

Fall Joint Board Meeting of NAFBAS & NFRBMEA (DRAFT)

Clive, IA, September 19-20, 2016

Those in attendance: Michelle Greenlee (NE), Anthony Barrett (NE), Bob Rhea (IL), Deb and Wayne Pike (MN), Myron Oftedahl (MN), Kent Vickre (IA), Don Nitchie (MN), Will Walter (SD), David Gillman (UT), Amanda Jenkins (KY), Mark Wood (KS), Bruce Fowler (MO), and Jim McCabe (IL).

The meeting was called to order at 1:20pm by Bob Rhea. David Gillman was chosen to chair the meeting and Michelle Greenlee volunteered to act as secretary. With no objections to those chosen, the meeting progressed.

The minutes from the June meeting in Sioux Falls, SD were reviewed. Mark Wood made a motion to accept the minutes with the noted change. This was seconded by Bruce Fowler and motion carried.

NAFBAS State Leaders Meeting: Was held August 15th and 16th in St. Louis. 8 people attended. Hiring, recruiting, and retaining employees was discussed. There was also discussion about expanding the use to the state's data. Dwight Robb is going to talk with Dr. Kohl about how he can use it in his speaking. Dr. Kohl uses FINBIN data now and would like to use more. We will continue to develop that relationship as a collaborator. Iowa is working with IA State to measure the value that the IA program provides to the University.

Farm Financial Standards Council: Mark Wood attended the council meeting July 13015 at the Padlock Ranch in WY. There was discussion on changing wording so that it included both farming and ranching, as well as updating the sample farm the council uses. The 2017 meeting will be around Syracuse, NY.

Committee Reports:

USDA: No update

Technology: Brett Goodwin is the new webmaster. The committee discussed social media, tax programs, data protections, and web sites that are used regularly. It was suggested that a breakout session at the conference could center on sharing what website, apps, etc. others are using on a regular basis.

Fundraising/Sponsors: Wayne Pike wrote some policy suggestions for the fundraising, sponsorship, and vendors for the conference with the goal of bringing consistency from one year to the next in fundraising. Kent said he would like to have a "Sell Sheet" when meeting and contacting potential sponsors to show them what is available and what they get for their sponsorship. Don Nitchie made a motion to adopt Wayne's suggestions in Part 1 -3 of the report as internal guidelines for sponsorships and to have the conference sponsorship team develop a sell sheet that can be printed as well as put on the website. Mark Wood seconded it and the motion carried.

Don Nitchie made a motion that Tina LeBrun be appointed National Sponsorship Coordinator and Brett Goodwin assistant for the 2017-2018 conferences. It was seconded by Amanda Jenkins and the motion carried. The changes to the sponsorship process will be reviewed at the 2017 meeting.

Anthony made a motion to accept the new conference Logo that Deb Pike created. Bruce Fowler seconded it and the motion carried.

Bankruptcy Webinar: Roger McEowen is developing a webinar on bankruptcy that should be out between October 15th and 30th. They hope to have a date, time and cost next week.

Conference Photographer: Jim McCabe made a motion to appoint Taylor Endress as joint conference photographer. NAFBAS will continue to pay for this position. Amanda Jenkins seconded the motion and it carried.

Nat'l Benchmarking Grant, Opportunities, What's New: Jim McCabe discussed Farm Credits interest in detailed analysis, Don Nitchie discussed their grant with MO and "Survive & Thrive" education he is doing in MN. Many states expressed that the banks are asking more questions and requesting more information. David Gillman has been receiving more referrals from FSA and lenders. Will Walter discussed changes in the SD program as well as NRCS interest in providing scholarships to 10 farms so they can get data on no till operations. NE is developing some record keeping and estate planning education. MN has a mandate for mediation on some loans. Myron discussed how that mandate is impacting their program.

Other topics for future discussion included how do you sign up new members before they get in trouble, developing relationships with bankers, how do you take over for an exiting consultant/educator, traits of a strong manager. These topics could work for conference breakout sessions or future education opportunities.

Awards of Appreciation: Will made a motion that Jim McCabe be given an award of appreciation at the 2017 conference, Mark seconded it and the motion carried. Anthony made a motion that Bob Rhea also receive an award of appreciation at the 2017 conference, Bruce seconded it and the motion carried.

2016 Conference Financial: Will presented the 2016 conference financials. Anthony made a motion to hold \$10,000 in the account, Bruce seconded it and the motion carried.

2018 Conference: Mark made a motion that we approve Harrisburg PA as the site for the 2018 conference pending site review and hotel. Myron seconded it and the motion carried. Planning members are Barry Kurtz and Miguel Saviroff.

2019 Conference: 2019 will be a triennial conference. WI, MI, WA, and OR were suggested as sites for this conference.

2017 Conference: Kent gave an overview of the potential speakers and tours. Embassy Suites downtown Des Moines will be the site of the conference. Jim suggested inviting extension folks to the conference even though it is not a triennial. The budget will be for 120 attendees with a net of \$5,000-\$10,000.

There was discussion on the problems with late registrations and enforcing the early discount/late fee. In the past, the early bird registration fee has been extended and effectively there was no cost for registering late. Anthony made a motion that we enforce the \$75 early bird discount/late fee. Mark seconded it and the motion carried.

Mark made a motion that the refund fee be changed to a full refund less a \$50 processing fee will be given up to 10 business days before the conference. Bruce seconded it and the motion carried.

Anthony made a motion to adjourn the meeting and Bruce seconded it. The meeting adjourned at 12:00 pm.