

**National Farm and Ranch Business Management Association and
National Association of Farm Business Analysis Specialists**

2008 National Farm Business Management conference

Joint Board Meeting

October 12, 2007

The meeting was called to order by President John Hobert at 8:15 a.m. at the Academy for Science and Agriculture in Vadnais Heights, MN.

Members present were: John Hobert, Paul Gorman, Jay Olson, Doug Wertish, Laurie Morris, Wayne Pike, Deb Pike, Dale Nordquist – CFFM, Jim Kelm, Rich Baumann, Mike Schmitz, Jim Kurtz, Bob Rhea, Brad Zwilling, Thom Thaden, Sue Sharon, Tina Barrett, Mike Harer.

Mark Jewell, an instructor at the Academy for Science and Agriculture, welcomed us the Academy. The Academy is a charter school for students in grades 9-12 with a focus on agriculture. The Academy opened in 2001 with an enrollment of 210 students.

The joint board minutes were read and approved.

The treasurer's report was approved subject to Audit.

Bob Rhea moved to appoint Doug Wertish as conference treasurer for 2008 and 2009. Seconded by Paul Gorman; Motion Passed.

The agenda was approved as presented with no changes.

The 2009 conference committee has met in St Louis and has some misc expenses to pay. It was decided that the two groups will fund the conference equally to keep the expenses paid. Bob Rhea moved we pay those expenses out of the conference funds. Mike Schmitz seconded. Motion passed.

Insurance for the conference was required by the Kahler Hotel in 2007. It was decided to let each of the conference planning committees either buy the insurance or not as the insurance generally only covers the conference event and may not be needed.

Bob Rhea covered the concern that the profit made on the 2007 conference may affect the non-profit status or the requirement of filing a tax return. After his research, the board does not have a concern currently.

Wayne Pike brought up the concern that the conference may or may not operate better under an LLC. He passed out some pros and cons to the group. The idea of an LLC will be taken under advisement for the future.

Bob Rhea brought up the relationship that the group is trying to establish with the USDA. There are six members working on that concern. Those six people are Rich Baumann, Gary Thome, Randy Harman, Rick Constin, Gary Schnitkey and Dale Nordquist.

John Hobert gave a sponsor/resources report. Gary Thome and John will be heading up this committee. An awareness letter, sponsor guidelines, tentative agenda and an organizational fact sheet were sent to all of the 2007 sponsors. John has also contacted potential sponsors in California. All members who know of new potential sponsors are encouraged to contact a committee member. The committee recommended the following sponsor guidelines: vendor - \$400, Bronze - \$1000, silver - \$3000, Gold - \$6000 and Platinum - \$10,000. This committee will probably have a conference call in December to get all of their assignments done.

John Hobert reported on the resource committee on behalf of Ron VanNurden. The Resource Library is kept on the web site on NFRBMEA. We are trying to encourage members from each group to contribute items to the library. Webmaster Deb Pike explained the process of submitting material to her and the committee.

Bob Rhea explained the relationship with three different groups that may affect our conference. We have no good connection to the Western and Southern Extension economists but are working to get a relationship for the conference. The North Central economists group will have a standing invitation to participate in the conference. The International Ag Conference will be holding their conference in Illinois in July 2009. There was interest in combining the conferences in 2009. The timing and the cost differences of the two conferences are a deterrent to combining at this time but we encourage the participation of our members to attend the international conference. With AgroKnowledge we have had trouble getting our agendas together for a common goal.

John Hobert went through the agenda for the 2008 conference. The committee is trying to hold down the registration cost to between \$250-275. The Piccadilly Hotel will be the site of the conference. AgroKnowledge is holding their conference at the same time and is also in Fresno but at a different hotel. They inquired about holding a joint banquet and keynote speaker. The committee will try to make that event feasible.

Paul Gorman reported on the site selection process the 2009 committee is going through. Comparing the downtown St Louis versus the suburbs hotels is a matter of cost versus location. Mike Schmitz gave us an overview of the possible tour and site locations in the vicinity. Possible tours are Monsanto, Anheuser-Busch, Edward Jones, AG Edwards and family activities.

Bob Rhea is looking at getting new states involved in doing a Farm management analysis database.

Jay Olson reported on working with Kevin Klair from the Center for Farm Financial Management at the U of Minnesota on getting enhanced farm management objectives written into the USDA farm Bill. Preliminary work on the House side seems to have language written in but possibly no funding for the objectives. If this does occur it would at least give farm management an inside route on getting access to grants that may be available.

Paul Gorman reported on the work NFRBMEA has Dr. Clark Hanson working on. Dr. Hanson will be applying for a grant through the Bremer foundation with the following three objectives: To develop a national conference primarily for new and newer instructors, to develop an induction-mentor program, and to develop an in-service program for all instructors. The institute will also develop a working relationship with Dr. Richard Joerger at the MN State College & Universities who is the state director of MN management programs to continue these efforts.

Tina Barrett started the discussion on conformity of different analysis databases by stating that we should start small with 5-6 different ratios or numbers across databases to get uniform numbers. Dale Nordquist said with the Farm Financial Standards in place, whole farm ratios should be easier to get at than enterprise numbers. Discussion centered on that there has to be a good reason to try to get these databases consolidated. Reasons have to apply to the teacher/consultants, to the individual farmers that are served by these teacher/consultants and to the owners and builders of the databases. If the good reasons only fit one or two of these stakeholders, the project will not work. Jim Kelm suggested that we all find out how to use other databases than our own first before we try to combine them. Sue Sharon moved that a committee be formed to study the feasibility of an analysis database with Dale Nordquist as the chairman and two members each from NAFBAS and NFRBMEA be on the committee. Jay Olson seconded. Motion passed.

Bob Rhea brought up the fact that if we make conference profits, the money should go into further farm management projects. The analysis committee and the National Institute are two such projects. Another project is a possible Ag Summit where a conference of our groups and possible other groups such as farm managers and bankers come together to see how all groups can better serve the needs of the farmer-clients that all the groups have.

Respectfully submitted,

Doug Wertish