



NUTS & BOLTS

Volume 14 Number 1

Fall 2000

More Than Just OK!

By Wayne Pike

Our annual NFRBMEA Conference in Enid, Oklahoma was more than just “OK”, it was great. This was the place to be last June if you wanted to learn about wheat, cattle, oil wells, and airplanes.

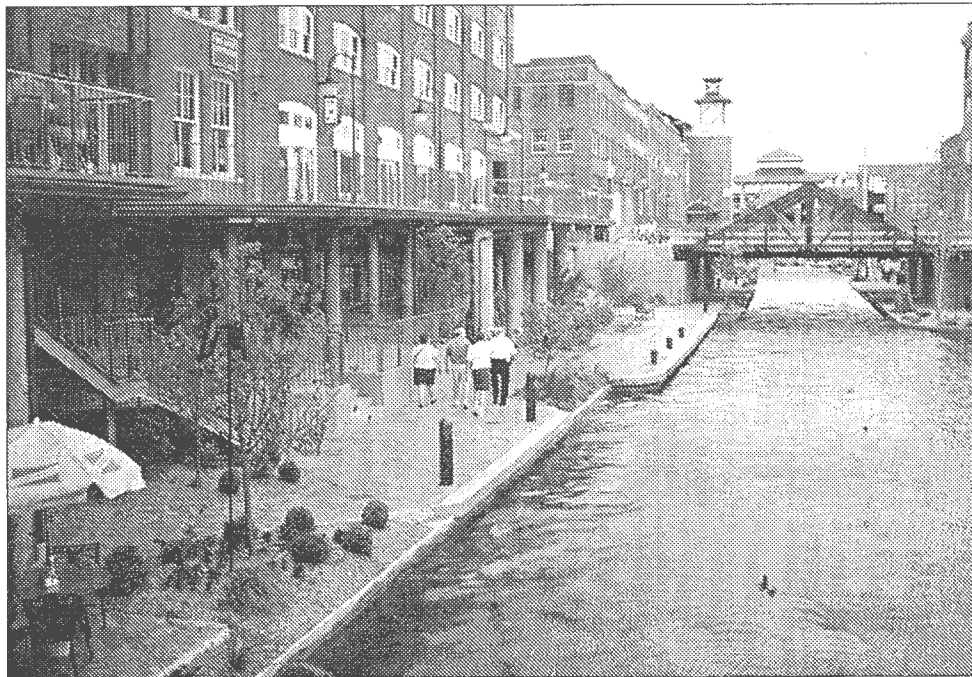
Although we missed most of the wheat harvest, we were shown the great impact wheat production has on the breadbasket of America. As one thing leads to another, we learned how all that wheat makes Oklahoma one of the largest producers of beef. We learned some of the economics of stocker cattle that are bought in the fall to graze the wheat through the winter. (The secret is: buy them cheap, sell them high.)

As a change of pace, we enjoyed a tour of Vance Air Force Base, where young instructors teach children to fly jets inches apart at high speeds. Actually, these are highly

experienced instructors teaching highly-motivated young men and women to carry on the business of our national defense. Later, we were treated to a show by a ventriloquist who used a dummy and a couple of puppets to make us laugh.

We shared some of Oklahoma’s and the nation’s grief when we visited the Oklahoma City National Memorial. That visit was made more meaningful as Stephen Jones, the Enid attorney who defended convicted bomber Timothy McVeigh, presented an unscheduled luncheon speech to us. Regardless of our previous knowledge or beliefs, his presentation was quite sobering.

All this, and much more took place in Enid. Check out our web site www.nfrbmea.org for many more pictures and information about our conference.



After a busy day of touring, NFRBMEA members were treated to an evening in Bricktown, a quaint area of shops, eateries and a minor league ballpark in downtown Oklahoma City.

Welcome

A Message From Lynn Schluckebier, NFRBMEA President



The 28th annual conference put on by Don Roberts and the conference committee in Enid, was a great success. We were given the opportunity to learn particulars about Oklahoma agriculture, Plains history and the impact violence has on everyone.

NFRBMEA applied for and has been granted Section 501 (c) (3) status with the Internal Revenue Service. This designation gives NFRBMEA the advantage of receiving donations that are tax deductible. The Officers will be working at their fall meeting to update the way NFRBMEA does business to ensure full compliance. Expect a report at next year's Breckenridge Conference.

Have you accepted my challenge from the Enid Conference and done something for the NFRBMEA yet? One-third of the year has expired already. Set a deadline for yourself and NFRBMEA will benefit for your hard work.

I would like to thank last year's fellow officers John Caster, Maylon Peters, Ron Dvergsten, Ira Beckman, Laurie Morris, Wayne Pike and Deb Pike for providing a great job of leadership.

Please help me welcome NFRBMEA's 2000-2001 Officers:

Maylon Peters	Past President
Ira Beckman	President Elect
Al Graner	Secretary
Don Roberts	Treasurer
Laurie Morris	Historian
Wayne Pike	Membership Secretary <i>NUTS & BOLTS</i> Co-editor
Deb Pike	Webmaster <i>NUTS & BOLTS</i> Co-editor

Have you checked out our website at www.nfrbmea.org? Deb Pike is doing an excellent job, continually updating the website with new information including present and past editions of *NUTS & BOLTS*.

Is your "picture" on the website? The website already has information about next year's 29th annual conference in Breckenridge, Colorado, June 10 - 14, 2001.

It's the 12th of September, and harvest has begun. I remember back in the fifties, shows my age doesn't it, harvest didn't start until well into October. Teachers' convention the fourth Thursday and Friday of October were spent helping Dad harvest corn on the cob. I would use a 1946 JD B to pull in trailers containing one hundred bushels of ear corn from the field and unload into 1,000 bushel cribs. The real fun was getting to shell out those cribs in August on nice 90+ degree days.

The interesting part of that is the shelling crew was made up of neighbors helping neighbors. One sheller was used on dozens of farms. Today it seems every farmer has a combine that can harvest over 1,000+ bushels an hour. Three semi-loads in two hours. As instructors we can show our cooperators the economic advantage of neighbor helping neighbor. One larger combine can keep one grain cart operator and two semis busy. We need to spend time teaching competing operators the economic value of working together like our fathers did.

*Have You Visited the
Teachers' Lounge
Yet?*



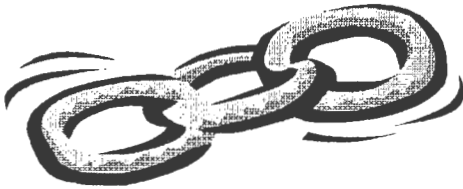
If not, you may be missing something! See page 6 of this issue to learn more about it.

May We List *Your* Web Site?

Faribault (MN) FBM is now on the web at www.sctc.mnscu.edu/dept/mgmt/fblt. Also, check out Alexandria (MN) Farm Business Management at www.alextech.org/farmbusiness.

We would like to add a link to nfrbmea.org for your web site. Just e-mail us with your address. We will list it in *NUTS & BOLTS* and put a link on our site.

Rick Morgan's and Greg Tullis's web site is now www.moorheadfbm.com.



NAAE Link

As NFRBMEA reaches out, our Board of Directors is making the NFRBMEA presence known through the National Association of Ag Educators' (NAAE) *News and Views* newsletter.

Jay Jackman, NAAE executive director and *News & Views* editor, has offered us print space in each of the year's four issues of *News & Views*.

Your NFRBMEA officers have their writing assignments in advance and are responsible for telling the NFRBMEA story. You can read their efforts in *News & Views* hard copy or on the web through naae.org.

Thanks to Bob Roesler, NFRBMEA member and NAAE Board member, for the heads-up on this opportunity.

Finbin

Finbin sounds like a place to toss used fish parts, but there is nothing fishy about the University of Minnesota's new Finbin on-line database.

The public can now log on at www.cffm.umn.edu/Finbin to access a queryable database. Finbin contains all of Minnesota's Farm Business Management Education and Extension records summaries. Users can build their own reports on-line. For example, if you want to examine the characteristics of 50-100 cow dairies in the entire state, you need only click a few buttons to get that report. If you don't get the expected result, just go back, make a few changes and try again.

All classes of livestock and crops are included. Individual farm records are privacy protected. No reports are produced with less than ten farms in the sort.

Whether you have an interest in Minnesota ag or not, Finbin is a pacesetter in useable on-line management information.

Dale Nordquist and the rest of the folks at the Center for Farm Financial Management urge you to give it a try.



FBM Program Receives \$170 000

THIEF RIVER FALLS, MINN. (Aug. 29, 2000) The Farm Business Management program of Northland Community and Technical College has recently been granted a \$170,000 allocation from the 2000 Minnesota Legislature. The funds, which are earmarked to increase access to Farm Business Management programs, will be used for student scholarships and program expansion during the 2000-2001 academic year.

"This is a wonderful opportunity for the College to expand its farm business management program and assist area farmers," said Robert Bollesen, regional dean of the department. "Our program covers 15 counties, and we work with more than 900 farms. These legislative funds will allow for two new instructors and approximately 85 more students to join our program, and will help 100 current students cover their tuition costs."

As part of the Education Omnibus Bill, local legislators Senator LeRoy Stumpf and Representative Tim Finseth sponsored the legislative initiative, and were instrumental in securing the \$250,000 in available funds.

In addition to the \$170,000 allocation, Northland received an additional \$50,000 to be awarded through scholarships in the College's 15-county area. Ridgewater College, located in Hutchinson and Willmar, MN., and Central Lakes College, of Brainerd, MN, also received State monies for the Rural Help Network and the Farm Wrap Network.

"I recognize the importance of agriculture in Northwestern Minnesota, and applaud the efforts of Northland's Farm Business Management program. Their education courses have yielded stronger farms, and I will continue to support efforts to improve our ag-based economy," said Senator Stumpf. Visit the college website at www.northland.cc.mn.

Colorful Colorado

By Maylon D. Peters

Colorful Colorado might be where you would rather be and it will not be long now! The **2001 NFRBMEA summer conference** will be held at the Beaver Run Resort in Breckenridge June 10-14, 2001.

We presently have 90 hotel rooms reserved, but want to make you aware of other accommodations available. They have studios and condominiums as well. The price of the hotel rooms is \$95. The studios, which sleep four, are \$106 and have a mini kitchen, and a spa tub. The one bedroom condos, which also sleep four, go for \$131 and have a full kitchen, fireplace and balcony. If you are interested in the studios or condos please let me know so that I can put them on reserve.

We will send out the registration material in early 2001 and you will have until mid March to make your reservations. After March 11, 2001 we will start releasing rooms so that we do not become liable for them as conference host.

If you plan to get a hotel room you do not have to contact me. **If you want a studio or a condo please contact me at mpeters@mesa5.mesa.colorado.edu or call me at 970-248-1109.**

Thanks, and have a great year.



EASY FARM

Easy-Farm Accounting

Tax accounting	Check Writing
Enterprise accounting	Inventory
Production & Sales	Payroll
Depreciation	Export to <i>FINPACK</i>
Crop & Field Management	

Cattle Manager Commercial

- Birth/Weaning Weights
- Yearling Weights
- Inventory
- Breeding Records
- Calving Records
- Progeny
- Health/Treatment
- Auto-calc ratios & adjust weights

Cattle Manager Purebred

Includes everything in Commercial plus:

- Track EPD's and accuracy
- Auto builds pedigree
- Semen Module
- ET Module
- Buyers/Sellers List
- Mailing List Manager

Agricultural Computer Software

- Accounting
- Crop & Field Management
- Cattle Management
- Equipment Maintenance

Easy-Farm Crop & Field Manager

Track <u>all</u> inputs & costs	Production & Sales
Field Work	Scouting
Custom Work	Crop Payments
Soil Tests	Crop/Field Analysis
Crop Insurance	



Call for a free evaluation copy!

Vertical Solutions, Inc.

800-396-3279

vertical@minot.com

<http://vertical.minot.com>

★★★ ***New Version of Accounting and Crop & Field Manager to be released in November, 2000!***

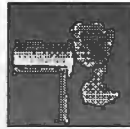


President Maylon Peters presents the NFRBMEA Distinguished Service Award to James Stewart (Oklahoma) above, and Joel Janke (North Dakota) below.





Del Lecy, Dean of Management Programs, Duluth, MN, was awarded the NFRBMEA Distinguished Service Award. Del could not make it to Enid, so he received his award at the MAAE Conference in St. Cloud, MN, in July.



From the Webmaster's Keyboard...

Teachers' Lounge

By Deb Pike

At the Fall Board Meeting in Enid last year, the Board expressed an interest in adding a Discussion Area to our website. Well, after months of researching and a few trips "back to the drawing board", I am excited and pleased to announce that **Teachers' Lounge** is up and running!

Just click on the Teachers' Lounge button at the left on the Home Page, or use the navigational bar at the bottom, and you're there! Click on the forum of interest, and you will see a list of topics within that forum. Click on a particular topic to see the discussion. We currently have two forums, *General Discussion* and *2000 Crop Yield Reports*; others will be added as interest indicates.

To post or reply to a message, you must first register (it's free) with a username, password and email address. Then you're set! Please visit Teachers' Lounge soon. It is an exciting new tool for sharing ideas and information, and generating interesting discussion.

Don't forget to keep checking the Conference 2001 page. I will be adding to it as I get additional information.

Introducing Ag CHEK™ for Windows Your complete farm accounting solution

- Multilevel management reporting
 - Business units*
 - Profit centers*
 - Crop & livestock production year reporting (Special Options)*
- Cash and /or accrual reporting
- Accounts receivable, accounts payable, and payroll included
- Reports
 - Trial Balance, Income Statement Balance Sheet, Cash Flow*
 - Financial Analysis, Payroll Summary, Account Transaction*
 - Summary, Customer/Payee Transaction Summary, Amortization*
 - Schedule, Financial Graphs, plus many other production reports.*

For more information about a CD evaluation demo, call 800-732-9464.

The CD can be installed on your clients' computers.

Visit us at www.redwingsoftware.com



RED WING®

Red Wing Business Systems, Inc.
491 Highway 19, P.O. Box 19
Red Wing, MN 55066
800-732-9464
FAX 651-388-7950

FMS/Harvest
 "Complete Computer Solutions"

Perception Financial Management Software

FREE to Schools for Educational Purposes

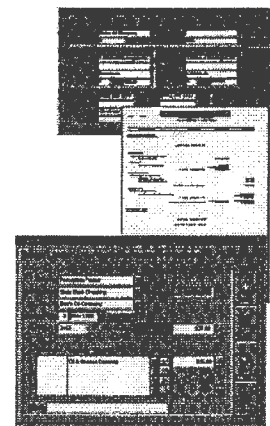
Perception Features:

- Complete financial management software designed specifically for farms and ranches.
- Double entry accounting using a simple input screen.
- Create your own accounts and enterprise allocation.
- Powerful financial analysis with budgeting capability.
- Preview balance sheets, income statements, enterprise reports, transaction listings, accounts payable and receivable, and check register.

To Educators:

- Free use of Perception Software for educational purposes.
- Perception Software to load on all lab computers.
- Free training to instructors.
- Educational discounts to students enrolled in your program.

Web site: www.fmsharvest.com/



Are You An Information Manager?

By Jim Marzolf, Pork Business Management Program, SCTC FBM, Mankato, MN

Agricultural producers are experiencing a paradigm shift from being "record keepers" to being "information managers". The profile of a "record keeper" is a producer that collects information required for external reporting and compliance. In other words, he produces information to generate reports for his accountant or lender. The profile of an "information manager" is a producer that uses information generated by individual segments of the business to make accurate and timely decisions. The key difference between these producers is their commitment to investing in **time**, **tools** and **knowledge** to effectively manage information. Below are brief descriptions of how information managers view each of these investment areas.

Time— The information manager will spend quality time analyzing accurate information to perform business functions like planning, controlling and decision-making. The information manager leverages his time by hiring others to perform production-oriented tasks. This is often the most difficult investment for the producer to make because of the immediate labor cost associated with replacing himself. The profit generated by managing information may not be immediate but it may be exponential!

Tools— The information manager values computer software, hardware and other technologies as productive business assets. He uses these tools as decision aids to process large quantities of information from multiple sources to make decisions. He also uses these tools to create models that will predict decision outcomes.

Knowledge— The information manager actively seeks opportunities for additional education. Whether formal or informal, he focuses on improving his effectiveness in executing the planning, controlling and decision-making activities within the business.

Many of the agricultural firms you compete with have made a commitment to information management by investing heavily in **time**, **tools** and **knowledge** to make better business decisions. By collecting production and financial information from each major activity within the business, managers are able to closely monitor employee performance, asset performance, profitability and cost control.

Your shift from a "record keeper" to an "information manager" may be the most critical and difficult business decision you ever make!

NFRBMEA PRE-CONFERENCE BOARD MEETING

June 11, 2000 • Enid, Oklahoma

President Maylon Peters called the pre-conference board meeting to order at 10:30 a.m. June 11, 2000 at the Holiday Inn Enid, Oklahoma. Members in attendance included Maylon Peters, John Caster, Don Roberts, Lynn Schluckebier, Ron Dvergsten, Wayne Pike, Debra Pike, Ira Beckman, and Laurie Morris.

Ira Beckman moved and Don Roberts seconded a motion to accept the minutes of the April conference call. Motion carried.

Ron Dvergsten moved and John Caster seconded a motion to accept the treasurer's report. Motion carried.

Don Roberts reviewed the final conference program with the board

and noted any significant changes to the schedule.

Standing ex officio officer reports were given. Standing officers updated the board of directors as to new happenings associated with their office responsibilities. The following motion resulted from the webmaster report. Ira Beckman moved and Ron Dvergsten seconded a motion to provide \$65 to have computer software professionally installed to allow Debra Pike to pursue establishing a message board on the NFRBMEA web site.

Lynn Schluckebier addressed the board regarding the exchange of ideas event. Lynn expressed his concern regarding the lack of structured criteria regarding this event which originated at the 1999 con-

ference. Following board discussion on this issue it was agreed to wait and allow Lynn to discuss this with the new president-elect and revisit this issue at the 2000 fall board meeting.

Leadership training for the board of directors was discussed. It was agreed to have a leadership training activity at the start of the 2000 fall board meeting.

Numerous miscellaneous items were discussed in brevity.

Meeting adjourned at 2:05 p.m.

Respectfully Submitted,

Ron Dvergsten
NFRBMEA Secretary

The Ultra Farm for Windows Sneak Preview

Specialized Data Systems, Inc - PO Box 346 - Parsons, KS 67357

Introducing: Ultra Farm for Windows

- Exports to FINPACK.
- Imports Ultra and Farm Biz DOS data disks.
- Standard chart of accounts can be personalized by farm.
- Pull down combo & list boxes with many mouse selections.
- Variable input for mouse, keyboard or both. Satisfies *all* preferences.
- Saves & Loads each farms' data on a floppy disk for backup & restore.
- "Extremely fast & easy for a Windows accounting program" Al Brudellie.
- Keep as many years and farms as you want. Just click on the one you want.
- As you type each letter *Ultra* looks ahead for a word match. Saves keystrokes!

For details on how to receive your *free* evaluation program, visit our web site

www.farmbiz.com/nuts-bolts/ or call 1-800-438-7371

NFRBMEA Post-Conference Board of Directors Meeting

Enid, Oklahoma • June 15, 2000

The Executive Board held the post-conference Board of Directors meeting on June 15, 2000 at the Holiday Inn in Enid, Oklahoma. Members present were Lynn Schluckebier, Don Roberts, Ira Beckman, Al Graner, Maylon Peters, Wayne Pike, Deb Pike, and Laurie Morris.

- President Schluckebier discussed the placing of articles pertaining to the NFRBMEA in the NAAE's *News & Views* newsletter over this year. It was agreed that the Board of Directors would have one article written and submitted in each of the publications for NAAE.
- Evaluations of the Oklahoma Conference were to be sent to the Colorado planning committee of Colorado upon the closing out of this year's conference.
- A letter to the editor of the paper will be sent to the newspaper in Enid, Oklahoma thanking it for its support of the conference. Maylon Peters is charged with sending the letter.
- Fall Board Meeting will be held in either Denver or Breckenridge

Colorado November 9-11, 2000. Maylon Peters and Laurie Morris will make the arrangements for the meeting.

- Ira Beckman will represent Minnesota temporarily on the Board for the National Conference planned there in 2002.
- It is noted that a discussion area will be added to the website.
- Deb Pike will investigate discussion areas.
- Don Roberts was asked by the board to investigate securing a sponsorship from the Samuel Roberts Noble Foundation. The information is to be sent to Lynn Schluckebier.
- John Caster is asked to work with the sponsors of the NFRBMEA.
- The minutes of the NFRBMEA Business Meeting from the conference at Enid, Oklahoma are to be sent to Deb Pike.
- Bios for the Board of Directors are to be sent to Deb Pike for inclusion on the website.
- Don Roberts moved to write a check for seed money for the 2002


conference in Mankato, Minnesota to be given to Ira Beckman. Motion seconded and passed.

- Don Roberts moved to pay Deb Pike an honorarium for the website in the amount of \$550. Motion seconded by Al Graner. Motion withdrawn.
- Maylon Peters moved to pay Wayne and Deb Pike an amount of \$3000 for their work on the website and the *NUTS & BOLTS*. The funds to be divided with two-thirds to Deb Pike and one-third to Wayne Pike. Motion passed.
- Ira Beckman moved to amend the previous motion to pay Wayne Pike \$1000 divided over 3 times per year and Deb Pike \$2000 divided quarterly. Don Roberts seconded the motion. Motion passed.

With no further business, the meeting was adjourned.

Respectfully Submitted,

Al Graner, NFRBMEA Secretary



IF YOUR ADDRESS LABEL IS WHITE, YOU ARE NOT A MEMBER. *...Why not join us today?*

✂ Clip & Return



TO: Wayne Pike
 NFRBMEA Membership Secretary
 14274 780th AV
 LeRoy, MN 55951-6661

Here's my check to NFRBMEA for:

\$20.00 (US) REGULAR \$10.00 (US) AFFILIATE

NFRBMEA TAX ID #41-1829527

NAME: _____ ADDRESS: _____

CITY: _____ STATE/PROV: _____ ZIP/POSTAL CODE: _____

PHONE NUMBER: _____ - _____ - _____ E-MAIL: _____

PLEASE TYPE OR PRINT CAREFULLY

WEB SITE: _____

LeRoy-Ostrander Public Schools
Highway 56
LeRoy, MN 55951
ATTN: Wayne Pike

BULK RATE
U.S. POSTAGE
PAID
LeRoy, MN 55951
PERMIT NO. 2



(IF THIS MAILING LABEL IS WHITE, YOU ARE NOT A MEMBER.)

NUTS & BOLTS

ADDRESS CORRECTION REQUESTED

OFFICIAL WEBSITE: www.nfrbmea.org

Page 10

NUTS & BOLTS

2000-2001 BOARD OF DIRECTORS

Lynn Schluckebier, President
215 E. Jackson
Seward, NE 68434
(402) 643-4340
ls34405@alltel.net

Maylon Peters, Past President
Mesa State College
Box 2647
Grand Junction, CO 81502
(970) 248-1109
peters@wpogate.Mesa.colorado.edu

Ira Beckman, President-Elect
1720 West 195th Street
Jordan, MN 55352
(952) 492-2141
fbmira@aol.com

Al Graner, Secretary
1123 S. Main St.
Rugby, ND 58368
(701) 776-5065
agraner@stellarnet.com

Don Roberts, Treasurer
1201 W. Willow
Enid, OK 73703-2506
(405) 242-2750
drober@autrytech.com

Conference Co-chairs:
Laurie Morris
Maylon Peters

Co-editor & Membership Secretary:
Wayne C. Pike
14274 780th AV
LeRoy, MN 55951-6661
(507) 324-5263
wcpike@smig.net OR landmark@smig.net

Historian:
Laurie Morris
14001 Winview Mile Road
Deer Trail, CO 80105
(970) 386-2352
morfarm@ria.net

Co-Editor & Webmaster:
Debra A. Pike
14274 780th AV
LeRoy, MN 55951-6661
(507) 324-5588
dapike@smig.net