

**Joint Board Meeting (NFRBMEA & NAFBAS)
Sheraton St. Louis City Center Hotel & Suites, October 6, 2008**

Meeting was called to order by Paul Gorman (selected chairman for the meeting). The agenda was arranged by Bob Rhea and projected on the screen for approval.

Minutes of the joint board meeting held in Fresno June 8, 2008 were passed out for approval. Three minor changes were made, the date from June 11th to June 8th, Deb Page changed to Deb Pike, Bramer Foundation changed to Bremer Foundation. The minutes were approved with the changes.

John Hobert handed out a written report of the 2008 Conference held in Fresno, CA. He reviewed the conference in detail and furnished the report with attachments to be included in these minutes.

Paul Gorman asked about the conference evaluations. Bob responded that an intern at NAFBAS had compiled the responses and sent the evaluation report to the 2008 conference planning committee for their review and to the 2009 conference planning committee for their consideration. Paul shared selected repeated comments from the evaluation with the joint board, i.e. more financial planning and analysis topics, and tax training for credit topics should be included in future conferences; also that the registration process needs improvement. These comments have been addressed in planning for the 2009 conference.

Jay M. Olson reported that the North Central Extension Ag Economists group has given tentative approval to participating with NFRBMEA and NAFBAS in the 2010 conference in Fargo, North Dakota. Dale Nordquist is hopeful that their board can vote via email to give full approval for their participation within the next couple of weeks. The inclusion of the North Central Extension Ag Economists will increase conference attendance by 50 – 60 more participants.

Contracts for the hosting hotel is pending the finalization of the North Central Extension group committing to participate. But the planning committee is considering the Holiday Inn because of its location to many things in Fargo/Moorhead area.

The organizing committee is still being finalized, NAFBAS has 4-5 members assigned to work on the conference planning committee. Jay M. and Rick Morgan are NFRBMEA's conference planners.

Committee Reports

USDA : Farm Management database was included in the Farm Bill but no money was attached. Janice Hipp from Cooperative State Research, Education, and Extension Service (CSREES) is coming to Minneapolis and Bob Rhea would like Kevin Klair to introduce her to him for NAFBAS to establish a connection to CSREES. Discussion about funding for the database will continue with the committee.

Technology/Resources: Holt Hardin and Tom Thaden are meeting and preparing to pass information on technology and resources on to their webmaster and others that can then get the information out to the group.

Fundraising/Sponsors: John Hobert reported that the committee met in Fresno and had representatives from both NFRBMEA and NAFBAS attending. They recommended that all possible sponsorships and ideas for sponsorships should be channeled to John Hobert.

The suggestion was made that the National Corn Growers Association housed in St. Louis should be contacted about sponsorship. FBM instructors who have students that grow significant bushels of corn are enrolled as members of the Corn Growers Association as part of their FBM instruction.

Analysis Database: Tom Thaden reported that the committee met in Fresno and discussed selection of key financial ratios for tracking in the database. The computation of the ratios was addressed, the committee decided that they must standardize the computations of the ratios for building an accurate database.

Bob Rhea reviewed the draft plan for each day of the 09 conference agenda including tentative speakers, topics and tours.

Jim Kelm proposed that the group donate a sponsorship of \$1000 to the Farm Financial Standards Council, in return NFRBMEA and NAFBAS would receive hard copies and CDs of the standards that would be available for all instructors and analysts. The FFSC no longer has the standards available for downloading from their website.

Jay M. Olson reported on the 2010 conference planning. Wayne Pike will initiate a conference call around the first of November with Rick Morgan. They will involve the North Central Extension Ag Economists, Dwight Aakre is their contact person. If the North Central group is not ready to talk about the conference, the conference call will still take place.

The Southeast NAFBAS area is considering hosting the 2011 Conference. Planned turnover of people has prevented more action from taking place. The possible site for the conference is Nashville.

Jim Kelm reported on the work that the National Institute group has done. The feeling is that there is a need for pre-service and in-service training addressing the topics of: how to teach FBM and how do you recruit students. NFRBMEA felt they should step up and fill this need. They received \$140,000 grant from the Bremer Foundation, the grant stipulates that the in-service training is for the Minnesota, Wisconsin, and North Dakota areas. They have hired Tom Weygnadt as the director. Jim asked the question of NAFBAS. How are your needs the same as FBM? And how can we incorporate NAFBAS in-service needs along with NFRBMEA needs outside of the in-service area? The joint board agreed that NAFBAS and NFRBMEA needs are very similar, with the addition of information for taxes added for NAFBAS.

Farm Bill Initiatives: Bob Rhea indicated that NAFBAS has met and set the goal of getting NAFBAS analysis data to the Center For Financial Management to be included in the national database.

New States: Bob Rhea indicated that NAFBAS will invite Farm Bureau people and/or CPAs from MS, IN, TN, and CA to the 09 conference and pay part of their registration. As a point of information, Jay M. Olson indicated that the National Council for Agriculture Education dedicated \$15,000 to accumulate a national database (mailing list) of post-secondary Agriculture Instructors that may be doing adult Farm Business Management Education. Agro-Knowledge will help with this list.

Tom Weygandt came in and Chair Paul Gorman asked him to introduce himself. Tom is the newly hired Director for the National Institute.

Wayne reviewed previous discussions concerning a joint entity for managing the annual joint conferences. Wayne distributed copies of an email that Bob Rhea had emailed to him containing points to consider in the discussion of a joint entity (see attachment).

The suggestion was made that the discussion continue in the respective board meetings and a recommendation be presented at the next joint board meeting session.

In the past, conferences vendors have asked for a list of attendees. After much discussion, Jim Huschka made a motion that a "check the box" opt out of sharing personal information be added to the registration, and require requestors to have a privacy policy statement form for their organization before any list will be given. Dan Hoffman seconded the motion. Motion passed

Meeting recessed at 5:30 PM until 8:00 AM Tuesday morning.

October 7, 2008 8:10 AM: Chair Paul Gorman called the joint board meeting to order.

Wayne presented the recommendation of the joint entity from NFRBMEA to the NAFBAS Board. NFRBMEA appointed Wayne Pike, Doug Wertish, and Tom Weygandt to serve on a committee to study the need for a joint entity. Bob Rhea recommended that he and Mike Schmitz, along with Jim Kurtz will join the three from NFRBMEA to study the issue. Bob suggested that a conference call take place in late October to lay out strategy and make assignments for studying the issues of a joint entity. Jay M. Olson made a motion to refer the joint entity study to a committee made up of 3 from each board. Jim Huschka seconded. Motion passed.

Other Items: Ways to Work Together

- Sharing of education tools
- Joint Webinar for in-service training
- Link NFBAS and NFRBMEA websites directly to Resource Library and Technology Resources

Sharing of Tools: the processes are already in place to make this happen with the Resource Library and Technology Resources. Deb Pike reminded the joint boards that she will post any tools or resources that instructors are using if they will email her the tool or link to the tool.

Using Webinars was discussed as a way to keep communicating and significantly lessen cost for travel or conference calls. Paul suggested that a trial webinar be held. He suggested a joint board webinar for October 29 at 9:00 AM Central time. Wayne will initiate the webinar for the joint entity committee and will email everyone with instructions for logging in to the webinar. The webinars will be a learning and training opportunity for everyone. Wayne suggested that the number of participants be kept small until the learning curve is behind a number of people.

Bob asked the question: If given money for all of your projects, what would you do if you were to receive a significant increase of additional money? Responses included:

- Modeling FBM programs in states that do not have FBM programs
- Work more with commodity groups to provide education to their members/producers
- Set up a network for efficiently sharing of each other's strengths

Motion to adjourn was made by Dan Hoffman, seconded by Sue Sharon, motion passed.

Meeting adjourned at 9:20 AM.

Following adjournment, the 2009 conference planning committee set a day and time for webinar, October 27 at 9:00 AM Central Time

Respectively Submitted,

Jay D. Olsen