could make it difficult to charge large purchases. Brad moved to approve Myron's report, seconded by David, all voted in favor.

Communications Director's Report- Deb Pike reported on membership. As of today, 70 members (63 Regular, 6 Affiliate, and 1 Honorary), compared to 93 total members last year. We are down 23 members from a year ago. *We have not yet sent our reminder letters and Brad and Deb will work together on that.* No report for website. Nothing to put on conference website.

2018 Conference- Maria, Sarah & Barry reported their progress. We discussed the final speaker list, and Maria is hoping to include some speakers about farm viability topic. We would like the online registration available by mid-March. Maria will be working to finalize the fees, and determine final registration costs and 1 day registration costs.

Maria also looked at touring options. Hershey World and Museum offers many opportunities for families to visit, and it was decided not to include them on the tour day, but make it available for families to attend on different conference days if they wished to go on their own.

Gettysburg is a pre- or post- conference option that may interest many attendees. Maria is working to obtain group rates for Gettysburg and Hershey, allowing attendees to buy discounted tickets and tour when able.

A/V: all the screens are no charge. They typically bring screens into the room. There is a projector in the main meeting room, and Maria will let us know if more projectors are needed. If members can bring projectors, it will save money at the conference.

Hotel is \$129/night and should be booked by attendees. Maria will give the list of speakers to the hotel, and we will pay for the rooms directly. Other "Special Concessions" the Hilton is offering to our Conference:

- Complimentary standard Wi-Fi throughout the hotel, public space and guest rooms; does not include streaming at this time.
- Two 1-bedroom Executive Suites (includes parlor and one connecting bedroom) complimentary arriving 6/9 (5 nights).
- Ten Junior Suites available at the group rate.
- Five Welcome VIP Amenities sent to the attendees of our choosing.
- Complimentary self-parking in the Walnut Street Parking Garage (attached to the Hotel).
- \$500 credit to the master bill (tax/gratuity responsibility of the Conference).

The complimentary self-parking in the Walnut street parking garage is an unusual benefit, according to the hotel. It is supposed to cost \$10/day.

Deb would like preliminary information to include on the website.

***Minutes of the 2018 Annual Spring Board Meeting, continued—***

2019 Conference- Brad reported on 2019 Conference planning. The location was approved at the fall 2017 board meeting. The committee negotiated with the hotel for \$135 per night which includes water park passes. There may not be as much space as we've had in the past but they are very accommodating and will work with us to make the space work. This conference will include extension personnel. Please share any ideas about speakers.

Lori presented the National Council report. They had canceled a scheduled conference call last year; they will have a Face to Face meeting in Indianapolis at the end of March, and The Council is discussing ideas to devote more funds towards post-secondary and adult education.

CHS Grant application & scholarships, Sponsors-Tina, We had application in for conference sponsorship and scholarship attendance and both were denied. Tina met with William Nelson from CHS Foundation and was told that funding is limited. Deb and Tina have received inquiries from people who are interested in receiving the scholarship, and unfortunately we don't have the funds available. NAFBAS has a \$3500 commitment from John Deere, which we did not have last year. Tina and Maria have materials available for vendors and sponsorship if you need them. If you have ideas on sponsors, or scholarship dollars, please forward the information to Tina. Lori will look into USDA opportunities.

***NUTS & BOLTS-*** Next issue information due March 16. The last issue was great, lots of good information. *For the next issue, let's discuss "The New Normal" with articles to Deb by March 16. Make sure to include graphics and photos if necessary.*

Distinguished Service- Member and Distinguished Service- Friend awards nominees were discussed. Betsy will order the plaques, after checking with Rodney.

2017-2018 Annual Report- *Reports due to Deb by April 27, but you don't have to wait until April 27.*

Meeting adjourned by Myron, Seconded by David at 3:31 pm.

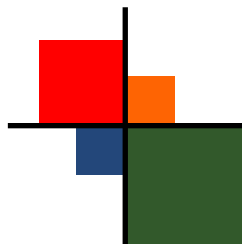
Betsy Jensen, Secretary



**BASE and PcMars Software, just two of our many faithful sponsors of the National Farm Business Management Conference. Thank you for your continued support!**

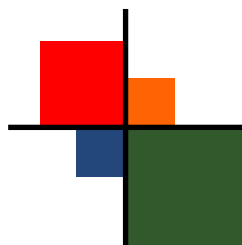
## 2017 - 2018 NFRBMEA Income Statement

	Actual 16-17	Budget 17-18	Actual 17-18
<b>INFLOWS</b>			
Advertising	\$ -	\$ 400.00	-
Conference Revenue	\$ 12,593.71	\$ 7,500.00	\$ 3,692.15
Dues - Regular	\$ 5,460.00	\$ 6,000.00	\$ 3,900.00
Dues - Affiliate	\$ 210.00	\$ -	\$ 120.00
Interest Income	\$ -	\$ 150.00	\$ 137.99
Total Revenue	<u>\$ 18,263.71</u>	<u>\$14,050.00</u>	<u>\$ 7,850.14</u>
<b>OUTFLOWS</b>			
Awards and Recognition	\$ 128.03	\$ 100.00	\$ 39.20
Board Meeting Expense	\$ 2,561.41	\$ 3,000.00	\$ 4,422.05
Legal & Professional	\$ 350.00	\$ 350.00	\$ 365.00
National Council Contribution	\$ 1,734.30	\$ 3,500.00	\$ 4,000.00
Publications/NUTS & BOLTS	\$ -	\$ 350.00	-
Recruitment/Special Projects	\$ -	\$ -	\$ 188.67
Supplies, Copies, Postage	\$ 80.41	\$ 200.00	\$ 30.10
Treasurer Compensation	\$ 500.00	\$ 500.00	\$ 500.00
Web Page Expense	<u>\$ 6,519.40</u>	<u>\$ 5,400.00</u>	<u>\$ 5,000.00</u>
Total Expenses	\$ 11,979.63	\$13,400.00	\$14,545.02
<b>Inflows - Outflows</b>	\$ 6,284.08	\$ 650.00	<b>\$ (6,694.88)</b>



## 2017 - 2018 NFRBMEA Balance Sheet

	<u>Mar 31, 18</u>	<u>Mar 31, 17</u>	<u>\$ Change</u>	<u>% Change</u>
<b>ASSETS</b>				
<b>Current Assets</b>				
Checking/Savings				
Checking #472411	<u>14,675.84</u>	<u>21,508.71</u>	<u>-6,832.87</u>	<u>-31.8%</u>
Total Checking/Savings	<u>14,675.84</u>	<u>21,508.71</u>	<u>-6,832.87</u>	<u>-31.8%</u>
Other Current Assets				
Ameriprise Investment	<u>11,143.02</u>	<u>11,005.03</u>	<u>137.99</u>	<u>1.3%</u>
Total Other Current Assets	<u>11,143.02</u>	<u>11,005.03</u>	<u>137.99</u>	<u>1.3%</u>
Total Current Assets	<u>25,818.86</u>	<u>32,513.74</u>	<u>-6,694.88</u>	<u>-20.6%</u>
Other Assets				
Nat Farm Mgt. Conference	<u>7,500.00</u>	<u>7,500.00</u>	<u>0.00</u>	<u>0.0%</u>
Total Other Assets	<u>7,500.00</u>	<u>7,500.00</u>	<u>0.00</u>	<u>0.0%</u>
<b>TOTAL ASSETS</b>	<b><u>33,318.86</u></b>	<b><u>40,013.74</u></b>	<b><u>-6,694.88</u></b>	<b><u>-16.7%</u></b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Equity</b>				
3000 · Opening Bal Equity	6,314.72	6,314.72	0.00	0.0%
3900 · Retained Earnings	27,004.14	33,699.02	-6,694.88	-19.9%
<b>Total Equity</b>	<u>33,318.86</u>	<u>40,013.74</u>	<u>-6,694.88</u>	<u>-16.7%</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>33,318.86</u></b>	<b><u>40,013.74</u></b>	<b><u>-6,694.88</u></b>	<b><u>-16.7%</u></b>





## Approved 2018 - 2019 Budget

### June 2017

#### Inflows

Advertising	-
Conference Revenue	\$ 7,500.00
Dues (100 @ \$60)	\$ 5,500.00
Dues– Affiliate	\$ 250.00
Interest Income	\$ 150.00

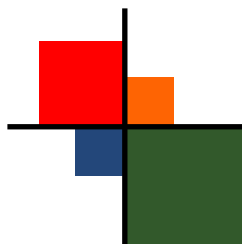
**Total Revenue \$ 13,400.00**

#### Outflows

Awards & Recognition	\$ 100.00
Board Meeting Expense	\$ 3,000.00
Legal & Professional	\$ 350.00
National Council	\$ 3,000.00
Publications/Nuts & Bolts	\$ 350.00
Recruitment/Special Projects	-
Credit Card Fees	\$ 120.00
Supplies, Copies, Postage	\$ 200.00
Treasurer Compensation	\$ 500.00
Web Page Expense	\$ 5,400.00

**Total Expenses \$ 13,020.00**

Inflows - Outflows \$ 380.00



## Proposed 2019 - 2020 Budget

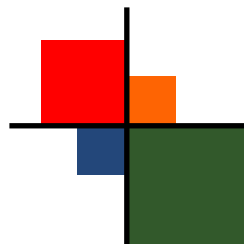
### Inflows

Advertising	-
Conference Revenue	\$ 5,000.00
Dues— Regular	\$ 5,000.00
Dues— Affiliate	\$ 250.00
Interest Income	\$ 150.00
<b>Total Revenue</b>	<b>\$ 10,400.00</b>

### Outflows

Awards & Recognition	\$ 100.00
Board Meeting Expense	\$ 3,000.00
Legal & Professional	\$ 350.00
National Council	\$ 3,000.00
Publications/Nuts & Bolts	\$ 350.00
Recruitment/Special Projects	-
Credit Card Fees	\$ 120.00
Supplies, Copies, Postage	\$ 200.00
Treasurer Compensation	\$ 500.00
Web Page Expense	\$ 5,400.00
<b>Total Expenses</b>	<b>\$ 13,020.00</b>

Inflows - Outflows \$ (2,620.00)



## 2017 Conference Sponsors & Exhibitors

### **\$10,000 Sponsor**

CHS Foundation

### **\$2,500 Sponsor**

PcMars Farm Accounting Software

### **\$1,000 Sponsors**

Center for Farm Financial Management

### **\$500 Sponsors**

BASE—Benefit Administration for the Self-Employed  
Farm Financial Standards Council  
National Crop Insurance Services  
Vertical Solutions, Inc. / Easy Farm Software

### **In-Kind Sponsors**

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## NFRBMEA Contacts\*

### **President**

Bruce Fowler  
University of Missouri  
116 Gentry Hall  
Columbia, MO 65211-0740  
(573) 882-7379 (O)  
(573) 248-6739 (C)  
[fowlerb@missouri.edu](mailto:fowlerb@missouri.edu)

### **Past President**

David Gillman  
Uintah Basin ATC  
1100 E. Lagoon ST, 124-5  
Roosevelt, UT 84066  
(435) 722-6956 (O)  
(435) 823-0645 (C)  
[david@ubtech.edu](mailto:david@ubtech.edu)

### **President Elect**

Brad Sirianni  
N38584 Johnson Valley RD  
Whitehall, WI 54773  
(715) 533-8081 (O/C)  
[siriannib@westerntc.edu](mailto:siriannib@westerntc.edu)

### **Communications Director**

Deb Pike  
6540 65th Street NE  
Rochester, MN 55906-1911  
(507) 951-3610 (C)  
[debra.pike@nfrbmea.org](mailto:debra.pike@nfrbmea.org)

### **Conference Sponsorship Coordinator**

Tina LeBrun  
South Central College  
1920 Lee BLVD  
North Mankato, MN 56003-2508  
(507) 389-7391 (O) • (507) 327-3732 (C)  
[Tina.LeBrun@southcentral.edu](mailto:Tina.LeBrun@southcentral.edu)

\*See [www.nfrbmea.org](http://www.nfrbmea.org) for complete Board contact information.

