



*NFRBMEΔINC.*

# 2018-19 Annual Report

National Farm and Ranch Business Management Education Association, Inc.



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## **Mission Statement**

To promote and support farm and ranch business management education. We accomplish our mission by providing in-service education to our members and by communicating and networking with others.

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

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## 2018-19 Board of Directors



**Brad Sirianni**

### **President**

Brad Sirianni, Whitehall, WI

### **President Elect**

Pauline VanNurden, St. Paul, MN



**Pauline VanNurden**

### **Past President**

Bruce Fowler, Vandalia, MO



**Bruce Fowler**

### **Secretary**

Betsy Jensen, E. Grand Forks, MN



**Betsy Jensen**

### **Treasurer**

Myron Oftedahl, Glencoe, MN



**Myron Oftedahl**

### **National Council Representative**

Lori Tonak, Mitchell, SD

### **2019 Conference Chair**

Brad Sirianni, Whitehall, WI



**Lori Tonak**

### **Conference Sponsorship Coordinator**

Tina LeBrun, North Mankato, MN



**Tina LeBrun**

### **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.

## 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, known as the *"National Farm Business Management Conference"*.
- 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. Your NFRBMEA membership card is an acknowledgment of dues paid and serves as a visual reminder of when your membership is up for renewal.

### 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.



### 2018-19 MEMBERSHIP DEMOGRAPHICS

	Regular	Affiliate		Regular	Affiliate
Colorado	2	-	Nebraska	1	-
Illinois	1	-	Ohio	2	-
Iowa	1	-	Oklahoma	1	-
Kentucky	1	-	South Dakota	5	-
Minnesota	27	5	Utah	4	-
Missouri	3	-	Wisconsin	3	-
North Dakota	10	-			
			*TOTALS:	61	5

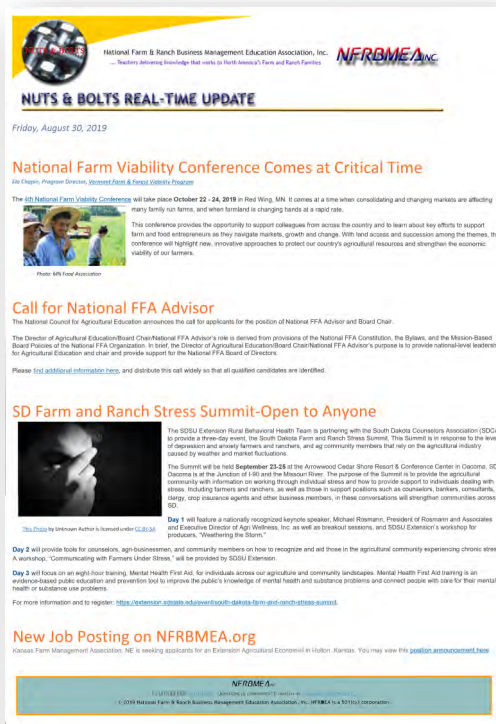
Dr. Ed Persons of Minnesota holds an Honorary Lifetime Membership.

\*There was no net change in membership numbers from 2017-18. This year there was one more Minnesota member and one less North Dakota member.

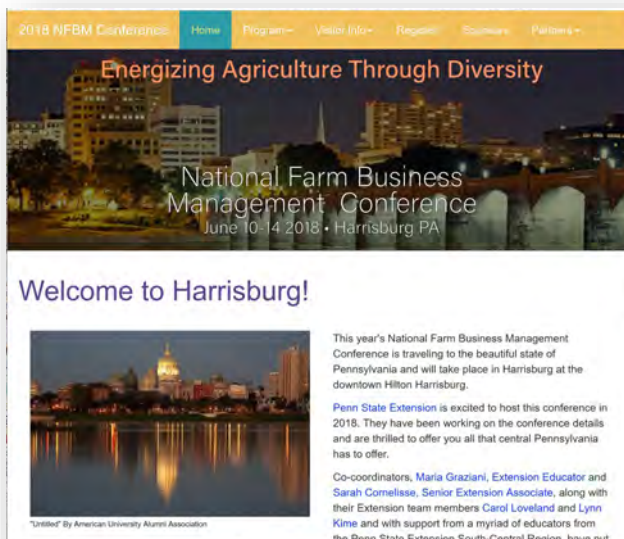


## Communications

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**

First, I will address what has been accomplished by the NCAE. The SAE for All curriculum is ready to roll out to the states and will happen this summer and into the fall. The Farm Business Management CASE Study will also be rolled out with an event during the summer of 2019. I still have not seen the CASE curriculum for Farm Business. Those are the two major projects that will be closed this year. The assets of the Council have increased to \$257,749 but some of those assets will be used to do the rollouts for the CASE curriculum and SAE for All.

Now, on to the meat of this report. As this year has progressed, there have been many discussions and drafts of changes for the NCAE. Brad Sirianni and I attended a joint meeting at Lexington, KY in September and a draft was put together to roll out to the agriculture education community at the Ag Ed Summit in San Antonio in November. At the San Antonio Summit, the draft was discussed in a full day conference. Three key questions were discussed at the Summit:



- What needs do you expect from the national level leadership for agricultural education?
- What challenges and solutions do you see with bringing the various groups in agricultural education together to meet the needs?
- How will we know that we are on the right track? What will be indicators of success?

The outcome of the Summit was the Council needed to put a plan in place and roll it out to the respective NCAE groups for their approval. A team from the Council were assigned to design a NCAE Reboot for the full Council to address and critique at our face-to-face meeting in March. In March at the face-to-face in Indianapolis, a day and a half were spent discussing and fleshing out the NCAE Reboot. I came away from this discussion with some frustration, as NFRBMEA and the Post-Secondary groups were no longer going to be a part of the NCAE, unless the National Association of Agriculture Educators invited us to have a seat at the table. Since that meeting, Mark Poeschl, Executive Director of the National FFA who could not attend our March meeting due to conflicts, has vetoed the plan. A group is working on the redesign and, hopefully, it will be received to have for discussion at the meeting in Sheboygan.

Below is a list of the current members of the National Council:

- 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)

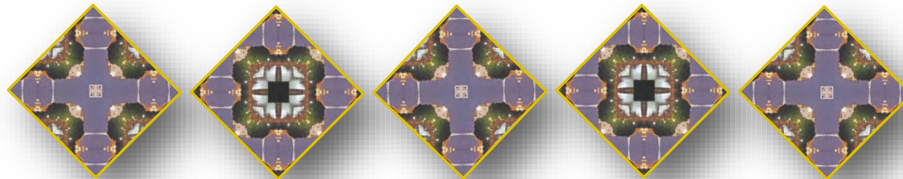
**NCAE Update, continued—**

- 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/).



**Lori Tonak, NFRBMEA's rep on the National Council, gives the membership an update on NCAE activities**



**NFRBMEA 33rd Annual Business Meeting ♦ Harrisburg, Pennsylvania**



## 2018 Conference Agenda

### Sunday, June 10

- 1:00 PM Conference Registration Begins — *Bridgeport Room*  
NFRBMEA Pre-Conference Board Meeting — *Governor Room*
- 1:00 - 5:00 PM Early Career Session #1 for 0-3 yr. participants — *US Room*  
*Instructors: Tina Barrett and Mark Dikeman*  
*Topics covered will include: Reviewing Accounting Reports to Find Errors/Corrections; Depreciation Changes; Tax Law Updates, with a Focus on 199a; Understanding & Interpreting Financial Ratios; and a Introduction to Entities.*
- 1:30 PM Entertainment - Chocolate World, Hershey — *Meet at Lobby*  
\*This is a spouse/family activity on your own. Pre-purchase tickets at Hershey's Chocolate World (website), or "The Hershey Story" (website)
- 2:00 PM NAFBAS Board Meeting — *Lochiel Room*
- 3:30 PM NFRBMEA Past Presidents' Meeting — *Governor Room*
- 4:00 PM Joint NFRBMEA/NAFBAS Board Meeting — *Penn Harris Room*
- 6:30 PM Evening Welcome Reception — *Carlisle Ballroom*  
*Salad Bar, Fajita Bar, Petite Desserts & Cash Bar*  
"Welcome to Harrisburg"  
— *Penny Brady, Hershey Harrisburg Visitors Bureau*  
Entertainment: Conrad and Burgess String Duo  
— *Bluegrass, Country and Modern Music*
- 8:00 PM Adjourn

### Monday, June 11

- 7:00 AM Breakfast at Hotel — *Ballroom Center*  
First-Timers' Breakfast Meeting — *Reserved Tables in Ballroom Center*
- 7:30 AM Registration Continues — *Bridgeport Room*
- 8:30 AM "Welcome to the 2018 Conference" — *Ballroom Left*  
— *Bruce Fowler, NFRBMEA President & Mike Harer, NAFBAS President*



## 2018 Conference Agenda continued —

Monday, June 11, continued—

- 8:45 AM “Ag Update: Thinking Ahead on Farm Business” —*Ballroom Left*  
—*Russell Redding, Pennsylvania Secretary of Agriculture*
- 9:15 AM “Research and Extension in Pennsylvania” —*Ballroom Left*  
—*Jeffrey Hyde, Interim Director, Penn State Extension*
- 9:45 AM **BREAK** (Cold and Hot Refreshments) —*Flow– 2<sup>nd</sup> Floor*
- 10:00 AM “Washington DC Update on Current Ag Issues” —*Ballroom Left*  
—*John Block, U.S. Secretary of Agriculture, 1981-85*
- 11:00 AM “Pennsylvania Farm Diversity Panel” —*Ballroom Left*  
—*Hannah Smith-Brubaker, Executive Director, PA Association for Sustainable Agriculture;*  
—*Christian Herr, Executive Vice President, PennAg Industries Association;*  
—*Leslie Zuck, Executive Director, Pennsylvania Certified Organic*
- Learn from several Pennsylvania non-profits who work with farmers in diverse formats, from sustainable agriculture, to large-scale agribusiness, to organic-certified farming, and how these very diverse styles of farming work together to grow agriculture across the state.
- NOON Luncheon at Hotel (Capital Favorite) —*Ballroom Center*
- 1:00 PM “Farmer Viability Programs and Emerging Ag Business Assistance Networks”  
—*Ballroom Left*  
—*Ela Chapin, Vermont Farm & Forest Viability Program, and Mark Cannella, Farm Business Specialist, University of Vermont Extension*
- Farm Viability Programs - once a line item in the Farm Bill - support and enhance the economic vitality of farm and food businesses across all stages of growth and development through in-depth, one-on-one business and succession planning assistance. Learn how these programs work to educate farmers and grow agricultural businesses. This general presentation will include funding mechanisms, network development in Vermont and New England, program development strategies and program delivery. A follow-up break-out session on Wednesday will provide a deeper dive into Farm Viability business planning programs.
- 2:00 PM “Chesapeake Bay Watershed Initiative & Its implications for Farmers”  
—*Ballroom Left*  
—*Chris Houser, Assistant Director, Agronomy & Natural Resources Programs*
- Chris Houser will discuss the need and benefits of the Chesapeake Bay Watershed survey and the partnerships that were involved to design, promote, execute and verify the survey's results. The results concluded that farmers have done a great deal to improve Pennsylvania water quality by many of the practices have not been counted in the Bay model.
- 2:45 PM **BREAK** (Hot and Cold Refreshments) —*Flow– 2<sup>nd</sup> Floor*
- 3:00 PM “How Agricultural Incubators Can Surge Economic Development and Support Farming”  
—*Carlisle Ballroom*  
—*Robert Junk, Republic Food Enterprise Center*
- 4:00 PM “Marketing Channels and Financial Performance of Farms and Ranches”  
—*Carlisle Ballroom*  
—*Becca Jablonski, Food Systems Extension Economist, Colorado State University*
- The number of farms and ranches selling through local and regional food markets has grown over the past several years, now totaling > 167,000. This session will present research using national data on how scale, commodity and participation in direct and intermediated marketing channels influence the expenditures and financial performance of farms and ranches.
- 5:00 PM Adjourn—Dinner and Evening on Your Own

**2018 Conference Agenda continued —****Tuesday, June 12 (Tour Day)**

7:00—8:30 AM Breakfast at Hotel —*Gettysburg Ballroom Center*

8:15 AM Board Buses for Tours —*Hilton Front Entrance*

**#1 Orchard Tour:** McLeaf's Orchard, Penn State Fruit Research and Extension Center, Round Barn Orchard and Market

**#2 Productivity Tour:** Harley-Davidson factory, York Kitchen Incubator and Central Market, Penn State Southeast Research and Extension Center **(Children under 12 years old cannot attend this tour)**

**#3 Dairy Tour:** Kreider Dairy Farm (lunch included), Rots Country Market, and Brubaker Dairy Farm

4:00 PM Buses Return to Hilton Harrisburg

5:00 PM Family Outing (*You will need to opt-in for the family outing*)

5:30 PM Picnic at Harrisburg City Island, a 10-minute scenic walk from the hotel. Hot dogs, hamburgers, salad sides and drinks at Center Field Tent.

7:00 PM Seating for Penn FC Soccer, playing against Richmond Kickers

9:00 PM Game ends; return to Hilton Harrisburg via walking bridge or Uber/taxi/

**Wednesday, June 13**

6:00 AM Vendor Set-up. Vendors will be available to visit all day. —*Flow - 2<sup>nd</sup> Floor*

7:00 AM Breakfast at Hotel (Traditional Buffet-style) —*Center Ballroom*

7:30 AM Conference Information Desk (on-going information) —*Flow - 2<sup>nd</sup> Floor*

8:30 AM "Supporting Mental Health and Wellbeing of Farmers During Difficult Economic Times" —*Ballroom Left*  
—*Suzanne Pish, Educator, Michigan State University, "Social-Emotional Health and Wellbeing Across the Life Span"*

9:30 AM "Energy Opportunities for Agriculture— Diversity in PA" — *Ballroom Left*  
—*Tom Richard, Director PSU E & Environment, and Dan Brockett, Extension Educator, Energy & Shale*

Agriculture in the Commonwealth has changed greatly to maintain a competitive edge. Opportunities with natural gas development in rural areas, the use of economically marginal land for bioenergy production and new solar options have helped to add to the diversity of energy options on the farm.

10:30 AM ***BREAK & VISIT VENDORS*** —*Flow - 2<sup>nd</sup> Floor*

11:00 AM "Current Issues in Tax Law and Regulations in Agriculture" — *Ballroom Left*  
—*Dario Arezzo, Senior Tax Consultant, Farm Credit East*

This session will focus on the Tax Cuts and Jobs Act's impact on agricultural producers. Topics to be covered include depreciation changes, new loss limitations provisions, the new Section 199A deduction for non-corporate taxpayers, tax rate changes (income and estate tax) and the impacts of these changes on planning considerations.

**2018 Conference Agenda continued —****Wednesday, June 13, continued—**

- NOON Luncheon at Hotel (Italian Delight) —*Ballroom Center*
- 12:50 PM 2019 Conference Planners' Presentation —*Ballroom Left*
- 1:00 PM "Business Succession Planning: How Do We Support Farm Transitions?"  
—*Ballroom Left*  
—*John Berry, Penn State Extension Educator, Entrepreneurship & Community Vitality*
- 1:45 - 2:00 PM **BREAK & VISIT VENDORS** —*Flow - Hallway, 2<sup>nd</sup> Floor*
- 2:00 - 5:00 PM Early Career Session #2 (for 0-3 year participants) —*Lancaster-Gettysburg*
- 2:00 - 3:00 PM **Concurrent Educational Sessions, Round 1:**
- "Tools and Resources for Supporting Farmers in Stressful Times" —*US Room*  
—*Presenter: Suzanne Pish*
  - "Updates on Tax Implications for Farmers" —*Governor Room*  
—*Presenter: Dario Arezzo*
  - "Tools/Resources for Discussing Transitions, Exits and Succession with Your Farmers"  
—*Lochiel Room*  
— *Presenter: John Berry*
- 3:00 - 4:00 PM **Concurrent Educational Sessions, Round 2:**
- "Business Planning for Farm Viability" —*US Room*  
—*Presenters: Ela Chapin & Mark Cannella*
  - "Updates on Tax Implications for Farmers" —*Governor Room*  
—*Presenter: Dario Arezzo*
  - "Implications of Energy Opps on Agriculture" —*Lochiel Room*  
—*Presenters: Dan Brockett, Joe Loughlin and Tom Richard*
- 4:00 PM NAFBAS Committee Meetings —*US Room*  
NFRBMEA Business Meeting —*Governor Room*
- 6:00 PM Adjourn - Dinner and Evening on Your Own for Downtown Harrisburg Sightseeing

**Thursday, June 14**

- 7:00 - 8:30 AM Harrisburg/Gettysburg Storytelling Breakfast —*Carlisle*  
—*Sheldon Munn, Harrisburg/Hershey Historian*
- 8:30 AM Closing Remarks —*Ballroom Center*  
—*Maria Graziani, Sarah Cornelisse and Jim Ladlee, Penn State Extension Host Team*
- 9:00 AM Adjourn Conference
- 9:00 -11:00 AM NFRBMEA Post-Conference Board Meeting —*Lochiel Room*



## 2018 Conference Highlights



The Sunday evening Welcome Reception is always a great time to reconnect with old friends and make some new ones.



The Conrad and Burgess String Duo performed bluegrass and country music during the Sunday evening Welcome Reception.



A few of the General Session attendees.



Catching up with other conference attendees between sessions.



Dario Arezzo, Sr. Tax Consultant, Farm Credit East spoke about Current Issues in Tax Law and Regulations in Agriculture



Suzanne Pish, Michigan State University, discussed "Supporting Mental Health and Well-being of Farmers During Difficult Economic Times"



## 2018 Conference Highlights



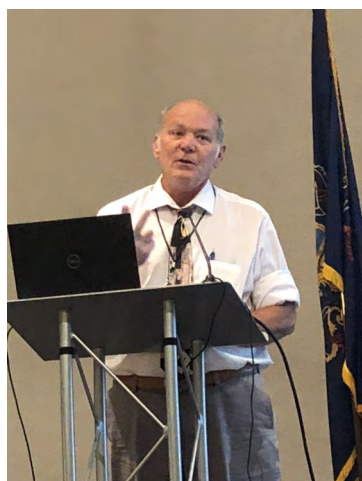
**Harley-Davidson Pre-tour Exhibits**



**Ela Chapin and Mark Cannella**



**Storytelling Breakfast: Myron Oftedahl**



**John Berry's topic: tools for discussing transitions, exits and succession with students or clients**



**Sunday's joint pre-conference Board meeting**



**Conference attendees on their way to the Tuesday evening Picnic and Penn FC Soccer match.**



**Penn State SE Research & Extension Center**



**Covered Bridge near Penn State SE Research & Extension Center**



**Touring YorKitchen Incubator**



## 2018 Conference Vendors



**Stacey Davis, BASE**



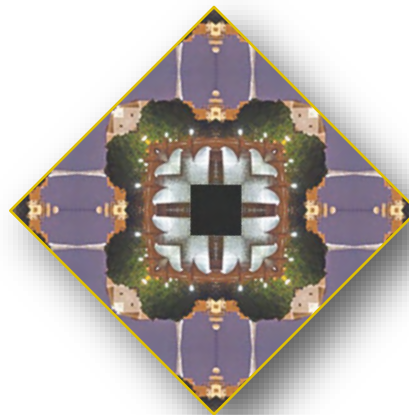
**Pauline VanNurden, The Center for Farm Financial Management**



**Vertical Solutions/EasyFarm**



**Dr. Laurence Crane, National Crop Insurance Services**



**Kent Vickre, PCMarS Software**



**Mike Schmitz stops by the Vertical Solutions/EasyFarm booth**



**Member Ira Beckman, right, visits with FFSC Representative Bill Rutter**



## Minutes of the Pre-Conference Board Meeting

June 10, 2018 • Hilton Harrisburg • Harrisburg, PA

Attendees: Bruce Fowler, Myron Oftedahl, Deb Pike, Barry Kurtz, Brad Sirianni, David Gillman, Lori Tonak, Tina LeBrun.

Meeting was called to order at 1:12 PM by President Bruce Fowler. There were no corrections or changes to the agenda.

Treasurer's Report – Myron Oftedahl:

- \$14,675.84 current checkbook balance
- \$33,000 ~ total including investments, conference and checkbook accounts
- There are some uncashed checks from conference sponsorships.
- Moved and seconded to approve treasurer's report. Motion passed. (David G./Lori T.)

Membership Report given by Deb Pike:

- Current membership stands at 61 regular, 5 affiliate, 1 honorary compared to last year's 81 regular, 9 affiliate and 1 honorary.
- Dunning letter was not sent out and that is believed to have hurt membership.

Communications Report given by Deb Pike:

- NUTS & BOLTS newsletter was published and mailed/sent out in fall & winter. There was positive feedback about articles.
- Website is working well, conference info is up-to-date and the website is in need of updates. Deb plans to work on it this summer.
- Conference communication could be better. Deadlines have been missed and some information not sent back or responded to.
- Briefly reviewed the annual report.
- Conference notebook will be loaded by the website after last minute updates completed.

National Council Report – Lori Tonak reported on her experiences while attending the last meeting. Lori reported that the current leader of the council has stressed how to serve everyone better, not just high school related Ag Ed. How can the council better serve NFRBMEA and/or colleges better? Want to discuss this at the next meeting in Lexington, KY, September 11-13. We were asked for 3 people from our board, including Lori, to attend. Motion was made to support this effort and was passed. (Myron O./David G.)

Industry Relations – Tina LeBrun:

- We have received \$7,000 in conference scholarships provided by: John Deere, CFFM, PC Mars, BASE & FFSC, National Crop Insurance Services, & Vertical Solutions.
- Lack of funding meant no scholarship program to support the new/beginning FBM program for the conference.
- There was discussion to have fundraising plans, contacts, etc. in place by the fall board meeting.

Barry Kurtz presented the 2018 Conference Report. There was brief discussion on the conference. It was also shared on the difficulty of planning the conference with a third party from a long distance.

Brad Sirianni presented a 2019 Conference Report. He shared that the Blue Harbor Resort Hotel at Sheboygan, WI is booked/confirmed for the 2019 conference. A video was shown that shows the area. Recommendations/suggestions were given. Tours: Packing Plant, Creamery/Cheese Plant, Whistling Straights, Cranberry Bog, EAA in Oshkosh, Aquaculture farm. Workshops: Favorite Excel Spreadsheets, Using Google Docs and other similar technology, Idea Sharing, Favorite Technology Apps, have similar breakout sessions. Working with administrators and selling your program to ??

Also, use Twitter, Facebook & others cooperatively for the conference.

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

Bruce Fowler reviewed the Business Meeting Agenda.

General discussion was held about what we can do for our members in addition to the conference. How can we be more relevant and provide a better experience? Our goal is to increase membership. How can we provide resources for others relating to FBM education? Communities of practice?? It was suggested to survey the membership or others related to the conference & offerings. What other organizations in our states can we reach out to? Grants – are there grants we should be applying for?

Other discussion was related to how the two organizations (NFRBMEA & NAFBAS) can work better as a whole for the conference.

David Gillman discussed Officer Nominations— potential candidates for future board members.

The Meeting Adjourned at 3:30 PM. (Brad/Myron).

Betsy Jensen  
NFRBMEA Board Secretary



## Awards of Appreciation

Congratulations to Ira Beckman and Wayne Pike, both Minnesota FBM instructors, who received the conference Award of Appreciation for their past roles as conference planners and workshop presenters. Ira has also served as emcee for the Denny Jackson Storytelling Breakfast for many years.

Presenting the awards were NFRBMEA President Bruce Fowler and NAFBAS President Mike Harer.



**L to R: NFRBMEA President Bruce Fowler, Ira Beckman and NAFBAS President Mike Harer**



**L to R: NFRBMEA President Bruce Fowler, Wayne Pike and NAFBAS President Mike Harer**

## Pre-Conference Joint Board Meeting Minutes

June 10, 2018 • Hilton Harrisburg • Harrisburg, PA

Those in attendance: Anthony Barrett (NE), Bob Rhea (IL), Deb Pike (MN), Myron Oftedahl (MN), David Gillman (UT), Laura Powers (KY), Mark Wood (KS), John Jones (MI), Jim McCabe (IL), Michelle Seiffert (NE), Sarah Cornelisse (PA), Tina LeBrun (MN), Bruce Fowler (MO), Mike Harer (WI), Barry Kurtz (MN), Brad Sirianni (WI), Lori Tonak (SD), and Maria Graziani (PA).

The meeting was called to order at 4:06 pm. The group introduced themselves around the table. Bruce Fowler 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 Brad Sirianni 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:** The 2018 conference budget was discussed. There are 82 attendees and 69 family. There are 4 vendors with John Deere being a new addition. We also have a \$500 credit from the hotel and have them as a vendor. The current budget is showing a \$408 loss to date. Overall, it looks like a breakeven conference at best. Low attendance numbers did not help. It looks to be an exciting conference and the agenda looks great. Tours are lined up and the soccer event with picnic should be a good time for all.

The 2019 conference is progressing. There is a list of presenters to contact. The conference will be held at the Blue Harbor Resort in Sheboygan, WI June 9-13, 2019. The rooms are \$135 per night and includes entrance into the water park. The area has a small community atmosphere and is very beautiful. There are lots of ideas for tours in this area.

The pre-conference training will be held again this year. The 0-2 years' experience group has 9 attendees and a couple of mentors attending. The 3-5 years' experience group has no attendees. The small groups are praised by allowing easy, open discussion that doesn't happen in larger groups. The format this year is Sunday afternoon with a couple hours of follow-up later in the week. This is different than the Saturday afternoon and Sunday mornings that happened in the past. This is to help in travel arrangements and some not having to come in on Saturday, thus saving a day and expense. The NAFBAS board voted in their meeting to continue to fund at \$1,500 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.

Jim McCabe stated that there was a new registration provider this year. The new provider offers lots of options and information. It did come with a few bugs but those got worked through. Jim would like to move up registration work and putting that together by December. This will help in the busy tax season that Jim can just kick it out since it is ready.

CHS did not sponsor the 2017 conference and did not provide any scholarships for the 2018 conference. There was not money available. There might be an opportunity to approach local Farm Credits to sponsor 1 or 2 scholarships if we have contacts. The goal for the fall meeting is to work this process out so see if we can move forward in attaining these scholarships.

It was brought to attention that Cody Stewart from IL had requested a refund of his spouse's registration due to personal difficulties. David Gillman made a motion to refund the registration. This was seconded by Brad Sirianni and motion carried.

Jim McCabe made a motion to set the maximum registration cost at \$450 for 2019. This only sets a maximum amount. If the final registration cost is lower, that is not a worry. Motion was seconded by Mark Wood and motion carried.



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

There is a conference logo. This is being used to “brand” the conference. Some tweets & FB post have been sent out.

There has been a 2020 site selection & committee appointed. 2020 will be led by NFRBMEA. In 2017 there was talk of going to the Pacific Northwest. It was decided that 2019 and 2020 needed to focus on boosting attendance numbers. Does this mean we need to stay more local? Should a survey be sent out to ask what needs changed or added to get you more excited about attending? Michigan would be willing to look at hosting the 2022 conference. David Gillman, Jim McCabe, Laura Powers, & Bruce Fowler will work to try to get some survey ideas together by the fall joint meeting.

Ela Chapin from the Farm Viability Conference is here and someone will make contact with her.

**Committee Reports:**

**USDA:** The USDA committee will be Wednesday at lunch.

**Fundraising:** This group will meet Wednesday at breakfast.

**Professional Development Opportunities:** Roger McEwen held his conference the Thursday and Friday before the conference. Not many of our attendees went. We tried to coordinate with Roger to get it closer to our location. It didn't seem to help attendance.

**Farm Financial Standards Council:** The annual meeting will be held in Illinois in July 2018. They are still working on updating the sample farm. The family living expense is \$12,000 and only has corn and soybean enterprises.

**Joint Member Needs:** N/A

**Activities in New States:** There is some interest and work being done to add programs in Clemson, SC as well as Tennessee.

**Board Topics:** Jim McCabe asked if he could look into pricing new lanyards. These are the original ones bought for the 2008 conference. He will bring prices & options to the fall meeting.

Myron Oftedahl asked that the same logo be used on everything. It appears there could be a couple different ones floating around?

A motion was made by Jim McCabe and seconded by Myron Oftedahl to hold the fall joint board meeting on October 8-9 in Sheboygan, WI. Motion carried.

It was motioned by David Gillman and seconded by John Jones to adjourn. Motion carried.

Respectfully submitted,

Anthony L. Barrett  
Appointed Secretary for Joint Board Meeting



## 33rd Annual NFRBMEA Business Meeting Minutes

June 13, 2018 • Hilton Harrisburg • Harrisburg, PA

The meeting was called to order by President David Gillman at 4:02 pm at the Hilton Harrisburg, PA. There were no additions or changes to the agenda.

Tom Ackerman moved to approve the minutes from the 2017 Annual Meeting, Second by Jay Olson, passed unanimously.

The treasurer's report was given by Myron Oftedahl. Total assets are down to \$33,318.86 from \$40,013.74 last year. Our treasurer does manage two checkbooks, the account for NFRBMEA and the Conference Checkbook. After reviewing the income statement, the largest reason for the asset decrease is dues and conference revenue. There was a small increase in expenses, but our budget discrepancies were mostly income related. Motion by Ira Beckman, second by Brad Sirianni to accept the treasurer's report, passed unanimously.

Motion by Wayne Pike, second by Barry Kurtz to approve the 2018-2019 budget, passed unanimously. The biggest unknown will be the conference revenue. With the conference in the Midwest, and with extension participating, it is typically a much larger conference with more revenue.

Roll Call of States: written reports were submitted by OH, PA, ND, MN, SD, UT, OK, WI and MO. Brief Oral reports were given from MN, UT, WI, SD, PA, OH.

Communications Director's report: 61 regular, 5 affiliate and 1 honorary memberships during 2017-18. No dunning letters were mailed this year, but we will send another one this summer. Membership applications are on the website. Deb appreciates articles for NUTS & BOLTS.

President David Gillman presented the 2018 Annual Report. If anyone has pictures of tours, please email to Deb. The report is available electronically.

Conference Sponsorship report was given by Tina Lebrun. We had \$7000 in conference sponsorships this year. There were 6 or 7 people who were interested in the first timer scholarship, but we did not have funds for the first timer scholarship. Are there institutions who would come to the table and be a part of the scholarship program? It can be a scholarship for someone local. We also need more local sponsorships for the conference as well.

National Council for Agricultural Education: A written report was submitted by Lori Tonak, Mark Peschel, CEO of Council, wants to get it back to ag education not just FFA. He's asking every group to bring 3 people to Lexington, KY in the fall about what the council can do for our organization. Keith Olander and Brad Schloesser from MN were recommended as potential candidates for the meeting because they are familiar with all of post secondary ag education. We need to have a written, organized plan for the meeting. Youth pipeline development, federal benchmarking grant, ideas should be emailed to Lori and she will be the clearinghouse. David Gillman moved to allow the board to make the decision about sending people, Ira seconded, motion passed.

2018 conference report: 80 registrants, 25 from NFRBMEA and 55 from NAFBAS. We hope to have more timely information for the 2019 conference.

2019 conference report: Brad is asking for input for the 2019 conference. What did you like and dislike from 2018? The group is already working on speakers, workshops and sponsorships. The goal is to have everything done by November. Printed agenda for each day.

2020 Conference location is up for discussion. Ideas will be accepted.

**Minutes of the 33rd Annual NFRBMEA Business Meeting, continued—**

Officer nominations by David Gillman: Secretary Betsy Jensen, Treasurer Myron Oftedahl, President Elect Pauline VanNurden, Brad Sirianni moved to accept nomination, second by Jay Olsen, unanimous ballot passed.

Distinguished Service Awards— Friend were awarded to Sarah Cornelisse and Maria Graziani. Distinguished Service Awards were presented to Josh Tjosaas, Miguel Saviroff and Barry Kurtz. Retiring officer David Gillman was thanked for his service.

Move to adjourn by Tom Ackerman, second by Barry Kurtz, meeting adjourned at 4:55 pm.

Submitted by,  
Betsy Jensen

## 2018 NFRBMEA Awards Recipients



**Distinguished Service Award:  
Conference Planner Barry Kurtz**



**Distinguished Service Award:  
Conference Planner Miguel Saviroff**



**Distinguished Service Award:  
Conference Planner Sarah Cornelisse**



**President Bruce Fowler presents a retiring officer plaque to Past President David Gillman.**

# Minutes of the Post-Conference Board Meeting

June 13 & 14, 2018 • Hilton Harrisburg • Harrisburg, PA

## **Wednesday, June 13**

President Brad Sirianni called the meeting to order at 5:02 pm and asked the group for an informal discussion of three topics: Strategic Goals, Key Results, and Priorities to Focus on This Year.

Ideas Included:

- Highlight that we are a national organization with member highlights and national speakers
- Utilize Facebook
- Network with other instructors who are in the same situation as you
- Emphasize professional obligations to the new hires
- Is our vision and mission statement being done? The group believes the biggest weakness is communicating. We are not getting the things we need to communicate.
- Better communication: 2019 conference location and speaker highlights. Member spotlights. 2018 conference highlights.
- Membership reach: Other organizations on the Ag Ed Council. Within our other state organizations.

## **Post Conference Board Meeting 6-14-18**

Called to order at 8:37 AM by President Brad Sirianni. In attendance Myron, Barry, Bruce, Lori, Betsy, Tina, and Deb.

Introduction of Officers was made and contact information exchanged.

Summary of the 2018 Conference was given, with feedback/observations/discussion:

- There were no visitor packets to introduce meeting participants to the area, it should be available next year
- The morning breakfast speaker was unable to attend, and he came with good recommendations. That was disappointing
- Put a local person on the tour bus to provide commentary while driving to the tour locations, and that person should use a microphone
- Provide portable microphones for the walk around tours
- Presenters and guides should restate questions so the rest of the crowd can hear
- Give speaker gifts immediately after presenting
- We do have a credit card for the conference, and planners should have the credit card
- We may need to apply for the tax exempt, or we may just need a letter stating we're a non profit
- Moving tours to last day? Rearranging the days? That can be decided with NAFBAS and NC Extension, and we need to be careful about making sure we have enough rooms booked for every night to keep our contract
- Make sure to take input from everyone on speakers
- Spouse activities for men, women and families
- Make sure to include speakers in the meal counts, and there is milk at every meal
- Have snacks or cookies with breaks and have sponsors for the breaks
- The Hilton was a good facility
- Have local sponsors for our conference, could be tour locations?
- Know details of conference minimum 6 months in advance, we are too busy in Jan-March to worry about it. Have an early bird registration fee.
- Make sure the conference registration says dues are for 2019/2020



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

- Have thank you notes available for members to use to thank speakers
- Have a one page agenda, fits in your name tag, just times and where we need to be

Implementation of any action from business meeting: National Ag Council attendees will be determined once more details are known.

Communications Director annual rehire- Motion by Bruce, second by Myron to hire Debra A. Pike, all voted in favor.

Develop an action plan to move NFRBMEA forward, Goals and priorities: Our strategic goals for 2018-2019 are:

- Increase membership 20%
- Every state posts one resource to our website for sharing
- Scholarship program in place for Sheboygan conference
- Get \$5,000 from local sponsors for the Sheboygan conference
- Get \$10,000 from national sponsors for our conference

The Fall Board meeting will be held Monday and Tuesday Oct 8-9, 2018 in Sheboygan, WI at Blue Harbor Resort.

Discussion of 2020 conference location: Oregon is one idea, but we would like to see something closer to the Midwest, perhaps Colorado. Lori will check with some contacts in Colorado.

A Board picture was taken.

We will have an online membership form and credit card payment form this year. Deb will create a PDF membership card for members that clearly states they are members for a specific year.

Meeting adjourned 9:43 am, motion by Lori, second by Tina.

Submitted by

Betsy Jensen



**2018-19 Board: Myron Oftedahl, Treasurer; Brad Sirianni, President; Tina LeBrun, Sponsorship Coordinator; Deb Pike, Communications Director; Lori Tonak, NCAE Rep; Betsy Jensen, Secretary; Bruce Fowler, Past President. Absent: Pauline VanNurden, President Elect**

## Minutes of the Annual Fall Board Meeting

October 8, 2018 • Blue Harbor Resort • Sheboygan, Wisconsin

Members present: Brad Sirianni, Pauline Van Nurden, Tina LeBrun, Myron Oftedahl, Deb Pike, Betsy Jensen, Lori Tonak.

The meeting was called to order at 8:38 AM by President Brad Sirianni. The agenda was reviewed and approved (additions or corrections). Brad welcomed the Board.

We reviewed Board Member Responsibilities & Policies. The treasurer's responsibilities may need to be changed, and include "ability to open accounts." This may need to be a bylaw change.

The Secretary's report was given by Betsy. Moved by Lori, Second by Pauline, report approved.

Treasurer's report – Myron is currently projecting a \$3,000 loss for the PA conference. Moved by Betsy, Second by Tina, report approved.

Communications Director's report by Deb. Membership is 78 total members, a great start to the year. Membership cards are being sent to all members. A preliminary 2019 Conference Site is up, date and location is the only information available right now.

Lori gave the National Council report. Many changes have been discussed with the council. At the ACTE/NAAE conference in San Antonio, many changes will be proposed. Motion by Betsy, second by Pauline, to send Lori to San Antonio for the conference to a representative of NFRBMEA.

Tina talked about Conference Sponsorship. 2019 Conference Sponsorships are going well and are very organized. MO and UT have banks willing to sponsor local scholarships for new members to attend the conference. There is no longer one large sponsor for the First-Timers' Scholarship. It seems like we will have regional sponsors for local candidates. Tina has a letter available for sponsorship.

Pauline reported on Recruitment & Retention. Brad has written a Membership Letter for follow up with potential members. After making contact with a potential member, please follow up with a letter and membership form. Dunning letters went out. Do we want to incentivize membership? Prizes if you have dues in by a date, or changes in membership rates if you pay early. LinkedIn page, incentives for recruiting, webinar for members only.

Brad gave a General Organization Update: Members at Large, Committee Reports, and talked about the 2019 Conference.

In Old Business, we discussed the 2018 Conference, reviewed and confirmed workshop topics and presenters. We decided to focus on the website, which is used more than the brochure, so not updating the brochure.

Other topics: Membership Recruitment & Retention, Resources on website, **NUTS & BOLTS** newsletter topics, dates, schedule: Sharing resources in **NUTS & BOLTS**. Fall submissions by October 29, Winter submissions January 21, Spring April 15, Summer June 24.

Other discussion (joint board meeting, ...)

Submitted by,  
Betsy Jensen, NFRBMEA Secretary

## NFRBMEA / NAFBAS Joint Fall Board Meeting Minutes

October 8 & 9, 2018 • Blue Harbor Resort • Sheboygan, Wisconsin

**Attendees:** John Jones MI, Jim McCabe IL, Mark Wood KS, Myron Oftedahl MN, Tonya Knorr MN, Pauline Van Nurden MN, Betsy Jensen MN, Deb Pike MN, Mary Lutze WI, Joel Marquardt WI, Dean Ziegler WI, Renee Setzer WI, Michelle Seiffert NE, Alex Mediu NE, Laura Powers KY, Lori Tonak SD, Mike Harer WI, Bob Rhea IL, Tina LeBrun MN, Brad Sirianni WI.

**Call to Order:** Meeting was called to order on Monday, October 8 at 1:38 pm at Blue Harbor Resort in Sheboygan, WI. Brad Sirianni was selected as meeting chair and Betsy Jensen as secretary.  
June 10, 2018 Minutes: They are missing.

Review Memorandum of Understanding.

Travel reimbursement and meetings costs: NAFBAS send to Anthony, NFRBMEA send to Myron.  
National Farm Viability Conference: We want to continue to share invitations to Ela Chapin and her group, but no formal partnership at this time. There is cross over in our programming, but their group doesn't align closely enough with NAFBAS and NFRBMEA to warrant a formal partnership.

**NAFBAS State Leaders Meeting:** Held discussion of why NAFBAS members didn't attend the national conference. What was missing? What would have brought you to the meeting? The meeting also discussed managing staff and workload, and working with other generations.

**Farm Financial Standards Council:** Mark Wood and Pauline Van Nurden attended the meeting. They're working on Appendix A, with a new sample farm that should be released in January. The new abbreviated handbook is available online. Accounting groups such as Conservis, Agrible and Granular were also there to discuss how to integrate the technology and accounting principles. There are GAAP compliance issues, and discussion if the FFSC should follow the GAAP recommendations. FFSC does not follow GAAP for everything. Jonathon Shepherd has two remaining years on his term as our council representative, and it was moved by Laura Powers, second by Pauline Van Nurden to keep Jonathon as our representative for his remaining two years. Motion passed unanimously.

**Committee Reports:** USDA Bridges to Opportunity is no longer in place. The technology committee did meet. They discussed topics such as data protection, would like to see website updated, how to utilize social media, and alternative meeting methods such as webinars.

**Conference Sponsorship:** The scholarship program is more local. There is no national program. We are asking sponsors to send someone from their service area, and UT and MO have secured scholarships for participants in their states. Tina Lebrun has created a "sell sheet" letter available for sponsors. If you have an idea for a sponsor, send the information for Tina, especially if they could become a regular sponsor. We need the contact info recorded in a Google Doc so we remember to ask again. If it's a local sponsor, you can always collect the check yourself and send the check to Myron Oftedahl. Dean Ziegler has begun contacting sponsors and distributed a list of sponsors that have been contacted. Our fundraising goal is \$10,000 and hoping for \$15,000. Remember you can be creative with donations, such as items for the greeting bag, snacks during break, think outside the box.

**2019 Conference Committee:** The theme is "Advocating for Prosperous Agriculture". A list of potential speakers was distributed, and new topics were discussed. Our patient conference committee members were attentive listeners.

Tuesday morning, the meeting called to order by Brad at 8:09 am. We discussed our hotel rooms, and we were happy with the room size. The hotel has been very accommodating, and we are excited for the full conference in June.

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

There are lists of group members available on each website, so if sponsors are asking who will be attending the conference, there are lists available.

**Logo and Social Media:** We do have a logo available for the conference and it will be available on google docs or contact Deb Pike. The NAFBAS Facebook page does have videos from the last conference. For the 2019 conference, we would like Taylor to create an event, and we can use our individual pages to post and share. We would like to send conference updates every month to keep people engaged.

**Multi-State Education Programs:** There were 2 Roger McEowen tax seminars in IL in September 2018, Quickbooks Training in September 2017, National Farm Income Tax Extension meetings, Rob Holcomb has held trainings, enrolled agent training in IL during 2019 (likely after July 1), ruraltax.org, C to S conversion training in IL. The group would like to see more training on partnerships and S corps because there are so many nuances with those business organizations. We would also like training on how to get farmers out of farming, either because of hardships or retirement. We would like to work together on webinars and training to make sure our members receive the training they need. There is Finpack enterprise training in St. Paul Jan 3 and 4, free of charge. Also looking for employee management training, perhaps such as Bob Milligan.

**Benchmarking Grant:** Not sure of exact list but CO, OH, NE and Northeast States came to mind. The benchmarking group will meet in St. Paul in late November, and the group is typically Finpack state leaders and benchmarking grant recipients. The groups that have received funding often struggle to get started, especially those outside the Midwest where there is leadership to help the programs thrive.

**NCAE Update:** We want to make a center of ag information, where people (even those outside of ag) can come to get their ag ed information. Lori will be going to San Antonio to represent NFRBMEA in the ag ed council discussion.

**Awards of Appreciation:** We would like to give conference awards to our 4 planners, Mary Lutze, Joel Marquardt, Dean Ziegler and Renee Setzer. We would also like to honor Laurence Crane. Motion by Mark W to honor these 5 people, second by Tina L, all approved.

**2018 Conference Planners Report:** There was a roughly \$3000 loss for the Harrisburg conference. We had limited sponsorships, which would have been the difference. The profit and loss report was reviewed, motion by Mark W second by Jim M to approve the report.

Myron encourages everyone to use the conference credit card when planning.

Changing the 2020 conference format was discussed. Surveys have shown members do not like Sunday travel, so the group decided to start the conference on Monday, reduce tour days to ½ day, and still end on Thursday at noon. Lori T moved to accept the new format, second by John J, motion passed unanimously. The conference planners will determine our final format, but it was suggested to start on Monday with committee meetings at 1 pm, a welcome dinner and family event on Monday night, Tuesday has the educational sessions, Wednesday half day tours and half day educational sessions, and Thursday half day, done by noon.

**Registration process:** Our processor has done a background check on Jim McCabe and we are paying a maintenance fee to maintain our security. Our system can be used year round, for membership fees, or to pay registration fees for potential webinars. We are using the system for conference registration, but remember it can be used for other things as well. Jim will share the information with Myron and Deb to ensure NFRBMEA dues are recorded. Our system keeps tracks of membership, so Jim will work with Deb to make sure the event database is updated with the current membership list.



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

**Early Career Preconference Activity:** That will still continue for NAFBAS members with less than 3 years of experience.

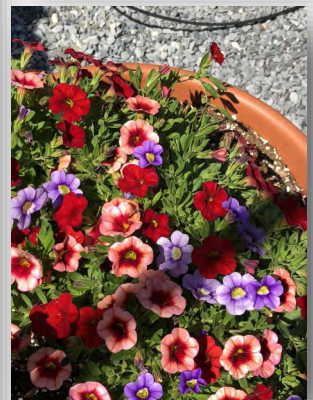
**The 2020 Conference:** We are looking at Colorado for the conference, Broomfield, Colorado Springs, Boulder and Loveland. Lori has a contact she will work with to determine hotels, and she'll work with Bob to find a hotel.

**In 2021:** South Carolina?

**In 2022:** We need to come back to the Midwest because extension will be with us again, maybe Michigan?

The meeting adjourned at 11:31 AM.

Betsy Jensen  
Appointed Secretary for Joint Board Meeting



## **Minutes of the NFRBMEA Winter Board Meeting**

**January 22, 2019 • Conducted via Conference Call**

The meeting was called to order at 4:04 pm. Update by everyone both personally and professionally. Members present: Brad Sirianni, Betsy Jensen, Tina LeBrun, Bruce Fowler, Pauline VanNurden and Deb Pike. Reports will need to be brief - include anything pertinent to keep everyone up to date.

Betsy presented the Secretary's report. Reports from the 2018 Fall NFRBMEA and Joint meetings were mailed earlier.

Deb presented the Communications Director's report. Membership numbers are looking better than this time last year with 82 Regular, 8 Affiliate, and 1 Honorary member. We'll have to ask membership how they feel about the membership cards. The cards list the date the dues were paid, and when the membership ends (May 31). We do not allow prepayment of dues. We have 12 new members this year. NUTS & BOLTS will be published on 1-23-19.

Tina gave the Sponsorship report. Culvers is a sponsor for the conference, and we have asked everyone on the long list, and we're waiting to hear. We are on track, and now in the waiting game. Brad is going to work with his WI colleagues and ask them to make personal contact with potential sponsors. The WI group will meet in early February to discuss sponsorship and conference issues. Brad would like to add Grainbridge to the list of sponsors.

Bruce reported on a Benchmarking grant. There is a great group working together for the grant, but with the federal government shutdown the timeline is even more unknown.

Pauline gave a CFFM update. Benchmarking group met, please let the CFFM know of the glitches within Finpack. We are always happy to do webinars to help with benchmarking and Finpack service.

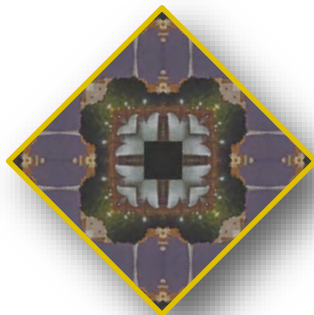
A general discussion was held on progress towards goals: a) Increase membership by 20%, we've probably already done that; b) Scholarship for the 2019 conference: we'll know soon; c) Increase in overall sponsorship: we'll find out at conference.

Brad gave an update on the National Conference. A list of breakout session ideas was created last fall. Additional ideas were "using lenders to promote your program" and "building support within your state". North Central Extension sent out a call for proposals last week, so we should be getting those ideas as well. Brad sent out bios for speakers and tours.

Looking for an idea for a professional development opportunity offered online to our membership this winter, also looking for something to put on our website and make available to members. We are always looking for ideas.

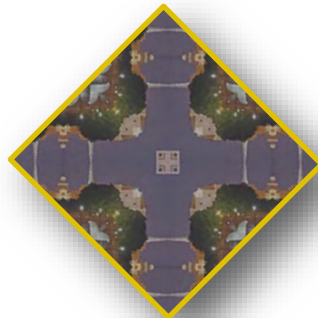
There was no news on the Conference 2020 in Colorado.

Betsy Jensen,  
NFRBMEA Secretary



## 2018- 2019 NFRBMEA Income Statement

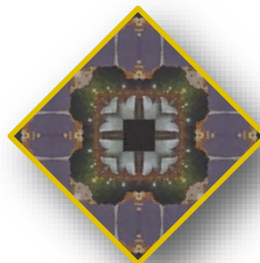
	Actual 17-18	Budget 18-19	Actual 18-19
<b>INFLOWS</b>			
Advertising	\$ -	\$ -	-
Conference Revenue	\$ 3,692.15	\$ 5,000.00	\$ 75.08
Dues - Regular	\$ 3,900.00	\$ 5,000.00	\$ 4,626.70
Dues - Affiliate	\$ 120.00	\$ 250.00	\$ 240.00
Interest Income	\$ 137.99	\$ 150.00	\$ 1.30
2017-2018 Dues			\$ 420.00
Total Revenue	\$ 7,850.14	\$10,400.00	\$ 5,363.08
<b>OUTFLOWS</b>			
Awards and Recognition	\$ 39.20	\$ 100.00	\$ 338.25
Board Meeting Expense	\$ 4,422.05	\$ 3,000.00	\$ 4,402.40
Legal & Professional	\$ 365.00	\$ 350.00	\$ 365.00
National Council Contribution	\$ 4,000.00	\$ 3,000.00	\$ 3,638.52
Publications/NUTS & BOLTS	\$ -	\$ 350.00	\$ -
Recruitment/Special Projects	\$ 188.67	\$ -	\$ -
Credit Card Fees	\$ -	\$ 120.00	\$ -
Supplies, Copies, Postage	\$ 30.10	\$ 200.00	\$ 166.28
Treasurer Compensation	\$ 500.00	\$ 500.00	\$ 500.00
Web Page Expense	\$ 5,000.00	\$ 5,400.00	\$ 5,000.00
Total Expenses	\$ 14,545.02	\$13,020.00	\$14,410.45
<b>Inflows - Outflows</b>	<b>\$ (6,694.88)</b>	<b>\$ (2,620.00)</b>	<b>\$ (9,047.37)</b>





## 2018 - 2019 NFRBMEA Balance Sheet

	<u>Mar 31, 19</u>	<u>Mar 31, 18</u>	<u>\$ Change</u>	<u>% Change</u>
<b>ASSETS</b>				
<b>Current Assets</b>				
Checking/Savings				
Checking #472411	<u>5,087.17</u>	<u>14,135.84</u>	<u>-9,048.67</u>	<u>-64.0%</u>
Total Checking/Savings	<u>5,087.17</u>	<u>14,135.84</u>	<u>-9,048.67</u>	<u>-64.0%</u>
Other Current Assets				
Ameriprise Investment	<u>11,144.32</u>	<u>11,143.02</u>	<u>1.30</u>	<u>0.0%</u>
Total Other Current Assets	<u>11,144.32</u>	<u>11,143.02</u>	<u>1.30</u>	<u>0.0%</u>
Total Current Assets	<u>16,231.49</u>	<u>25,278.86</u>	<u>-9,047.37</u>	<u>-35.8%</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>23,731.49</u></b>	<b><u>32,778.86</u></b>	<b><u>-9,047.37</u></b>	<b><u>-27.6%</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	26,464.14	33,159.02	-6,694.88	-20.2%
<b>Net Income</b>	<u>-9,047.37</u>	<u>-6,694.88</u>	<u>-2,352.49</u>	<u>-35.1%</u>
<b>Total Equity</b>	<u>23,731.49</u>	<u>32,778.86</u>	<u>-9,047.37</u>	<u>-27.6%</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>23,731.49</u></b>	<b><u>32,778.86</u></b>	<b><u>-9,047.37</u></b>	<b><u>-27.6%</u></b>



## Approved 2019 - 2020 NFRBMEA Budget

June 2018

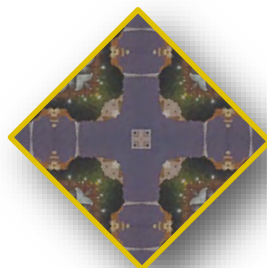
### Inflows

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 Contribution	\$ 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)**



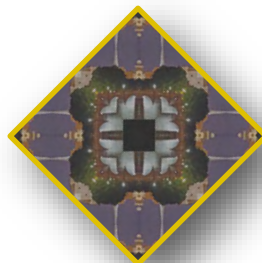
## Proposed 2020 - 2021 NFRBMEA Budget

### 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
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