



National Farm & Ranch Business Management Education Association, Inc.

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

NUTS & BOLTS

President's Message

By Tina LeBrun, 2022-23 NFRBMEA President

July 22, 2022

Greetings NFRBMEA members! Out my window the sun is shining, the rain has finally turned on and I am reminded just how important and essential balance is to our lives.

Just like our crops, commodity markets, and financials, finding the proper balance for potential growth can be so critical. We are all continuing to overcome the uncertainty and challenging environment this world has become as we endured so much change to what used to be normal and familiar. It seems we entered the mindset over the past 2 years that "We need to do better" in order to pivot and excel in this uncharted territory. However, now coming out on the other side of these times I think we could all use another reminder that "we need to do better."

We need to do better this time of year at recharging our lives to find a better balance. We need to do better recharging professionally for our farm students and clients. It was so refreshing to see so many of your faces once again, a few weeks ago at the 2022 NFBM Conference (www.nfbm-conference.org/2022/) in Fort Collins, Colorado. After a year of a virtual conference, and last year with travel restrictions, I was reminded of what makes our association so vital, which is all of you.

If you were at the annual NFRBMEA meeting you are aware that we are experiencing some uncertain times with our association. If you weren't able to be in Fort Collins please check out the meeting minutes at on our website (www.nfrbmea.org/minutes.htm) to catch up on the latest outcomes. If there ever was a time to focus on balance as an association, now is the time. We need to do better at taking care of our association for the better of our profession. We need to do better

at educating our fellow colleagues and ever-changing administrators about our association and its purpose. At the post-conference executive board meeting we once again took time to revisit and review the priorities for the upcoming year. The following goals have been set for NFRBMEA:

- Conference Sponsorship – maintain a local level of \$3000 and nationally at \$10,000.
- Membership Increase – increase new members by 10, and to have 5 first time registers for NFBMC.
- Membership Education – provide NUTS & BOLTS updates four times per year, with four additional Real Time Updates (RTUs) provided as needed. Along with 4-5 member only, virtual professional development training sessions. *Stay tuned for more details on dates and topic in coming weeks.*

Finally, I would like to take a moment to recognize our elected 2022-23 Board of Directors (nfrbmea.org):

- ♦ President: Tina LeBrun
- ♦ Past President: Myron Oftedahl
- ♦ President-Elect: Ron Dvergsten
- ♦ Treasurer: Jeff Schultz
- ♦ Secretary: Jenn Smith
- ♦ Communications Director: Deb Pike
- ♦ National Council Representative: Deron Erickson
- ♦ Conference Sponsorship Coordinator: Denise Reaser

Congratulations to Ron and Denise on their newly elected roles. Also, a big thank you to Pauline Van Nurdén for her gracious time served on the board in the President, Co-President, and Past-President roles the past few years. We are appreciative of your time and efforts in the past and look forward to our new board members service in the coming years.

-Tina



FINFLO Monitoring Worksheet- A Great Summer FBM Instructional Activity

By Ron Dvergsten, Northland FBM Instructor

The FINFLO Monitoring Worksheet is one of my favorite activities to complete with my FBM students during the summer months. By completing the worksheet, it forces the business to have their records up to date in accordance with the time of completing the worksheet.

I generally create the FINFLO Monitoring Worksheet in early July with the FINFLO Monitoring worksheet covering January-June. I email the FINFLO Monitoring Worksheet to each student during the first week of July along with an explanation of the worksheet and the key income and expense items I want them to pay particular attention to. This year for example, I want the farms to look at total farm income to date compared to what was planned. This year, with the spring spike in commodity prices along with the sizable ERP payments that many farms received, it may point out that the farm needs to be made aware of the need to do some earlier than normal income tax planning. On the expense side, I like them to pay attention to direct crop inputs, repair and supply

expenses, fuel, labor, and family living expenditures. For the livestock producers, monitoring purchased feed is important.

Along with having income and expenses up to date and reviewed, it allows the business to review their marketing plans and the capital purchases that were planned. I think we have all had situations where the farm plans for a capital purchase and the actual amount spent is double the price planned for. For the farms with tight cashflow margins, this can become an issue. This ties into evaluating current cash position and available credit on their operating loan. I believe one of the most stressful situations for a farm business to experience is having bills that are due and do not have the ability to pay them.

If you have not utilized this extremely effective tool contained within the FINPACK FINFLO software, I encourage you to consider implementing its use!

Meet Our President Elect!

We welcome Ron Dvergsten to the NFRBMEA Board!

Ron is in his 33rd year serving Northwest Minnesota farms as a Farm Business Management instructor and as the Program Supervisor for 12 years at Northland Community and Technical College. For the past nine years Ron has been a member of the Minnesota State FBM Database Team, through AgCentric. He is also Director for American State Bank of Grygla.

Ron attended UMC and then transferred to NDSU, where he graduated with a degree in Agriculture Education. He served as the Vo-ag Instructor at Crookston Central High School for five years and as an Ag Loan Officer for the Farm Credit Services of Grand Forks (currently Ag Country FCS) for four years before beginning a career in farm business management. Ron grew up on a dairy/diversified farm outside of Greenbush, MN; he currently lives in Thief River Falls. He considers all Northwest Minnesota as his home area having also lived in Crookston, Fosston and East Grand Forks.

Ron has previously served on the NFRBMEA Board as Secretary (1997-98) and President Elect, President, Past President (2003-2006).



Something to Think About

By Myron Oftedahl, NFRBMEA Past President

As I look back on the recent National Farm Business Management Conference in Fort Collins, it was easy to pick out the highlights: connecting with friends from previous conferences, sharing information and ideas with others, seeing young members at the conference, and finally the message from Temple Grandin.

Where else could you hear from someone that has made such an impact in not one, but two entirely different areas of expertise? Temple is world renowned for her work in the cattle industry designing handling facilities that are cattle friendly. She is also known for her work in the Autism field. How are they connected, you ask? If you didn't get the chance to hear her speak, I would urge you to watch the Temple Grandin movie. It shows the struggles that she had growing up, and getting her ideas concerning humane handling of cattle to be accepted by the cattle industry.

A large part of her message was that we need all of the different types of brains to work together, and to take advantage of how each of us might see things differently, and because of working together, some design errors could potentially be eliminated. She also urged us to expose kids to many different kinds of experiences, and to find or develop mentors for them. Her mentor became her science teacher because he believed in her and encouraged her to find a way to express herself. He gave her some self-esteem.

To add to that message, we heard a similar message this week at the MN State Ag Conference from Brooks Houser, expose kids to different things, give them encouragement and self-value.

To a limited degree, isn't that what we do with our farmers? We expose them to different ways to solve a problem, make their lives easier, give them options, and then we encourage them to do the research and make a decision. Maybe we just need to step up our game a little and make a more pronounced effort along those lines. How can we become a better mentor to our farms and to our colleagues?

Being a mentor to our colleagues means checking with them. See how are they doing, or if they are feeling overwhelmed with all of the things that they could be doing but don't know where to start. Encourage them to take part in membership in NFRBMEA and to attend the National Conference. I have yet to leave a conference without having at least one thing that I can take back to my farms or my college. I realize now that as I am approaching retirement, that mentoring is becoming more important to me. I want the FBM program to continue to be successful, I want NFRBMEA to continue to be a strong organization that brings value back to our members. The Executive board will be spending more time on bringing value to the membership and answering the question of *"what do I gain by being a member?"*

Have a profitable day!

2023 Conference Dates & Location Announced!



Mark your calendars now for the 2023 National Farm Business Management Conference, scheduled for June 12-15, 2023 at Shanty Creek Resort, Bellaire, Michigan.

Visit the 2023 NFBM Conference website:
www.nfbm-conference.org/2023/index.html.

As always, the website will grow as more information becomes available.



Proposed 2023-24 Budget Approved

By Jeff Schultz, NFRBMEA Treasurer

As Treasurer of NFRBMEA, I want to extend my sincere thanks for your patience as I transition into this role.

All have been extremely helpful and I appreciate those who have assisted me in learning the nuances of this position. I would like to thank all of our members for their vote of approval on the proposed 2023-24 budget, and I apologize for not having this prepared at our annual meeting.

I am looking forward to an exciting year.

Are You Growing?

By Denise Reeser, FBM instructor, South Central College

Agriculture is in a constant state of change, and as instructors we need to continually be on top of that change. We need to be the best instructors we can be so that our students can achieve their goals and can make their businesses more successful. Because of this belief, I have continually challenged myself to remain more relevant and increase my skill set to be a better instructor for my students. There is no better way to do that by having a professional development plan.

A professional development plan is required in educational settings; however, it is not always something we have as our first priority in the day-to-day part of doing our work with our students. I consider it a tool to set goals for myself professionally. We ask our students to set goals so we should as well. I challenge you to reexamine your professional development goals in your plan. Think about what would benefit your students, and what are areas of professional growth that you would like to improve upon. What skills or knowledge do you need to take your teaching and work with your students to the next level? I try to challenge myself to get out of any professional rut or my comfort zone. This began a few years ago when I decided I wanted to achieve my MBA. I was definitely out of my comfort zone taking a statistics course, a law course, among other courses. I lacked confidence when I began the program, and I wondered if I really could finish. I had a lot of doubts

as it was tough being a student again, working full-time, and I am sure my family was tired of me during that time! After completing the program, I feel that I am definitely a better instructor, and it was well worth it!

We are fortunate that NFRBMEA supports professional development through its exceptional annual conference. I remember attending my first conference in Des Moines, IA, not really understanding the impact it would have on me. It was the first thing I did after I was hired, even before I met my students. My mentor actually worked to schedule my hire date so that I could attend the conference. That was how important he believed the conference was to our work. I think it is imperative that we attend our conference regularly. If we don't make it a priority, we will take for granted that that opportunity will always be there. I have heard from others that "someday" I might attend when it fits better into my schedule, or I am "too busy" to attend, or it costs too much. There will never be a perfect time to meet these goals, so the best thing is to just try it! I am thankful for all that I have learned, and most importantly the people I have had an opportunity to meet through this conference. What I have received from attending these conferences is invaluable to me professionally and to my students. I look forward to seeing you all in Michigan in 2023 and would love to hear your professional development goals.

Meet Our New Conference Sponsorship Coordinator!



Denise Reeser has graciously agreed to take on the mantle of Conference Sponsorship Coordinator.

Denise has been an agricultural educator for the past 26 years. She graduated from the University of Minnesota with a bachelor's degree in Agricultural Education and received her MBA from Southwest Minnesota State University.

Currently, she teaches Adult Farm Business Management for South Central College to area farmers near Montgomery, MN. Denise is a co-leader of the Minnesota Professional Excellence Program, a mentoring program for early career farm business management instructors.

In addition, Denise is a part owner in their family business, BamaSota BBQ, a food trailer and catering business serving Southern Minnesota. She resides in rural New Prague with her husband and three daughters.

To UNSUBSCRIBE, [click here](#).

Questions or comments? E-mail us at comments@nfrbmea.org

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2022-23 Board of Directors

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