

Joint Fall Board Meeting Minutes **Oct 8 and 9, 2018 • Blue Harbor Resort, Sheboygan, WI**

Attendees: John Jones MI, Jim McCabe IL, Mark Wood KS, Myron Oftedahl MN, Tonya Knorr MN, Pauline Van Nurden MN, Betsy Jensen MN, Deb Pike MN, Mary Lutze WI, Joel Marquardt WI, Dean Ziegler WI, Renee Setzer WI, Michelle Seiffert NE, Alex Mediu NE, Laura Powers KY, Lori Tonak SD, Mike Harer WI, Bob Rhea IL, Tina LeBrun MN, Brad Sirianni WI.

Call to Order: Meeting was called to order on Monday, Oct 8 at 1:38 pm at Blue Harbor Resort in Sheboygan, WI. Brad Sirianni was selected as meeting chair and Betsy Jensen as secretary.

June 10, 2018 Minutes: They are missing.

Review Memorandum of Understanding.

Travel reimbursement and meetings costs: NAFBAS send to Anthony, NFRBMEA send to Myron.

National Farm Viability Conference: We want to continue to share invitations to Ela Chapin and her group, but no formal partnership at this time. There is cross over in our programming, but their group doesn't align closely enough with NAFBAS and NFRBMEA to warrant a formal partnership.

NAFBAS State Leaders Meeting: Held discussion of why NAFBAS members didn't attend the national conference. What was missing? What would have brought you to the meeting? The meeting also discussed managing staff and workload, and working with other generations.

Farm Financial Standards Council: Mark Wood and Pauline Van Nurden attended the meeting. They're working on Appendix A, with a new sample farm that should be released in January. The new abbreviated handbook is available online. Accounting groups such as Conservis, Agrible and Granular were also there to discuss how to integrate the technology and accounting principles. There are GAAP compliance issues, and discussion if the FFSC should follow the GAAP recommendations. FFSC does not follow GAAP for everything. Jonathon Shepherd has two remaining years on his term as our council representative, and it was moved by Laura Powers, second by Pauline Van Nurden to keep Jonathon as our representative for his remaining two years. Motion passed unanimously.

Committee Reports: USDA Bridges to Opportunity is no longer in place. The technology committee did meet. They discussed topics such as data protection, would like to see website updated, how to utilize social media, and alternative meeting methods such as webinars.

Conference Sponsorship: The scholarship program is more local. There is no national program. We are asking sponsors to send someone from their service area, and UT and MO have secured scholarships for participants in their states. Tina Lebrun has created a "sell sheet" letter available for sponsors. If you have an idea for a sponsor, send the information for Tina, especially if they could become a regular sponsor. We need the contact info recorded in a Google Doc so we remember to ask again. If it's a local sponsor, you can always collect the check yourself and send the check to Myron Oftedahl. Dean Ziegler has begun contacting sponsors and distributed a list of sponsors that have been contacted. Our fundraising goal is \$10,000 and hoping for \$15,000. Remember you can be creative with donations, such as items for the greeting bag, snacks during break, think outside the box.

2019 Conference Committee: The theme is Advocating for Prosperous Agriculture. A list of potential speakers was distributed, and new topics were discussed. Our patient conference committee members were attentive listeners.

Tuesday Morning: Meeting called to order by Brad at 8:09 am.

We discussed our hotel rooms, and we were happy with the room size. The hotel has been very accommodating, and we are excited for the full conference in June.

There are lists of group members available on each website, so if sponsors are asking who will be attending the conference, there are lists available.

Logo and Social Media: We do have a logo available for the conference and it will be available on google docs or contact Deb Pike. The NAFBAS Facebook page does have videos from the last conference. For the 2019 conference, we would like Taylor to create an event, and we can use our individual pages to post and share. We would like to send conference updates every month to keep people engaged.

Multi-State Education Programs: There were 2 Roger McEowen tax seminars in IL in September 2018, Quickbooks Training in September 2017, National Farm Income Tax Extension meetings, Rob Holcomb has held trainings, enrolled agent training in IL during 2019 (likely after July 1), ruraltax.org, C to S conversion training in IL. The group would like to see more training on partnerships and S corps because there are so many nuances with those business organizations. We would also like training on how to get farmers out of farming, either because of hardships or retirement. We would like to work together on webinars and training to make sure our members receive the training they need. There is Finpack enterprise training in St. Paul Jan 3 and 4, free of charge. Also looking for employee management training, perhaps such as Bob Milligan.

Benchmarking Grant: Not sure of exact list but CO, OH, NE and Northeast States came to mind. The benchmarking group will meet in St. Paul in late November, and the group is typically Finpack state leaders and benchmarking grant recipients. The groups that have received funding often struggle to get started, especially those outside the Midwest where there is leadership to help the programs thrive.

NCAE Update: We want to make a center of ag information, where people (even those outside of ag) can come to get their ag ed information. Lori will be going to San Antonio to represent NFRBMEA in the ag ed council discussion.

Awards of Appreciation: We would like to give conference awards to our 4 planners, Mary Lutze, Joel Marquardt, Dean Ziegler and Renee Setzer. We would also like to honor Laurence Crane. Motion by Mark W to honor these 5 people, second by Tina L, all approved.

2018 Conference Planners Report: There was a roughly \$3000 loss for the Harrisburg conference. We had limited sponsorships, which would have been the difference. The profit and loss report was reviewed, motion by Mark W second by Jim M to approve the report.

Myron encourages everyone to use the conference credit card when planning.

Changing the 2020 conference format was discussed. Surveys have shown members do not like Sunday travel, so the group decided to start the conference on Monday, reduce tour days to ½ day, and still end on Thursday at noon. Lori T moved to accept the new format, second by John J, motion passed

unanimously. The conference planners will determine our final format, but it was suggested to start on Monday with committee meetings at 1 pm, a welcome dinner and family event on Monday night, Tuesday has the educational sessions, Wednesday half day tours and half day educational sessions, and Thursday half day, done by noon.

Registration process: Our processor has done a background check on Jim McCabe and we are paying a maintenance fee to maintain our security. Our system can be used year round, for membership fees, or to pay registration fees for potential webinars. We are using the system for conference registration, but remember it can be used for other things as well. Jim will share the information with Myron and Deb to ensure NFRBMEA dues are recorded. Our system keeps tracks of membership, so Jim will work with Deb to make sure the event database is updated with the current membership list.

Early Career Preconference Activity: That will still continue for NAFBAS members with less than 3 years of experience.

The 2020 Conference: We are looking at Colorado for the conference, Broomfield, Colorado Springs, Boulder and Loveland. Lori has a contact she will work with to determine hotels, and she'll work with Bob to find a hotel.

In 2021: South Carolina?

In 2022: We need to come back to the Midwest because extension will be with us again, maybe Michigan?

Meeting adjourned at 11:31 am

Betsy Jensen

Appointed Secretary for Joint Board Meeting