

NFRBMEΔ_{INC.}

2019-20 Annual Report



National Farm and Ranch Business Management Education Association, Inc.

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Mission Statement

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

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

2019-20 Board of Directors



Pauline VanNurden

President

Pauline VanNurden, St. Paul, MN

President Elect

(vacant)



Tina LeBrun

Past President

Brad Sirianni, Whitehall, WI



Brad Sirianni

Secretary

Jennifer Smith, Kenyon, MN

Treasurer

Myron Oftedahl, Glencoe, MN



Lori Tonak

National Council Representative

Lori Tonak, Mitchell, SD



Jennifer Smith

2019 Conference Chair

Brad Sirianni, Whitehall, WI

Conference Sponsorship Coordinator

Tina LeBrun, North Mankato, MN



Myron Oftedahl

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

Pauline Van Nurden, NFRBMEA President

The National Farm and Ranch Business Management Education Association (NFRBMEA) has continued to provide scholarship opportunities to the benefit of membership. The past year, especially in the past three months, has been unprecedented. With that, the board of directors has pivoted and quickly adapted to continue our work aimed at advancing farm and ranch management education. I want to take this opportunity to thank the board of directors and the other dedicated members that have worked to further the efforts of our organization. Your commitment and service does not go unnoticed and is much appreciated.

Highlights of the last year include the following themes:

- Virtual – NFRBMEA leadership has been “practicing what we preach” and has done several virtual events this past year. This started with a virtual joint fall board meeting with NAFBAS. This approach was fiscally responsible for both organizations, provided time efficiencies, and helped all become more comfortable with virtual meetings. Who knew this would prove to be such a wise decision! The COVID-19 pandemic has made Zoom and other virtual platforms a household name. The pandemic also led to canceling our in-person conference and moving to a virtual event. With this, the board of directors has become masters of Zoom web conferencing as planning efforts were adapted.
- Professional Development – several NUTS & BOLTS newsletters and Real-Time Updates have provided membership with timely information, aimed at assisting fellow educators in their day to day work with farmers and ranchers. The annual conference is our professional development capstone event. The conference in Fort Collins was to be the 48th conference for NFRBMEA and the 15th joint conference with the National Association of Farm Business Analysis Specialists (NAFBAS). Even though an in-person event was not to be this year, we continue to strive to provide scholarship opportunities for our membership. June 17 & 18 will be the first virtual conference convening for our joint membership and those interested in farm and ranch financial management education. Thank you to Myron Oftedahl for leading conference planning efforts this year, for not 1, but 2 conferences. Also, thank you to Deb Pike for continuing to do an excellent job as Communications Director. Her efforts keep us all organized and well informed.
- Change – Change is ever-present in agriculture today and throughout our professional and personal lives. NFRBMEA has seen change as well. The National Council of Agriculture Education is currently reorganizing for the future, looking to adapt to better serve the needs for all of agricultural education. Thank you to Lori Tonak for representing adult education and producers on The Council. Tina LeBrun has also changed our approach to sponsorship and fundraising for this year's conference. Thank you, Tina, for your efforts. Change and adaptability were central themes of our year as you can see. Thanks to all members of the board of directors for taking this in stride.

The future holds many opportunities for agriculture and NFRBMEA, but continual change is inevitable. As we look to the future, how can NFRBMEA assist you in your professional work? Do you have ideas or suggestions to help the organization meet our mission and provide the benefits you seek from membership? Also, what can you give to the organization? This can be as simple as a NUTS & BOLTS article or stepping into an officer role. Currently, there is not a President Elect for the board. This is problematic, we need dedicated members to serve and give back. As a member-led organization, NFRBMEA aims to provide in-service education and networking to support all of farm and ranch business management education. The organization needs your help and ideas to continue to prosper into the future.

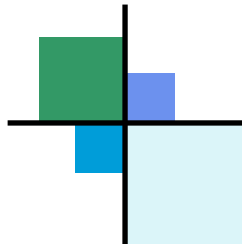
The History of NFRBMEA, Inc.

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 & Communications

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.



2019-20 MEMBERSHIP NUMBERS BY STATE

	Regular	Affiliate		Regular	Affiliate
Colorado	3	1	Ohio	3	-
Illinois	1	-	Oklahoma	1	-
Iowa	1	-	Oregon	1	-
Kentucky	-	1	South Dakota	3	-
Minnesota	34	3	Utah	3	-
Missouri	3	-	Vermont	1	1
North Dakota	11	3	Wisconsin	7	-
Nebraska	1	-	*TOTALS:	73	9

*Compared to 61 Regular and 5 Affiliate members from last year.

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, 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 Council interviewed candidates for National FFA Advisor/Director of Agriculture Education. Interviews were conducted on Zoom with some great candidates. James Woodard, Madison, GA was selected and has started his duties. Currently, it is an unpaid position other than travel reimbursements. The Council hopes we can find a way to offer some type of compensation but that requires further study.

I was on the NCAE committee to study the by-laws and make changes. Suggestions were submitted to the Council and will be addressed at our next face-to-face meeting in Portland, Oregon in September if travel is allowed for Council members.

A budget was passed to have NFRBMEA keep submitting \$2,000 for dues but there will be a change in how that will affect travel to meetings. It has been voted on to have member organizations president and president elect, along with the Council

member for the group, to attend the next face-to-face meeting. The Council would cover the president and president elect travel expenses, which have been covered by NFRBMEA in the past. At this face-to-face meeting, visioning will continue for the Council and a 10-year project plan. Again, COVID could postpone this meeting.



NCAE is also working on updating the website as it has not had much of an update in the three years I have been on Council. Ag Teacher Manual update has been hindered by the shutdown, along with CASE Trainings and some Teach Ag events that have been put on hold.

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)
- 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/.



Advocating for Prosperous Agriculture

June 9 - 13, 2019 ✨ Sheboygan, WI

2019 Conference Agenda

Sunday, June 9

- 1:00 - 6:00 PM Conference Registration — In front of Salon A, *between Salons B & E*
- 1:00 - 4:00 PM NFRBMEA Pre-Conference Board Meeting — *Island Room*
- 1:00 - 5:00 PM Early Career Workshop (0-2 yr) — *Salon D*
- 2:00 - 4:00 PM NAFBAS Board Meeting — *Salon B*
- 3:00 - 4:00 PM NFRBMEA Past Presidents' Meeting — *Lakeside Terrace*
- 3:00 - 6:00 PM North Central Extension Farm Management Committee Meeting — *Salon C*
- 4:00 - 5:30 PM Joint Pre-Conference Board Meeting — *Salon B*
- 6:30 - 8:30 PM Evening Welcome Reception (All Welcome) — *Lakeside Terrace*
—Diedre Martinez, Executive Director, Sheboygan County Chamber of Commerce, will give the welcome address. Refreshments: Wisconsin artisan cheeses and cured meats, with fresh sliced apples, grapes, crackers and toasted breads.
- Entertainment: North Shore Barbershop Quartet
- 7:00 - 10:00 PM Bonfire with S'mores on the Beach — *Lakeside Terrace Bonfire Pit*



Attendees enjoyed Nightly S'mores on the Beach

2019 Conference Agenda continued —**Monday, June 10**

- 7:00 - 8:00 AM Registrant Buffet Breakfast —*Salons E/F/G*
- 7:30 AM First-Timers' Breakfast Meeting (2 Reserved tables) —*Salons E/F/G*
Registration Continues —*In front of Salon A*
- 8:00 AM General Session: "Welcome to the 2019 Conference" —*Salon A*
- 8:15 AM Speaker: Craig Culver, Co-founder of Culver's Restaurants —*Salon A*
- 9:00 AM Carroll Merry, Farm Financial Standards Council (FFSC) —*Salon A*
- 9:15 AM "Development of Renewable Natural Gas Projects at Dairy Farms" —*Salon A*
—*Kevin Dobson and Mark Hill*
- 9:15 AM Spouse/Family Meet & Greet —*Peninsula Room*
An opportunity for spouses and families of registrants to network and learn about area attractions
- 9:45 AM "Ag Economy Barometer" —*Salon A*
—*Michael Langemeier*
- 10:15 AM BREAK
- 10:30 AM Break-out/Concurrent Sessions —*Salons B/C/D*
- 11:00 AM Break-out/Concurrent Sessions —*Salons B/C/D*
- 11:30 AM Break-out/Concurrent Sessions —*Salons B/C/D*
- NOON Registrant Luncheon —*Salons E/F/G*
- 1:00 PM "Communicating, Connecting & Advocating with Everyday Consumers" —*Salon A*
—*Kim Bremmer, Ag Inspirations*
- 2:00 PM "Behavioral Economics" —*Salon A*
—*Ray Massey*
- 2:45 PM BREAK
- 3:00 PM Break-out/Concurrent Sessions —*Salons B/C/D*
- 3:30 PM Break-out/Concurrent Sessions —*Salons B/C/D*
- 4:00 PM Break-out/Concurrent Sessions —*Salons B/C/D*
- 4:30 PM NAFBAS Committee Meetings —*Salon A*
NAFBAS State Leaders' Meeting —*Salon B*
- 5:30 PM Adjourn - Dinner on Your Own
- 6:30 PM Depart for DTE Biomass Energy Tour– Newton Facility (all welcome)
Travel via personal vehicle/carpool
- 7:00 - 8:30 PM Tour DTE Biomass Energy– Newton Facility
- 7:00 - 10:00 PM Bonfire with S'mores on the Beach —*Lakeside Terrace Bonfire Pit*

2019 Conference Agenda continued —**Tuesday, June 11**

- 6:00 AM Vendor Set-up. Vendors available till 5PM.—*Lakeside Terrace*
- 7:00 - 8:00 AM Registrant Buffet Breakfast —*Salons E/F/G*
- 8:00 AM General Session Announcements —*Salon A*
- 8:15 AM “If McDonald’s Had a farm: How Simple Employee Management Systems & Strategies Will Make Your Dairy More Consistent and Easier to Operate” —
Salon A
—*Tom Wall, The Dairy Coach™*
- 9:15 AM “Navigating Negotiations & Facilitating Communications Between Landlords & Tenants” —*Salon A*
—*Mykel Taylor*
- 10:15 AM BREAK & VISIT VENDORS —*Lakeside Terrace*
- 10:30 AM Break-out/Concurrent Sessions —*Salons B/C/D*
- 11:00 AM Break-out/Concurrent Sessions —*Salons B/C/D*
- 11:30 AM Break-out/Concurrent Sessions —*Salons B/C/D*
- NOON Buffet Luncheon (Registrants, Vendors & Speakers) —*Salons E/F/G*
- 12:50 PM 2020 Conference Planners’ Presentation —*Salon A*
- 1:00 PM “Agricultural Economic Forecast/Trends” —*Salon A*
—*Gary Sipiorski & John Kappelman*
- 2:15 PM “Diversity in Agriculture” —*Salon A*
—*Karen Kelley, Kelley Country Creamery*
- 3:00 PM BREAK & VISIT VENDORS —*Lakeside Terrace*
- 3:30 PM NAFBAS Business Meetings —*Salon B*
NFRBMEA Business Meeting —*Salon D*
- 5:00 PM Adjourn
- 6:30 - 8:30 PM Evening Event at Lake Orchard Aquaponics
A traditional ‘Wisconsin Brat Fry’ will be served. Includes tour of Aquaponics; also outdoor games, small Par 3 Golf. (Travel via personal vehicle/carpool)
- 7:00 - 10:00 PM Bonfire with S’mores on the Beach —*Lakeside Terrace Bonfire Pit*



2019 Conference Agenda continued —**Wednesday, June 12**

- 6:45 - 7:45 AM Breakfast Buffet (Registrants & Families) —*Salons E/F/G*
- 7:30 - 8:00 AM Board Buses for Tours —*In Front of Salons B/C/D*
- TOUR 1:** Kohler Company/Farm WI Discovery Center (Bus Leaves at 8:00 Sharp)
- TOUR 2:** LaClare Goat Farm, Creamery, Retail Shop & Café/Farm WI Discovery Center (Bus Leaves at 8:00 Sharp)
- TOUR 3:** Maritime Museum & Submarine Tour/Farm WI Discovery Center (Bus Leaves at 7:45 Sharp)
- 11:00 - NOON Arrive at Farm WI Discovery Center
- NOON - 1:00 PM Artisan Cold Sandwich Buffet at Farm WI Discovery Center
- 12:30 - 3:30 PM **AFTERNOON TOUR:** Tour the Spudmobile in Farm WI Discovery Center's Parking Lot
- 1:30 - 3:30 PM **AFTERNOON TOUR:** Tours to Grotegut Dairy Farm (Departs/Returns to Farm WI Discovery Center)
- 3:00 - 4:00 PM Buses Return to Blue Harbor Resort
- 3:30 - 5:15 PM Early Career Session #2 —*Salon B*
- 6:15 PM Group Dinner for Early Career Participants —*Location TBA*
- Evening on Your Own
- 7:00 - 10:00 PM Bonfire with S'mores on the Beach —*Lakeside Terrace Bonfire Pit*

Thursday, June 13

- 7:00 - 8:00 AM Registrant Buffet Breakfast —*Salons E/F/G*
- 7:30 AM Denny Jackson Storytelling —*Salons E/F/G*
- 9:00 AM Adjourn Conference
- 8:00 AM "Hands-on Approach to Dealing with Farm Families' Emotional Stress" —*Salon A*
— *Monica Kramer McConkey*
- 9:00 - 11:00 AM "Motivating Farmers in a Time of Change: Building Confidence in Listening and Communication Skills" —*Salon A*
— *Tina Kohlman & Stephanie Plaster, UW Extension*
- 11:00 AM Adjourn
- NOON NFRBMEA Post-Conference Board Meeting —*Salon E*

Our Conference Presenters



Michael Langemeier



John Kappelman



Gary Sipiorski



Ray Massey



**Monica Kramer
McConkey**



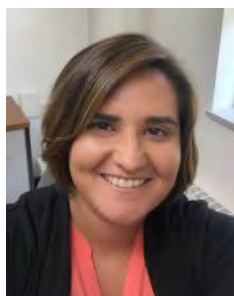
Craig Culver



Carroll Merry



Tom Wall



Stephanie Plaster



Tina Kohlman



Kim Bremmer



Mykel Taylor



Mark Hill



Kevin Dobson



Karen Kelley

2019 Conference Highlights



Presidents Brad Sirianni (NFRBMEA) and Mike Harer (NAFBAS) welcome conference attendees and their families Sunday night.



Kevin Klair also welcomed conference attendees on behalf of the North Central Extension Farm Management Committee, who were attending for their Triennial Conference.



We were treated to some barbershop harmony by "North Shore" during our Welcome Reception.



Monday morning's "Welcome to the 2019 Conference"



Vendor Stacey Davis (left) BASE



Curt Mahnken, Ext. Economist at the Center for Farm Financial Management, University of Minnesota

2019 Conference Highlights



Barry Ward, The Ohio State University, discusses farmland lease issues during one of the Concurrent Sessions.



Kent Vickre greets a visitor to the PcMars Software table.



Lakeside Orchard Hydroponics



Lori Tonak (L) gives the NCAE update, while Secretary Betsy Jensen takes minutes of the 33rd Annual NFRBMEA Business Meeting.



Picnic in barn at Lakeside Orchard Hydroponics



Many checked out the Spudmobile, an interactive exhibit about potatoes at the Farm Wisconsin Discovery Center.



Some toured the USS Cobia, SS-245, at the Manitowoc Maritime Museum. Submarines appear deceptively roomier in movies.



The weather was beautiful for a walk along the water.



A Styrofoam sculpture in the lobby of the Farm Wisconsin Discovery Center.

Minutes of the Pre-Conference Board Meeting

June 9, 2019 • Blue Harbor Resort • Sheboygan, WI

The meeting was called to order at 4:43 PM on June 9 by Brad Sirianni. Attending: Lori Tonak, Deb Pike, Brad Sirianni, Myron Oftedahl, Tina LeBrun, Betsy Jensen and Pauline Van Nurden. Absent: Bruce Fowler.

The Secretary's report from Betsy was approved by Pauline, seconded by Myron, all approved.

The Treasurer's report discussion included a loss for the Harrisburg conference, and our National Conference dues. Our Treasurer's report will be approved at our annual meeting.

Lori Tonak gave an update on the National Ag Ed Council membership, and The Council is struggling. Right now, it appears The Council may be disbanding. Our dues have been \$3,000, and we will discuss with the large group withholding our dues. We have provided leadership to this council, at least three presidents, Josh Tjosaas, Ira Beckman, Jay M. Olson, and Rich Baumann.

Deb Pike gave a membership update, and we are up 20 members from a year ago. The membership card helped members recognize if their membership was active or expired. Three NUTS & BOLTS were issued this year, and the Annual Report will be coming later this summer. Resource Library (materials) may be shared via Real-Time Updates, and members can decide if it's something they need. We don't want to become a dusty warehouse of outdated materials.

Tina provided the sponsorship update, and we have lost our national sponsors. It may be a sign of the ag economy.

2020 Conference Committee: Hilton Fort Collins and Millennium at Boulder are our two options. Myron is working with the hotels. We are going to push the brand, National Farm Business Management Conference instead of focusing on the individual organizations.

Brad Sirianni 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).

Submitted by,
Betsy Jensen



Pre-Conference Joint Board Meeting Minutes

June 9, 2019 • Blue Harbor Resort • Sheboygan, WI

Those in attendance: Anthony Barrett (NE), Bob Rhea (IL), Deb Pike (MN), Myron Oftedahl (MN), Laura Powers (KY), Mark Wood (KS), John Jones (MI), Jim McCabe (IL), Michelle Seiffert (NE), Tina LeBrun (MN), Mike Harer (WI), Brad Sirianni (WI), Lori Tonak (SD), and Pauline Van Nurden (MN).

The meeting was called to order at 4:00 pm. The group introduced themselves around the table. Mike Harer 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 October meeting in Sheboygan, WI were reviewed. Laura Powers made a motion to accept the minutes. This was seconded by Lori Tonak 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. Profits are to be shared 50/50 between both groups. No other discussion.

Annual Conferences: Since the two groups combined for annual conferences, beginning in 2006, there have been over 3,000 people attend in some capacity (registrants, spouses, children, etc.). Attendance has been steadily declining over the years. What needs to happen to increase attendance at the National Conference? At this conference, there are 129 registrants (NAFBAS 66, NFRBMEA 30, and Extension 33). There are also 41 spouses, 43 children, and 3 single day registrants.

Mary Lutze should be thanked for all her work in preparing and planning for this conference. She was really the "nuts & bolts" behind most everything.

The hotel is "sponsoring" \$1,300 for room credits. This is in addition to 7 other local sponsors. The registration cost is \$450 this year (the maximum amount approved by the joint board in summer 2018 in PA). The planning committee chose to charge the max amount due to budget concerns at the time of planning. Wisconsin did grant us the sales tax exemption this year which is a significant amount and makes a difference in the budget. Right now, the budget is showing \$14,655 of profit. The room guarantee has not been met. However, our food minimum is way over so we are hoping the hotel will take that into consideration on the shortage of rooms.

Myron Oftedahl (treasurer) would like to subtract the \$3,064.33 loss from the PA conference before splitting any profits to replace what was lost and keep funds in the checkbook to move forward with 2020 planning. Lori Tonak made the motion for Myron to subtract \$3,064.33 from any profits from this conference before splitting among the two groups. Motion was seconded by Mark word and motion carried.

The NAFBAS board approved continued funding for the early career training at \$1,500. The training was well attended here. There are 18 attendees and 3 mentors.

The registration provider we have used is up for renewal. Jim McCabe is hoping it will be in the \$2,500 range for a 2 year contract again. He has no notification or anything in writing yet from them at this time. Jim stated the fees we pay for this has dropped some due to using a merchant account through them. There are still fees charged, just at a decreased level. American Express cards are still not allowed as the fees are large for this card.

Des Moines was the last conference we had any CHS scholarship attendees. We have lost those funds from CHS. Utah has a local lender that is willing to send one every year. However, the offer has not been accepted since we would only be able to choose one person.

There are no requests for refunds this year that the boards need to approve.

It is encouraged that social media be used to spread word and info about the conference. Please be consistent in hashtag use etc.

Pre-Conference Joint Board Meeting Minutes, continued—

Mike Harer started the discussion on the decline in attendance. What can be done? There has been some question about offering some of the presentations in webinar form during the week. Then we could accept webinar registrations from members that don't come to the conference but want to view presentations. Is this something the boards want to explore? There could be issues such as presenters not allowing their presentations to be broadcast, registration issues, having the capabilities at the hotels to do this, etc. Roger McEowen has told Bob that the webinar piece is strong for his seminars and doesn't seem to hurt live attendance. However, he stated the hotels have to have strong internet and the technology has to be great to provide a good product to the webinar attendees.

In the future should more fundraising be sought to help with costs or look at higher registration fees if needed? Would less days for the conference make a difference for members and get more people to come? Or in today's world, do we just have to accept there is going to be a decline in live attendance and we have to figure out how to deal with the consequences? Mike Harer feels the location this year in Sheboygan should have been a bigger draw with what the area offers as a tourist destination. Brad Sirianni state that people needed more info on the conference in January & February. At that time the information wasn't there to share. Some of the educational institutions need info such as dates, hotel cost, registration cost, etc. before approving the spending. Maximum registration cost, hotel costs, rough agenda, and dates need to get on the conference website ASAP to help this issue.

Kevin Klair came in to address the boards as an extension representative. Extension knows their numbers are declining as well. In their meeting, they said they would be interested in hosting the triennial conferences they are a part of. They would not do any tours. They would like to offer to our two groups that they host 2022. They would also offer to do the registration through CFFM like it was done prior to the current system. Many of the issues we had with the CFFM system when we left have been taken care of. They would offer registration at no cost to us and they want registration open in February and not May. They are also open to the option in going to the southern extension area.

The 2020 site selection is down to 2 hotels. The Millennium House in Boulder, CO and the Hilton in Ft Collins, CO are the two contenders. The location will likely be Boulder. The guest rooms are in 3 different buildings so will be some walking. There is a stream through the property making it very scenic. There is a fly-fishing instructor that has offered to do lessons on the stream for us. There is much to do in the area. NOAA, MCAR are in Boulder along with Celestial Spices. The drawback to this location is being 60 miles from the Denver Airport.

John Jones made the motion to accept CO as the destination. This was seconded by Brad Sirianni and motion carried.

Brad Sirianni made the motion for the joint boards to meet in the fall with the dates and location to be determined. Pauline Van Nurden seconded and motion carried.

Meeting was declared adjourned for evening activities.

Respectfully submitted,

Anthony L. Barrett

Appointed Secretary for Joint Board Meeting



Minutes of the 34th Annual NFRBMEA Business Meeting

June 11, 2019 • Blue Harbor Resort • Sheboygan, WI

The meeting was called to order at 3:57 by Brad Sirianni.

There was a motion to approve the agenda by Will Walter, second by Jennifer Smith; all in favor.

Betsy Jensen presented Secretary's Report. Motion by Wayne Pike, second by Pauline VanNurden to approve; all in favor.

Myron Oftedahl presented the Treasurer's Report and Audit Report. The 2018-19 Budget vs Actual was reviewed. On the revenue side, we fell short for conference revenue. Other revenue numbers were similar to our budgeted amounts. On outflows, the board meeting expense was higher than expected, and National Council expenses were higher because of additional meetings held. Overall, we were short \$9,047.37 from our budgeted amounts. Our Total Assets on March 31, 2019 were \$23,731.49. In our 2020-21 budget, we did not include our National Council dues in the proposed budget.

That can be amended at a later date. Jennifer Smith moved to approve the Treasurer's report and Jay Olsen seconded. All approved.

Lori Tonak moved to approve the proposed budget, second by Ron Dvergsten. All approved.

Betsy Jensen presented the Roll Call of States. Written and oral reports were given from Minnesota, Wisconsin, North Dakota, Utah and South Dakota. Written report only was given by Missouri. Jay Olsen will write a **NUTS & BOLTS** article about Utah's new growth opportunities.

The Communications Director's Report was given by Deb Pike.

The Slate for Officer Nominations was reviewed by the Past Presidents.

The 2018-19 NFRBMEA Annual Report is not yet completed and will be reviewed at a later date.

Tina LeBrun gave the Conference Sponsorship Coordinator Report. She reported that local sponsorship was up this year, over \$3,000. We did lose our national sponsors, which we hoped would be \$10,000. We would also like to bring back the scholarship program because Tina always has inquiries from people wanting to attend.

Lori Tonak presented the National Council for Ag Education Report. She provided a written report. Our group has provided financial support and leadership for the council. Keith Olander moved to send a letter to council leadership, withhold our dues at this time, and remain engaged until we know more. Second by Jay D. Olsen. All in favor.

Brad Sirianni gave the 2019 National Conference Report. Conference planning during fall 2018 went great. In the spring 2019 there were communication problems, from incorrect email addresses to technical difficulties. The registration process was much too delayed, and that has been recognized. There are 66 NAFBAS, 40 Spouse, 40 Children 7 and older, 33 NCE, 30 NFRBMEA, 10 Children 6 and under, and 3 Single Day registrations. We will still be doing the conference jointly with NAFBAS.

Myron Oftedahl gave a report on the 2020 Conference. We will be in Colorado, and Myron is working out the details. He is leaning toward the Millennium Harvest House in Boulder. It's a very family-friendly location, once again. The conference will be shortened by one day. Monday will be a travel day; the conference will begin Tuesday morning. It will be done Thursday. Myron's goals for next year's conference are to see the National Farm Management Conference brand used throughout the conference. It should be a joint planning committee. We may have CFFM doing registration. He'd also like to give monthly updates to Deb for the website. If you have contacts in Colorado, please give them to Myron. If you have speaker ideas, let him know. We also need sponsorship contacts. Conference dates are June 15-18, 2020.

Election of Officers and Board Members was held. Past President Will Walter moved to nominate Jennifer Smith as Secretary and Jason Fewell as President Elect. The motion died for lack of a second. Myron moved to elect Jennifer Smith as secretary, second by Lynn Hoffmann. All in favor.

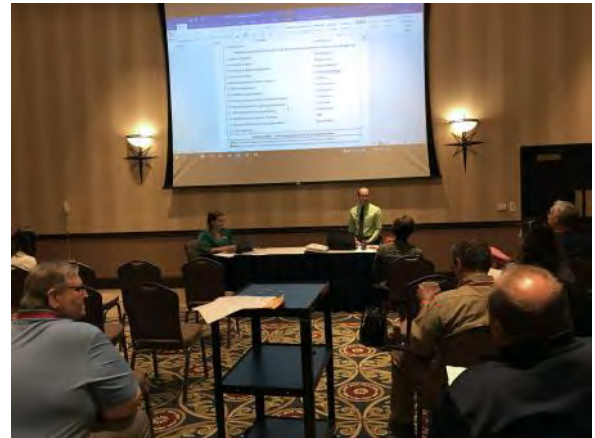
Minutes of the 34th Annual NFRBMEA Business Meeting, continued—

Our Executive Board for 2019-20: Pauline VanNurden, President; Brad Sirianni, Past President; Myron Oftedahl, Treasurer; Jennifer Smith (MN), Secretary; Tina LeBrun, Sponsorship Coordinator; and Lori Tonak, National Council Representative. The President Elect position will remain open until a candidate is found by the Executive Board.

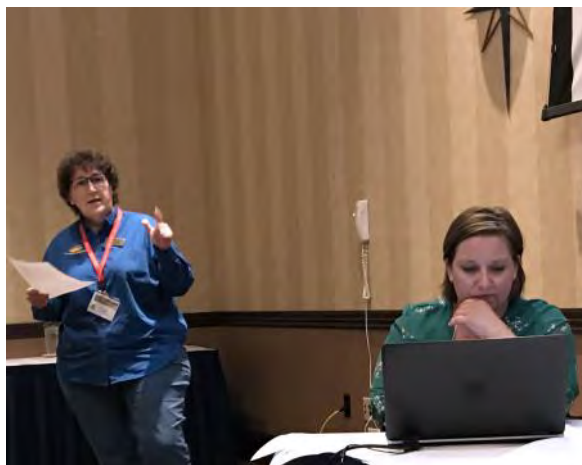
In other business, President Brad Sirianni and Secretary Betsy Jensen were thanked for their service.

The meeting was adjourned at 5:48 pm by Pauline VanNurden, second by Kara Wulfekuhle.

Submitted by,
Betsy Jensen



NFRBMEA members in attendance at the 34th Annual Business Meeting



Lori Tonak (L) gives the NCAE update, while Secretary Betsy Jensen takes minutes of the 33rd Annual NFRBMEA Business Meeting.



Secretary Betsy Jensen and President Brad Sirianni

Minutes of the Post-Conference Board Meeting

June 13, 2019 • Blue Harbor Resort • Sheboygan, WI

The meeting was called to order at 11:25 AM. In attendance: Brad Sirianni, Tina LeBrun, Betsy Jensen, Deb Pike, Pauline VanNurden, Lori Tonak and Myron Oftedahl. Officer missing was Jennifer Smith. Introduction of officers: Brad will contact Jennifer for her bio and photo. He will share with Deb for posting online.

Officer duties and expectations: Those are listed on the website, and were reviewed by the officers.

Summary of 2019 Conference, with Bob Rhea in attendance. We exceeded our meal guarantees, so we didn't pay for any meals that we didn't eat. We had a great deal on the rooms. Hotel staff was very attentive, and we thanked them often. Great content that we can use all year. We want to collect feedback from 2019 attendees to help promote our 2020 conference, and additional membership.

Changes/ideas for the 2020 Conference discussed: including analyzing a farm in the programming; make sure the first night reception is the family event, and skip the reception; lower the registration cost; provide "whole conference" budgets including hotel, meals and registration; have a long-term plan for conference planning and provide continuity. Use Google Drive, and

Also: focused networking, find ways to energize the room; bringing in a farm and chef for an evening meal; include Ag Financial Literacy as a sales pitch, for the conference and with potential sponsors. Do we need to add additional administrators for the conference Twitter and Facebook pages? Let's emphasize the hashtag even as planning begins.

Fundraising goals: Can we get Culver's as a national sponsor? They were great to work with in 2019. Lori has a contact in Colorado and will ask for information; having a local contact on the ground worked great in 2019. Jay D. Olsen from Utah has been working with extension agents in Colorado, and those may be good local contacts.

Set \$5,000 local and \$10,000 national as goals. Do we need to sell ads as opposed to conference sponsorship? Tina LeBrun will use the National Farm Management Conference logo on fundraising materials.

2019/2020 Goals and Priorities:

- ✓ Fundraising goals listed above
- ✓ Expand our statewide footprint by two states
- ✓ Send out four NUTS & BOLTS, and a minimum of four Real-Time Updates

President Elect position: we will consider additional names, with the goal that the person will attend the Fall Board meeting. The Executive Board will appoint a President Elect via email.

Letter to National Ag Ed Council: Brad will draft a letter to The Council stating our intentions to withhold our dues for 2019.

A motion was made by Lori, with a second by Pauline to rehire Deb Pike as NFRBMEA Communications Director for 2019-20; all in favor, yes. Deb accepted.

The dates were selected for the annual Fall Board Meeting: September 30 – October 1, 2019 (Monday and Tuesday), with the location to be determined. A group picture will be taken at the Fall Board Meeting. The meeting adjourned at 12:44 PM.

Submitted by,
Betsy Jensen

Minutes of the Annual Fall Board Meeting

September 30, 2019 • South Central College • Mankato, MN

Attendees: Pauline Van Nurden, Lori Tonak, Tina LeBrun, Myron Oftedahl, Jennifer Smith, Deb Pike.

The meeting called to order by Pauline Van Nurden at 9:00am. A motion made by Lori Tonak to approve the agenda, second by Myron Oftedahl, to approve, motion passed unanimous Welcome and personal updates shared by Myron, Lori, Jennifer, Deb, Tina, & Pauline.

Secretary's report given by Jennifer Smith. Betsy passed all of the secretary past minutes and items on to Jennifer to refer to and use. The minutes from June meeting in Sheboygan are posted on the website. Motion to approve minutes from post conference meeting June 13 2019, made by Lori Tonak, seconded by Tina Lebrun. Motion passed unanimous.

Treasurer's Report/Audit Report given by Myron Oftedahl. There is \$426.73 in check book, still have Ameriprise a little over \$11,000, and seed money in conference account \$7500. Money not transferred yet for conference. Waiting for approval at fall board meeting before transferring money for conference. Might be a bill for board meeting, Lori shared there may not be a bill coming.

Communications Director's Report given by Deb Pike. Intuit contacted Deb to add a clickable link to the conference notebook in 2015, so Deb did add this. The 2018-2019 annual report is complete and will be posted on the website soon. Annual dunning letter was sent out 8/22, Currently 74 members and all have received their membership cards. Membership lists on the website have been updated as of Friday 9/27. Currently, no members in the SE Region, Alaska or Hawaii. Two position listings on the website: in NE Kansas and NW Michigan. All the minutes from the past 12 months have been posted, except elusive minutes from the May 20, 2019 Board Webinar. NFRBMEA Conference 2020, Boilerplate Home page up. Includes location, dates, hotel room reservation link and link to visual overview of conference hotel.

National Council for Ag Education Report given by Lori Tonak. Council met in North Carolina for two days Sept 16-17. Discussed CASE science curriculum, there is an FBM one in there. Lori requested to be informed so she can attend to see the CASE FBM curriculum. NFRBMEA is mentioned on 2019 National Teach Ag campaign. Ag Ed magazine for NAAE will be going on-line as of Jan 1 2020-no cost. Report on SAE for all being rolled out now. Council is going to try and spend down the dollars in the council budget, no longer fees after this year, members will cover own travel to attend think tank meetings and meetings. Want President and President Elect and Council Rep to attend National Council think tank in April 13-15, 2020 in Indianapolis. Council would pay the costs of travel and expenses to get there. Discussion about what the budget is and what it was used for prior when fees were being paid. Lori is on National nomination committee and interviewing. Will be interviewing for National FFA Advisor next week. Right now this is a volunteer position. People have applied. Trying to figure out a way to pay a small stipend. No specific person for Agriculture on the US Department of Education committee, there will only be a person for education on the US committee.

Conference Sponsorship Coordinator Report given by Tina LeBrun. Tina updated logos so they all match for sponsorships and conference items. Ready to go for sponsorships for this year.

Tina wants to get a timeline for sponsorships for this year's conference. Any possibility of bringing back conference scholarship program? Tina asked Culvers about being a National Sponsor. Lori suggested to work on Farm Business Network as a national sponsor, working on making connection to assist Tina. Pauline suggested Conservis as a sponsor. NFRBMEA is losing National sponsors. Tina has a goal to find 1-2 more national sponsors. Working getting local sponsors, Lori and Jay Olson both have some contacts for local sponsors. Materials are all ready for sponsorships. Ed MN Foundation info about grants to attend NFRBMEA for MN members.

Recruitment & Retention report given by Pauline Van Nurden and Deb Pike. Dunning letter out and good response. NUTS & BOLTS went out. Goals to get two more members from other states. Tina

Minutes of the Annual Fall Board Meeting, continued—

has contacts from New Hampshire area will be meeting this fall, so opportunity to share NFRBMEA opportunity. North Carolina has not responded to sharing opportunity for NFRBMEA.

General Update given by Pauline Van Nurden. Everything moving along well, thanks to all for doing their jobs and keeping things moving. President Elect and Members at Large update given by Pauline Van Nurden. After conference, reached out to past presidents and explained why president elect was still open. Discussion on new president elect suggestions and if Pauline should reach out to the potential candidates.

2020 Conference committee report update given by Myron Oftedahl. Lori shared tour options for 2020 conference in Colorado. Dr. Kohl not confirmed yet—would be a webinar presentation. Tentative confirmation for Temple Grandin. Confirmation from Dr. Laura Gentry. CSU contacts for a few topics. Monday-Board meetings. Tuesday-full day of speakers & vendor day, afternoon annual meetings for NFRBMEA & NAFBAS. Weds. Morning two breakout tracks: 1 legal topics and 1-tax topics. Farm transitions: Megan Roberts contact willing to present.

Talked to MDA Ryan Roles about beginning farmer tax credit. Weds. afternoon tours and family event Weds. night. Suggested twin silos park. Thursday wrap up day—trying to add in really good practical info and topics to keep you engaged. Invited Colorado Dept of Ag. and current president of National Ag Broadcasters. Lori will send a name to Myron for a contact who could maybe help with contacts also. **Theme: Past, Present, Future.**

Budget: around \$400 for conference registration due to extra meals. Haven't started working on menus yet. Goal now is to finalize speakers and tours, so a tentative agenda can be posted for people to start looking at it. Nothing set up yet for other family events yet.

Marketing of conference discussion. Use social media and group contacts of other organizations to publicize as much as possible. Add a question on registration for if people are interested in doing group activities together.

Old Business discussion topics discussed were 2019 Conference Review by Pauline Van Nurden. Not many conference feedback evaluation forms were returned and need to improve connection time discussion.

A 2020 Conference registration update given by Myron Oftedahl. Registration will get going as soon as possible. Also, which system to use for registration that is most cost effective and timely was discussed.

New Business items discussed were: marketing materials/strategies—member recruitment, retention.

NUTS & BOLTS Newsletter schedule, topics and deadlines to get Deb information are:

- ✓ Fall - Oct. 30: "Farm Stress"
- ✓ Winter- Jan 22: what was learned at past conferences
- ✓ Spring-April 1: conference preview; Summer – if needed, and Other topics: top hints FBM, ideas, current issues.

Training opportunities/website resources decided to remove resource library from website and possibly bring back exchange of ideas to conference at breakfast in place of storytelling. Lastly, review of 2019-2020 strategic goals & organization priorities.

Motion to adjourn by Lori Tonak, second by Jennifer Smith. Meeting adjourned at 11:40 am.

Submitted by
Jennifer Smith, Secretary

NFRBMEA / NAFBAS Joint Fall Board Meeting Minutes

September 30 - October 1, 2019 • via Zoom • South Central College, Mankato, MN

Attendees: Lori Tonak (SD), Jennifer Smith (MN), Tina LeBrun (MN), Pauline Van Nurden (MN), Myron Oftedahl (MN), John Jones (MI), Mark Wood (KS), Laura Powers (KY), Anthony Barrett (NE), Alex Medina (NE), Tina Barrett (NE), Jim McCabe (IL), Eric Hofland (IA), Bob Rhea (IL), Mike Harer (WI), Carla Doubet (IL).

Meeting was called to order on Monday, Sept. 30th at 1:13 pm via Zoom webinar meeting. Laura Powers was selected as meeting chair and Pauline Van Nurden as secretary.

June 9, 2019 Minutes reviewed. Jennifer Smith moved to accept the minutes. Seconded by Eric Hofland. Motion passed. Review Memorandum of Understanding.

Travel reimbursement and meeting costs: limited costs because of virtual meeting. NFRBMEA send to Myron.

2021 Conference: Anthony, Alex, and Tina shared a presentation on the proposed 2021 conference site – Hilton Head Island, SC. Conference would be June 14-17, 2021. Proposed registration cost of \$425 with hotel room cost of \$139. This would continue with the Monday afternoon to Thursday afternoon conference schedule. This is an ocean front property and selected for affordability and family friendliness. Discussion ensued around contract obligations, conference format, location, and other logistics. Concerns were noted as well. Mark Wood moved to table the discussion until more information could be gathered. Myron Oftedahl seconded. Motion passed.

National Farm Viability Conference: Conference will be Oct. 22-24 in Red Wing, MN. Several MN FBM instructors and CFFM are presenting at the conference. Jennifer Smith will connect with Ela Chapin at the conference to learn more about future partnership opportunities. Our groups have promoted their upcoming conference and assume the continued conference cross promotion will continue in the future.

NAFBAS State Leaders Meeting: This was held Aug. 27-28 in Altoona, IA. Mike Harer, John Jones, and Jim McCabe reported back. Feedback from meeting was it is good to connect with other leaders and compare notes on common topics, such as staffing issues. Gaining perspectives from other programs is always valuable.

Farm Financial Standards Council: Jonathan Shepard has served as a liason to this group. He is no longer with KFBM. No one attended the meeting as a representative of this group. Therefore, no costs involved. Will seek an interested individual to attend and be involved with the FFSC. Mark Wood would be willing to attend the 2020 conference in Amarillo, TX July 29-31. Pauline Van Nurden attends the conference as a CFFM rep and serves on the Technical Committee and Executive Board. The coming year will include a review of the financial ratios and measures recommended by FFSC. Anyone interested in serving on the committee and providing input should contact Pauline.

Committee Reports: No reports given.

Scholarship Program and Conference Sponsors and Vendors: Tina LeBrun the conference scholarship program hinges on available funding. No funding secured currently. Any prospective supporters of this program should be brought to Tina's attention. The goal is to start this program again. Tina reported conference sponsor/vendor materials are ready to send out. Culvers is considering being a national sponsor. Other potential national sponsors were suggested – Farmers Business Network (FBN), Conservis, and Magnify. Discussion centered on FBN and Conservis being potential sponsors/vendors as their work aligns with farm management more. Magnify (a service of the Farm Credit System) may have funding available, but is likely a competitor. Other local and national sponsor/vendor ideas should be brought to Tina's attention.

Minutes of the Joint Fall Board Meeting, continued—

2020 Conference Planning: Myron reported the Hilton in Fort Collins, CO is selected venue for next year's conference. Colorado State University faculty are connected and engaged in conference planning. The new format adopted at last fall's board meeting will be in place for 2020 conference – Monday pm board meetings; Tuesday full day conference proceedings with vendors; Wednesday morning includes two break out tracks on legal and tax issues; Wednesday pm tours with evening family event; Thursday morning speakers/workshop offerings. Current speakers include Dr. Kohl (via webinar), Temple Grandin, Laura Gentry. Myron also shared other speaker options being considered. Plated meals versus buffets, more cost effective. Discussed promotional ideas like using social media more (Twitter, Facebook), contacting Extension and Farm Bureau, and submitting press releases to regional publications to spread the word. Looking to have Tuesday as a one day registration option. May see local people interested in attending for the day. The early career training opportunity will continue. Myron Oftedahl moved to set registration at a maximum of \$400 for the conference. John Jones seconded. Discussion ensued. This included raising the ceiling in case funding is needed and the goal to lower registration cost with the shorter conference format. Jim McCabe amended the motion to raise the registration ceiling to \$450. John Jones seconded. Motion passed. NFBMC promotion: goal will be to update social media and website with the revised agenda, new location, and registration maximum in the next month. Goal will be to highlight things like Temple Grandin as a confirmed speaker, etc. to begin getting conference interest.

Registration System: Discussion surrounding the continued use of CVENT, looking for a new system, or returning to CFFM for registration. Reviewed costs of CVENT and reporting options. CFFM can provide registration system at no cost. This would move the sponsorship provided to in-kind. Mark Wood moved to stay with CVENT as the registration system for the next two years. Alex Medina seconded. Motion passed. Discussion regarding use of CVENT for NAFBAS trainings and events. Agreed NAFBAS to pay \$4 per registrant for use of CVENT and the associated credit card fees.

2021 Conference Update: Hotel was contacted during the meeting and agreed to minimize the deposit requirements. An initial concern of group, as upfront payments larger than previous conferences. Decision to continue tabling.

NFBMC Logo & social media: discussed using the conference logo on all conference related materials. With the tentative agenda and confirmed speakers, initial promotion can begin now. Similar messaging between the website, Facebook, and Twitter will be the goal.

Multi-State Educational Programming: Discussed recent offerings including multi-state Roger McEowen seminar; Enrolled Agent training in IL; National Farm Tax Extension group; joint state NAFBAS meeting between IL, IA, and WI; C to S Conversion. These offerings were based on feedback from group and organized in a timely fashion. Also, IL is starting a program called Women Creating Opportunities for Women and provides training on financial positions, understanding and improving ratios, how to work with your lender, a tax update, and overview of financial statements. Continuing to evolve programs and look at providing new education programs for members/students. Adjourned for the evening at 4:40 pm.

Tuesday Morning, Oct 1. Meeting was called to order by Laura at 8:05 am.

Benchmarking Updates:

Kentucky – Recent retirement and program growth led to 2 new hires. Goal is more enterprise budgeting.

Kansas – 4 people have resigned. Association membership is flat to trickling lower. Association requiring fewer farms per specialist. Hard to keep specialists long term. Feel 5 years to break even on training, most stay two or less. Worried for the future and how to find qualified, long term specialists.

Minutes of the Joint Fall Board Meeting, continued—

CFFM – Continuing to work with new potential benchmarking programs/states. New faculty member provides more research opportunity. Extension's SW Association's Director retired. Long term specialist is new director.

Iowa – added a new consultant working with PC Mars and training as a future farm management specialist.

Illinois – continuing to work through the merger. Adding a new W2 program, CRM, and Office 365 as software.

Have added new consultants as well, working to train and keep them on the job.

Michigan – Four of the 5 district agents have been replaced, so working to get them established. Have lost 3 faculty due to health (may come back), retirement, and leaving position. Challenge of who will work with the data in the future. TelFarm has a solid group, but there has been a lot of change overall.

South Dakota – status quo. One bank is partnering closely with the program and paying tuition for farmers. SD Ag Foundation has offered to pay tuition for 12 people for a number of years because of the difficult farm economy. Grant application is currently submitted for this. Have seen farm attrition to Magnify within program.

Minnesota – over ½ of instructors less than 10 yrs. experience. Colleges are hiring for retirements and adding positions. MAELC grants and MN legislature provide funding and support, especially for new faculty mentoring. Second rural mental health specialist added. Organic grant received to focus on organic benchmarking.

Wisconsin – have added a staff member due to new tax law needs and growth of program. Have added 40 to 50 farms recently. Seeing small dairies exiting, but cow numbers remain similar in area.

Nebraska – timely rains have led to less irrigation and good crops for the year. Association is fully staffed. Implemented an apprenticeship program a number of years back that reaping benefits for staffing. Program is growing. More interest in specialized farm tax, payroll, and accounting. Grant received to help benchmarking.

Peer to Peer program: Bob sought feedback on the idea of adding a peer cohort of farms that would convene from multiple states. Be a cohort group that would have speakers, moderated discussions, etc. Similar to TPAP. All seemed interested and thought of farms that would enjoy this. Idea of HR related programming was suggested.

NCAE Update: Lori recently attended a National Council of Ag Ed meeting in North Carolina. The council looks for projects to fund for the good of ag ed. Typically curriculum related. Our group could submit ideas.

Awards of Appreciation: none suggested. Pass suggestions along to Bob.

2019 Conference wrap up: Good conference overall. Pleased with conference results and financials. Early Career Development had about 20 participants. Important program. No evals from the conference were prepared. Each group will receive approximately \$6,775 in conference proceeds. After next conference, will review the new format. Reviewed finances for this year compared to previous. Discussed attendance. NFRBMEA attendance has waned. Why? College funding challenges, out of state travel restrictions, discontinued programs, and staff turnover. Will continue to get new staff to attend. Once they attend, they come back. Hard to get initial attendance. Also, some training provided outside of NFBM conference. Not a requirement to have instructors attend like in many NAFBAS associations.

What brings attendees to the conference? Big name speakers, tools shared, Extension sessions every 3 years, idea sharing, take home pieces, networking. The goal is take home pieces to use in program all year. Also the professional development aspect. Idea to have early career members

Minutes of the Joint Fall Board Meeting, continued—

create short promo videos of why they attend. This can be distributed on the website, social media. Make a splash about the new format. Goal is a few more attendees from all states.

Registration discussion: Utilize Google Drive for sharing materials, having items centrally located for conference planners. Registration and website can mirror each other. Open communication is key. Will work to have timelier registration this year. Then “registration excuse” is off the table. See if this helps attendance. Time table for registration:

November – rough draft of registration in CVENT – allow to test/check

December – final draft preparation

Jan/Early Feb – registration available – should help with travel budgeting and planning for attendees.

Conference Facebook page: Deb/Taylor/Alex will work together to create a conference Facebook page. They will also connect to make a concerted promo effort. Deb will add a Testimonial page to the website.

2021 Conference revisit: Mark Wood and Mike Harer moved to accept proposed Hilton Head, SC location and bid. Discussion continued. If significant changes in contract, organizers will circle back with the group. Motion passed. Conference Planners slated as Anthony Barrett, Alex Medina, with NAFBAS rep. Carla Doubet, and NFRBMEA rep. Lori Tonak. Jim McCabe moved to accept these planning committee members. Mark Wood seconded. Motion passed.

2022 Preliminary Conference Planning: This will be revisited in June. North Central Extension Farm Management Committee plans to help lead planning. Will consider location, registration system, and conference format at that time.

Virtual Process Feedback: Meeting attendees thought format worked well. Thought all attendees felt comfortable voicing opinions. Best when all had camera availability. Face to face is good, but this is a nice occasional alternative – more cost effective, more time effective. Doing virtual meetings more with farms, so good to use this approach in our meetings too.

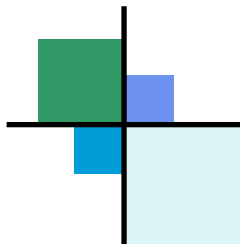
Meeting adjourned at 10:08 am.

Submitted by Pauline Van Nurden



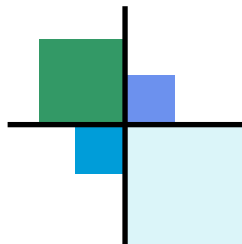
April 1, 2020 NFRBMEA Balance Sheet

	<u>Apr 1, 2020</u>
ASSETS	
Current Assets	
Checking/Savings	
Checking #472411	<u>2,174.65</u>
Total Checking/Savings	2,174.65
Other Current Assets	
Ameriprise Investment	<u>11,535.90</u>
Total Other Current Assets	<u>11,535.90</u>
Total Current Assets	13,710.55
Other Assets	
Nat Farm Mgt. Conference	<u>7,500.00</u>
Total Other Assets	<u>7,500.00</u>
TOTAL ASSETS	<u>21,210.55</u>
LIABILITIES & EQUITY	
Equity	
3000 · Opening Bal Equity	6,314.72
3900 · Retained Earnings	14,895.83
Total Equity	<u>21,210.55</u>
TOTAL LIABILITIES & EQUITY	<u>21,210.55</u>



2019 - 2020 NFRBMEA Balance Sheet Comparison

	<u>Jun 1, 20</u>	<u>Jun 1, 19</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
Checking #472411	<u>2,174.65</u>	<u>2,469.12</u>	<u>-294.47</u>	<u>-11.9%</u>
Total Checking/Savings	<u>2,174.65</u>	<u>2,469.12</u>	<u>-294.47</u>	<u>-11.9%</u>
Other Current Assets				
Ameriprise Investment	<u>11,535.90</u>	<u>11,144.32</u>	<u>391.58</u>	<u>3.5%</u>
Total Other Current Assets	<u>11,535.90</u>	<u>11,144.32</u>	<u>391.58</u>	<u>3.5%</u>
Total Current Assets	<u>13,710.55</u>	<u>13,613.44</u>	<u>97.11</u>	<u>0.7%</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>
TOTAL ASSETS	<u>21,210.55</u>	<u>21,113.44</u>	<u>97.11</u>	<u>0.5%</u>
LIABILITIES & EQUITY				
Equity				
3000 · Opening Bal Equity	<u>6,314.72</u>	<u>6,314.72</u>	<u>0.00</u>	<u>0.0%</u>
3900 · Retained Earnings	<u>14,895.83</u>	<u>17,416.77</u>	<u>-2,520.94</u>	<u>-14.5%</u>
Net Income	<u>0.00</u>	<u>-2,618.05</u>	<u>-2,618.05</u>	<u>100.0%</u>
Total Equity	<u>21,210.55</u>	<u>21,113.44</u>	<u>97.11</u>	<u>0.5%</u>
TOTAL LIABILITIES & EQUITY	<u>21,210.55</u>	<u>21,113.44</u>	<u>97.11</u>	<u>0.5%</u>



2019 - 2020 NFRBMEA Budget v. Actual

	Actual 18-19	Budget 19-20	Actual 19-20
INFLOWS			
Advertising	\$ -	\$ -	\$ -
Conference Revenue	\$ 75.08	\$ 5,000.00	\$ 6,777.33
Dues - Regular	\$ 4,626.70	\$ 5,000.00	\$ 4,410.00
Dues - Affiliate	\$ 240.00	\$ 250.00	\$ 240.00
Interest Income	\$ 1.30	\$ 150.00	\$ 391.58
2017-2018 Dues	\$ 420.00		
Other Income			\$ 20.00
Total Revenue	\$ 5,363.08	\$10,400.00	\$11,838.91
OUTFLOWS			
Awards and Recognition	\$ 338.25	\$ 100.00	\$ 257.16*
Board Meeting Expense	\$ 4,402.40	\$ 3,000.00	\$ 710.46
Legal & Professional	\$ 365.00	\$ 350.00	\$ 365.00
National Council Contribution	\$ 3,638.52	\$ 3,000.00	\$ 5,887.17**
Publications/NUTS & BOLTS	\$ -	\$ 350.00	\$ -
Recruitment/Special Projects	\$ -	\$ -	\$ -
Credit Card Fees	\$ -	\$ 120.00	\$ 35.99
Supplies, Copies, Postage	\$ 166.28	\$ 200.00	\$ 84.67
Treasurer Compensation	\$ 500.00	\$ 500.00	\$ 500.00
Web Page Expense	\$ 5,000.00	\$ 5,400.00	\$ 6,519.40**
Total Expenses	\$14,410.45	\$13,020.00	\$14,410.45
Inflows - Outflows	\$ (9,047.37)	\$ (2,620.00)	\$ (2,520.94)

Notes:

* Owed by Conference = \$ 150.15

** 2 payments for National Council and Extra Payment to Deb (missed the FY) = \$3,250.00

Other Accounts	
2/5/20 Ameriprise Account Balance:	\$11,535.90
4/1/20 Checking Balance:	\$2,174.65

2019 - 2020 NFRBMEA Profit & Loss

April 2019 - March 2020

Income	
Conference Profit	6,777.33
Contributions & Sponsorship	20.00
Dues Received	
2019-20 Dues	
2019-20 Dues (Affiliate)	240.00
2019-20 Dues (Regular)	4,410.00
	<hr/>
Total 2019-20 Dues	4,650.00
	<hr/>
Total Dues Received	4,650.00
Interest Earned	391.58
	<hr/>
Total Income	11,838.91
Expense	
Awards & Recognition	257.16
Banking Fees	35.99
Board Meeting Expense	
Fall Board Meeting	710.46
	<hr/>
Total Board Meeting Expense	710.46
Legal & Professional	365.00
Membership- National Council	4,000.00
Travel Expense- National Council	1,887.17
Postage	43.45
Check Printing	28.94
Supplies & Copies	12.28
Treasurer Compensation	500.00
Website Expense	6,519.40
	<hr/>
Total Expense	14,359.85
	<hr/>
Net Income	-2,520.94
	<hr/> <hr/>

Approved 2020 - 2021 NFRBMEA Budget

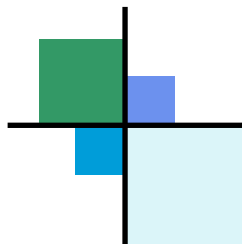
June 2019

Inflows

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

Outflows

Awards & Recognition	\$ 100.00
Board Meeting Expense	\$ 3,000.00
Legal & Professional	\$ 400.00
National Council Contribution	-
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	\$ 10,070.00
Inflows - Outflows	\$ 330.00



Proposed 2021 - 2022 NFRBMEA Budget

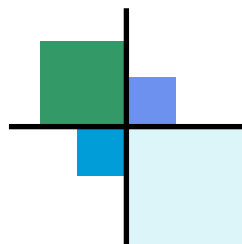
Inflows

Advertising	-
Conference Revenue	\$ 6,000.00
Dues— Regular	\$ 5,000.00
Dues— Affiliate	\$ 250.00
Interest Income	\$ 150.00
Total Revenue	\$ 11,400.00

Outflows

Awards & Recognition	\$ 100.00
Board Meeting Expense	\$ 1,500.00
Legal & Professional	\$ 400.00
National Council Contribution	\$ 3,500.00
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	\$ 12,070.00

Inflows - Outflows \$ (670.00)



2019 Conference Sponsors & Exhibitors

\$1,000 - \$1,999 Harvester Sponsors

Raddatz & Associates, Ameriprise Financial
Lakeshore Farm Management
Center for Farm Financial Management, University of Minnesota
PCMars Farm Accounting Software

\$501 - \$999 Cultivator Sponsor

Wisconsin Farmers Union

\$50 - \$500 Seed Sower Sponsors

American Family Insurance— Breitbach-Fenn Agency
BASE—Benefit Administration for the Self-Employed
Culver Franchising System, LLC
Farm Financial Standards Council

Other Supporters

The Blind Horse Restaurant • Elkhart Lake Tourism • Farm Wisconsin Discovery Center
Manitowoc Area Visitor & Convention Bureau • Manitowoc Maritime Museum
Olivada • Pine River Dairy • Sargento • Sheboygan County Chamber

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