

## Fall Joint Board Meeting of NAFBAS & NFRBMEA Held Virtually September 30, 2020

Those in attendance: Anthony Barrett (NE), Deb Pike (MN), Myron Oftedahl (MN), Laura Powers (KY), Mark Dikeman (KS), John Jones (MI), Jim McCabe (IL), Alex Medina (NE), Tina LeBrun (MN), Lori Tonak (SD), Kent Vickre (IA), Jen Smith (MN), Brett Goodwin (IL), Kara Wulfekuhle (ND), and Pauline Van Nurden (MN).

The meeting was called to order at 9:09 am by Jim McCabe. The group introduced themselves. John J. was chosen to chair the meeting and Anthony B. was chosen to act as secretary. With no objections to those chosen, the meeting progressed.

It was noted that the MOA between the two boards is still perpetually ongoing until 2 years written notice by either party. Profits are to be shared 50/50 between both groups. No other discussion.

**2021 Conference:** The 2021 conference draft agenda is in the works. Dr. Ron Hanson and Steve Wellman are confirmed speakers. They will do in person or virtual if needed. The preliminary meetings will start on June 14<sup>th</sup> and conference ends on June 17<sup>th</sup>. Hallway meetings will be a new feature during the conference. This will group experienced staff with less experienced staff in small groups. Many items will be discussed in these groups. The 2021 conference is aimed to be very family friendly. The registration cost is set at \$425, and the room rates are \$139. The hope is to have the keynote speakers be offered in a webinar format for those that may not be able to attend in person. There will be no tours held in Hilton Head.

**National Farm Viability Conference:** There is no attendance currently. The conference was started in 2008 in the northeast. It is a biennial conference. There has been a mutual agreement that our group would promote their conference and their group would promote ours.

**NAFBAS State Leaders Meeting:** The meeting was held virtually. Covid issues in the workplace were discussed. The goal is to keep looking 100 days in advance. The leaders are trying to hold shorter meetings every 4-6 to stay up to date on current topics and issues. There are many common projects among the states and are trying to help each other out as possible so the wheel is not always being recreated.

**Farm Financial Standards:** Mark Wood has been our representative. However, he is stepping down and Kevin Herbel may be our replacement. Pauline V. attended the virtual conference in July. The latest update was lease accounting standards. Membership is \$100 annually. A survey by the council was sent out for input on the 21 ratios. It is likely that these 21 ratios will be cut back to 13.

**USDA Activities:** There is not much contact currently. The contact we had with the USDA has moved on and we have no updated contact with the group.

**Fundraising/Sponsorship:** We are still trying to find a vendor to continue the scholarship since CHS has stepped down. John Deere has been a large constant sponsor for the conference. They have stated they do not have the money to fund scholarships. Tina L. is looking for a replacement. She is in talks with Conservis who may be interested in providing a speaker at our conference. Conservis is a profit mapping and networking group much like Farmers Business Network. They would like to work with larger farms of 5,000 plus acres. Culvers has been very supportive since the Wisconsin conference. Tina asks if anyone has a lead and contact info for a sponsor at any level to get in touch with her. RaboBank has a partnership with Conservis. This connection could lead to them as a sponsor as well if Conservis comes on board.

**2022 Conference:** The 2022 conference is set for Ft. Collins, CO at the Hilton. The dates are June 13-16, 2022. This will be a triennial conference and extension has asked to take the lead on planning. This means they want input on much of the breakout sessions, papers, etc. The room rate has changed from \$138 (quoted for the 2020 conference that was held virtually) to \$154 for the 2022 conference.

**Logo, Twitter, Etc.:** The National Farm Business Management Conference logo is on the 2021 website. #NFBMC21 (or current year) should be used on any tweets. Any new updates on conferences, etc. should be sent to Deb P. to get the website updates and she puts on NFRBMEA social media with hashtag. Taylor from Illinois was doing the NAFBAS social media, but she is no longer with Illinois. NAFBAS needs to find another volunteer or two to take this over.

**Multi State Education Programs:** NAFBAS just held an LLC and Partnership webinar for members. Much of the content was about tax calculations of basis. Be thinking of other topics and ideas that our groups could offer.

**National Benchmarking Center, Grants, Opportunities, New States, Goals:** Groups are always looking for grants. USDA grants have been very successful for some states. There are lots of grants out there, but some can be very specific and hard to qualify for. Benchmarking grants have been announced for the current year. Some of the states in our groups have received some of these funds. Texas A&M was one of the recipients. John J. wondered if we could get them to possibly be a part of our groups. Pauline V. will give them details of our groups.

**NCAE:** The big push is the use of technology in our everyday work. Lori T. represents NFRBMEA on the council. If we need anything in the technology realm let Lori know.

**Awards of Appreciation:** Dale Nordquist received an award last summer. Bob Rhea would be a well deserving recipient of an award. He did receive an award in 2017 in Iowa. Another recommendation is Myron Oftedahl. He also received an award in 2016 for his work as the treasurer. Laura P. made a motion to award Bob Rhea for his years of service as Executive Director. Myron O. seconded the motion. Motion carried. Laura then made a motion to award Deb Pike for her service as web director. Tina L. seconded and motion carried.

**2020 Conference Report:** The conference showed a profit of \$6,484.40 (\$3,242.20 each group). Myron wants to make sure everyone is on board with splitting 100% of the profit between the groups. Jen S. made a motion to split the conference profits between both groups. Alex M. seconded and motion carried. There were 178 registrants for the webinar. Most of the income was from these registrations but there were some sponsorships as well. Dr. Kohl had a speaker fee. The technology support was great. There were 76 responses from the evaluation survey sent out. Overall, they were good ratings. Most people indicated they preferred in person events but liked the opportunity to be involved this year given the circumstances of Covid. The survey also showed that many people would be willing to pay \$100 for webinars if the content were good and adequate time was spent on it.

Jim M. would like to know how early we want to open registration for 2021. It is basically ready now but probably don't want to open too early. There will likely be many people holding off on early registration until we see where Covid issues stand closer to conference time. How will the conference work if it must be switched to a virtual conference again? Do people get refunds, or does it automatically go towards the virtual registration? The cost should obviously be less for the virtual conference. Who pays the transaction fees? If we withhold a fee for the possible future changes in registration this may deter some people from registering early. Can we find a way to getting people registered early but not have to charge a fee yet? Maybe we could do a two-step registration process. Charge a non-refundable fee as a deposit upon registration then charge the balance later when we know if the registration will be in person or virtual. This will eliminate having to do refunds if the conference must go virtual. The planning committee will explore options and discuss them. Jim will then send updates to get input on the different options.

Pauline V. made the motion to adjourn. Laura P. seconded and meeting adjourned at 11:55 am.

Respectfully submitted,

Anthony L. Barrett  
Appointed Secretary for Joint Board Meeting