

Joint NAFBAS & NFRBMEA Board Meeting

September 26, 2011

Holiday Inn Crowne Plaza, Bloomington, MN

President Jay Olsen called the NAFBAS & NFRBMEA Board Meeting together at 2:00 PM on September 26th at the Holiday Inn Crowne Plaza in Bloomington, Minnesota. Present were Anthony Barrett (NE), Don Nitchie (MN), Doug Wertish (MN), Myron Oftedahl (MN), Jim McCuistion (CO), Jim Huschka (KS), Bob Rhea (IL), Deb Pike (MN), Wayne Pike (MN), Mike Schmitz (IL), Tom Weygandt (OH), Jim Kelm (MN), Ira Beckman (MN), Renee Setzer (WI), Jay Olsen (UT), Al Graner (ND) and Tom Thaden (IA).

Tom Thaden was nominated as Secretary for the meeting.

The Nashville Board Meeting minutes from June 12, 2011 were presented by Anthony Barrett. Jim Huschka moved and Al Graner seconded to approve the minutes. Motion passed.

Next on the agenda was to review the Memorandum of Understanding. The Memorandum was signed on June 13th, 2010 and goes for three years so no action is needed. The document will need to be reviewed by June of 2013.

A report was given on the 1 ½ day NAFBAS Leaders Meeting on August 29-30th in Lincoln, Nebraska. Bob Rhea, Anthony Barrett and Renee Setzer talked about the following items that were discussed; a) Charges to members b) Enhanced Value c) Structure of Organization d) Recruitment e) Analysis f) Office Procedures g) Staffing & Training h) Servicing Larger Farms i) Transition to Next Generation & k) Transition to Growth.

Committee Reports:

- a) USDA Activities – No one to report
- b) Technology/Resource – Looking at paperless office, security & new technology
- c) Fundraising/Sponsors – Doug Wertish reported on the Nashville Conference. CHS has been with us since 2007. Others given @ Nashville may not be with us in future. It was suggested to talk to Titan. Discussion on a general all time person for ongoing fundraising or should we leave it up to planners of each conference. It was decided we needed both, an ongoing fundraising person and also people that plan each conference. Wayne Pike and Bob Rhea volunteered to find people in their respective groups to help in both these areas. Ira Beckman moved and Renee Setzer seconded to form two committees. The first committee would be an ongoing Fundraising/Sponsor Committee that would continue from Conference to Conference and a second Committee that would help the local Conference planners at each Conference. Motion passed.

- d) Analysis Database – At the State Coordinators meeting the big question asked is how this process would help the clients or consultants. One thought was to have each State have a link to their own averages for each year. Need to look at the value of this multistate database for the National Benchmarking Center.

IABME and other Professional Development – There was three years of grant money available for this and looks like enough money left to go into a 4th year. The younger and early career people are the ones most interested. Had a PEP Conference with Farm & Ranch and would like to do more with NAFBAS. We are looking at doing Webinars over the winter. The focus is to help Consultants be better Consultants. Everyone should e-mail Tom names of Consultants that may be interested who are in the first 5 years of their career. E-mail is tweyg@embarqmail.com

Deb Pike reported that we can have a sub domain name. In order to better organize, nfbmconference.org will be the new domain name for all conferences. All the old conference information will be moved to this domain name.

National Benchmarking Center, Grants & Opportunities – Grants have been received for growth of new consultants in Utah, Illinois, Nebraska, North Dakota and Minnesota. Funding is through CFFM. Also used money to upgrade technology. CFFM received money and allocated it. Kansas has also done grants through commodity growers.

Goals, Objectives and Wishes - Bob Rhea handed out a 2 page summary of the September 2010 exercise the Board went through looking at short and long term plans and ideas.

The \$100 first time conference attendee award was given to 15 people at the Nashville Conference. Refunds were a minor issue. Doug Wertish will look at tracking the people the awards are given to in hopes of identifying the effect it has on their returning to the Conference.

Brainstorming – possible activities to meet our users needs: a) Succession Planning b) Entities c) Tax & Estate Planning d) NAFBAS & NFRBMEA teaching each other what they do e) Education comes in social gatherings at Conferences f) General Session – have a farmer panel tell us their need.

Meeting adjourned till tomorrow.

Respectfully Submitted,
Tom Thaden (IA)

Joint NAFBAS & NFRBMEA Board Meeting September 27, 2011 Holiday Inn Crowne Plaza, Bloomington, MN

President Jay Olsen called the NAFBAS & NFRBMEA Board Meeting together at 8:00 AM on September 27th at the Holiday Inn Crowne Plaza in Bloomington, Minnesota. Present were Anthony Barrett (NE), Don Nitchie (MN), Doug Wertish (MN), Myron Oftedahl (MN), Jim McCuistion (CO), Jim Huschka (KS), Bob Rhea (IL), Deb Pike (MN), Wayne Pike (MN), Mike Schmitz (IL), Tom Weygandt (OH), Jim Kelm (MN), Renee Setzer (WI), Jay Olsen (UT), Al Graner (ND) and Tom Thaden (IA).

2011 Conference Planners Report –

- a)** Doug Wertish reported that registration went well. Doug went over the financial summary page he handed out. The data was also sent to the 2012 Conference planners. He also reviewed the Profit/Loss for the last 5 Conferences.
- b)** Doug has the list of the last 5 years of sponsors. We continued with discussion of the breakdown of some of the main sponsors.
- c)** What can we do better – Offer suites for the larger families and be sure it is highlighted well on the registration. Some survey comments were 1) offer more family activities in the hotel 2) CPE Credits – more breakouts for tax at least 50 minutes 3) Timing was very good 4) Sunday night program – we discussed a variety of topics but generally liked a Sunday night gathering with at least desert or light meal and entertainment. Socializing is very important 5) On registration put a link on sites to see in MSP 6) Entertainment - Wayne suggested a comedian he knows 7) Tours – an alternative will be discussed later 8) Notebooks – more comments that notebooks are not needed and people like the pocket agenda's however will still do notebooks.
- d)** Conference Format – Like it the way it is
- e)** Moved by Myron Oftedahl and seconded by Anthony Barrett to continue first timer awards at \$100 each and limited to members only. Motion passed.
- f)** 2013 Conference Planning Committee – Kansas NAFBAS has 21 educators with assignments. Doug Wertish will be NFRBMEA President for 2013 and will be on the 2013 Conference Planning Committee. Jay Olsen will also be on the 2013 Conference Planning Committee. From NAFBAS Bob Rhea, Kevin Dobetter, Kevin Herbel and Jim Huschka will be on the 2013 Conference

Planning Committee. Al Graner moved and Renee Setzer seconded to accept The 2013 Committee volunteers. Motion passed.

g) 2014 & 2015 Conference – Discussion was centered on traveling to Northeast or to Utah or to Southeast or to Texas. Jay Olsen extended an invitation to Utah for 2014 or 2015. 2016 needs to stay in the region because of the North Central Econ people invited. Strong possibility of Utah hosting in 2014 and Illinois Hosting in 2015 possibly out of the Midwest.

2012 Conference Planners – went over budget by Jim Kelm. Discussed extensively program options. Registration fee presently at \$325 but may need to go to \$350-\$375. A good option was discussed on Tuesday have a sponsor donation that would get so many tickets to hand out to clients to attend a particular day.

Wayne Pike moved and Jim Huschka seconded to put Experience Exchange to rest. Motion passed.

Anthony Barrett moved and Jim McCuistion seconded to adjourn the meeting. Motion passed.

Meeting adjourned

Respectfully Submitted,
Tom Thaden