



# NUTS & BOLTS

... Teachers delivering knowledge that works to North America's Farm and Ranch Families

Volume 13 Number 3

Spring 2000

## "SHARE THE SPIRIT OF OKLAHOMA!"

By Don Roberts, Autry Technology Center, Enid, OK

When the wind comes sweeping down the plains, it brings invigorating rains that replenish depleted resources. With anxious anticipation we await the announcement of these refreshing spring storms. Likewise, we look forward to the annual NFRBMEA conference. Since 1973, the NFRBMEA has celebrated its membership with an annual conference, and this year we hope you will join us in Enid, Oklahoma.

During this conference, we will learn from speakers, tours, and fellowship that will refresh and energize you. We will highlight agricultural enterprises which are crucial to North Central Oklahoma.

We will learn about the diverse agricultural environment of Oklahoma as well as the hard red winter wheat industry and the importance of stocker cattle grazing on wheat pasture. We will feature the Samuel Roberts Noble Foundation. This organization offers farm management assistance via a "team approach" to area cooperators. Other topics include an update from the Federal Reserve, a glance at grid pricing systems, an ag policy outlook, a nationally renowned ventriloquist, and more. Our group will tour Vance Air Force Base, the National Cowboy Hall of Fame, and the Oklahoma City National Bombing Memorial. We guarantee you many opportunities to make new friends and learn from each other.

For more information, write me at Autry Technology Center, 1201 W. Willow, Enid, OK 73703 or call 580-242-2750, or email. More details about the NFRBMEA conference are available on our website.

Come "*Share the Spirit of Oklahoma*" and refresh your spirit and your technical skills.



Although we're not expecting the Marines, we *are* expecting you at the 28th Annual NFRBMEA conference in Enid, Oklahoma!

### Will You Be an Officer?

We'll be electing a secretary, treasurer and president-elect when we meet in June. Check our website for job descriptions.

The Past-Presidents are responsible for putting together a slate of candidates. Please consider running for an office. This may your chance to grow professionally and help NFRBMEA.

## A Message From Maylon Peters, NFRBMEA President

### FARM & RANCH MANAGEMENT EDUCATION- A LOOK AHEAD

I continue to marvel at the information that is available to us. Years ago when I researched a specific topic of interest I had to go to the library or to the magazine rack and spend hours looking for material on that topic. Today, if I don't have the information in one of my 500 plus "Bookmarks/Favorites" section of the Internet, I do a search and soon have more information than I can possibly ever have time to digest. (By the way, if you want a copy of my URLs I would be happy to share them.)

Recently, a student asked for information about a certain root crop that they wanted to use as a feed source for their 1200 head cow/calf operation. His son had done some research but had found little about its cultural practices. They already had the seed so there was some urgency on their part to get the planting date, depth etc. I did a search and within fifteen minutes, I sent him several URLs that would answer most every question they had.

This morning, I was reading the April 2000 Successful Farming Magazine and found a URL to assist farmers/ranchers in making business and marketing decisions. There are fourteen free Excel spreadsheets available. These are university materials so you should not have to question the validity of the spreadsheets. The address is: <http://web.aces.uiuc.edu/farm.doc/finance/business.html>

Where will the Internet take us? Will "Precision Agriculture" continue to grow? How about the Genetically (Modified) Enhanced Organisms - what will be the end result? I am convinced that one of the biggest problems in the past ten years is that our progress in these areas has been so rapid that we will likely have to do some re-trenching. As painful as that is, it will give us time to make sure that the Internet is a safe medium of commerce. We will determine in that time whether or not precision agriculture is more than a fad. We will learn over time if genetically enhanced crops and livestock are safe for human consumption or not.

Our students look to us as mentors and that is a humbling thought. They expect us to be aware of what is new and changing. They don't expect us to know everything, but we must have the tools available to assist them in finding the answers. Let's face it, we are working with producers that are becoming more sophisticated all the time. It is that challenge that keeps us on our toes.

There are a couple of concerns that the Board has dealt with this year. One problem we have is that of finding qualified Farm and Ranch Management Instructors. With that in mind, we asked Jim Kelm from Red Wing, Minnesota to set up a booth at the December 1999 NAAE (National Association of Agriculture Educators) meeting in Orlando. I hope that you will help us brainstorm other avenues of recruiting instructors when we meet in June.

A second effort on the part of the Board has been to identify national agricultural companies and request that they consider making an annual contribution to the NFRBMEA. The ability for conference hosts to bring in nationally respected speakers is often limited by funds available. If we knew that a given amount of monies would be available every year it would help us in our long range planning.

One last item, which is probably still a pipe dream, is that of hiring a part-time executive director for our organization. Within each state, we seem to function okay, but if we want to have national impact, it will require more than a Board and volunteers.

What lies ahead for us as an organization? I am convinced that we must never stop dreaming. As we dig in, push like crazy and move forward (sometimes in pure faith alone) we will accomplish our goals. Will you help us do that this year? Let us hear your thoughts, your frustrations and your dreams. We will do our best to make your job just a little bit easier and more exciting.

So, are you ready to be refueled and recharged? Come spend four days with your colleagues from twenty-four states and provinces. We have a great summer conference planned in Enid, Oklahoma. Don Roberts and his crew will stretch your minds. Read his article in this edition of the *NUTS & BOLTS* for details.



### *2000 Exchange of Ideas Scholarships Awarded*

Applications for the 2000 Exchange of Ideas are no longer being accepted, as all five scholarships have been awarded. We are looking forward to the presentations in Enid. Congratulations to the participants.

Following are the proposed bylaw changes to be presented at the annual business meeting during the NFRBMEA Conference in Enid. Items to be deleted from the by-laws have a ~~line drawn through them~~; additions to the bylaws are in ***bold italics***. These four pages can be removed from *NUTS & BOLTS* as a unit for your reference during the business meeting.

## BY-LAWS

## OF

NATIONAL FARM AND RANCH BUSINESS MANAGEMENT  
EDUCATION ASSOCIATION, INC.

## ARTICLE I.

Name

Section 1. The name of this organization shall be: The National Farm and Ranch Business Management Education Association, Inc., herein after referred to as NFRBMEA.

## ARTICLE II.

Purpose-Objective

~~Section 1. The objective and purpose of this non-profit corporation shall be to promote farm and ranch business management education.~~

Section 1. *This corporation is organized and operated exclusively for charitable, educational and scientific purposes within the meaning of Section 501(c)(3) of the Internal Revenue Code on order to promote farm and ranch business management education and to engage in scientific, literary and educational purposes. Notwithstanding any other provision of these articles, the corporation shall not carry on other activities not permitted to be carried on (A) by a corporation exempt from Federal income tax under Section 501(c)(3) of the Internal Revenue Code of 1954 (or the corresponding provision of any future United States Internal Revenue Law or (B) by a corporation contributions to which are deductible under Section 170(c)(2) of the Internal Revenue Code of 1954 (or the corresponding provision of any future United States Internal Revenue Law).*

Section 2. *No substantial part of the activities of this corporation shall consist of carrying on propaganda, or otherwise attempting to influence legislation, and the corporation shall not participate or intervene in any political campaign (including the publishing or distribution of statements on behalf of any candidate for public office).*

Section 3. *The property of this corporation is irrevocably dedicated to charitable purposes and no part of the net income or assets of this corporation shall ever inure to the benefit of any private person. Upon the winding up and dissolution of this corporation, after paying or adequately providing for the debts and obligations of the corporation, the remaining assets shall be distributed to a nonprofit fund, foundation, or corporation which is organized and operated exclusively for charitable, educational, religious and/or scientific purposes and which has established its tax exempt status under Section 501(c)(3) of the Internal Revenue Code.*

## ARTICLE III.

Officers

Section 1. The officers of this organization shall be President, President Elect, Recording Secretary, and Treasurer.

Section 2. Election of officers

(“BY-LAWS”, continued from page 3)

- ~~A. Shall be conducted at the annual business meeting by secret ballot, unless there is only one candidate for an office whereby a voice vote may elect.~~
- A. The offices of President-Elect, Secretary, and Treasurer as needed shall be conducted at the annual business meeting by secret ballot, unless there is only one candidate for an office whereby a voice vote may elect.*
- B. Nominations shall be open from the floor.
- C. Shall be elected by a majority vote of the active membership registered at the annual national conference.

### Section 3. Terms of office

- ~~A. Shall be one year.~~
- A. Shall be one year, except for the office of Treasurer, which shall be a two-year term.*
- B. Appointment to an office shall not constitute a term.
- C. Office of president shall be limited to two consecutive terms.

### Section 4. Duties of officers

- A. President:
1. Shall preside at meetings.
  2. Shall coordinate the planning for implementation of the annual business meeting.
  3. Shall implement directives from NFRBMEA.
  4. Shall be the official representative of NFRBMEA.
- B. President-Elect:
1. Shall assume the duties of the president in his absence.
  2. Shall succeed to the office of president in the event that office becomes vacant.
  3. Shall assist the president in his administrative duties.
- C. Recording Secretary:
1. Shall record the minutes of meetings.
  2. Shall handle correspondence as requested or needed.
  - ~~3. Shall distribute minutes of annual business meeting to membership within 30 days.~~
  - 3. Shall make minutes of annual business meeting available to the membership.*
- D. Treasurer:
1. Shall collect and account for all funds.
  2. Shall disburse funds as directed by the Board of Directors or by the NFRBMEA.
  - ~~3. Shall maintain a list of membership.~~
  3. Shall present an audited financial report at the annual business meeting.

## ARTICLE IV.

### Board of Directors

#### Section 1. Membership

- A. Shall consist of the immediate past president, chairman of the upcoming annual national conference, and NFRBMEA Officers.
- B. EX-officio non-voting members may be appointed by the President to serve as Directors of this Board of Directors, as needed.
- C. There shall be 4 standing ex-officio members. They will be Nuts and Bolts Editor, Webmaster, Historian, and 2 years out conference chair.*

## Travels with John

By John Caster, farm business management instructor (retired) McMinnville, OR

I would encourage any instructor of Farm and Ranch Business Management to consider including an annual out-of-state farm tour as part of the program. At Chemeketa Community College, Eugene Panasuk and I started with a limited tour to a machinery show in a neighboring state. We have now had 24 annual tours. Over the years, we expanded our horizons to include Hawaii, the Caribbean, Holland, Mexico, Central America, South America, and the Southern United States. The tour has been one of our best public relations tools and has contributed to the management proficiency of the people who attend. A side benefit to the instructor is that you will be able to travel to many parts of the world that you would not ordinarily see.

Even in difficult times, farmers seem to be interested in seeing how people in other areas handle similar problems. The basic management aspects of financing, labor, government, water, and machinery are the same the world over. Astute operators can bring back ideas that will save time and money and justify the expense of the tour many times over. One incident that stands out in my mind is the time I couldn't get one of the farmers away from a pineapple picker in Hawaii. He was able to bring back some useable ideas and make some changes to his cucumber harvesting equipment.

Over the years, our group has grown closer and eagerly participates in family events throughout the year. About two weeks after the tour, we meet for a potluck supper and slide show and it is just like old home week. The people like to get together and the tour provides them with something valuable that they cannot get anywhere else. Even as we boarded the plane this last January, people were asking, "Where are we going next year?"

On our most recent tour to Australia and New Zealand, we found farm families dealing with problems very similar to our own. They were discussing drought, low commodity prices, labor shortages, political uncertainty and global competition.

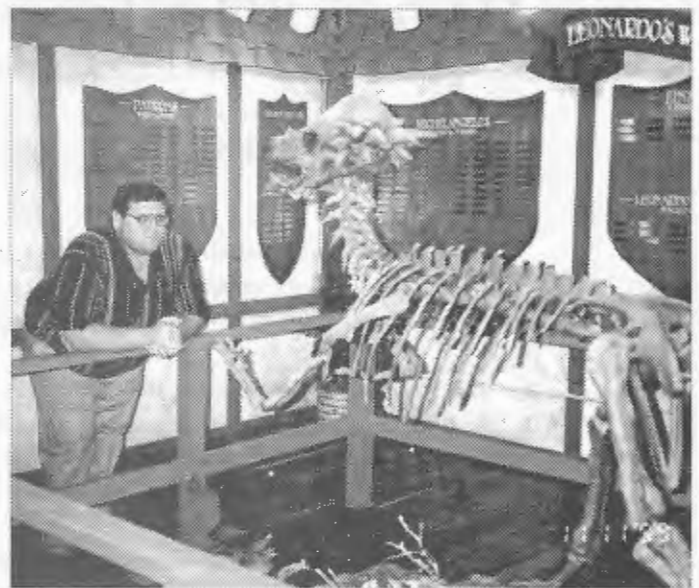
The big issue in Australia was the limitations placed on sheep and wool exports by the United States. Even people in the cities with no direct connection to agriculture were very aware of the problem. Trying to increase income from the high quality wool market, many growers were switching to Merino sheep.

Even in New Zealand, which supplies 25% of the world's dairy exports and where there are more cows than people, low milk prices (in the range of \$7.00 U.S. per hundred-weight) are forcing dairymen to examine alternatives. Many are tapping the tourist trade with bed and breakfast and "eco-tours" on their farms. Some have converted to raising red deer for meat and antlers. Onions were lying thick on the ground. Growers were wondering whether to incur the expense of picking them up, the same decision faced by our growers here in Oregon.

We found the people in both countries to be very hospitable and it was a relaxed time to visit and see many of the tourist attractions as well as get an inside look at the agriculture industry. Two impressions stand out in my mind. People are the same the world over and farmers are the best of the lot. Also, we are in a global agriculture economy with the same market factors affecting people on the other side of the globe just as they affect us.

I am willing to provide more information to help you start this kind of an educational project. You will find that it will benefit you and your students. Please feel free to give me a call or contact me via e-mail.

*(John's contact information is on the back cover of NUTS & BOLTS.)*



Board Secretary Ron Dvergsten contemplates the mysteries of prehistoric Oklahoma— just one of the many things to see at Leonardo's.

## Why Some Farmers Succeed Year After Year

From Steve Metzger, Carrington, ND

According to a Kansas State University study, the most consistently successful farm business operators are executives. They spend more time learning, thinking, analyzing and planning. They are information seekers, always looking for reliable advice and guidance. Listed below are some of the most important characteristics of farmers in the "Top 10%":

1. They know their actual costs. They are never satisfied with an assumed average cost of production. They work to have control and limit costs.
2. They keep accurate business records. They track finances as well as production data so they understand where they are heading. They budget time for accounting and business management into their farming operation.
3. They approach their enterprises as profit managers rather than asset accumulators.
4. They maintain high production volumes.
5. They understand how to utilize economies of scale. They understand concepts of increasing, diminishing and negative returns as they relate to production costs.
6. They recognize their weaknesses as financial experts and develop reliable sources to provide support in critical areas.
7. They do not tolerate assets that do not produce profits.
8. They are able to communicate effectively with their lenders.
9. They control their level of risk, thereby keeping stress to a minimum.
10. They plan ahead! They develop realistic short and long range business plans for their operations.

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("BY-LAWS", continued from page 4)

Section 2. Duties

- A. Shall prepare the agenda for the annual business meeting and will mail it to the membership at least 30 days prior to the annual national conference.
- B. Shall prepare a slate of officers to be placed in nomination at the annual business meeting.
- C. Shall coordinate activities of NFRBMEA and annual national conference.
- D. Shall appoint members to fill Board of Directors vacancies.
- E. Shall appoint special committees as needed.
- F. Shall prepare an annual budget to be presented for approval at the annual business meeting.

Section 3. Meetings

- A. The Board of Directors may meet each year immediately after the annual national conference of the membership at the same place. No notice of any kind to either old or new members of the Board of Directors shall be necessary for such annual meeting or for any regular meeting of the council fixed from time to time by resolution of a majority of the Board of Directors. Other meetings of the Board of Directors may be held upon three days written notice upon the call of the President or any council member. Notice may be waived in writing before or after the time of such meeting, and attendance of a member at a meeting shall constitute a waiver of notice thereof. Neither the business to be transacted at, nor the purpose of, any meeting need be specified in the notice of such meeting.
- B. A quorum shall be a majority of Directors of this Board.
- C. Unless otherwise restricted by the Articles of Incorporation or these by-laws, any action required or permitted to be taken at any meeting of the Board of Directors or any committee thereof may be taken without a meeting, if a written consent thereto is signed by all members of the Board of Directors or of such committee as the case may be, and such written consent is filed with the minutes of proceedings of the Board of Directors. Such action shall be effective on the date on which the last signature is placed on such writing or writings, or earlier or later, effective date, as is set forth therein.
- D. Directors of the Members of Corporation may participate in a meeting of the Board of Directors or any committee thereof by means telephone conference, or similar communications equipment, by means of which all persons participating in the meeting can hear each other, and participation in such a manner shall constitute presence in person at such meeting.

ARTICLE V.

Membership

Section 1. Active Membership

- A. Shall be limited to Farm and Ranch Business Management Education: Instructors, Teacher-Coordinators, Program-Supervisors, and Teacher-Educators.

Section 2. Affiliate Membership

- A. Shall include individuals or organizations supporting the objective and purpose of the NFRBMEA.

ARTICLE VI.

Dues

Section 1. Active Membership

- A. Shall be \$20 per year.
- ~~B. Shall be paid no later than December 1 for current membership year.~~
- ~~C. Any individual becoming eligible after December 1 may pay dues at any time prior to the annual business meeting without penalty.~~

Section 2. Affiliate Membership

- A. Shall be \$10 per year.

("BY-LAWS", continued on page 8)

("BY-LAWS", continued from page 7)

Section 3. Fiscal Year

A. Shall be from April 1 through March 31.

Section 4. Membership Year

A. Shall be from June 1 through May 31.

Section 5. Corporate seal

A. This Corporation shall have no corporate seal.

ARTICLE VII.

Meetings

Section 1. Shall hold annual corporate meetings during the annual national conference.

ARTICLE VIII.

Parliamentary A

Section 1. Shall be "Robert's Rules of Order, Newly Revised," 1981.

ARTICLE IX.

Amendments

Section 1. These bylaws may be amended at annual business meetings by a two-thirds (2/3) vote of the active membership registered at the annual national conference, provided that proposed changes are included in the agenda mailing for the annual business meeting.

Section 2. Proposed bylaw changes must be presented to the Board of Directors 90 days prior to the annual business meeting.

\_\_\_\_\_  
Recording Secretary

ATTEST:

\_\_\_\_\_  
President





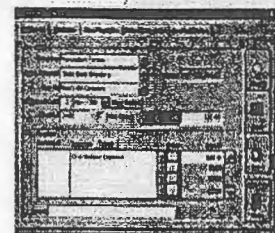
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NUTS & BOLTS

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