

Summer Joint Board Meeting of NAFBAS & NFRBMEA Embassy Suites Downtown, Des Moines, IA June 11, 2017

Those in attendance: Anthony Barrett (NE), Bob Rhea (IL), Deb Pike (MN), Myron Oftedah (MN), Kent Vickre (IA), Don Nitchie (MN), Rodney Armstrong (ND), David Gillman (UT), Rush Midkiff (KY), Mark Wood (KS), Larry Borton (MI), Jim McCabe (IL), Michelle Seiffert (NE), Barry Kurtz (MN), Sarah Cornelisse (PA), Miguel Saviroff (PA), Jim Ladlee (PA), Tina LeBrun (MN), Kent Ruppert (IA), Bruce Fowler (MO), Mike Harer (WI), Josh Tjosaas (MN), and Maria Graziani (PA).

The meeting was called to order at 4:00 pm. The group introduced themselves around the table. David Gilman was chosen to chair the meeting and Anthony Barrett was chosen to act as secretary. With no objections to those chosen, the meeting progressed.

Minutes from the September meeting in Clive, IA were reviewed. Jim McCabe made a motion to accept the minutes. This was seconded by Mark Wood and motion carried.

It was noted that the MOA between the two boards is still perpetually ongoing until 2 years written notice by either party. No other discussion.

Annual Conferences: Registration for 2017 has started. There are 119 attendees which includes 5 CHS scholarships. The current budget is showing somewhere between \$4-5,000 profit for this conference. We had said in planning that there would be 415 room nights needed during the conference and as of this time there are 414. The food guarantee for the hotel was close to \$12,000. There is a free breakfast for all attendees included with the hotel cost. There is also a free manager's reception each evening for all attendees. It was noted that $\frac{3}{4}$ of the registrations were received in the last week of the deadline. It is encouraged by the planners to please register as early as possible. This helps in planning for guarantees, room nights, etc. It was asked if a late registration penalty would help encourage earlier registration. Some said that they have to wait for approval of their institutions for reimbursement. Many times these institutions require to have a tentative agenda and a max registration fee for approval. Many times the registrants have to wait for these items to get approval from their institutions. The registration fee for the 2017 conference was raised \$10 to \$385. There is a parking fee at the hotel for valet but has been reduced to \$15/day for attendees. The internet fee should be waived in rooms for all attendees.

The pre-conference training was scheduled to have two groups again this year. The 0-2 years' experience group had 6 attendees. The 3-5 years' experience group was cancelled due to low numbers. The small groups are praised by allowing easy, open discussion that doesn't happen in larger groups. The NAFBAS board voted in their meeting to continue to fund the 0-2 year group every year and the 3-5 year group in even numbered years. This will hopefully encourage more attendance as they can attend the 0-2 in one year and follow-up with the 3-5 year in following years.

The conference agenda is again in electronic format this year. This is positive for updating live throughout the conference and getting info out on changes, etc. Most attendees seem to be getting along with the electronic format.

There were 8 CHS scholarship applications. There are 5 coming to this conference while there was 10 in 2016. CHS gives \$10,000 for the scholarship. This is an expense base scholarship so any amount not used has to be sent back to CHS after the conference.

It was brought to attention that Randy Harmon from IL had requested a refund of his registration due to his mother in law having complications after surgery. Mark Wood made a motion to refund the registration in full. This was seconded by Don Nitchie and motion carried.

The 2018 site was discussed. Miguel from PA showed a nice tentative agenda and discussed lots of things to do in PA. The dates for the 2018 conference in Harrisburg, PA will be June 9-14, 2018. The room rate will be \$129 at the Hilton Harrisburg.

Jim McCabe made a motion to set the maximum registration cost at \$450. This allows a max amount that registrants can give their institutions for approval of funds along with the tentative agenda. This will hopefully help with more people being able to register for the conference earlier. This only sets a maximum amount. If the final registration cost is lower, that is not a worry. Motion was seconded by Bruce Fowler and motion carried.

The 2019 conference will be a triennial conference with the extension group attending. NAFBAS will be the lead group. Discussions currently look to a possible team effort between MI & WI.

The 2020 conference will be led by NFRBMEA and could possibly be an outlying area. The Oregon area has been discussed. The western extension group would be extended an invitation to attend the conference if we go this direction.

The National Farm Income Tax Extension Committee is a group that helps with input to the Farmers Tax Guide published by the IRS annually. A motion was made by Larry Borton to explore opportunities for our joint group to be involved in this and help with some of the issues. Motion was seconded by Myron Oftedahl and motion carried.

Committee Reports:

USDA: The USDA committee will meet Tuesday at lunch.

Fundraising: This group will also meet Tuesday at lunch.

Professional Development Opportunities: Illinois hosted an EA training session involving 4 states. This was well received. A webinar on Problems Faced by Farmers in Difficult Times was put on by Roger McEowen and Joe Pifer was viewed by many individuals. This webinar is archived for future viewing.

Farm Financial Standards Council: The annual meeting will be held in Syracuse, NY in late July. Some issues being discussed include updating the "sample farm". The current sample is a 1986 farm. Dale Nordquist and Mark Wood have both submitted proposals of a new sample farm. A change made is how interest expense is treated. The operating interest is no longer included with farm expenses above the line but now is included in the EBITDA number below the line. Membership in the FFSC has increased. Most of the members are accountants and bankers. Jonathan Shephard and Mark Wood have been our voices on the council the last couple of years. NAFBAS has approved some funding for travel to the conference.

Joint Member Needs: Our groups are trying to connect and work more with Dr. David Kohl and getting him to use our actual numbers in his speaking engagements and writings.

USDA Bridges to Opportunity Initiative: USDA partners with thousands of sources throughout the country to refer farmers to with questions. Maybe we can get our groups on this resource list to help with specialized needs. For example, if someone wants to get a beginning farmer loan through USDA, they are required to use an approved provider for financials etc. We could be listed as that source. This could provide access to help in 13 states and over 400 staff members. There is also a secondary program similar to the SCORE program. This is still in the development stages. Do we want to explore these opportunities further? It was decided that this should be a fall joint board agenda item.

Activities in New States: Nothing new at this time.

Board Topics: Jim McCabe announced that the current program he has used for the registration site etc. has been bought out. Therefore, a new site will be in the future. Jim plans on attending the trainings offered to get up to speed on the changes and how it affects the groups.

A motion was made by Don Nitchie and seconded by Josh Tjosaas to hold the fall joint board meeting on September 18th & 19th in Omaha, NE. Motion carried.

It was declared by Chairman David Gilman to adjourn and move to the Sunday night social with no objections by any members.

Respectfully submitted,

Anthony L. Barrett
Appointed Secretary for Joint Board Meeting