

ANNUAL REPORT

2025-2026

NFRBMEΔ INC.



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About NFRBMEA



NFRBMEA Mission

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.

History of NFRBMEA

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.

The National Farm and Ranch Business Management Education Association, Inc. is recognized by the Internal Revenue Service as a 501(c)(3) corporation.

2025-2026 Board of Directors



Deron Erickson
President



Brent Roiger
President-Elect



Ron Dvergsten
Past President



Deron Erickson
President



Jeff Schultz
Treasurer



Jeremy Daberkow
National Council Rep



Denise Reeser
Conference Sponsor
Coordinator

NFRBMEA, Inc.



Kelly McAdam
Communications
Director

Executive Summary

Deron Erickson, President




The National Farm and Ranch Business Management Association has had a busy year providing Farm and Business Management Professional Development for our members and preparing for changes to our National Conference in 2028 and beyond. As an association that has a mission to provide in-service education to our members by communicating and cooperating with others we, as the board of directors, are always trying to find ways to engage members and find ways to deliver that mission.

This past year we continued with our 52nd National Conference and the 20th in partnership with NAFBAS organization in Fort Worth, Texas. We enjoyed “being drip” with a 4 day conference including tours of the Weatherford Ranch and Superior Livestock and many different engaging speakers including Sid Miller, the Texas Ag Commissioner, and great information from the Dodsons on transitioning. There were great sessions on fertility deductions, as well. An evening at Billy Bob’s and the Stockyards added to an enjoyable educational conference. The conference really “brought the riz” to Farm Business Management.

We are looking forward to our 2026 National Conference in Louisville, Kentucky. There are great tours, speakers, and workshops planned. “Farm Wellness and Sustainability” is the conference theme. I want to thank Brent Roiger and Ron Dvergsten for helping plan this conference for our membership.

We also held our Power-up webinar series with great content from Jeff Schultz on the Sell/Store decision, got inside information from Paul Neiffer on tax information, and had Jim Palmer of Ag Country talk about the sensitive talks with farmers in high stress situations as we came into the closeout season. Thank you to all who arranged these highly informative sessions.



In October of 2025, the NFRBMEA was notified by the NAFBAS organization that they would like to dissolve the MOU between our two organizations for putting together the National Conference. We will have the National Conference in Louisville, Kentucky this year in 2026 and the 2027 Conference in Bloomington, Minnesota. The board of directors has had discussions about what comes after 2027 and we have tentatively agreed to join up with Extension Risk Management Education for a National Conference. We believe this will be a very positive move for NFRBMEA. The conference would be a bit earlier in the mid-April time frame. It is typically a 3 day mid-week conference that may suit instructors wanting to attend and not disrupt their summer plans. We are hoping this is something you will consider in 2028.

The board of directors will continue to work on our strategic plan as we go through 2026/27. We do want to continue to look at engaging membership with increased participation of members in National Conference especially as we bring Conference to Bloomington, Minnesota in June of 2027. We also want to increase our visibility and find new paths to bring in-service to members.

The NFRBMEA Board of Directors is a very dedicated group. I would like to thank them for their service this past year. They are always looking for innovative ways to bring professional development to the whole NFRBMEA membership. We are always looking for people to serve on the board that have a passion for service and professional development. We have an open position for president-elect and conference planner. Both are not difficult, just take a bit of extra time. There are also many opportunities to submit articles for Nuts & Bolts and other ways to get involved in this great organization.

Growth comes from challenging yourself. Your NFRBMEA board has been challenged this year and has responded with enthusiasm. We are looking forward to a great 26/27 with Brent Roiger as President.

Memberships & Communications



Kelly McAdam, Communications Director

June 1, 2025 - May 31, 2026

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.

We offer:

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

Our website, www.nfrbmea.org, contains history, career opportunities, links to upcoming conferences, newsletter archives, meeting minutes and officer information.

We can also be found on Facebook and LinkedIn. Our newsletter, the NUTS & BOLTS, is published quarterly.

Membership Report

	2025-2026				2024-2025		
	Regular	Affiliate	Lifetime		Regular	Affiliate	Lifetime
Colorado	1	1			1	1	
Indiana	0	0			0	1	
Iowa	2	0			1	0	
Kentucky	0	0			0	1	
Minnesota	55	2	2		58	2	2
Missouri	1	1			0	0	
Montana	0	0			2	0	
North Dakota	12	1			4	1	
New Hampshire	1	0			0	0	
Ohio	2	0			2	0	
Oklahoma	0	0			0	1	
Oregon	0	0			1	0	
South Dakota	2	0			4	0	
Utah	0	0			1	0	
Vermont	0	0			1	0	
Wisconsin	1	0			4	0	
Total	77	5	2		79	7	2

National Council for Agriculture Education



Jeremy Daberkow, Council Representative

Board Meeting Minutes



Spring Board Meeting - April 2025
Pre-Conference Board Meeting - June 2025
40th Annual Meeting - June 2025
Fall Board Meeting - September 2025

**NFRBMEA Spring Board Meeting
May 6, 2025, 8 am to 10 am CT**

Present: Deron Erickson, Kelly McAdam, Ron Dvergsten, Brent Roiger, Denise Reeser, Jeremy Daberkow, Jeff Schultz, Tina LeBrun

Meeting called to order at 8:11 am by President Ron Dvergsten.

Brad Sirianni has submitted his resignation as secretary of the board; Kelly McAdam will take minutes for today's meeting.

Good News go-around. Everyone mentions 1 professional and 1 personal positive recent event for yourself and/or family.

Reviewed minutes from September 24, 2024 Fall Board Meeting, no corrections stated. Motion to approve-Deron; Second the motion-Jeremy. Minutes approved by board.

Treasurer's Report-Jeff Schultz

Jeff is working on year-end reporting. As of today, May 6 balance in checking account is \$3,846.36. March Ameriprise balance is \$17,858.14, earned \$424.64 in interest in 2024 and \$309.653 in dividends.

Conference checking account balance is \$34,250.93. This amount does not include \$7600 income from 2025 Conference, total current balance is \$41,785. It appears there will be adequate funds to cover hotel expenses for the conference. Discussion on NAFBAS share of the conference. Current agreement is to split 50/50 followed by number of registrations. There are only four NFRBMEA members registered for the conference so far. Participation may be linked to turnover; inability to be away, value of professional development experiences. MOU has not been updated recently, and there has been a change in leadership at NAFBAS. Further discussion later in the agenda. Motion to approve Treasurer's Report -Denise; Second by Deron. Board approved Treasurer's Report.

Communications Report-Kelly McAdam

Nuts and Bolts was distributed on Saturday, May 3; lots of good articles came through from the board to include in this issue, thank you to the board for contributing. Conference website has been updated with latest details, and will continue to be updated as additional information is made available. Kelly is working on publishing 2024 meeting minutes to the website; Brad has sent all of his notes and past meeting minutes he had available. Kelly is now working on setting up the 2024-25 Annual Report. Deb provided a lot of great information for what to do when. Memberships-currently have 88 members-79 active; 7 affiliate; 2 lifetime members. Moving forward Kelly asked the board what process is desired for receiving checks and getting them to Jeff. Is it the desire of the board to have checks mailed to NH and then Kelly mails them to Jeff in MN. It was decided that Kelly can work

with Jeff to have the ability to make mobile deposits, maintain membership records and let Jeff know of those deposits for his financial records.

National Council-Jeremy Daberkow

The Council is waiting for the new federal administration to provide guidance before proceeding with any long-range planning. Working on updating bylaws and trainings for classroom teachers.

Conference Sponsorship-Denise Reeser

It has been hard to get sponsors in Fort Worth when there is not an NFRBMEA presence there. In addition, there has been a change in the contacts for sponsors and it has taken time to learn who the new contact is. It would be beneficial to see more partnerships with sponsors. For example, sponsors who might have a presentation time slot in the conference agenda. While we do not want sponsors to drive the agenda, it is helpful in getting potential sponsors to commit. The challenge of not having the agenda available was also difficult; sponsors want to see the agenda before committing. This is something to address with NAFBAS moving forward.

2025 National FBM Conference Update-Brent Roiger

There has not been a committee meeting since last fall; Tina reminded the board that NAFBAS takes the lead this year, so it is not unusual to not have heard much at this point. There has also been a change in leadership, and Sarah has taken the lead, there is a learning curve for her.

Joint meeting on Thursday afternoon between the board and NAFBAS. Board needs updates on agenda, registration, and MOU (Sarah may not be aware of the MOU).

Old Business

Strategic Planning Next Steps-need to grow membership, opportunities for early career professionals. Need a state leader that can help prompt membership.

New Business

Secretary vacancy-Brad Sirianni has submitted his resignation. Ron sent letter of resignation to board members last week. Motion to approve resignation-Deron; Second by Jeremy. Board approved Brad Sirianni's resignation from secretary of the board.

Interim secretary role-Kelly taking minutes today and will take minutes at the Pre-Conference meeting in June. The secretary position is a one-year position, address with 2025-26 Officer Positions later in the discussion.

Roll Call of the States was the responsibility of the secretary. Ron and Kelly will work on communicating to state leaders to notify them how/when to submit their reports prior to the Conference. It would be helpful to have more states participate in the Roll Call of the

States, this is where personal connection by board to leaders in the state would be helpful; act as mentor to other states.

2025 National Conference Scholarships-only two applications received and the applicants are NAFBAS members, not NFRBMEA members. It was decided not to accept these two applications; instead board members recruit potential scholarship candidates and encourage them to apply, but there will be no general announcement. Ron and Deron will be the review committee.

2026 Conference

Conference is scheduled to be held in Louisville, Kentucky.

Other Items

2025-26 Officer positions-President-elect; secretary; and conference planning position to help Brent. Kelly can email the membership group to share these opportunities; meanwhile board should be thinking about potential candidates. Need to have candidates identified before the Conference; it is very difficult to fill vacancies after the Conference.

Recognition Awards

Deb ordered plaques last year, will need to find out how to order for this year.

Retiring Officer-Tina, Brad

Distinguished Service-Brad, Ron (already received several years ago), Lynn Hoffman

Thursday at 1 pm CT the board will meet with NAFBAS for a Joint Conference meeting.

Motion to adjourn-Jeremy, Second-Tina.

Meeting adjourned at 9:54 am.

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NFRBMEA Pre-Conference Board Meeting

June 9, 2025

8:30 to 10:30 am

NFBM Conference, Sheraton Hotel Downtown Fort Worth, TX

In attendance: Ron Dvergsten, Brent Roiger, Jeff Shultz, Kelly McAdam, Denise Reeser, Tina LeBrun, Jeremy Daberkow

Meeting called to order by board president Ron Dvergsten at 8:35 am.

Secretary's Report-overview of minutes from May 6 board meeting given by Kelly McAdam. Motion to approve by Denise Reeser, second by Tina LeBrun. Approved.

Treasurer's Report-Jeff reported balance in savings account, investment account, conference profit for end of year was \$8,205. \$38,000 in Total Assets, \$26,900 in Retained Earnings. Net Income of \$53, 042.20 from the year. Budget for 2026-27 needs to be set. It is difficult to budget for attendance for the conference when conferences are held so far away for the majority of our membership. Not sure if there will be a large profit this year; this should have been the triennial meeting.

Roll over the budget for 2026-27 year, and potentially reduce profit. What can we do to drum up attendance for our members, where can board work to improve the membership. Motion to approve treasurer's report Deron Erickson, seconded by Tina LeBrun. Approved.

Communications Director Report-Kelly reported that she has received a few checks for deposit for membership dues for 2025-26. Need to confirm if mobile deposits are a possibility. Annual Report is now published to website; used Canva to produce the Annual Report and is a live link. There are a few reports to be added, and those will be added to that existing document. Kelly will make a pdf version available that can be used for downloading and printing. For social media, would like to explore LinkedIn further for the association, which is a social media platform for professionals. For website, Dreamweaver has it's challenges, and as has been shared with the group, Kelly will transition toward using WordPress. Setting up the shell for the 2026 conference this summer. Ron suggested taking photos at tours and conference this week.

Sponsorships Report-Denise reported that she has confirmed \$9,500 in sponsorships with some changeover in sponsor contacts this year. There are some additional sponsors collected by NAFBAS, and need to confirm total sponsorship dollars that have come in for this conference. Farm Credit of Texas

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looked like they may have been committed as a sponsor, as well as a farm CPA who also wanted to have a speaker slot at the conference. This year's conference planners had already filled the agenda; there is a need to work together more. Ambrook dropped their level of sponsorship. It would be good to look at condensing the levels of sponsorship, include Taylor and Sarah on that. Sell sheet was redone for this year by Kelly. Arm hasn't sponsored in a few years.

National Ag Education Council-Jeremy reported that the group voted to extend Dr. Travis Parks as the National FFA Advisor. There has been multiple committees working on initiatives including the Belonging Engagement, developing a statement, working on going through bylaws. Enrollment is down, trying to figure out how to reach participants and consider schedules and costs to ag teachers. Meeting in Indiana in September in-person.

2025 NFBM Conference-Would like to see more delegation by Sarah, difficult not having someone on site. There is a strong NAFBAS presence in Kentucky.

Conference 2027 location ideas, in working with NAFBAS it is suggested to have a few locations in mind. Would like to have a Midwest location. Sponsors won't commit to outside the Midwest. Has been awhile since the last conference in Minnesota. Mankato was fielded as an ideal location, good venue space, should have not problem with getting sponsorships, reaching more of the membership.

Proposed MOU for July 2025-June 2027. Sarah, Dean Ziegler, Chelsea, Ron, Deron and Tina met over Zoom to discuss proposed changes to the MOU. Deron highlighted those proposed changes:

- Annual conference is on the agenda for the Pre-Conference board meeting; NFRBMEA board of directors shall agree to the site. The site must be approved 1 ½ years before the conference. By Fall, need suggestions for the 2027 conference.
- 2-3 members from each group to form a committee and work with the director of NAFBAS.
- Pay will include \$2,500 to webmaster; \$500 to treasurer; \$500 to sponsorship coordinator; \$2,500 to registration administrator
- Job descriptions for the above will be included as an addendum. Those were provide by Jeff, Kelly/Deb through Tina.
- Agenda should be posted on the conference website by December 31.
- Registration should be posted on the conference website by April 1. Costs need to be posted, hotel location and cost, costs and topics are critical. Costs should be confirmed by Fall meeting. Template needed for planners, developed by Sarah after the current conference.
- MOU will be reviewed by the President, Past President, and President Elect from NFRBMEA, and the President, Vice President, and Executive Director from NAFBAS.
Discussion around having a second conference sponsorship coordinator, so that there is one from each organization, bring to joint meeting for discussion.

New Business-Ron brought forward an idea to possibly support FFA CDE. Chair of FFA Farm and Ag Business Management would like to establish a merit badge for National FFA CDE. Will Waylick employed by FFA to reach out to



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sponsors. Two years out before implementation. Potential to have a committee to develop standards, credentials, partner with other organizations that work with farm financial. Farm Business Education is a career path to pursue. Ron will bring to Annual Meeting on Wednesday.

Officer Recommendations Discussion-still need potential candidates for President-Elect, Secretary, and 2026-27 Conference Planner. Members have made an effort to be here, it is important to identify candidates before Wednesday; it is hard to fill roles after the conference is over.

Motion to adjourn, Denise, second by Jeremy. Approved. Meeting adjourned at 10:19 am.

Submitted by Kelly McAdam.

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NFRBMEA Annual Meeting

Wednesday, June 11, 2024

NFBM Conference, Fort Worth, TX

3 to 5 pm

Present: Deron Erickson (MN), Jeremy Daberkow (MN), Kathy Hommerding (MN), Niki Brixius (MN), Keith Olander (MN), Jason Fewell (ND), Amy Durand (MN), Brent Roiger (MN), Bruce Fowler (MO), Pauline VanNurden (MN), Tina LeBrun (MN), Denise Reeser (MN), Jeff Schultz (MN), Kelly McAdam (NH), Ron Dvergsten (MN), Del Lecy (MN).

NFRBMEA President Ron Dvergsten called the meeting to order at 3:06 pm.

Communications Director Kelly McAdam introduced herself, from New Hampshire, working as Communications Director since October 1, 2024.

Kelly gave the Secretary's report, due to current vacancy in Secretary's position. Motion to approve Brent Roiger, seconded by Jeremy Daberkow. Approved

Jeff gave Treasurer's report, checking account has balance of \$4,996.36, conference profit is \$8,205. We had donations of \$40, and membership dues of \$3,660. Financial reports are in the Annual Report. A question was asked about moving funds from the checking account to the Ameriprise account. It is desirable to make sure there is an adequate balance in the checking account, recognize the interest rate has been higher, there is no hard number when to transfer funds, have to anticipate expenses. Motion to approve Brent Roiger, seconded by Deron Erickson. Approved.

Budget Proposed for 2026-27. The \$3,000 in conference profit will be used for FY26-27 projections, using the same numbers as previous year, conference income projected at \$4,700. Motion to approve by Deron Erickson, seconded by Jeremy Daberkow. Approved.

Roll Call of States-

- See attached-Tina LeBrun reported for Minnesota, Bruce Fowler reported for Missouri, Jason Fewell reported for North Dakota, Kelly McAdam provided the reports for Ohio and Vermont.

Communication Director's Report-Kelly shared with the group that we are always looking for articles for Nuts & Bolts, written by the membership. Current membership for 24-2025 is 79 active, 7 affiliate, and 2 lifetime. This is down slightly from 2023-24. The Annual Report has been published to the website, and a pdf version will be available for download soon.

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Conference Sponsorship Report-Denise Reeser reported that we have a core group of sponsors. It was a challenge this year with the leadership transition in NAFBAS, and getting donors when we didn't have any local connections. Texas is outside of our current membership area. Total sponsorships were \$14,500. Some sponsors we were counting on, did not come through. In the future, we will work with NAFBAS on the sell sheets to make sure we are following through to provide the sponsors what was promised.

National Council for Ag Education Report-Jeremy Daberkow is the current representative. Provided brief background of the organization-made up of 11 ag related organizations, NFRBMEA is the only adult ed. Component to that group. The council has been working on a belonging and engagement statement, what looks like for all levels by 2050. The National FFA Board Chair and National FFA Advisory has renewed his term with the group. The NFRBMEA representative to this group is a three year term, starting in January. It is believed to allow multiple terms.

2025 Conference-Brent Roiger. Brent and Ron were the representatives to the conference planning on behalf of NFRBMEA. In the future Sarah (NAFBAS) will have a checklist for planning the conference. We haven't been overly involved this year. Ron, Brent, and Lynn Hoffman had input on structure of this year's conference. NAFBAS wanted heavy tax sessions, that's where the multitrack sessions came from. There has been close interaction with sponsors and speakers. Make sure to fill out the evaluation, as that input really drove this year's conference.

2026 Conference will be in Louisville, Kentucky. Trying to get a Minnesota conference for 2027.

Old Business

Proposed Conference MOU for July 2025 to June 2027. Deron highlighted key changes; not a lot changed, more specific. By December 31, conference costs will be posted to the conference website (registration and hotel), conference registration to be open by April Addendum to include job descriptions for webmaster, registration coordinator, treasurer, conference sponsor coordinator, stipends for sponsorship coordinator and treasurer. MOU is good for two years, renewed annually. Committee made up of both organizations will review each year. Split conference profits-the first 50% is split in half between the two organizations, remaining 50% will be pro-rated based on membership registered for the conference. NFRBMEA received 30 to 33% of the profit from this year's conference. The MOU was approved at the Joint Meeting on Monday, June 9.

New Business-Ron introduced a discussion of FFA Farm Business Management career development program. Proposed that NFRBMEA partner in offering credential or sponsorship for a national competition; conference call with National FFA. Possibly could contribute as a partner, sponsor, job shadow, student membership in NFRBMEA possibilities. It was noted that NFRBMEA is a good organization to partner in ag education. Discussion around what the organization's role would be, and what it will cost, and what will the credential mean to anyone else in industry. Important that we are fostering careers in ag business education. May look for members from NFRBMEA that could serve on a steering committee to resume this conversation.

Photos from this year's conference-upload into Conference Notebook.



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Discussion around what the organization's role would be, and what it will cost, and what will the credential mean to anyone else in industry. Important that we are fostering careers in ag business education. May look for members from NFRBMEA that could serve on a steering committee to resume this conversation.

Photos from this year's conference-upload into Conference Notebook.

Elections-nominations needed for president-elect and 2026-27 conference planner. Kathy Hommerding was nominated for secretary by Denise Reeser. Motion by Brent Rogier, second ? Approved.

Distinguished Service Award-Lynn Hoffman and Brad Sirianni. Neither are in attendance and will recognize at another time.

Tina LeBrun was recognized for her years of service, and as retiring past-president and president.

Gavel was turned over to Deron Erickson, NFRBMEA president by Ron Dvergsten now past-president.

Motion to Adjourn, Brent motion, Jeff second. Meeting adjourned at 4:47 pm.

Minutes submitted by Kelly McAdam.



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Meeting Minutes

Organization: NFRBMEA

Date: June 18, 2025

Time: Called to order at 1:03 p.m. by President Deron Erickson

Location: Zoom

1. Call to Order

- Meeting called to order at 1:03 p.m. by Deron Erickson.

2. Approval of Agenda

- Agenda reviewed; no additional items added.
- Motion to approve by Brent, seconded by Ron. Motion carried.

3. Board Updates and Conference Takeaways

- **Denise:** Enjoyed the tours; noted that changing the day increased participation. Appreciated COOP brand marketing presentations.
- **Ron:** Positive experience with the conference; highlighted hotel, accommodations, Texas Commissioner's presentation, and two-track format.
- **Jeff:** Found the conference excellent, expressed appreciation for planners.
- **Brent:** Enjoyed conference; concern about low attendance.
- **Kelly:** Valued learning about NAFBAS and NFRBMEA collaboration.
- **Deron:** Found conference informative, especially tour and Texas Commissioner of Agriculture.

4. Secretary's Report

- Pre-conference board minutes reviewed.
- Motion to approve by Ron, seconded by Brent. Motion carried.

5. Treasurer's Report

- Treasurer's report presented.
- Motion to approve by Brent, seconded by Jeff. Motion carried.
- 2024 Conference Preliminary Profit: Jeff has not yet received report from Sarah; expects

...Teachers delivering knowledge that works to North America's Farm and Ranch Families NFRBMEA, INC.
NFRBMEA is a Non-Profit 501(c)3 Corporation

a profit.

6. Communication Director Report

- No report (Kelly absent).
- Deron will prepare dunning letters.

7. National Council Report

- Jeremy absent; no report.

8. Conference Sponsorship

- Denise reported sponsorships are up to date and satisfactory.

9. 2026 National FBM Conference Report

- Plan to be more involved and connect with Kentucky group later this year for support.

10. Old Business

Power-Up Webinars for FY26 (Topics):

- Record keeping webinars
- AI in agriculture
- Update on “Big Beautiful Bill” and agricultural impacts
- Paul Nieffer webinar
- Tax template/estimate
- Sell/store options
- Tax bill changes/ramifications
- Delaware trust
- Alternative energy contracts

Scheduled Dates:

- August 13, 2025 – Sell/Store Options
- December 10, 2025 – Paul Nieffer (topic TBD)
- Remaining dates/topics to be set at Fall Board Meeting.



NATIONAL FARM AND RANCH BUSINESS MANAGEMENT EDUCATION
ASSOCIATION, INC.

Nuts and Bolts:

- FY26 deadlines: Friday, July 25 – August 1 (publish).

11. New Business

- **President Elect:**
 - Brent expressed interest; Amy Durand also mentioned.

Minutes submitted by Kathy Hommerding, Secretary

NFRBMEA Fall Board Meeting

September 23, 2025

South Central College, Conference Center Room C, 9 am

Meeting was called to order by Deron Erickson, president. The agenda was reviewed.

III. Committee Reports

2025 Conference Final Review- Jeff presented the 2025 Conference final financial review. We have approximately \$25,000 in the checkbook and he believes the conference made approximately \$6-8000. He is concerned about a cash flow issue since there is overlap of 25 expenses with upcoming 26 expenses for the upcoming conference. He questioned the dispersing of conference profits to NAFBAS due to the issue of having to finance the next conference. Last year we did not do a split until January. He thinks he can clean up the 25 conference and have the profits reported within a month.

2026 Conference- Brent reported that ideas are needed for themes and there is a conference planning meeting this Thursday at 1 p.m. We discussed ideas for sessions for 2026 conference with Paul Nieffer booked as "Farm CPA" with other ideas of entity structures, program and commodity marketing were so initial ideas.

2027 Conference planning- Planning is underway for conference in Mankato. It was reported that Greenseam will be a major partner with Sam Ziegler as well as Center for Rural Behavior Health at MN State- Mankato. Legislative speakers were mentioned. Other options were mentioned as a #2 location if Mankato is not accepted as: Red Wing, Alexandria, Mystic Lake, Fargo-Moorhead.

Meeting was adjourned at 10:30 for joint board meeting with NAFBAS

Joint Board Meeting with NAFBAS

1. **Update on Executive Director/Registration Administrator-**An executive director will be hired within 2-3 weeks. Registration Administrator position will be updated soon.
2. **2026 Conference progress-** parking will be \$12/day, working on food and beverage minimum seemed high (\$18,000) was going to discuss with them. NAFBAS – Chelsea, Allie, Dean, Bob on the committee. Meeting will be held later this week. Jeff has paid \$7000 for Hyatt Regency Hotel for this year's conference so far with other upcoming payments coming in October and in 2025. Paul Nieffer, Farm CPA, one of the main speakers is scheduled. Hyatt Regency, 320 Jefferson St. is the official hotel.
3. **2027 NFBM Conference-** Discussion held about Mankato being the conference site, as well as other locations mentioned. NAFBAS seems ok with Mankato.
4. **MOU Signed**
5. **Any other business-** Discussion about what to do if money was tight in the cash flow. Jeff made a motion to distribute and then ask for money if needed.

V. Board Member Reports and Review of Duties:

A. Secretary- Kathy Kathy was not here, so Deron read the minutes that were emailed out and they were approved as red.

B. Treasurer- Jeff- Jeff reported \$9731.36 in checking, \$17,858 in Ameriprise and \$7500 in conference checking. MN West's check for dues needs names and needs to be mailed to Jeff not Deb Pike. Jeff wanted to know how Kelly would like the dues to be handled. Kelly said she would like checks to Jeff and a list of names to her. \$1710 was received for dues, and is higher than the past year. An additional \$1000 from MN West needs to be deposited in checkbook, and Kelly has about \$300 to deposit from memberships.

C. Communications Director- Kelly- Zoom at noon Name tags have been ordered and will be sent out. Dunning letters went out. 64 active, 5 affiliate, 20 not renewed. Northland has 8 more coming. The website was updated. Kelly will be using a different program for the website. She has already moved the conference website to the new system. She will publish the new site in November. Nuts and Bolts articles are due Oct. 25. Power ups info. Is needed. She would like to use Linked In for more social media presence. She needs Kathy's bio on the website.

D- National Council- Jeremy Had an in person meeting in Indianapolis. Losing the executive director, Melissa, so will be looking for a replacement. The council reviewed the job description and forwarded it to National FFA. Hired Laven R. as an interim. Possibly January will have a new person hired.

E. Conference Sponsorship- Denise She reported on working with new sponsors, ARM, a new contact, a law firm, and Ron mentioned Bell Bank, with Lynn Paulson as a future sponsor. Also she will be working with Paul Nieffer to work on speaking and sponsorship. She will also wait for an update from Brent on 2026 local sponsors in KY area.

VI. Old Business

A. Nuts and Bolts Newsletter- schedule and topics

B. Power up Professional Development Training Series and Resources- Ideas of topics were: a lender talking about Financing tools in distressed times, an attorney about Upon Death checklist, CFFM- more resources on their website to go in depth, most felt the lender in distressed times would be a good one. Deron and Jeff will make contacts to lenders for the November power up. The incoming president's job description will be in charge of hosting, with Deron assisting.

a. November Power up- November 12

b. December Power up- Paul Neiffer December 10- Kelly will send a reminder out.

VII. New Business

A. NFRBMEA dues items- Deron will get the list of non-renewing members and we need help contacting if they are in your area.

B. MOU Review Committee and Job Descriptions- Ron Board members received a copy and it has been signed and hasn't been an issue.

C. Review 2024-25 Strategic Goals and Organization Priorities

VIII. Other items

A. Strategic Planning

- a. **Review of Mission-** to promote and support farm and ranch management education by providing in service education to our members and by communicating and cooperating with others.
- b. **Where do you want NFRBMEA to be in 5 years?** Viable, in every state, be the leader of farm and ranch business management education, have 90% membership, leadership team with national representation, federal advocacy of ag ed and a national center of FBM to help other states- as part of the farm bill.
- c. **Challenges-** lack of younger members, lack of involvement on leadership positions from other states.
- d. **Small Steps/ways to engage membership-** 3 \$1000 scholarships to first timers to conference. 1 went to Kelly, and the other 2 were NAFBAS, Ron noted that the younger crowd does not respond to the encouragement of experienced instructors, what do the Gen Z/Younger crowd desire for pro dev., some new hires are surprised by the travel and pro dev requirements that FBM has, pod casts, branding- put it on your email signature, shirts when representing our group, a sticker on our computer or water bottle, personal connections with other FBM instructors,
- e. **Partnering with other organizations?** Have a reception at summer or ag tech conference to network with others, get involved with the new instructors at ag tech. Why are we the best kept secret? We need to integrate more with the secondary teacher audience, student teachers. Working with U of MN students or other universities. We should not give up on networking with other instructors young or old.
- f. **Other ideas to forward the mission** some of these ideas are low hanging fruit we can do right away. Jeremy will contact Jessica and Lavyn to get in front of the early career instructors. Kelly have a slide show of last year's conference on website.
- g. **Bio updates for website to Kelly**

Adjourn- Meeting adjourned by Deron at 1 : 45p.m. Motion made by Jeremy and it passed.

2025 NFBM Conference

**Fort Worth, Texas
June 9 - 12, 2025**



NAFBAS Cooperation

NFRBMEA and NAFBAS Cooperatively host the NFBM Conference for 2025-2027:

- 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.



Monday, June 8th – Tours and Welcome Reception

- 8:30 am NAFBAS Board Meeting
- NFRBMEA Pre-Conference Board Meeting
- 10:30 am Joint Pre-Conference Board Meeting
- 12:00 pm Lunch (On Your Own)
- 1:00 pm Tours – 2 options
 1. - Langley Farms - Shelbyville, KY
 2. - Churchill Downs
- 5:00 - 6:30 pm Welcome Reception/Social at Louisville Visitors Center
301 S 4th St (Right next door to the Hyatt)
- 5:30 pm Informal Early Career Event Dinner - hosted by NAFBAS
Ovrdrive, 112 W Jefferson St, Louisville, KY 40202

Tuesday, June 9th – Daily Theme: Farm Wellness and Sustainability Host: Chelsea Plummer

- 7:00 – 7:45 am Breakfast
- 8:00 am Welcome by NAFBAS / NFRBMEA Presidents
- 8:15 – 8:30 am Welcome to Louisville – Melea Runyon - Louisville Tourism
- 8:30 – 8:45 am University of Kentucky College of Ag - Laura Stephenson - Dean
- 8:45 – 9:30 am Kentucky Office of Ag Policy – Bill McCloskey - Deputy Executive Director
- 9:30 – 9:45 am Break
- 9:45 – 11:15 am Keynote Speaker - Faith Parum - American Farm Bureau
- 11:15 – 12:00 pm Kentucky Office of Ag Policy - Brandon Reed - Executive Director
“Life, Death, and Reality: The Power of a Handshake
- 12:00 – 12:10 am Sponsor Showcase
- 12:10 am – 12:45 pm Lunch

Split afternoon options

Afternoon hosts: Chelsea Plummer,

- | | |
|--|---|
| <p>Track 1</p> <p>12:45 – 3:00 pm</p> <p>In Depth Tax Topics - Bob Rhea</p> <ul style="list-style-type: none"> -R&D Credits -Fertility Deductions -1031 Exchanges <p>1:45 - 2:00 pm Break</p> <p>In depth tax topic continued</p> | <p>Track 2</p> <p>12:45 – 1:45 pm Breakouts- Session 1:</p> <ol style="list-style-type: none"> 1. Kenny Burdine - Lessons Learned from Commodity Markets and the Producers that Navigate Them 2. Monica McConkey - Beyond the Balance Sheet 3. Kentucky Center for Ag and Rural Development <p>1:45 - 2:00 pm Break</p> <p>2:00 – 3:00 pm Breakouts – Session 2</p> <ul style="list-style-type: none"> • Repeat above breakouts |
|--|---|

4:00 – 7:30 pm Family Event in Fort Worth Stockyards @ Billy Bob’s Texas at 4:30
*4:00pm is the daily cattle drive to kick off family night, dinner at 5pm





“Build Your Brand”

National Farm Business Management Conference 2025

Fort Worth, Texas

Wednesday, June 11th – “Succession & Transition Planning”

Host: Tina LeBrun

7:00 – 7:45 am	Breakfast
8:00 – 8:30 am	Welcome & Q&A – Sid Miller, Texas Agriculture Commissioner
8:30 – 9:30 am	Planning for the Ranch’s Future – Kyla Dodson, COO of LandWise Partners, LLC & John Dodson, Eggleston King Davis, LLP
9:30 – 10:15 am	Tax Management Strategies for Succession Planning – Bob Rhea
10:15 – 10:30 am	Break
10:30 – 11:15 am	“What to Do with the Ranch with Estate Planning & Trusts” – Courtney Kuykendall, Eggleston King Davis, LLP
11:15 am – 12:00 pm	Fertility Deductions & Tax Planning Perspective – Eric Hofland, IA & Dwight Raab, IL/TX
12:00 – 1:00 pm	Lunch

Split afternoon options

Afternoon hosts: *Deron Erickson, Chelsea Plummer, Brent Roiger*

1:00 – 2:45 pm	In depth tax topic - • C to S Corp Election, example work through – Bob Rhea (IL)	1:00 – 1:45 pm	Breakouts- Session 1: 1. Options & Education for Beginning Farmers & Ranchers – Dr. Matthew Garcia, Director of TCU Ranch Management 2. Pedigrees with Purpose, the value of genetic and phenotypic selection in livestock – Cory Edge
1:45 - 2:00 pm	Break	1:45 - 2:00 pm	Break
		2:00 – 2:45 pm	Breakouts – Session 2 • Repeat above breakouts
3:00 – 4:00 pm	NAFBAS Business Meeting / NFRBMEA Annual Business Meeting, Part 2		



“Build Your Brand”

National Farm Business Management Conference 2025

Fort Worth, Texas

Thursday, June 12th – “Branding and Texas Ag”

Host: Sarah Ehrnthaller

7am – 8:00 am	Breakfast
8:00 – 8:30 am	Effective Leadership, Inspiring ▪ Empowering and Leading with Purpose – Rich DeSchepper, West Central FS
8:30 – 9:30 am	"From Ratios to Reality: Understanding What Your Farm's Finances Are Telling You" – Tina LaBrun, Executive Director, Minnesota SACE & Pauline Van Nurden, Associate Director CFFM
9:30 – 9:45 am	Break
9:45 – 10:30 am	Delaware Statutory Trusts - Jeff Smitherman, Founder & CEO of Trusted Capital Partners & Veteran
10:30 – 10:45 am	Q&A on Texas Farm & Ranch Topics – Jeff & Jim
10:45 – 11:30 am	2050 Challenges Looming for Ag & Food Production - Jim Eggleston, Eggleston King Davis, LLP
11:30 – 12 pm	2026 Conference Planners' Presentation – Brent Roiger
12:00 pm	“Happy Trails!” from the planning committee: Ron Dversten, Taylor Edge, Sarah Ehrnthaller, Brent Roiger, and Dean Ziegler



Conference Sponsors



Rainmaker Sponsors (\$3,000 - \$4,999)

Corteva Science

Barn Raiser Sponsors (\$2,000 - \$2,999)

Ambrook

Harvester Sponsors (\$1,000 - \$1,999)

Ag Advisors Alliance

Eggleston King Davis LLP

American State Bank

National Crop Insurance Services

PC Mars

Easy Farm

Cultivator Sponsors (\$501 - \$999)

Brevant Seeds

West Central FS, Inc.

Growmark

Western Illinois Dekalb Asgrow

Seed Sower Sponsors (\$50 - \$500)

Center for Farm Financial Management

Farm Financial Standards Council

Base

BASF





Financial Statements

March 31, 2026 & 2025 NFRBMEA Balance Sheet Comparison

2025 & 2026 NFRBMEA Profit & Loss

Proposed 2026-2027 NFRBMEA Budget

Nat Farm & Ranch Business Management Educators Assn

Balance Sheet Prev Year Comparison

As of March 31, 2026

	<u>Mar 31, 26</u>	<u>Mar 31, 25</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
Checking #472411	13,611.40	4,996.36	8,615.04	172.4%
Total Checking/Savings	13,611.40	4,996.36	8,615.04	172.4%
Other Current Assets				
Ameriprize Investment	18,167.53	17,858.14	309.39	1.7%
Total Other Current Assets	18,167.53	17,858.14	309.39	1.7%
Total Current Assets	31,778.93	22,854.50	8,924.43	39.1%
Other Assets				
Nat Farm Mgmt Conference	4,902.04	7,500.00	-2,597.96	-34.6%
Total Other Assets	4,902.04	7,500.00	-2,597.96	-34.6%
TOTAL ASSETS	36,680.97	30,354.50	6,326.47	20.8%
LIABILITIES & EQUITY				
Equity				
3000 · Opening Bal Equity	6,314.72	6,314.72	0.00	0.0%
3900 · Retained Earnings	24,039.78	26,902.58	-2,862.80	-10.6%
Net Income	6,326.47	-2,862.80	9,189.27	321.0%
Total Equity	36,680.97	30,354.50	6,326.47	20.8%
TOTAL LIABILITIES & EQUITY	36,680.97	30,354.50	6,326.47	20.8%

Nat Farm & Ranch Business Management Educators Assn

05/26/26

Profit & Loss Prev Year Comparison

Accrual Basis

April 2025 through March 2026

	Apr '25 - Mar 26	Apr '24 - Mar 25	\$ Change	% Change
Income				
Conference Profit	10,802.96	0.00	10,802.96	100.0%
Contributions & Sponsorship	0.00	1,000.00	-1,000.00	-100.0%
Donations	100.00	40.00	60.00	150.0%
Dues Rec'd				
2024-2025 Affiliate	0.00	240.00	-240.00	-100.0%
2024-2025 Dues	1,380.00	3,420.00	-2,040.00	-59.7%
2025 - 2026 Dues	3,900.00	0.00	3,900.00	100.0%
2025 -2026 Affiliate	150.00	0.00	150.00	100.0%
Total Dues Rec'd	5,430.00	3,660.00	1,770.00	48.4%
Interest Earned	309.39	679.29	-369.90	-54.5%
Total Income	16,642.35	5,379.29	11,263.06	209.4%
Expense				
Awards & Recognition	288.04	332.84	-44.80	-13.5%
Board Mtg Exp	0.00	17.05	-17.05	-100.0%
General	155.88	0.00	155.88	100.0%
Meals	173.90	235.20	-61.30	-26.1%
Membership- National Council	1,000.00	1,000.00	0.00	0.0%
Officer expenses	38.90	155.82	-116.92	-75.0%
Postage	61.20	48.25	12.95	26.8%
Recruitment	0.00	27.74	-27.74	-100.0%
Scholarship	1,000.00	0.00	1,000.00	100.0%
Supplies, Copies	0.00	19.31	-19.31	-100.0%
Web Page Exp	5,000.00	6,405.88	-1,405.88	-22.0%
Total Expense	7,717.92	8,242.09	-524.17	-6.4%
Net Income	8,924.43	-2,862.80	11,787.23	411.7%

Nat Farm & Ranch Business Management Educators Assn

Profit & Loss Budget Overview

April 2026 through March 2027

	<u>Apr '26 - Mar 27</u>
Income	
Change in Value	0.00
Conference Profit	3,000.00
Contributions & Sponsorship	0.00
Donations	40.00
Dues Rec'd	
2023 - 2024 Member dues	0.00
2024-2025 Affiliate	240.00
2024-2025 Dues	3,420.00
Total Dues Rec'd	<u>3,660.00</u>
Interest Earned	679.29
Total Income	<u>7,379.29</u>
Expense	
Awards & Recognition	332.84
Board Mtg Exp	17.05
Meals	235.20
Membership- National Council	1,000.00
Officer expenses	155.82
Postage	48.25
Recruitment	27.74
Supplies, Copies	19.31
Web Page Exp	5,155.88
Total Expense	<u>6,992.09</u>
Net Income	<u><u>387.20</u></u>

NFRBMEA

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