

Fall Joint Board Meeting of NAFBAS & NFRBMEA

September 23 & 24, 2013 Country Inn & Suites, Carter Lake, IA (Omaha)

Bob Rhea called the meeting to order at 1:00 p.m. Mark Holkup was declared the meeting chair. Will Walter volunteered to serve as recorder for the meeting.

Introductions were made by those attending: Myron Oftedahl (MN), Don Nitchie (MN), Jim McCuistion (CO), Will Walter (SD), Jim McCabe (IL), Jay D. Olsen (UT), Bob Rhea (IL), Mark Holkup (ND), Deb Pike (MN), Anthony Barrett (NE), Virginia Berger (IA), Mark Wood (KS), Doug Wertish (MN).

The minutes from the June 9, 2013 conference meeting were read and approved on a motion by Virginia Berger, seconded by Anthony Barrett. The group viewed the Memorandum of Understanding between the two organizations. No action taken.

Bob Rhea, NAFBAS, shared with the group information from their organization's August meeting in regards to an agricultural product company seeking a way to assist its larger farm customers with farm financial management. Some needs addressed: 1.) Peer to peer events for producers at the national conference. 2.) The need for benchmarking with other similar sized operations. 3.) Can the current FBM education systems provide these services without sacrificing available resources to existing farm operations enrolled in programs? Discussion was held on these points and the presence of these types of operations in FINBIN.

Doug Wertish presented the IABME committee report of discussion with a major supporter of nationwide FBM. The following resolution: *NAFBAS & NFRBMEA, with the investment by CHS, support implementing a program for the recruitment and training of new farm management educators;* was presented as a motion from Don Nitchie, seconded by Jim McCuistion. Motion carried.

Committee reports:

USDA: There was no new information to share because of the impending farm bill legislation.

Fundraising: Mark Holkup encouraged our membership to view the conference as a fundraiser vs. a breakeven event. Jim McCuistion stressed the continued need to recognize the major sponsors that are on board each year.

Technology/Resource: Jay Olsen presented on the national database. Discussion was held on the direction of the information available. Bob Rhea brought forth the following topics: 1.) The need for Farm Management Education to have a national footprint on agricultural reporting. 2.) Employ a multistate database on each enterprise through regional benchmarking. 3.) Conduct producer education events..... The present capabilities of RankEm and FINBIN were mentioned as components to implement such intentions.

Jay Olsen reported on an event that he is to present at, in New York State, immediately following the meeting. He had been asked to share the benefits and value of implementing a Farm Management education curriculum to a Community/Junior college program. The concepts

of Farm Business Management, including suggested startup procedures involving industry contacts, were encouraged to be shared. The measures of positive economic impact by well managed farms on local businesses, was also a topic suggested to portray.

Jay also gave a report of the National Benchmarking Center. There is a sense of worry about USDA's perception of the split organizations of NAFBAS, & NFRBMEA. They can be assured that all support from the farm bill goes to FBM education. The group was encouraged to provide follow up for the organization on activities that were able to be implemented by this assistance. RME has resources available for smaller individual grants.

Goals/Objectives: The reduction of some state's FBM programs was discussed. The presence of a state coordinator is crucial to success. The group stressed the importance of maintaining and recruiting new instructors to provide the next generation of producers.

NCAE: Ira Beckman is on the board of National Council of Agricultural Educators. No report was available in his absence, but the board expressed the appreciation of his efforts on the council.

Distinguished Service Awards: On a motion by Anthony Barrett, seconded by Mark Wood, three individuals with their representative organizations were selected to receive Distinguished Service Awards. Motion carried.

A motion to recess for the day was made by Jim McCuistion, seconded by Doug Wertish. Motion carried.

The meeting reconvened at 8:00 a.m. September 24th with a call to order by Mark Holkup.

Discussion took place reviewing the 2013 Conference. An official financial report was not available as some revenue was still outstanding, as well as a possible price adjustment on a tour. Early prediction was that there would be a loss. There were 120 rooms guaranteed. 430 overnight stays were utilized by attendees. Some points discussed were 30% of attendees not attending tours and the amount of rooms and meals that must be guaranteed. Surveys by those in attendance were reviewed. A positive response was noted for the pre-conference workshops. 33% of respondents commented favoring a shorter conference. This will be considered for the 2015 event. 91% of attendees rated the conference good to excellent to their knowledge base. Informational spreadsheets of former conferences, comparing location, host organization's effect on number of attendees, etc. were reviewed.

The 2015 Conference planning committee was appointed: Mark Holkup, Jim McCuistion, Carla Doubet, Adam Drinkall, Brett Goodwin, Jim McCabe, and Doug Hileman. Thoughts were shared about a location for the 2016 Conference, with the Midwest being the consensus choice.

The 2014 conference will be held at the Radisson Downtown, Salt Lake City, Utah. Jay Olsen presented a proposed agenda and options for tours and other interesting attractions for conference participants. Comments and suggestions were shared on the timing of some presentations and workshops. These suggestions are to be reviewed by the planning committee. It was determined to continue the early conference workshops for 2014.

With no other business, a motion to adjourn was made by Anthony Barrett, seconded by Jim McCuiston. Motion carried.

Respectfully submitted,

Will Walter

Appointed Secretary for Joint board meeting