



# NUTS & BOLTS

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

## Thank You, Ohio!

From the opening picnic to the closing business meeting, the 2005 NFRBMEA Conference was a hit. Sixty – two farm and ranch business management instructors plus numerous spouses, family members and guests descended upon Wooster, Ohio on June 12 through June 16. The Hilton Garden Inn and the Arden Shisler Center provided an ideal setting and proved to be superb hosts for the conference.



**The Andreas Dairy Farm provided an almost spotless example of a modern dairy where we enjoyed ice cream in the milking parlor during milking. Thanks for the tour and thanks for the treat.**

Monday's program included introductions and welcomes from Ann Obrecht, Wayne County Commissioner and Kevin Elder from the Ohio Department of Agriculture. Our afternoon was filled with our choice from over sixteen different break-out sessions.

Tuesday morning we learned from Dr. Luther Tweeten, The Ohio State University. He spoke to us regarding how agriculture is already America's most frequent target of terrorism. He discussed with us this growing problem and what we can try to do to prevent it.

Dr. Mike Boehlje spoke to us on Tuesday afternoon on

how we can help our students adapt to our changing agricultural business climate. It would be fair to say that Dr. Tweeten's presence in the audience helped to liven up an already stimulating presentation. The point-counterpoint between the doctors was entertaining and thought-provoking.

Ron Eberhard closed out our Tuesday session with an entertaining and informative session on farm estate planning, business succession and family relationships.

Wednesday was tour day. As always, if the weather cooperates on tour day the rest goes far easier. The weather did cooperate and we enjoyed tours to the fantastic Lehman's Hardware, P. Graham Dunn and several farms. Our group split and some of our members inexplicably elected a visit to the Pro Football Hall of Fame. At the end of the day, we got back together for a wonderful supper at the Amish Door Restaurant. We finished the day as we began it by helping President Ron Dvergsten celebrate his birthday.

We closed out our conference on Thursday morning with our traditional storytelling breakfast and final business meeting. Then it was back on the road to our homes or vacations.

We need to again thank our Ohio hosts who worked so hard to put on a tremendously successful conference. It was educational, entertaining and profitable. We hope they invite us back.



## A message from Tim Holtquist, NFRBMEA President

Visioning is what we are good at when it comes to working with our farm families. Visioning is what we have been doing with NFRBMEA over the past few years. When I was on the board in 1998 I remember one of the instructors wondered where our organization would be 5 to 10 years down the road. He thought that we may not even be in existence at that time. We are not only existing but growing. Visioning and dedication from the past and future leadership will keep us going. Recently there are four major areas our group has been working on.



1. Co-hosting the annual conference for the next three years with [NAFBAS \(National Association of Farm Business Analysis Specialists\)](#)
2. National Institute Committee work.
3. Electronic Resource Library
4. Industry Relations Committee work.

Everyone on these four committees has been working hard at accomplishing the goals they have made. You will be hearing more about these committee efforts in the near future.

We also have Rich Baumann on the National Council of Ag Education. He has done an excellent job letting other ag ed professionals know who we are.

Co-hosting next year's conference will be a very exciting event. I have had the privilege to work with the

leadership of NAFBAS the last year in putting together our Omaha conference. It has been rewarding to me to see the cooperation that our conference committees and exec boards have had in getting this job done. I have attended 27 straight annual conferences and from each one I have acquired knowledge that was taken home to be used in my program. Many friendships have been established over those years. With NAFBAS I see many opportunities for us to broaden our professional experience and gain new friendships along the way. So please set aside the week of June 5, 2006 to be in Omaha.

I would like to express my thanks to the Ohio instructors for putting on an excellent conference in June. Luke Baker reported to us a \$12000 conference profit. As our treasury grows this will give us an opportunity to fund existing and new projects. We all need to take part in deciding how we best can use these funds.

Remember, visioning is what we excel at.

I just returned from our fall board meeting in Omaha and would like to commend and thank the board for all their efforts in completing the jobs at hand. The people on our exec board are very dedicated in accomplishing the goals we have set. Again put Omaha down as the place to be June 5, 2006.

Until next time, keep visioning. Oh, by the way, the Queen sends her regards.

Tim

### MEMBERSHIP UPDATE

Our current membership stands at 149 regular members and 20 affiliates. Dr. Persons is our honorary lifetime member. We have a way to go to reach last year's total. Check with your colleagues and make sure they have sent in their dues. WP

## A Farm Management Minute: Helping Our Students Change

Doug Fjerstad, NCTC Farm Business Management Instructor, Fosston, MN

I have been teaching farm management for 26 years in the Fosston area and have helped several farms make enterprise changes over the years. I have seen producers who are not satisfied with what they are doing but would like to stay in agriculture. Sometimes it is a labor issue where the work load is too intense and the owners are getting burned out. Normally when things aren't going well financially is when they start looking for something different. Sometimes producers think the grass looks greener on the other side of the fence and would like to try something that their neighbor is doing.

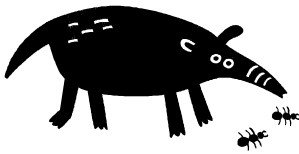
One of the first things I analyze on a farm that is considering a change is the kind of buildings on the farm. Then I ask the producer whether it could be a good livestock farm. Do they have any pastureland or is there any available? If we make a certain type of change, what kind of equipment do we need? We check to see what kind of experience the producer has and what are

their interests. Sometimes we find that they really don't need to make a complete enterprise change, but they need to make some modifications within the existing operation. I also review with the producer whether additional equipment would help with any of the anticipated changes.

By helping the producer to stand on the outside of his farm and see where he wants to be down the road, we can begin to establish goals and set priorities for reaching these goals. Once goals have been established, they need to keep updating and revising their long-term goals as changes occur. We need to discuss the proposed changes with their lender to incorporate their financial expertise into the plan. As farm management instructors, our goal is to help producers make sound short-term and long-term business decisions, especially if or when they are considering enterprise changes.

## Bridging the Language Gap

By Tom Weygandt, Wooster, OH



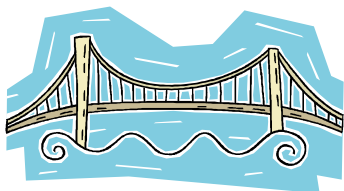
Many farms have Hispanic employees who may not understand English too well. Directing employees is hard enough even without a language barrier.

Learning a bit of Spanish not only helps you get your directions understood but also shows employees that you respect them.

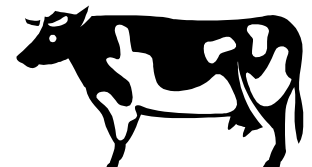
Dr. Gregory Billikoph has made available on his website an English/Spanish dictionary of agricultural terms. You may access the dictionary at <http://danr.ucop.edu/ag-labor/>. It allows you to download the entire dictionary of 4000 words or to look up a word one at a time.

Here, for an example, is the result of my search of the word "teat".

English	Spanish
Teat	Pezón ~ Teta
teats too wet	Las tetas están muy mojadas. ~ Los pezones están muy mojados.
teat dip	Sellador ~ solución de yodo o cloro para pezones
teat cup	Pezionera
teat cup liner	Goma de la pezonera
Great Anteater	Oso hormiguero



When you have Great Anteaters in with the heifers you don't want to be struggling for words! :)



## National Council for Agricultural Education Report

By Richard Baumann, FBM instructor, SCTC, New Ulm, Minnesota  
NFRBMEA Representative to the National Council

I attended the fall meeting of the National Council for Agricultural Education in Indianapolis at the National FFA Center from Thursday, October 6<sup>th</sup> to Saturday, October 8<sup>th</sup>. Thursday afternoon we heard a presentation from Rhea and Kaiser Marketing and Communications of Chicago on the Marketing and Communications Campaign.

Thursday evening we heard reports on a number of topics. The FFA organization presented information on their FFA challenge of developing 10,000 quality agricultural education programs by 2015. Currently there are about 7,200 programs in the U.S. Challenges to accomplishing this include where the funding and the teachers will come from.



We were informed about Project Lead the Way. Project Lead the Way, Inc. is a non-profit organization and national program whose goal is to increase the quantity and quality of engineers and engineering technologists by adding engineering coursework to middle and high schools. Agricultural education is looking at how we might work with them by offering more math and science education in agriculture classes.

We discussed the implications of endorsing "25 by 25". "25 by 25" is a promotion of renewable energy that hopes to see 25% of U.S. energy come from renewable sources by 2025.

As part of the discussion on Council Advocacy Strategies for 2006, it was proposed we develop a legislative agenda for the ag education profession.

Much of Saturday was a planning session with many of the National FFA staff. There was discussion about the FFA Seeds of Hope and the NAAE Adopt a Chapter responses to the hurricanes in the southern U.S. Part-

nerships and funding with the Council were discussed. The FFA Foundation is a major funding source for initiatives from the Council. For part of the day, we broke into six groups, made up of Council members and FFA staff, to discuss these issues and report back to the whole group. We had a presentation by Adayana proposing an Ag Ed Learning Center concept.

On Saturday, we discussed financial matters, including the budget; the National Curriculum Standards Project; National Program Quality Indicators; and identification of National Curriculum Priorities. We discussed the four White Papers written for the Council; the variation in quality and how to avoid that in the future; establishing guidelines for future White Papers; and the process for receiving future White Paper proposals. There was discussion of a strategy for better informing member organizations of Council goals, initiative and accomplishments. We discussed and updated the Council strategic plan. We planned for the March 2006 Council meeting. We will meet in Washington, D.C. and take part in the ACTE National Policy Seminar as part of our meeting. Election of officers for 2006 were held, with Brad Schloesser, post-secondary agribusiness instructor at South Central College at Mankato, Minnesota, elected president. Council members who will be departing the board at the end of the year each commented about their time spent on the Council.

It was an interesting and informative meeting, and it is important that NFRBMEA be present as part of Team AgEd.



The NFRBMEA newsletter, "NUTS & BOLTS" and our web site at <http://www.nfrbmea.org> are sponsored, in part, by a grant from the Cenex Harvest States Foundation.

Contact person:  
William J. Nelson  
Director of Cooperative Development  
5500 Cenex Drive  
Inver Grove Heights, MN 55077

## A Window on Washington DC

By Jim Kelm, FBM Instructor, Riverland Community College, Red Wing, MN and 2006 NFRBMEA-NAFBAS Conference Co-Planner

That was the theme for the 33<sup>rd</sup> Annual Meeting of NAFBAS (National Association of Farm Business Analysis Specialists). This year the Illinois Farm Business Farm Management Association hosted the national meeting outside their home state. All in all it seemed to work quite well. It took two or three trips by the planning committee to DC to scout out sites and make other arrangements for the meeting. After that arranging this meeting wasn't any more difficult than having a meeting in state.

The Monday program featured several lobbyists including former Secretary of Agriculture John Block. Others included representatives from the American Farm Bureau, the US Trade Representatives Office, and an organization called CropLife America. All these people were very clear that they supported CAFTA and that the next Farm Bill will be "greener" and more trade friendly.



On Tuesday we made our way from our hotel to the Metro (DC Subway System) to USDA. The session was keynoted by Secretary Johanns. The Secretary spent 15 minutes with us before he and Under Secretary Penn were off to the White House. The Secretary was very interested in what was going on out in the country and what need to be included in the next Farm Bill. The remainder of the morning included the administrators from FSA, NRCS, USDA's Trade and Public Health Offices.

Wednesday morning we again used the Metro to travel to one of the Senate Office Buildings. Being flexible was necessary since the location of this meeting was changed twice. Everyone found their way to the right building and back. Riding the Metro during rush hour makes you appreciate the "traffic" back home. But, I'm sure people out there wonder how we can live in isolation here.

The meeting included a presentation from Elizabeth Crewson Paris, who is the Tax Counsel for the Senate Finance Committee. Her job is to write agricultural, estate, and gift tax legislation for the Committee. Following her presentation we heard from Kansas Senator Brownback, Illinois Senator Durbin and Illinois Congressman LaHood. They all seemed to be as interested in what we had to say as well as tell us what they were interested in.

The morning sessions were very informative and there were plenty of opportunities to do the tourist things in Washington. It was very interesting to hear the perspectives of the lobbyists, bureaucrats, and politicians. They seemed unified on most messages and differed slightly on others. It would be interesting to organize this type of a trip for our producers. I think they would find it very informative and educational.

## Onward to Omaha in 2006

This is an early mention of our next conference that is scheduled for June 5 – 8, 2006 at the Doubletree Hotel in downtown Omaha. This will be our first conference in partnership with [NAFBAS](#). Our combined interests and strengths will provide an energetic and vital conference experience not possible for either organization alone.

"What about 2007?" you ask. Our 2007 conference will be held in Rochester, Minnesota June 11 – 14, 2007. We will again be partnering with NAFBAS, and we are including the North Central Extension group in our planning.



## A Farm Management Minute: Making 2006 a Great Year

By Mark Berg, Northland College Farm Business Management

Farming is a system, that is, all things are connected. All things influence the outcome of another. Farming is not only the work and inputs connected with producing crops or raising livestock but also how we think, plan, set and achieve our goals.

Dan Millman said, "By expanding our deepest beliefs about what is possible, we change our experience of life." We find this to be true when we think back to the settling of this country in the late 1800s. Many pioneers were certainly visionary. In "System Management" it is very important we have a picture of where we want to be and how we want to live.

When the pioneers came onto this prairie, they did not see what was there. They saw what was not there. They saw farms, towns, railroads, roads and families. Guess what we had twenty years after the pioneers' arrival? The farms, towns, railroads, roads and families they created out of very little but a dream, a vision.

2006 lies before us like fresh untracked snow. What will we do with 2006? In the living of our lives, we are only limited to the degree of the clarity of the vision we hold of our ideal farm business or our ideal lifestyle. A problem exists when we have no idea, no picture of the future, except the day-to-day jobs we will face each day.

In managing a farm and our lives, we know that seeing isn't believing, believing is seeing. Just like the pioneers, to the degree our vision is clear, our vision will be achieved. To the degree we believe in our goals, our goals will be achieved. This makes operating our businesses and lives fun and success possible.

Take some time to envision how you want your world to be, how you want your year to turn out. Your vision is the promise of what you will, at last, unveil.



## Seeds of Hope

By Richard Baumann, FBM Instructor, South Central College, New Ulm, MN

I was at a meeting of the National Council for Ag Education at the National FFA headquarters at Indianapolis. The FFA has organized a program they call Seeds of Hope to assist about 120 FFA chapters, 5000 FFA members, and about 150 ag teachers who sustained human and personal property losses due to the hurricanes.

Through Seeds of Hope, FFA chapters, individuals, companies, etc., can help rebuild these programs and provide encouragement to help these FFA members get their chapters and programs back on their feet. For more information or to make a donation you can go to the FFA website at <http://www.ffa.org>.

In addition, the NAAE has an Adopt a Chapter Program. FFA chapters can adopt an FFA chapter in the hurricane area to assist them. We anticipate that some chapters outside the area may send teams into the area to help rebuild. Information is available at the FFA website, or the NAAE website at <http://www.naae.org>.

I was told that many of the ag teachers in the hurricane area have been so busy assisting their students that they have not been able to take care of their own homes.

I suggest that if you work closely with a high school ag teacher and FFA chapter, that you talk to them about what they may be doing to provide assistance. Perhaps many of us can work together with our local FFA chapter, perhaps including going to the area to help. I am also interested in getting a group of FBM instructors together to help with rebuilding.

The NFRBMEA Board of Directors encourages all of our members to contribute to aid FFA members and our ag ed colleagues in the hurricane stricken areas. NFRBMEA President Holtquist will be attending the national FFA convention at the end of October. He hopes to determine if NFRBMEA as an organization might find a way to aid in the cause.

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## Time to Learn About Long-Term Care

By Wayne Pike

Earlier today, I was visiting with a farm couple who asked me, after the fact, whether they should have purchased a long-term care insurance policy. Their policy had some shortcomings. However, when they explained their strategy involved in the purchase, I felt that they had done pretty well in their selection.

Based on Ron Eberhard's advice (Business & Estate Planning Services, Unlimited, in Grove City, Ohio), my students had done well in several of Ron's recommended ten points of a good long-term care insurance policy. Their policy did include:

1. Policy is guaranteed renewable for life.
2. Coverage includes home health care.
3. Coverage for modifications to their home such as wheelchair access.
4. Bed reservation protection.
5. It was a qualified policy for tax deductibility.
6. Benefits do coordinate with Medicare.
7. It included good health and spouse discounts.

8. Hospitalization was not required prior to eligibility.

However, the following features seemed to be short-falls:

9. Inflation protection was optional.
10. It paid only a set amount per day, not actual expenses.

Had they known the agent and the company better, I would have been even more supportive of their decision. I congratulated them for taking this step. In their case, the policy they bought would buy them time if one of them needed long-term care. They were not interested in protecting their modest estate two decades from now when inflation would have decimated the benefits of their plan. I promised that I would do some more study and let them know what I found.

I recommend the following web site. Go to <http://consumerlawpage.com/article/insure.shtml#buy>



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## 2005-06 NFRBMEA BOARD OF DIRECTORS

Tim Holtquist, President  
48248 146th Street  
Milbank, SD 57252  
(605)432-4282  
[tholt@tnics.com](mailto:tholt@tnics.com)

Ron Dvergsten, Past President  
1101 Highway 1 East  
Thief River Falls, MN 56701  
(218) 681-0797  
[ron.dvergsten@northlandcollege.edu](mailto:ron.dvergsten@northlandcollege.edu)

Jay Olson, President Elect  
1801 College Dr. North  
Devils Lake, ND 58301-1598  
(701) 662-1562 (O)  
(701) 662-3375 (H)  
[jm.olson@lrsc.nodak.edu](mailto:jm.olson@lrsc.nodak.edu)

John Woodford, Treasurer  
30442 350th Street  
Redwood Falls, MN 56283-2517  
(507)641-5312  
[farmmanse@sleepyeyetel.net](mailto:farmmanse@sleepyeyetel.net)

Luke Baker, Secretary  
Box 245-A, Rt. 1  
Archbold, OH 43502  
(419)267-3331  
[klbaker@henry-net.com](mailto:klbaker@henry-net.com)

**Representative on Nat. Council**  
Rich Baumann  
56676 412th Street  
New Ulm, MN 56073  
(507) 359-1582  
[richard.baumann@southcentral.edu](mailto:richard.baumann@southcentral.edu)

**2006 Conference Co-chairs:**  
Jim Kelm  
491 Hwy 19  
Red Wing, MN 55066  
(651) 388-9676  
[riverlnd@pressenter.com](mailto:riverlnd@pressenter.com)

Gary Thome  
16089 660th AV  
Adams, MN 55909  
(507) 438-2019  
[gthome@river.cc.mn.us](mailto:gthome@river.cc.mn.us)

**Co-editor & Membership Secretary:**  
Wayne Pike  
6540 65th Street NE  
Rochester, MN 55906-1911  
(507) 252-6928 Cell: (507) 251-1937  
[wcpike@myclearwave.net](mailto:wcpike@myclearwave.net)

**Historian:**  
Laurie Morris  
14001 Winview Mile Road  
Deer Trail, CO 80105  
(970) 386-2352  
[Laurie.Morris@morgancce.edu](mailto:Laurie.Morris@morgancce.edu)

**Co-editor & Webmaster:**  
Deb Pike  
6540 65th Street NE  
Rochester, MN 55906-1911  
(507)252-6928 Cell: (507)951-3610  
[dapike@myclearwave.net](mailto:dapike@myclearwave.net)