



National Farm & Ranch Business Management Education Association, Inc.  
 ... Teachers delivering knowledge that works to North America's Farm and Ranch Families

**NFRBMEA** INC.

# NUTS & BOLTS REAL-TIME UPDATE

December 27, 2008

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## National Institute News

Hi, my name is Tom Weygandt. I've been selected as the Director of the National Institute. More than twenty-six years ago, I began my career as a Farm Business Planning & Analysis Instructor. I had graduated from Ohio State and dairy farmed with my parents for the previous six years. As many of you have experienced or are currently experiencing, I knew farming but I did not know farm business management nor working with farmers.

The first several years as an instructor are tough. I had three big advantages that many new instructors don't have when they start. First, my parents had been FBPA clients for many years. I had a clue of what was expected of me. Second, I was the third instructor at my school and a teacher of thirty plus years, Homer Brown, took control and directed me. He guided me in everything from how to setup appointments, what to do when I got to the farm, what was important to the farmers I worked with, how to work with the advisory committee, and a multitude of other things. Finally, Dr. John McCormack at Ohio State trained a group of us in the technical aspects of financial record keeping. Still, it was a number of years until I "really" knew what I was doing, until I had the self-confidence that I could be a valuable asset to my farmer clients.

Because many new instructors do not have the advantages I had, the NFRBMEA board has worked for many years to create a National Institute, for the purpose of providing initial and continued in-service for farm business management educators. With the Bremer Foundation grant received this summer this dream is becoming a reality.



Current plans are to start our first cohort of instructors this spring concluding with a National Institute Workshop the day following Annual Conference in June. My plans are to work with the cohort prior to the Workshop via webinars or regional meetings to bring all institute members to a common competence level in a subject area. The Workshop then will be able to focus on practical application. The goal is to have the institute member be able to leave the Workshop with competence in an area and be ready to take the knowledge and apply it to their students.

We welcome instructors nationwide to join us. This is a "National" Institute. The Bremer Foundation grant includes stipend money for instructors from the Bremer lending area. Shortly after the first of the year, I'll publish more details and look to enroll members to the Institute.

Our first National Institute will cover financial statements and financial ratios. It will also include instruction in setting personal career goals and how to deal with farm clients. Our primary goal is to help newer instructors achieve competence and self-confidence.

I need names of instructors that would benefit from this class. If you are interested in becoming a member of this first cohort or if you know someone who would benefit let Tom Weygandt know at [tweyg@embarqmail.com](mailto:tweyg@embarqmail.com).

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# 2009 Conference Update

By Deb Pike, NFRBMEA Webmaster



Just a reminder that the [2009 National Farm Management Conference website](#) is up and running! This year's theme is "New Rules... New Tools". The conference will take place in St. Louis, Missouri June 14 - 19, 2009.

The committee will be meeting again in January to continue to hammer out the details, so please be sure to check the website often for updates. Currently you will find the agenda including the tours that will be offered to attendees, as well as some tourist information.

## 2008-09 Officers

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