

Fall Joint Board Meeting of NAFBAS & NFRBMEA Holiday Inn City Centre, Sioux Falls, SD Sept. 24 & 25, 2015

Those in attendance: Anthony Barrett (NE), Bob Rhea (IL), Deb Pike (MN), Myron Oftedahl (MN), Jim McCuiston (CO), Kent Vickre (IA), Don Nitchie (MN), Rodney Armstrong (ND), Will Walter (SD), David Gillman (UT), Michelle Greenlee (NE), Amanda Jenkins (KY), Mark Wood (KS), and Jim McCabe (IL).

The meeting was called to order at 1:00pm by Will Walter. Will was chosen to chair the meeting and Anthony Barrett volunteered to act as secretary. With no objections to those chosen, the meeting progressed.

Minutes from the June 2015 meeting in Rochester, NY were highlighted by Don Nitchie. Jim McCabe made a motion to accept the minutes as stated. This was seconded by Myron Oftedahl and motion carried.

NAFBAS State Leaders Meeting: Bob Rhea discussed the NAFBAS state leaders meeting held in August 2015 in St. Louis. There were several states represented at the meeting. Much discussion was held on running and growing a state program. This annual meeting is funded by NAFBAS. The feedback from leaders is this meeting is very much enjoyed. The networking with other state leaders is very invaluable and good take home ideas are put in place throughout the year.

Farm Financial Standards Council: Mark Wood and Kent Meister both attended the annual meeting of the Farm Financial Standards committee. The council is working to try to get more information out to more people. Farm Futures is running a blog with guest bloggers. Jonathan Shepard has been appointed to the board. The annual meeting will be held in Sheridan, WY in 2016 and Syracuse, NE in 2017. Both of our groups have resolved to make sure we have a continued presence and influence on the FFS council. This motion was made by Mark Wood, seconded by Rodney Armstrong with the motion carrying.

Committee Reports:

USDA: The committee met at the Rochester conference. There was strong discussion about the role of USDA and connecting to producers. This is where the field staff role could help. Discussion was also held about the use of data and benchmarking. The grants that many states receive every year to help grow their analysis programs are parts of the USDA grants. There is a vital role of field staff to link producers and USDA.

Technology/Resource: The committee met in Rochester as well. There are no attendees from that group to report.

Fundraising: Myron said there was almost \$26,000 in conference sponsorships. Both groups did a great job or raising money. These relationships with sponsors need to be maintained every year, especially at the national level. Smaller, local sponsors are vital to every conference. However, their participation can't be expected in locations outside their area. Myron went on to give a breakdown of sponsorship splits by size. The under \$2,500 category accounted for \$18,000 of the total. The fundraising will try to work with large, national lending banks such as Wells Fargo, Bank of the West, and Rabobank for sponsorships.

CHS Scholarship Program: We applied for \$15,000 to use for scholarship attendees to the conference. Eligible attendees can be junior or senior college students or individuals transitioning to a different career. This scholarship is not a traditional cash scholarship but rather funds to pay for attendance and travel to/from the conference. It has been considered to call it a "stipend" or "travel experience" as not to be confusing.

National Benchmarking Center, Grants, Opportunities, New States: There are several states now participating in the USDA grants. The funds have been used for many different things such as: staff training, covering administrative costs & clerical work, adding farms & recruiting, salary for staff, and paying for instructors to attend conferences.

NCAE: NFRBMEA has an individual appointed to this committee. There was a report in the Rochester notebook.

Distinguished Service Awards: These are awards of appreciation that are given at the conference. In 2015 the recipients were Dwight Raab and Tina Barret for teaching the early career pre-conference training. In 2014 it was Kent Vickre and Rob Holcomb for their work on the conference notebooks. There was a motion by Jim McCuistion to give Myron Oftedahl and Doug Wertish for their service as conference treasurers. Motion was seconded by Mark Wood and motion carried.

Other Activities and Board Member Topics: A motion was made by Jim McCabe to pay 2 nights of planner rooms and 5 nights of staff rooms at the conference as presented to Myron by Jim McCabe. Motion was seconded by Kent Vickre and carried.

NY sent a sales tax exemption certificate to Wayne Pike. It was never received. A phone call will be made to get our hands on the certificate. This will allow us to get a refund of almost \$3,000 from the Rochester conference.

Bob would like to start a USDA advisory committee for beginning farmers and ranchers. This committee will decide what to do to help beginning farmers/ranchers get help early in their careers. They will be looking for subcommittee members to look at land tenure issues.

2015 Conference Planners Report: There will be \$9,000 to \$12,000 profit from the Rochester conference to split between the two groups. Should be \$3,000 more if we get the sales tax refund. This is a hefty profit due to the fact that there were many speakers that charged no fee. Only two were paid speakers.

The evaluations from the conference were summarized. There was lots of positive with some negative as expected. Lots of comments were made on the electronic conference notebooks. Some would like some paper copies available for the less than tech savvy participants! There were 75 NAFBAS attendees, 39 NFRBMEA, 51 spouse, 29 children (over 6), and 7 scholarship attendees.

There was a registration cost of \$3,577 to use the online registration service. CFFM kicked in \$1,000 since they were no longer providing that service as in the past. The positives with the new system was the money being deposited into the conference checking account much sooner than the old system. On the old system, some bills from the conference weren't paid until August when the last of the registration funds were deposited. On the new system, there was money deposited into the account by the 15th of May, June, & July.

A discussion was held on the conference format. There is some concern that the number of days tends to get long. With this number of days there has to be good content at the conference and have the four days. Registration cost was \$325 in Salt Lake City and \$375 in Rochester. There is always concern if this price is fair. With the number of days and content, it seems to be.

Jim McCuistion made a motion to recess for the day and reconvene Friday morning at 8:00. This was seconded by Don Nitchie and motion carried.

Meeting reconvened on September 25, 2015 at 8:00 a.m. with all first day participants.

There was good (and mostly positive) response for the conference activities. There were a couple of hiccups with tours but they were dealt with as needed. Bus needs are expensive so accurately planning numbers is a very important aspect. It was noted that planning might be a little easier if there was a conference credit or debit card to use to make deposits and hold reservations, etc. If a credit card is need now, someone has to use their personal card and be reimbursed. One concern is what would the dollar limit be on such a card? There was a motion by Jim McCuistion to have Myron check into getting a debit card linked to the conference checking account. There was a second by Mark Wood and motion carried.

There has been some concern in the past about hotel types used for conferences, large convention centers versus all in one hotels. The Sheraton in SD would have dealt with the city for the conference portion and the hotel for the rooms. It was stated that chosen hotels should have suites available for larger families. There needs to be

meeting from capacity for all breakouts and other meetings. The facilities don't have to be new and fancy but smaller, homey hotels that are adequate meet needs on the budget side. Location is a big factor as it is nice to be able to walk to activities without having transportation issues. Room cost and meal cost is the main factor in the price of registration.

The financials from NY were presented. The registration cost per registrant would have been \$689.61 had it not been for sponsorships! There is a profit of \$12,171 with the potential of another \$3,600 of sales tax refund from NY. Mark Wood made a motion to accept Myron's financial report as presented. Motion carried upon a second from David Gillman.

The early career pre-conference training was discussed. In 2016, there is a request to add a 3-5 years of experience training as well as continue the 0-3 year experience training. Tina and Dwight would continue to teach the 0-3 year. Mike Harer and Mark Dikeman have volunteered to lead the new session. The NAFBAS board approved in their budget to provide funding for both courses. Please encourage your peers that fit in either of these classes to attend. Learning is the goal but networking is also a big part of this. Jim McCabe made a motion to add the 3-5 year training led by Mike Harer and Mark Dikeman. This was seconded by Myron Oftedahl and carried. Don Nitchie asked that an agenda get to him as soon as possible to get that information out to possible attendees.

Jim McCabe will be setting up a google drive account to share all budget and planning tools from year to year very easily.

The 2017 planning committee now consists of Kent Vickre, Kent Ruppert, Tom Thaden, and Will Walter. A motion was made by Don Nitchie to approve these members. It was seconded by Mark Wood and motion carried.

The 2016 committee consists of Will Walter, Don Nitchie, Alissa Fosdick, Jim McCuistion, Dale Nordquist (extension), and Jack Davis (extension).

The 2017 conference will be in Des Moines and likely in the downtown area (possibly Embassy Suites). There are lots of activities downtown but it is a bit more expensive for hotels. There are a fair amount of Ag businesses in the area to get speakers and/or tours.

The topic of a special one-time meeting for our groups on the downturn in the Ag sector. This would be like a train the trainer. Is there interest in this? Yes, there seems to be. How do we handle the timing and who plans it? A motion by Mark Wood was made to request the NAFBAS state leaders to organize a series of webinars for a farm crisis evaluation series. This would be available to have participants watch as interested. Motion was seconded by Jim McCuistion and carried.

NFRBMEA will try to narrow down people and locations for the 2018 conference.

The 2016 preliminary agenda and tours was presented. The theme is "Adapting to Change".

Jim McCuistion made the motion to adjourn, seconded by Jim McCabe, and motion carried unanimously!

Respectfully submitted,

Anthony L. Barrett
Appointed Secretary for Joint Board Meeting