

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.