

**Minutes – NFRBMEA/NAFBAS Joint Board Meeting  
September 18-19, 2014 – Country Inn & Suites, Carter Lake, IA (Omaha)**

(Jim McCabe volunteered to serve as meeting chair and Rodney Armstrong volunteered to serve as meeting secretary.)

Members present: Anthony Barrett-NE, Jim McCuiston-CO, Mark Holkup-ND, Will Walter-SD, Don Nitchie-MN, Myron Oftedahl-MN, Rodney Armstrong-ND, Deb Pike-MN, Amanda Jenkins-KY, Virginia Berger-IA, Bob Rhea-IL, Jim McCabe-IL, Mark Wood-KS, Michelle Greenlee-NE.

The meeting was called to order at 1:05 by Chair Jim McCabe.

Minutes of the June 8, Salt Lake City conference meeting were presented. Jim McCuiston moved to approve the minutes as presented, Mark Holkup seconded. Motion carried

The NFRBMEA/NAFBAS memorandum of understanding was reviewed.

Bob Rhea reported on a successful and meaningful NAFBAS state leaders meeting at St Louis in August.

Bob led discussion on the following committee reports:

USDA Activities: Assist in distribution of information. Working with clients on farm bill decisions. Nurturing contacts on a national level within USDA and farm organizations.

Technology/Resource: Discussed the role of big data in agriculture. Virginia Berger has a power point presentation available on precision agriculture. Josh Tjosaas gave an excellent workshop on agricultural apps at Utah.

Fundraising/Sponsors: Discussion on the need for continuity in recruitment and maintenance of national sponsorship contacts. Jim McCuiston and Wayne Pike will represent NFRBMEA on a national sponsor committee. NAFBAS will appoint a representative at their fall meeting. Emphasized the importance of having sponsorship funds paid prior to our conference since CFFM requests an advance on the registration.

Analysis Database: Discussion on: identifying client peer groups that are underserved as well as new peer groups; building a national footprint with our data; handling large multiple-entity farms (do we need specialists for this?); doing more analyses more efficiently.

Since IABME no longer exists the CHS scholarship program has taken on the role of encouraging young people to attend our national conference and consider careers in farm business management. Mark Holkup reported on last year's process and how to improve it for 2015. We have submitted a grant application for \$15,000 to CHS for this year's program. Mark Holkup, Virginia Berger and Will Walter volunteered to screen the scholarship applications this year. There may be other organizations that would fund similar scholarships.

The National Benchmarking Center was discussed. The Center for Farm Financial Management at the University of Minnesota (Finpack and FINBIN) serves as the national benchmarking center. USDA grants have been available for the last six years and are being administered regionally this year. These grants are for farm management programs in our organizations to expand the number of analyses done and assist in the distribution of the information. Members came up with several states that are doing farm analyses and may be interested in our organizations—Alabama, Tennessee, North Carolina, Georgia and Vermont.

Myron Oftedahl described the purpose and makeup of the National Council on Agricultural Education (NCAE). Ira Beckman's term is up in January. He will be serving another year as past president and Josh Tjosaas is farm and ranch business management's new representative.

Awards of Appreciation—Nominations of individuals to receive Awards of Appreciation were received and discussed.

Jim McCabe led discussion on the survey of 2014 National Conference attendees. We are hoping to use more electronic surveys during the Rochester conference next year.

Meeting adjourned for the evening.

Friday, September 19

The meeting was called to order by Jim McCabe.

The 2014 National Conference in Salt Lake City was discussed. The overall profit was \$5634.75. Discussion took place on the following topics-- how the CHS Scholarship program affected conference financials. We hope to award ten scholarships in 2015 paying all expenses (with a cap on meals and travel); conference insurance and audio-visual costs; state tax exemption was allowed by Utah; meal guarantees vs. meals served; option of registering for one day (N/A for Rochester, possibly Sioux Falls); length and cost of the conference were viewed favorably in the survey; type and quality of hotel for future conferences.

The 2016 conference will be in Sioux Falls, SD on June 12-16. Jim McCuiston moved to appoint the 2016 Conference planning committee of Allissa Fosdick and Dan Nitchie from NAFBAS and Will Walter and Mark Holkup from NFRBMEA. Seconded and carried. 2016 will be the triennial conference with the North Central Extension Ag Economists so a representative will be needed from them.

Iowa is being considered for the 2017 conference

Dan Nitchie presented thoughts on communicating with administrators the value of funding trips to our national conference.

Jim McCabe went over the tentative 2015 conference schedule for Rochester. Conference registration costs were discussed. The current proposal is \$375/attendee, \$83/spouse, and \$25/child. The importance of good attendance and more national sponsors was stressed.

Jim McCabe declared the meeting adjourned at 11:15 AM.