

***NFRBMEΔ*INC.**

2022-23

**Annual
Report**

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NFRBMEA_{INC.}

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.

2022-23 Board of Directors



President

Tina LeBrun, North Mankato, MN



President Elect

Ron Dvergsten, Thief River Falls, MN



Past President

Myron Oftedahl, Glencoe, MN



Secretary

Jennifer Smith, Kenyon, MN



Treasurer

Jeff Schultz, Faribault, MN



National Council Representative

Deron Erickson, Barrett, MN



Conference Sponsorship Coordinator

Denise Reeser, New Prague, MN



Communications Director

Deb Pike, Rochester, MN

NFRBMEA Executive Summary

Tina LeBrun, NFRBMEA President

The National Farm and Ranch Business Management Education Association (NFRBMEA) had another effective year working to build and enhance membership. The word “evolving” describes and captures this past year most specifically. I want to thank all the members of the board of directors and the many other individuals dedicated to the advancement of farm management education and our organization. Your commitment and service does not go unnoticed and is much appreciated.

Highlights of the last year included:

- We continue to have a seat on the National Council of Agriculture Education. In a year of transition for The Council, Deron Erickson served as our representative. As The Council has worked to identify new strategic priorities, Deron has provided direction for the development of some strategic priorities of NFRBMEA. Our membership on The Council continues to serve as a voice for producers and adult educators, but also has promoted new ideas on how NFRBMEA can enhance our organization.
- Through the efforts of the executive committee and others, we were able to publish Fall, Winter, and Spring issues of **NUTS & BOLTS**, and the **NUTS & BOLTS Real-Time Updates** continue to keep members connected between issues of the newsletter. Our website, www.nfrbmea.org received a mega overhaul this year. This evolving communication platform has enhanced usefulness for our members and industry partners. Deb Pike, Communications Director, has provided great effort in this work, and continues to maintain our presence on social media while delivering support on the National Farm Business Management Conference (NFBMC) webpage. Deb also developed and updated marketing materials for NFRBMEA used to promote membership this past year. The NFRBMEA floor banner and handout are now available for use by any of our membership!
- Professional development efforts continue to be our major focus towards fulfilling our mission. As the needs of our members evolve, we have pivoted to creating sources of professional development outside of our annual conference. While the NFBMC conference in Bellaire will be the 50th conference for NFRBMEA and continues to be a great opportunity for networking with other Farm Business Management educators from around the country, our members are finding it harder to attend. This component has encouraged us to offer other types of professional development through the year, beyond our annual conference.

For the second year in a row, we developed and released a member-only, fall professional development webinar series. Three sessions were held monthly, recorded and shared with our members. This included a session called “Back to the Future, Rates and Inflation” from the team at Ag Resource Management in October. November brought “Global Econ in the Midwest” presented by Bryon Parman- NDSU Extension, and we wrapped up with a session in “Advanced Features of PC Mars” brought to us by Kent Vickre. Working with our industry partners to develop this series continues to be an added enhancement of this application.

- Change and opportunity continue to evolve our operations as well. Obtaining new conference sponsors has provided strength and services for our organization. Denise Reeser has taken on the task of coordinating fundraising for conference sponsorship to ensure the financial stability of our organization. Denise has been exploring new sponsors and maintaining our continued efforts with our historic sponsors. Ron Dvergsten also stepped up to serve as our President-Elect this year. Ron’s commitment to this association once again is a true testimony to the value NFRBMEA brings to this profession. Thank you, Denise and Ron, for all your efforts. We continue to have a need for our members to step up and serve on the board. Currently, we are actively searching for a secretary and President-Elect. Change and adaptability continue to offer potential for our members to get involved and serve our association.

Executive Summary, continued—

- The future holds many opportunities for agriculture and NFRBMEA. We further the need to look at new ways to provide benefits to our members, but only by acknowledging how essential it is to evolve as an association for our profession. 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 sustain our organization for the future of this profession.



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.

NFRBMEA INC.

Bringing knowledge that works
to farm and ranch families

Join Us!

We offer:

- Farm Business Management professional development opportunities
- National networking with agricultural professionals
- Exclusive member access to educational tools & materials
- Annual FBM conferences



Our mission is to promote and support farm and ranch management educators by providing in-service education to our members, and by communicating and cooperating with others.

www.nfrbmea.org



National Farm & Ranch Management
Education Association, Inc.

Membership & Communications

NFRBMEA actively represents farm and ranch business management educators on national committees and works to promote farm and ranch management education.

Regular membership is open to current and retired instructors, teacher-educators, coordinators, supervisors and planning staff. Affiliate membership is open to supporters of farm and ranch business management education.

Your NFRBMEA membership card is an acknowledgment of dues paid and serves as a visual reminder of when your membership is due for renewal.



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- ◆ National networking with other agricultural professionals
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- ◆ Annual FBM conferences

	2022-23		2021-22	
	Regular	Affiliate	Regular	Affiliate
Colorado	2	1	2	2
Illinois	1	-	1	-
Iowa	-	-	1	-
Kentucky	-	-	-	-
Michigan	1	-	-	-
Minnesota	42	6	33	4
Missouri	2	-	1	1
North Dakota	5	2	7	1
Nebraska	-	-	1	-
Ohio	2	-	2	-
Oklahoma	-	1	1	-
Oregon	1	-	1	-
South Dakota	3	-	4	-
Texas	1	-	-	-
Utah	3	-	3	-
Vermont	1	-	1	-
Wisconsin	5	-	5	-
TOTALS:	69	11	63	8

2022-23 membership by state, compared with 2021-22 membership



Mobile-friendly website

Our website, www.nfrbmea.org, has been updated with a fresh look, and contains history, career opportunities, links to upcoming conferences, newsletter archives, meeting minutes and officer information. We can also be found on Facebook and Twitter.

Our newsletter, the **NUTS & BOLTS**, is published quarterly. The **Real-Time Update** (RTU) keeps members updated on late-breaking events and other items of interest.

**NUTS
&
BOLTS**

National Council for Agricultural Education Update

Deron Erickson, NFRBMEA Representative to NCAE

The Council for Ag Education has been moving and shaking in the past year. The new Managing Director Melissa Rekeweg has been highly effective guiding us through the year and working on different tasks. The Council meets quarterly, with once a year in person.

Last Spring The Council was notified that the National FFA Advisor was resigning. The Council decided that the new position would be a combination of National FFA Advisor and National Director of Ag Education. The position would remain non-compensated. The Council directed the national search for the Director of Ag Ed/National FFA Advisor. We reviewed the applicants and selected four individuals to interview in Indianapolis in October. We met in October at the National FFA Center for personal interviews and selected Dr. Travis Park from North Carolina State University to be the new Director/National FFA Advisor. Dr. Park was the chairperson of the National Council two years ago and is a former National FFA Advisor. We all felt very comfortable with his selection.



The Council has also been working on a number of initiatives. Currently SAE for All is being launched, AFNR standards are being revised, and the Strategic Plan is being reviewed. None of these necessarily directly apply to NFRBMEA. However, we can play a significant part in the direction that Ag Education takes as part of the Strategic Plan and the AFNR standards. The Council also retook the management of CASE (Curriculum for Ag Science Education) from NAAE (National Association of Ag Educators). CASE has trained over 3,600 secondary teachers from forty-eight states in curriculum for Ag Science and had become too difficult for NAAE to manage. Carl Aakre from Minnesota has taken over as the head of CASE.

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Being a part of The Council has made me wonder about the direction of our organization and the role we play in Farm Business Management across the country. NFRBMEA is a national organization and from what I gather, we have been more of an organization that has as its main mission to educate our members through the national conference, newsletters, and recently some very good webinars. Is there more that we should be doing as an organization to promote Farm Business Management nationally?

The four strategic priorities that The Council has are:

1. Recruit, prepare, retain, and support ag educators.
2. Include all people and leverage diverse approaches.
3. Engage and transition students to be leaders and advocates of AFNR and related industries.
4. Develop collaborations within and beyond our ag education community.

How does NFRBMEA fit with these strategic priorities? For example, should NFRBMEA be part of the Teach Ag initiative that NAAE currently supports? We know that we have had issues in Minnesota and other states bringing in quality applicants to positions. While Minnesota has a great support system for new FBM staff, the same may not be true in other states. Could NFRBMEA provide a support system for Farm Business Management in other states? Should NFRBMEA raise the profile of Farm Business Management through initiatives with sponsoring awards for Farm Business Management contests and or scholarships? If we were to do something like that, where would the funding come from? How could we collaborate with The Council resources to develop better collaborations with the Ag Industry? Should NFRBMEA have a better collaboration with farm organizations, so they are better educated on legislative issues on a national level? All things to consider.

National Council for Agricultural Education, continued—

THE NFRBMEA board has talked about doing some Strategic Planning, which The Council would fully support. The Council would like to know what initiatives that their partnering organizations would like help with. My question to the membership is: what can I do as The Council representative to further the mission of the NFRBMEA? What is that mission and how does it relate to The Council?

If you are interested in discussing this or anything related to The Council, please let me know. I am proud to represent the NFRBMEA. I believe there are a number of benefits to having a representative on The Council. Feel free to reach out to me at deron.erickson@MNWest.edu any time.

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. Deron Erickson, FBM instructor at MN West Community & Technical College, Barrett, MN is the current appointee to our seat.



Lori Tonak receives her Distinguished Service Award from 2021-22 President Myron Oftedahl. Photo: Tina LeBrun

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.



Minutes of the NFRBMEA Spring Board Meeting

May 11, 2022 • Conducted via Zoom

Members present: Myron Oftedahl, Debra Pike, Pauline Van Nurden, Tina LeBrun, Deron Erickson.
Members absent: Jeff Schultz and Jennifer Smith.

A time is set for the pre-conference board meeting to be held on June 13, 2022 at 4pm in Fort Collins, CO.

Conference registrations are very slow coming in, there is no block room reservation rate left. Discussion was held about getting more Minnesota instructors to the conference and funding available to help cover costs to attend.

Agenda items for the annual meeting will include various reports, officer nominations, Roll Call of States, 2023 Conference in Michigan, 2024 Conference in Minnesota. Review of conference schedule, speakers, tours, sponsors, and needs yet. Curtis needs moderators for concurrent sessions, speaker gift ideas, promotion of conference-record a video of why attending conference, benefits, etc., technology help coordination. Possibly organizing family time and/or events, Curtis wasn't going to plan anything for the family activity. Discussion had about items that could be planned for family activities. Tours sign-ups and possibilities.

Officer Slate: Tina asked Denise Reeser if she would take over sponsorship coordinator. She was open to stepping up and taking an officer role. Difficult to get anyone from out of state to step up and take an officer role. Possibility of contacting other state leaders to see if there is anyone they would recommend. Pauline suggested Lynn Hoffmann as a possible officer candidate. Myron suggested Mark Cannella from Vermont as well. Assuming Deron and Jen would continue on in current positions.

Discussed location options for 2024 Conference, Rochester, Mankato, St. Cloud, Twin Cities, Duluth. Discussed transportation availability. Resorts versus hotels. Duluth seemed to be a high choice of interest.

\$7500 in sponsor info from 5 different vendors Tina reported. EZ Farm and crop insurance not heard from yet. BASE will not be there, due to conflict with another conference, BASE chose the other because "conferences are always in Colorado", which was surprising.

Pauline is going to email state leaders. Myron is emailing Keith about summer 2024 conference in Duluth possibly and Myron will send Deb a letter to try to increase registration for this summer conference. Tina would be willing to record a short promotional video for conference this summer.

Deb is just waiting for Treasurer's report and then the 21-22 Annual Report will be wrapped up.

Plaques needed to be made up, Curtis- Award of Appreciation. Jen will get it made.

Items to talk about with NAFBAS: One item was the professional development opportunities for members.

When will Annual Meeting will be held during this 2022 conference? No breaks listed in the planning schedule, especially during vendor day to have that time to visit with vendors.

Zoom Pre-conference board meeting for NFRBMEA will be June 8 at 8:30 a.m. Post-conference board meeting will be held June 23, 2022 at 9 a.m.

Meeting adjourned at 10:31 a.m.

Respectfully submitted,
Jennifer Smith, NFRBMEA Secretary

Minutes of the NFRBMEA Pre-Conference Board Meeting

June 8, 2022 • Conducted via Zoom

The meeting was called to order at 8:38 am via Zoom with meeting recorded. Members attending: Myron Oftedahl, Tina LeBrun, Jennifer Smith, Deron Erickson, Jeff Schultz and Deb Pike. Absent: Pauline Van Nurden. Board members shared personal and professional updates.

Jen presented the Secretary's report from 5/11/22. Motion to approve by Deron Erickson, second by Tina LeBrun. Motion passed.

Jeff emailed out the Treasurer's report. Deron moved to approve; Tina seconded. Motion passed. Deb gave the Communications Director's report. Deron moved to approve; Jen seconded. Motion passed.

Tina found a new sponsor, Ag Resource Management (ARM), who will be a \$5,000 sponsor for this year's conference. CFFM did regular sponsorship and time for conference planning time. FFSC and PcMars are also sponsoring. Conference location does affect decisions of sponsors that are attending; some are not attending due to the location. It is unknown if NAFBAS had success with John Deere. Conservis would not sponsor this year. Looks like similar amount of dollars from sponsorships this year. Jeff asked about requesting funding at the correct time to correlate with business fiscal year budgets and planning. Funding could be asked for immediately following conference, to start the process and not miss businesses planning times. Motion by Jeff, second by Deron. Motion approved.

Deron reported on the National Council. Dr. Woodard, their National Advisor, has resigned, and The Council is in the process of looking for a new National Advisor. They created a new position for The Council: a part time director. Jen Smith moved to approve Deron's report; Tina LeBrun seconded; motion carried.

Myron gave the 2021 Conference Report. He stated that it went well, including the joint virtual component and productive hallway sessions. Myron also gave the 2022 Conference Report. This will also be the triennial conference for Extension, so there will be more emphasis on breakout sessions. The agenda looks like a good line-up, and the hotel is full. Were there any issues with registration? Tina asked if we knew how many have registered? Myron is estimating a good turnout, judging by the dollar amounts. Myron asked if the visitor center doing a sponsorship amount? Tina didn't know, so Myron will follow up. Tina put together a family activities resource and will send it to Deb to put on the website.

NAFBAS is organizing the 2023 Conference, which will be in Michigan at a ski resort. Need to get dates to Deb to start building the website. NFRBMEA will be organizing the 2024 Conference. Currently, the location preference is Duluth, MN.

We are trying to recruit new people from other states to step into officer positions on our Board. Joint Board Meeting topics: main topic will be the conference. We will share our information about our Fall Webinars with NAFBAS as educational opportunities. Last fall the webinar information was shared with NAFBAS leaders, but they did not share it with their members.

Annual Meeting topic: increasing membership; Jeff needs to write check to National Council for our membership; The Conference Award of Appreciation plaque is ready for Curtis. Jen also needs to bring Lori Tonak's Retiring Officer plaque to conference. A Zoom meeting will need to be set up for Annual Meeting for members that aren't attending in person. Deb requested conference photos to be sent to her.

The Post-conference board meeting will be held June 24 at 8:30 am via Zoom; Pre-conference Board meeting adjourned at 9:30 am.

Submitted by Jennifer Smith, NFRBMEA Secretary

Minutes of the Joint Pre-Conference NFBMC Board Meeting

June 13, 2022 ● Hilton Fort Collins, Colorado

Call to order by Jim McCabe at 5:08 pm. Laura Powers selected Meeting Chair; Jennifer Smith, Secretary. Members present: Anthony Barrett (NE), Mike Harer (WI), Brett Goodwin (IL), John Jones (MI), Jim McCabe (IL), Mark Dikeman (KS), Laura Powers (KY), Chelsea Plummer (KS), Curtis Mahnken (MN), Pauline VanNurden (MN), Tina LeBrun (MN), Myron Oftedahl (MN), Deron Erickson (MN), Jeff Schultz (MN), Jennifer Smith (MN). Members present introduced themselves and where they were from and what organization they represented.

Fall 2021 Joint Board Meeting Minutes were shared, moved to approve by Anthony Barrett, second by Jeff Schultz, motion passed.

Reviewing of Memorandum of Understanding first topic discussed. Jim McCabe shared the letter sent to NFRBMEA from NAFBAS to possibly dissolve the MOU based around Boards of Directors' discussion around different topics of professional development educational needs that they want to dive into deeper. Pauline asked if NAFBAS would hold conference on own, answer was yes if necessary. Myron Oftedahl asked about conferences when topics of relevance were not addressed. Laura Powers shared different view of topics and needing to dive deeper into the topics. Mark Dikeman shared Kansas needs more educational deep dive into topics to serve the needs of their members. Discussion held about previous year— succession planning and analysis workshops, were they enough? The NAFBAS fall meeting gets very deep into tax questions. Myron Oftedahl asked if there were two tracks with a deep dive into topics NAFBAS needs covered, would that be sufficient? Jim McCabe shared yes, it should, and all members could choose whatever session that they want to go to.

Jeff Schultz asked what is needed to keep a joint conference with NAFBAS because it would be good to keep that. Is the content in the every 3 year conference with Extension, when there isn't enough deep-dive time? Discussion about early career education versus experienced career education to have at conference. Anthony Barrett shared more educational opportunities for early career, than for the experienced instructors, harder to find the deep dive educational opportunities for the experienced instructors. Myron Oftedahl shared the monetary value of the conference when Extension is a part of it. Jennifer Smith asked if there is a conference template for people planning conference? No there is not. Pre-2019, joint conference planning was getting started and has stalled out a bit. Different topics of relative value and importance to each group were discussed. Mike Harer asked if we have had conference exit surveys in the past and what happens to them? We have had them in the past, 5-6% return rate on conference survey when sent out after the conference is done. Idea to do short surveys each day to improve the conference and planning. Pauline VanNurden asked Curtis Mahnken how the deep dive would affect the year with Extension. Curtis felt if you did tracks for the conference and have a deep-dive track as well as the Extension track available, it would probably work. Mark Dikeman asked how the topics in the concurrent sessions benefit NAFBAS and NFRBMEA. Curtis Mahnken shared that in the future, the sessions asked for need to be emphasized in certain topic areas. Extension topics relate to the grant that they have. So possibly focusing on one topic for Extension and NAFBAS and NFRBMEA example farm bill. Laura Powers shared people probably wouldn't want to present, they want to go and learn from someone else. Planning committee, topics, templates, and how to plan for the conference. Jim McCabe shared the need for a conference planning committee that is a joint committee for a couple years and that they work together to plan the conference.

Anthony Barrett brought up the monetary splits if it should still be 50/50 when NAFBAS brings more members to the conference. Pauline VanNurden explained that the value NFRBMEA brings includes more than just the membership attendance. Jeff Schultz shared NFRBMEA board also discussed a possibility of a way to make it more equitable in the conference income split. John Jones said that running the conference is more important than how the money is split. Jim McCabe suggested that leaders from each organization meet to discuss and review the MOU and the planning template for conference. The meetings should happen by the end of July. Ideas for next year should be submitted

Minutes of the Joint Pre-Conference NFBMC Board Meeting, continued—

to Jim McCabe by Thursday afternoon this week. The MOU review committee of Myron Oftedahl, Tina LeBrun and Jeff Schultz from NFRBMEA, and Laura Powers, Chelsea Plummer and Jim McCabe from NAFBAS will come up with a date to finish task before the end of this conference.

2022 Annual conference registrations are 124 registrants from the 3 organizations. 32 spouse registrations, 25 children (7-21 age). 26 concurrent sessions, 29 people attending from North Central.

2023 Conference: Dates will be June 12-15, 2023, hotel will give conference rate two days prior and two days after. Location will be Shanty Creek Resort, Bellaire MI, requested bids from hotel and Grand Rapids area. Many other hotel options nearby too. Small town, restaurants and activities to do nearby. No required minimum for bids, but don't book more than you think you need. Meal pricing very straight forward \$15,000 minimum. \$170/night, no parking no fees, plus 6% tax. King, King Suite, or 2 Queen for the same price. Scaled up if want the 2- or 3-bedroom suites-come with small refrigerator. Breakout room options available, discussed having family night right there as an option. Good choice with options for planning and changing rooms for program planning. Much to do there.

2023 planning committee, John Jones (MI), Stan Moore (MI) (NFRBMEA), Jeff Schultz (MN) and 1 more from (NFRBMEA) which will be decided at annual meeting.

2024 planning site possible locations: Hawaii, Oregon, Kentucky, Duluth, MN. Decided to wait until after the MOU discussion and decisions are made.

2021 Conference review of budget is that it is the same as last fall. Prior year conference financials the same.

Early career workshop currently happening with 11 people registered and 5 attending.

Scholarship opportunities-none

Request for refunds- one request for a refund due to a positive Covid test ; Anthony Barrett moved to refund Covid cancels, Deron Erickson seconded, motion passed.

NFBMC Conference logo-social media, twitter, work on promoting in the future.

Discussion about providing reimbursement for conference registration. Anthony Barrett shared that the person in his office who does it, puts in a lot of time. Motion by Anthony Barrett for \$2500 stipend for 2022 conference registration person, second by Myron. Motion passed.

Curtis Mahnken shared that there was no formal interest in joining from North Central, Western, Southern Extension Ag Econ.

Jim McCabe shared that the National Farm Income Tax Extension Committee, participation from NFRBMEA is a question. NFRBMEA will bring to membership and ask for a representative. Suggestion for Mark Wehe. Working with FSA on beginning farmer stuff, and IRS on tax information.

Tina shared new sponsor for \$5000, is Ag Resource Management. Iowa Farm Business (PCMARS) \$1000, FFSC \$500, CFFM \$1000. Total sponsorships \$7500. A couple sponsors that always attend are not here this year but said they will come back next year. Conservis and John Deere asked but some structure changes are occurring in those businesses.

NAFBAS Fall training on death of a farm family member. Functional training-how to deal with this event. Invite will go out this summer, virtually. Sept 20, 2022, 1-4:30 timeframe. NFRBMEA did training webinars last fall on PCMARS and QUICKBOOKS, but word never got shared with the state

Minutes of the Joint Pre-Conference NFBMC Board Meeting, continued—

leaders of NAFBAS. NFRBMEA is working to set up more virtual trainings with Kent Vickre this fall and once set up will get sent out to NAFBAS.

Farm Financial Standards Representative: Kevin Herbel (KS) from NAFBAS.

USDA & other partnerships continuing ideas are welcome.

New States, Jim McCabe talked a little with Missouri and Texas. Texas is coming this year to check out the conference and learn more.

Board member topics: John Jones's son's friend near Denver who is a teacher, would like to come listen to biosecurity session. Yes, he can come into that session.

Fall board meeting: Sept 27, 2022 at 1pm Central Time Zone via on-line.

Adjourned at 5:48 pm by Laura Powers, Chair.

Submitted by,

Jennifer Smith
Appointed Secretary for Joint Board Meeting



Wednesday Evening Family Event



Photos: Tina LeBrun



2022 NATIONAL FARM MANAGEMENT CONFERENCE

JUNE 13-16, 2022 • FORT COLLINS, COLORADO

2022 NFBM Conference Agenda

Triennial Joint Meeting of NFRBMEA, NAFBAS and NCFMEC

(All times MT)

Monday, June 13

- 1:00 - 5:00 PM Early Career Development Workshop
 2:00 PM NAFBAS Board Meeting
 4:00 PM Joint NFRBMEA/NAFBAS Pre-Conference Board Meeting

Tuesday, June 14 **(Vendor Day)**

- 8:00 AM Welcome
 8:15 AM Welcome to Colorado!
 9:15 AM Ag Economy Barometer
—Michael Langemeier, Associate Director, Center for Commercial Agriculture and Professor, Department of Agricultural Economics, Purdue University
 10:15 AM Why Trade Works for Agriculture
—Amanda Countryman, Associate Professor, Colorado State University
 NOON Lunch
 1:00 PM Local Food Markets and Farm & Ranch Profitability
—Becca Jablonski, Associate Professor and Food Systems Extension Economist, Colorado State University
 2:30 PM Concurrent Sessions
 (abstracts found at: <https://z.umn.edu/2022FBM-Concurrent-Abstracts>)
 Concurrent Session Schedule: https://nfbm-conference.org/2022/docs/2022-0503_FBM_Conference_Concurrent_Sessions_List.pdf
 4:00 PM NFRBMEA Annual Business Meeting
 NAFBAS Business Meeting
 5:30 PM Adjourn
 Evening On Your Own

Wednesday, June 15

- 8:00 AM Day 2 Overview
- 8:10 AM “Weather and Agriculture”
— *Becky Bollinger, Assistant State Climatologist, Colorado Climate Center, Colorado State University*
- 9:45 AM Concurrent Sessions
- 12:30 PM Lunch and 2023 Conference Preview
- 1:00 PM Publication 225 Panel
— *Moderator: Rob Holcomb, University of Minnesota*
- 2:00 PM Concurrent Sessions
- 3:30 PM Adjourn
- 6:00 PM Family Night

Thursday, June 16

- 7:00 AM Breakfast
- 8:00 AM Day 3 Overview
- 8:10 AM “How Different Kinds of Minds Can Solve Problems in Agriculture”
— *Temple Grandin, Colorado State University*
- 10:00 AM “Cyberbiosecurity for the Farm: Where to Begin?”
— *Steven Lovaas, Chief Information Security Officer, Colorado State University*
- 10:30 AM Farm Financial Standards Council Update
— *Pauline Van Nurden, CFFM*
- 11:00 AM “Cover Crop Economics and Financial Benchmarking”
— *Vincent Gauthier, Environmental Defense Fund*
- 11:30 AM Closing Comments
- NOON Adjourn

Post-Conference Tours

- Tour 1: Five Rivers Cattle Feeding – Kuner Feedlot** Learn about their operation, discuss some benchmarks and then drive around the yard with a few stops.
- Tour 2: LoCo Food Distribution Warehouse** See their distribution warehouse and learn about the supply chain issues they have faced.
- Tour 3: New Belgium Brewery** This 90-minute tour offers a discussion of the brewery's history, a tour of their brewhouses, Foeder Forest, and view the Thunderdome (the packing hall). Guests will also receive a curated flight of New Belgium beer. This tour is limited to 25 people.

Minutes of the 37th Annual NFRBMEA Business Meeting

June 14, 2022 • Hilton, Fort Collins, Colorado

(DRAFT)

Meeting called to order by Myron Oftedahl at 4:11pm MT.

Members present: Jennifer Smith (MN), Jeff Schultz (MN), Megan Roberts (MN), Brent Roiger (MN), Lynn Hoffmann (MN), Brad Schloesser (MN), Denise Reeser (MN), Tina LeBrun (MN), Sara Maas-Pate (WI), Bruce Fowler (MO), Erin Yost (SD), David Gillman (UT), Lori Tonak (SD), Tim Holtquist (MN), Mike Radig (ND), Keith Olander (MN), Deron Erickson (MN), Del Lecy (MN), Ron Dvergsten (MN), Jay Olsen (UT); members present via Zoom: Don Garrett (OH) and Debra Pike (MN).

Brent Roiger moved to approve the agenda as presented, second by Lynn Hoffmann; motion passed.

The Secretary's report from the 2021 NFRBMEA Annual Business Meeting was read by Jennifer Smith. Motion to approve the Secretary's report by Brent Roiger, second by Deron Erickson; motion passed. The Treasurer's report was given by Jeff Schultz. The profit & loss was reviewed, and the net income was \$1801.41. The balance sheet with previous year comparison was shared and reviewed. Motion to approve the Treasurer's report by Jay Olsen, second by Tim Holtquist; motion passed.

Jennifer Smith asked for the Roll Call of States*. The South Dakota report was given by Lori Tonak, the Utah report was given by Jay Olsen, the North Dakota report was given by Mike Radig, the Missouri report was given by Bruce Fowler, the Minnesota report was given by Keith Olander, and the Wisconsin report was given by Sara Maass-Pate.



Deron Erickson gives his report.

Photo: Tina LeBrun

Lori Tonak was presented her Retiring Officer plaque, recognizing and thanking her for her years of service on the NFRBMEA Board.

Deb Pike gave the Communications Director's report. There was a motion to approve by Lori Tonak, second by Bruce Fowler, motion passed.

Election of Officers: President: Tina LeBrun; President Elect: open and to be determined at a later date; Treasurer: Jeff Schultz (2-year position, Jeff will be starting the second year); Secretary: Jennifer Smith was nominated, vote taken, passed in favor.

Deron Erickson gave the National Council report. He started after Lori retired from The Council; first meeting was in September 2021 with a trip to Indianapolis for the National Council meeting. A lot was learned at the first meeting by Deron about The Council. Motion to approve the National Council report by Ron Dvergsten, second by Jay Olsen; motion passed.

Tina LeBrun gave an update on sponsorships for this year. Sponsorships totaled \$7500, with a new sponsor, Ag Risk Management, sponsoring \$5000. PcMars sponsored \$1000, Farm Financial Standards Council \$500, and Center for Farm Financial Management \$1000. The conference is always looking for new sponsors and any contacts people have or can recommend helps tremendously. Denise Reeser will be replacing Tina LeBrun as Conference Sponsorship Coordinator. Motion by Jay Olsen to approve the Sponsorship report, second by Brent Roiger; motion passed.

Minutes of the 37th Annual NFRBMEA Business Meeting, continued—

Myron shared his Executive Summary in the Annual Report.

The Conference Memorandum Of Understanding (MOU) with NAFBAS to hold a joint conference is a current document. Myron explained who NAFBAS is as a group, what they do, and who their main clientele is. NAFBAS gave a two-year notice to NFRBMEA last week, requesting to dissolve the MOU. At the joint board meeting yesterday, a committee was formed to review the MOU to make revisions, and to create a template for planning future conferences. The depth of workshops at the conference this year was disappointing to NAFBAS. Myron shared that NFRBMEA would not take any action on the MOU until our membership was informed about the notice for dissolution from NAFBAS. Tim Holtquist shared that at the beginning, the memberships were about the same numbers of people from each organization. Ron Dvergsten was involved in signing the original MOU. Discussion was held about membership in NFRBMEA decreasing, and why people aren't attending the conference. The committee is going to decide by the end of July about the MOU. There will be three people from NFRBMEA (Tina LeBrun, Jeff Schultz, and Myron Oftedahl) and three (Laura Powers, Chelsea Plummer, and Jim McCabe) from NAFBAS in this committee. Discussion was held about what NFRBMEA does with conference sponsorship, Deb Pike's work, and Conference Treasurer.

We discussed having a deeper dive into topics at the conference versus the really short topics that just touch the surface. Topics to give to Jim for 2023 conference are: Economics & Tax implications of alternative energy (solar, etc.); Carbon credits: deep dive; Farm visit-share best practices & tools; networking (like "hallway meetings in Hilton Head"); Profitability differences for farms using "traditional methods" versus farms using "conservation practices example – cover crops, etc."; income tax management in high income years. Decided that new instructor trainings for both NAFBAS and NFRBMEA would be beneficial.

The 2023 Conference will be held June 12-15, 2023 in Bellaire, Michigan. Planning Committee: Lynn Hoffmann and Sara Maass-Pate will work on Randy Tenpas to be on planning committee (possible 2-year commitment 2023 & 2024 conference).

The 2024 Conference location and Conference Planning committee: Lynn Hoffmann, MN, and Jeff Schultz, MN. Sara Maass-Pate, WI, was going to talk to Randy Tenpas, WI, about the committee too for future conferences.

Professional development webinars are in planning stages for this fall. Ideas include webinars for early career FBM instructors; "Tax Planning for Dummies"; How to work with bankers in your area—meet bankers' needs to help with student recruitment; what's happening with interest rates? (the ARM group had ideas and would be willing to present); Income tax management in high income years.

Discussion was held about choices FBM instructors make when choosing a conference to attend and how to get more people to attend the NFBM Conference.

Meeting adjourned at 5:54 pm MT by Tina LeBrun.

Submitted by,
Jennifer Smith, NFRBMEA Secretary

*** These reports can be viewed at the 2022 NFBM Conference website:**
<https://nfbm-conference.org/2022/docs/2022-NFRBMEA-RCoS-Submissions.pdf>

Minutes of the NFRBMEA Post-Conference Board Meeting

June 24, 2022 ● Conducted via Zoom

The meeting was called to order at 9am by Tina. Members present Tina Lebrun, Myron Oftedahl, Deron Erickson, Jeff Schultz, Debra Pike, Denise Reeser, Ron Dvergsten; absent: Jennifer Smith.

No Secretary's report was given.

Treasurer's report given by Jeff. The only change to the treasurer's report on the balance sheet from the annual meeting is that the balance of the Ameriprise account has been updated. After that date, a check for \$2,790.70 check was deposited with the conference profit from a year ago this week and three sponsorship checks, \$5,000 from AG Resource Management, \$1000 from Iowa Farm Business Accounting, and \$500 from Farm Financial Standards. Checking account balance at \$13,271.33 currently. Jeff also shared the budget versus actual for 2021-22 then the 2022-23. Jeff is working on the 2023-24 budget. Discussion was had about changing over all of the Conference Treasurer duties to Jeff as well this year. Also discussed was the conference income and expenses and the timing of when the income arrives for deposit verses when the bills are due. Discussed conference attendance and estimates of the income from conference. Need to add \$1500 for travel for the National Conference expenses in the 2024 budget plan. Motion to approve the treasurer's report by Deron, second by Myron. Motion passed.

Discussed how to present the 2023-24 budget to the membership for approval because it was not done at the Annual Meeting, when it normally is approved. Also, Ron Dvergsten needs to be approved as President Elect. By-laws have been reviewed and it appears both could be emailed out for approval by the membership. A list of people present at the Annual Meeting needs to be gotten from Jennifer to know who was at the Annual Meeting and only active members are supposed to be voting. Discussion had about membership year runs from June 1 to May 31, but people pay dues late, so who is technically a voting member at the time of the conference and now. Also, our fiscal year is April 1 through March 31. Discussion had about why originally set up with two different dates. Deb shared dunning letters don't go out until August. The two items could also be sent out with the next NUTS & BOLTS issue too, but then that was decided against. 2023-24 budget will go in annual report as well.

National Council report given by Deron. The National Council just met this week on Monday virtually. Deron shared the strategic priorities of the council. Deron is working to determine where NFRBMEA fits into the strategic priorities. Recruit, prepare, retain, and support educators seems to be a good fit. Deron's challenge is to determine which priority group to be a member of and to develop collaborations within and beyond the Ag Education community. The priority that includes all people on The Council is in leverage and diverse approaches is the one that's really driving many things currently. The Council courses mainly deal with high school ag and FFA. The second part of the national council meeting dealt with finding a new National FFA Advisor and Director of Ag. It is a short timeline, as the National FFA Advisor goal is to be in place by National FFA Convention. Deron shared that it was discussed about incorporating PAS back into the National Council. The next meeting is going to be in Indianapolis in October. Deron will be in Indianapolis then to participate in the interview for this National Director of Agriculture and National FFA Advisor. Mary Hoffman from MN is the president elect for National Council. Motion to approve National Council report by Myron, second by Ron. Motion passed.

Communications Director's report by Deb. Discussion about planning for future transition in the Communications Directors' position, so that when Deb does plan to retire from the position, someone can be trained in and make it a smooth transition. Past Presidents discussed combining it with another position such as National Council responsibilities. Deb said that we used to have an Historian, NUTS & BOLTS Co-editors, and a Membership Secretary. These positions consolidated into the Communications Director's role. Deb explained her job regarding membership, NUTS & BOLTS, compiling the Annual Report, and maintaining the website. A membership card is created and emailed out. Deb doubted that combining the Communications Director's position with the National Council

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

position would be a good idea. Motion to accept Communications Director's report and rehire Deb Pike for 2023 by Deron, second by Myron, motion passed.

Conference sponsorship report by Tina and Denise. Tina is helping transition the position to Denise. NAFBAS has Brent (Goodwin) working on recruiting John Deere but so far, no response from John Deere. He is going to try a new approach this year. He's also going to talk to Case. Keith recommended reaching out to William Nelson again and get some insight into getting funding to get new instructors to Conference. Thank you notes have been sent to all our sponsors from this past year and also extending the offer to participate in professional development events this fall. Easy Farm was missed at the conference. Deb will create the 2023 Conference website with basic information. Anyone with contacts in Michigan for sponsorship let Denise or Tina know. January is key to have already lined up the sponsors for the June conference. Motion to approve conference sponsorship report by Jeff, second by Deron. Motion passed.

2023 Conference report by Myron. There are no financials yet due to waiting on bills to come in. Overall, the conference was good with a strong speaker for Thursday morning. As discussed at the joint board meeting, a planning template would help with the conference planning and consistency. A major topic assigned each year is a good idea to keep the conference focused. For triennial years with Extension, either limit concurrent sessions or have a separate track with Extension concurrent sessions. Tina, Myron, and Jeff are on this committee for working on a template with NAFBAS. Jennifer kept notes for topic ideas at our annual meeting and gave them to Jim McCabe. The 2023 Conference Planning committee is Lynn Hoffmann, John Jones from Michigan and someone from WI that Sarah Maass-Pate mentioned.

MOU Discussion: Discussed who was on the MOU committee; unsure of people on the committee at this time, but committee should meet in next few weeks and develop a plan of how to improve conference. NAFBAS said at Joint Board meeting that they were willing to rescind the letter to dissolve the MOU if the conference improved.

2024 conference locations were discussed with Duluth, Hawaii, Oregon. It was noted that few Minnesota instructors would be attending distant conference due to travel costs. Better to keep it in MN or Midwest for higher NFRBMEA attendance. Also, a comparison for costs to various locations may be needed to show how much more expensive distance locations are. Discussed poor communication between organizations for conference planning and the stipend Kylie will be getting for running the conference registration and what her job responsibilities entail. There is a need to go deeper into subject matter at conferences. A paper schedule at the conference would be preferred to just the emailed one. Also, the details need to be sent out earlier for planning purposes and improve communication with members and conference attendees.

Goals for the upcoming year: increasing membership is one goal; discussed a possible \$5 discount for new members to NFRBMEA. Goal to possibly reinstate the First Timers' Scholarship and work with the Centers for Ag on funding possibly. Increase number of new instructors attending the conference. Attend fall FBM Conference with a booth to increase membership in NFRBMEA and gain visibility. Goal for conference sponsorship: last year's was \$5,000 local and \$10,000 National, which was not achieved. There were no local sponsorships in 2022. Goal to have professional development for members. Midday virtual training ideas are ARM, PcMars, QuickBooks, possibly to be held in October, November, December, January, April, May.

Pre-Conference board meeting is scheduled September 27, 1-4 pm, via Zoom; meet in St. Cloud morning of September 12. NUTS & BOLTS deadlines: July 11, October 17, January 9, and April 10.

Motion to adjourn by Deron, second. Motion passed. Meeting adjourned.

Minutes of the Annual NFRBMEA Fall Board Meeting

September 8, 2022 • Conducted via Zoom

Tina LeBrun called the meeting to order at 1:05 pm.

Members present were Tina LeBrun, Ron Dvergsten, Myron Oftedahl, Denise Reeser, Jennifer Smith, Deron Erickson, Debra Pike. Absent: Jeff Schultz.

Motion to approve the agenda made by Deron Erickson, second by Ron Dvergsten. Motion passed.

Introductions and updates were given by all members present.

Secretary's report given by Jennifer Smith was that the pre-conference and annual conference board meeting minutes were finished, but the post-conference minutes were still in process.

These will be revisited at the next meeting to be held Sept 12 at 9am in St. Cloud.

Deb Pike gave the Communications Director's report. Membership is up compared with last year at this time. Dunning letters were mailed out. There are more membership checks to get to the treasurer by this next week. The NFRBMEA website is currently down. Deb is looking at different host possibilities. The new host could have two separate sites – one for the conference and one for NFRBMEA. Each site would then be charged to the correct group.

Currently, NFRBMEA has been paying costs for hosting both sites.

Summer NUTS & BOLTS went out on July 22, 2022. Sending emails out to people with G-mail accounts causing many bounce backs unless sent in smaller batches. Job opportunities have been posted to the website. Membership lists will be current on the new website.

Motion to approve made by Denise Reeser, second by Deron Erickson. Motion passed.

Deron Erickson gave the National Council report. The Council focus since Dr. Woodard resigned from the National FFA Advisor job last May has been on updating that position description and filling that job. There are 5 applicants for the position, 4 will be interviewed, and Deron will be flying out Oct. 2-5 for a meeting and final interviews. Melissa Redig was hired as Director of the National Council. Deron has met with her and explained what NFRBMEA is about. The hope is to go back to more in person meetings with The Council. Items to share with the new hire would be to share the importance of legislative items that impact FBM and that could potentially bring back more FBM instructors in states across the nation that have had reductions. Also, discussion about the goal of Ag Centric to become a national training center for FBM. The Farm Bill and importance and connections to FBM was brought up as a discussion item also.

Motion to approve the National Council Report made by Myron Oftedahl, second by Ron Dvergsten, Motion passed.

Denise Reeser shared Conference Sponsorship update. Denise has been learning from Tina and working on a letter to the past, present, and future potential sponsors. Checking to be sure to have the correct conference website address to direct sponsors to. The goal is to look for more National Sponsors as well as the local sponsors. Anyone who has contacts please share with Denise as it helps tremendously to have a contact person. Motion to approve made by Deron Erickson, second by Myron Oftedahl. Motion passed.

Recruitment to NFRBMEA is going to have a booth at the State Fall FBM Conference in St. Cloud. Goal is to recruit more members, and find out from members how to get them to attend the national conference. There will be a form at the booth for new members to fill out, and can pay dues right there to our treasurer, Jeff Schultz. Tina will present where the conference will be held this June, explain the hotel and location. Discussed how group payments are a way to get more membership dues paid.

Denise Reeser made motion to approve recruitment report, second by Myron Oftedahl. Motion passed.

Minutes of the Annual NFRBMEA Fall Board Meeting, continued—

General update by Tina LeBrun on why having a meeting today to be prepped for our meeting to be held on September 12. Goal is to plan for the booth and for meeting with William Nelson on Monday at the meeting. Tina explained who William Nelson is, and why we are meeting with him.

MOU discussion was held with NAFBAS on July 15, 2022. People at the meeting were from NFRBMEA, Jeff Schultz, Myron Oftedahl, Tina LeBrun, and from NAFBAS, Jim McCabe, Chelsea Plummer, and Laura Powers. It seemed like a positive meeting, with both sides having a good open discussion. It was discussed about the revenue from conference as the 50/50 split and why it has been that way. The behind the scenes work and costs that NFRBMEA contribute factor into the split. A new proposal for a revenue split is 25% NFRBMEA, 25% NAFBAS, and 50% split based on membership attendance from each group.

In the MOU discussion, the conference planning committee, communication gaps, pathway tracks for conference planning template, and setting up a job description for the registration paid position were discussed. Myron has requested a draft copy of the MOU from Jim McCabe but has not received it yet.

The location for 2023 conference is to be determined yet, but the room rates, location, and dates for 2022 conference are set.

Motion to approve MOU report made by Deron Erickson, second by Myron Oftedahl.

2022 conference report given by Myron Oftedahl. He is working on treasurer transfer. He did finally receive a detailed billing from Hilton Head Conference in 2021. Have not seen survey results from the membership at the end of the conference yet from 2022. It is very important to have a conference treasurer to double check billing and watch for errors as they occur.

Motion to approve by Ron Dvergsten, second by Deron Erickson. Motion passed. Professional development series- Tina's goal is to have a handout by Monday on the series, but that may not happen. Only concrete date we have is Oct. 26 at 11am for ARM to present about interest rates. Other possible topics and speakers brought up were Lee Hanson on transition, Tax planning, and working with NDSU on sharing webinar series that Ron & Josh have connections with. A discussion was had about bringing back the Resource Library. It was discontinued because no one wanted to contribute to it.

Meeting adjourned; it will reconvene Monday, September 12 in St. Cloud, MN.

Submitted by,
Jennifer Smith, NFRBMEA Secretary



Michael Langemeier's presentation.

Photo: Tina LeBrun

NFRBMEA / NAFBAS Joint Fall Board Meeting Minutes

September 27, 2022 ● via Zoom (DRAFT)

Those in attendance: Anthony Barrett (NE), John Jones (MI), Jennifer Smith (MN), Tina LeBrun (MN), Myron Oftedahl (MN), Jim McCabe (IL), Brett Goodwin (IL), Laura Powers (KY), Michelle Seifert (NE), Deb Pike (MN), Lynn Hoffman (MN), Jessica Korb (WI), Dean Ziegler (WI), Jeff Schultz (MN), Chelsea Plummer (KS), Ron Dvergsten (MN), Denise Reeser (MN), and Deron Erickson (MN).

The meeting was called to order by Jim McCabe at 1:06 pm Central Time. Laura Powers 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 Ft. Collins joint board meeting were reviewed. Ron D. made a motion to accept the minutes. This was seconded by Michelle S. and motion carried.

New MOU: A new MOU has been worked on. It states the joint conference will continue indefinitely with an annual review. A planning committee of 2 members of each group on a rotating basis will be formed. The new profit sharing will be 25% of profits will be shared equally. The remaining 50% of profits will be split according to each group's attendance at the conference. This will be reviewed and ongoing. The webmaster will be paid \$2,500 annually. The head of registration will be paid \$2,500 annually. The treasurer will be paid \$500 annually. Tina L. had some questions.

1. Clarify to include NAFBAS planning committee that is an annual thing. The planning committee should be kept small, so it is easier to match schedules for meeting attendance. Jim M. state this committee will come up with the needs of each group. Should the wording be changed to representatives of the committee?
2. Tina L. asked about having job descriptions for the paid representatives (webmaster, registration, and treasurer) and when will they be out? Jim M. is working on these and hopes to have them out soon.
3. Timelines and deadlines need to be addressed for the conference. By January 15th the registration should be out. By 12/31 the agenda should be out. Timelines could be written into the MOU rather than job descriptions.
4. A planning template is being worked on. Jim M. is putting it together as the 2023 conference is being planned. This template will help future planning committees in keeping consistency. The MOU also needs an annual review.
5. How is the split of funding in the triennial years with extension? In extension years, the proceeds could be split into their own funds from extension. This money could then be used for a scholarship for new members. These extension funds will be pulled out of the profit equation before the profit split is calculated.
6. The MOU is essentially a 2-year document. Should there be an annual MOU committee? The planning template could be an addendum to the MOU rather than written into the MOU itself.

2022 Conference: Myron shared the P/L with the boards. There was \$60,000 in registrations and \$6,500 in sponsorships. The net profit is \$19,603.34 to be split amongst both organizations. Myron also compared monies from the last several years. He stated that Ft. Collins didn't charge state sales tax which could have been as much as \$4,000. The triennial years with extension have been the highest profit years, so there is some bonus to them attending our conference.

NFRBMEA/NAFBAS Joint Fall Board Meeting Minutes, continued—

Finally, Myron reminded the boards that there was \$10,000 of seed money retained from the Sioux Falls conference for future conference planning.

The early career seminar has been well received at past conferences. There is going to be some quarterly check-ins done virtually. This will help with some time savings at the conference. The intention is that time at the conference can be more networking time and the meal. One of the first virtual meetings will be on October 10 at 2:00. This will cover items to handle after the death of a client. Scholarship opportunities are always being explored.

Logo, Twitter, Social Media: Deb asked if there was a joint Twitter or Facebook page. There has been one in the past but hadn't really been used. She reminded everyone to use NFBMC rather than NFRBMEA or NAFBAS individually.

2023 Conference: John Jones says the venue is booked at Shanty Creek in Bellaire, MI. This is a large cherry producing area and a wine area. Shanty Creek is a ski resort in winter and has lots to do in summer. Steve Gilliland is the keynote speaker, and his theme will be adding value. He is being sponsored privately so the cost to the conference is zero. Tina asked if this can be posted on the conference website and get a sponsor name for the sponsor/fundraising team.

2024 Conference: The site selection is in process. Lynn Hoffman and Jen Smith have visited with the St. James Hotel in Red Wing, MN. It is a historic hotel on the Mississippi River. They only have 67 guest rooms so would have to work with other surrounding hotels to accommodate all attendees and families. It may be more feasible to cross the river to La Crosse, WI, and work with Radisson.

USDA: We have no contacts at USDA now, so this is basically dead in the water.

Fundraising/Sponsorship: This is a work in progress. The committee is working with the planning committee to work hand in hand. Sponsors would like to know what other sponsors will be attending so it is good to have some early commitments to help with this.

Professional Development Opportunities: NAFBAS is hosting a 3-part training on the death of a member and all that happens after death. Tina Barrett LeBrun plans on doing a development series on 10/26, 11/30, and 12/14. These will be about an hour long and will be done during the noon hour. These will be recorded and are member only opportunities for NFRBMEA and NAFBAS.

FFS Council: Kevin Herbel attended the annual meeting as well as Pauline V. The council is taking the ratios from 21 back to 16. The current emphasis is on how to handle equipment leases on the balance sheets.

Other Member Needs: Myron O. state maybe depreciation is a good tax topic. It could be broken down into some rules of what, when, and where. Maybe a topic on 1099s and who needs to issue them in and what type of 1099 is needed.

New States: There have been some conversations in Texas about potentially starting an analysis program.

The next joint board meeting will be at the 2023 conference in June in MI. The MOU committee will be meeting again before that time.

The meeting was adjourned at 2:37 pm CST.

Respectfully submitted,

Anthony L. Barrett
Appointed Secretary for Joint Board Meeting

NFRBMEA Board Meeting Minutes

March 2, 2023 ● via Zoom

The meeting was called to order at 3 pm. Members present: Tina LeBrun, Ron Dvergsten, Myron Oftedahl, Denise Reeser, Deron Erickson, Debra Pike, Jennifer Smith; Absent: Jeff Schultz. Guest: Tom Appel.

MAAE discussion about having joint dues for NFRBMEA with MAAE. Tom Appel sent email with details about joining the dues with MAAE. Myron asked how many NFRBMEA members have paid dues in MAAE? CLC: all are MAAE members; Northland: all are MAAE members; MN West: all are MAAE members; Riverland: all are MAAE members; St. Cloud Tech: paid all; Alexandria: all are members; South Central instructors all pay their own. 3 or 4 are not members of MAAE. Deron clarified 2 options, to be unified dues so it is just included or to have a check box to pay the NFRBMEA dues.

Denise asked how many members attend conferences and what are the benefits to FBM being members of MAAE, MNACTE, and ACTE. Awards and lobbying and Carl Perkins funding due to lobbying, scholarships. About 15 members less attend summer conference since the fall conference started. NFRBMEA fiscal year is April 1 – March 30. Membership year is June 1 – May 31.

Ron suggested having the checkbox option for paying dues along with paying MAAE dues; Deron agreed. Deb is concerned with managing who has paid dues and accuracy of dues paid list. Tom didn't think there would be any fees associated with having the dues paid through MAAE. Discussed how it may be more confusing with having the MAAE option to pay dues and tracking.

NFRBMEA Conference: Tina shared struggles in planning conference with NAFBAS. How do we approach NAFBAS planning for conference communication problems? Option was posed if we need to stay with NAFBAS to have conference? Tina was approached by CFFM as to if we could have a conference on our own with them without NAFBAS. What is the presence of FBM in Minnesota in other places? Deron has ideas about this. Ron shared conference historically has been in Minnesota every 3 years. Since conference is coming back to Minnesota maybe it is time to do our own thing. Struggles of getting people to step up and take leadership roles within NFRBMEA.

Our next meeting will be 8:30 am March 28 for strategic planning and conference planning for 2024 possibly in Red Wing and we separate from NAFBAS.
The meeting ended at 4:54 pm.

Submitted by
Jennifer Smith, NFRBMEA Secretary



Thursday's Capstone Speaker, Temple Grandin. Photo: Tina LeBrun

NFRBMEA Board Meeting Minutes

March 28, 2023 • via Zoom

Tina called the meeting to order at 9:05 am. In attendance were Tina LeBrun, Lynn Hoffman, Ron Dvergsten, Deb Pike, Deron Erickson, Pauline Van Nurden, Vincent Gauthier, Denise Reeser, Myron Oftedahl, Jennifer Smith, Kevin Klair and Jeff Schultz.

Ron moved to approve, Myron second to approve agenda. Passed.

Guest speaker Vincent Gauthier (EDF). Sharing Farm Bill Policy concept to support National Farm Business Management Center that would coordinate across states and FBM programs to build dataset, provide support and resources for new farm financial benchmarking states where growth is needed or there is none, provide grants for two purposes, 1) for establishing new FBM programs; and 2) to support projects gathering data and analyzing the impact of conservation practices. Working on a marker bill asking for \$10 m to fund FBM center. AGRI group is supporting this concept. Looking for feedback from NFRBMEA. Discussion about involvement of NFRBMEA with this proposal, and discussion about how current conservation benchmarking programs would be incorporated into the new proposal, and how would Extension be involved in the project. Deron asked how it would collaborate with Extension. Pauline mentioned they have not addressed this yet. Tina asked how NRRBMEA could help facilitate this? Keith and Kevin conversations started this project with how to involve conservation and agriculture and combine with expanding FBM programs beyond Minnesota utilizing the farm bill. Myron asked how carbon credits fit into this proposal discussed. Ron suggested to have NFRBMEA be involved in this project through letter of support and an advisory board may be beneficial. Discussion about current committee, who is involved, and how NFRBMEA would be involved; Kevin, Pauline, Keith, and Vincent have been committee up to this point. Discussed having Vincent come to the National Conference to get information out to other states as well. Vincent asked for our feedback and input. Vincent also mentioned the lending industry is supportive. Myron did not want it to rob from existing funding, for it to be totally new. Kevin agreed. Deron requested it be communicated to us to that we can communicate it to our contacts.

Tina stated no revised MOU with NAFBAS has been received and registration is not open for the 2023 NFBM Conference yet. Kevin Klair asked to think about if it's an option for NFRBMEA to hold a conference on its own. Frustrations built over registration not being open for the conference yet, and not being able to get more people to attend. Idea to build a conference around FINPACK Users Conference by Kevin. Concerns are that Minnesota instructors already come together three times a year. Is there time to have another conference in schedules?

Tina discussed options for conference locations. Discussed changes in professional development opportunities have changed, there are many more now, harder for people to attend multiple conferences in the summer. Suggested by Ron to have conference every other year. He described the first NFRBMEA conferences before partnering with NAFBAS. Changed from more of a family vacation to a solo work conference now. The first conferences were more focused on delivery of content by fellow instructors. Kevin shared idea of possibly having NFRBMEA add onto the Extension conference.

MOU is not currently signed with NAFBAS. Myron shared that this coming conference in June would be our last joint conference since MOU isn't signed. Is June is the best time for a conference? Denise supported keeping NFRBMEA professional development since it's the best training.

Lynn discussed having the 2024 NFBM Conference at La Crosse or Red Wing. He is frustrated with slow planning and communication with NAFBAS. Discussed conference location, Minnesota participation and time away from home.

Update on 2024 conference negotiating for contracts and location. Poor communication back from NAFBAS. Suggestions for conference workshops and speakers in 2024. List from June conference

Minutes of the March 28 NFRBMEA Board Meeting, continued—

and should be in minutes. Instructor led instruction sessions. Denise was going to talk about the NFBM Conference at PEP.

Secretary's report by Jennifer Smith: Jennifer will be stepping down come June. Minutes will be emailed or online from previous meetings.

Deb emailed out her Communications Director's report prior to the meeting. She still needs the Post-Conference board meeting minutes and part two of Fall Board meeting minutes.

Deron Erickson shared his report for the National Council. He emailed the report out to the board. Motion to approve National Council report by Myron, second by Jeff, motion passed.

Denise-Conference Sponsorship report, all sponsors that she asked agreed to sponsor. She is just waiting to send information out to sponsors about details for conference. Denise will send list of sponsors to Deb, who will post them on the Conference website. Moved by Jeff, second by Myron, to approve the Conference Sponsorship report.

Treasurer's report, motion to approve by Denise, second Myron, motion passed.

Tina said she had talked with Tom Appel about dues consolidation. Colleges will follow up with doing a group invoice for dues from each college.

Meeting adjourned.

Respectfully submitted by
Jennifer Smith, NFRBMEA Secretary



Amanda Countryman's presentation

Photo: Tina LeBrun

March 31, 2023 NFRBMEA Balance Sheet

	<u>Mar 31, 2023</u>
ASSETS	
Current Assets	
Checking/Savings	
Checking #472411	<u>11,893.50</u>
Total Checking/Savings	11,893.50
Other Current Assets	
Ameriprise Investment	<u>6,765.59</u>
Total Other Current Assets	<u>6,765.59</u>
Total Current Assets	18,659.09
Other Assets	
Nat. Farm Bus. Mgt. Conf.	<u>7,500.00</u>
Total Other Assets	<u>7,500.00</u>
TOTAL ASSETS	<u>26,159.09</u>
LIABILITIES & EQUITY	
Equity	
3000 - Opening Bal Equity	6,314.72
3900 - Retained Earnings	15,077.76
Net Income	<u>4,766.61</u>
Total Equity	<u>26,159.09</u>
TOTAL LIABILITIES & EQUITY	<u>26,159.09</u>

2022 - 2023 NFRBMEA Balance Sheet Comparison

	<u>Mar 31, 23</u>	<u>Mar 31, 22</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
Checking #472411	11,893.50	7,140.63	4,752.87	66.6%
Total Checking/Savings	11,893.50	7,140.63	4,752.87	66.6%
Other Current Assets				
Ameriprise Investment	6,765.59	6,751.85	13.74	0.2%
Total Other Current Assets	6,765.59	6,751.85	13.74	0.2%
Total Current Assets	18,659.09	13,892.48	4,766.61	34.3%
Other Assets				
Nat Farm Mgt. Conference	7,500.00	7,500.00	0.00	0.0%
Total Other Assets	7,500.00	7,500.00	0.00	0.0%
TOTAL ASSETS	<u>26,159.09</u>	<u>21,392.48</u>	<u>4,766.61</u>	<u>22.3%</u>
LIABILITIES & EQUITY				
Equity				
3000 · Opening Bal Equity	6,314.72	6,314.72	0.00	0.0%
3900 · Retained Earnings	15,077.76	13,263.82	1,813.94	13.7%
Net Income	<u>4,766.61</u>	<u>1,813.94</u>	<u>2,952.67</u>	<u>162.8%</u>
Total Equity	<u>26,159.09</u>	<u>21,392.48</u>	<u>4,766.61</u>	<u>22.3%</u>
TOTAL LIABILITIES & EQUITY	<u>26,159.09</u>	<u>21,392.48</u>	<u>4,766.61</u>	<u>22.3%</u>

2022 - 2023 NFRBMEA Budget v. Actual

	Actual 21-22	Budget 22-23	Actual 22-23
INCOME			
Advertising	-	-	\$ -
Conference Revenue	\$ 3,742.20	\$ 6,000.00	\$ 12,592.37
Contributions/Sponsorship	-	-	\$ 6,500.00
Dues - Regular	\$ 3,720.00	\$ 5,000.00	\$ 3,960.00
Dues - Affiliate	\$ 240.00	\$ 250.00	\$ 390.00
Dues- Other	\$ 120.00	-	-
Interest Income	\$ 12.53	\$ 200.00	\$ 13.74
Total Income	\$ 7,834.73	\$11,450.00	\$ 23,456.11
EXPENSE			
Awards and Recognition	\$ 173.00	\$ 100.00	-
Board Meeting Expense	\$ 720.22	\$ 1,500.00	-
Legal & Professional	\$ 50.00	\$ 400.00	-
National Council Contribution	-	\$ 2,500.00	\$ 6,500.00
Publications/NUTS & BOLTS	-	\$ 350.00	-
Recruitment/Special Projects	-	\$ -	\$ 237.21
Credit Card Fees	\$ 41.58	\$ 150.00	\$ 36.57
Supplies, Copies, Postage	\$ 35.99	\$ 200.00	\$ 28.20
Treasurer Compensation	-	\$ 500.00	-
Website Expense	\$ 5,000.00	\$ 5,400.00	\$ 9,101.14
Lodging & Meals	-	-	\$ 153.16
National Council Membership	-	-	\$ 2,000.00
National Council Travel	-	-	\$ 466.77
Officer Expense	-	-	\$ 42.45
Travel Expense	-	-	\$ 124.00
Total Expenses	\$ 6,020.79	\$11,100.00	\$ 18,689.50
Inflows - Outflows	\$ 1,813.94	\$ 350.00	\$ 4,766.61

2022 - 2023 NFRBMEA Profit & Loss

April 2022 - March 2023

Income

Conference Profit	12,592.37
Contributions & Sponsorship	6,500.00
Dues Received	
2022-23 Dues (Affiliate)	390.00
2022-23 Dues (Regular)	3,960.00
	<hr/>
Total 2022-23 Dues	4,350.00
	<hr/>
Total Income	23,456.11

Expense

Credit Card Expenses	36.57
Contributions & Organizations	6,500.00
Lodging	140.16
Meals	13.00
National Council Membership	2,000.00
National Council Travel	466.77
Officer Expenses	42.45
Postage	28.20
Recruitment	237.21
Travel Expense	124.00
Website Expense	9,101.14
	<hr/>
Total Expense	18,689.50

Net Income 4,766.61

Approved 2023 - 2024 NFRBMEA Budget

July 2022

Inflows

Advertising	-
Conference Revenue	\$ 5,500.00
Dues– Regular @ \$60	\$ 4,020.00
Dues– Affiliate @ \$30	\$ 390.00
Interest Income	\$ 25.00
Total Revenue	\$ 9,935.00

Outflows

Awards & Recognition	\$ 200.00
Board Meeting Expense	\$ 750.00
Legal & Professional	\$ 250.00
National Council Contribution	\$ 2,000.00
Publications/NUTS & BOLTS	-
Recruitment/Special Projects	-
Credit Card Fees	\$ 100.00
Supplies, Copies, Postage	\$ 100.00
Treasurer Compensation	
Website Expense	\$ 5,000.00
NCAE Travel Expense	\$ 1,500.00
Total Expenses	\$ 9,900.00
Inflows - Outflows	\$ 35.00

Proposed 2024 - 2025 NFRBMEA Budget

June 2023

Income

Advertising	-
Conference Profit	\$ 1,000.00
Dues– Regular	\$ 3,660.00
Dues– Affiliate	\$ 330.00
Interest Income	\$ 15.00

Total Income **\$ 5,005.00**

Expense

Credit Card Fees	\$ 50.00
Contributions/ Organizations	\$ -
Lodging	\$ 200.00
Meals	\$ 50.00
National Council Membership	\$ 2,000.00
NCAE Travel Expense	\$ 466.77
Officer Expenses	\$ 50.00
Supplies, Copies, Postage	\$ 60.00
Recruitment/Special Projects	\$ 250.00
Travel Expense	\$ 250.00
Website Expense	\$ 7,800.00

Total Expenses **\$ 11,176.77**

Net Income **\$ (6,171.77)**

2022 Conference Sponsors & Exhibitors

Temple Grandin sponsored by
Agricultural and Resource Economics– Colorado State University

Binbuster Sponsor (\$5,000 +)
Ag Resource Management

Binbuster Sponsor (\$5,000 + In-Kind)
Center for Farm Financial Management– University of Minnesota

Harvester Sponsors (\$1,000 - \$1,999)
Center for Farm Financial Management– University of Minnesota
PcMars Farm Accounting Software

Seed Sower Sponsor (\$50 - \$500)
Farm Financial Standards Council

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