



NUTS & BOLTS

... Teachers delivering knowledge that works to North America's Farm and Ranch Families

Volume 16 Number 1

Fall 2002

30th Annual NFRBMEA Conference New Generation Ag Meets "Previous" Generation

By Wayne Pike

The theme of our 30th annual NFRBMEA conference at the Holiday Inn in Faribault, Minnesota, was "The Next Generation Agriculture and Value Added Marketing." It was designed to be a combination celebration of where adult education in agriculture has been, who got it there, and where it is going. Ninety-five educators from twelve states attended the conference. Many more ag professionals joined the conference for parts of the program.

Sunday evening's Founders' Picnic at Alexander Park and Monday's historic presentation by Dr. Ed Persons and NFRBMEA historian, Laurie Morris, took us back to the beginnings of NFRBMEA. They highlighted the events and the careers of just a few of the many folks who have made farm and ranch management what it is today.

After our short trip down memory lane, we were privileged to hear from the Honorable Senator Mark Dayton, who serves on the U.S. Senate Ag Committee. We received welcome remarks from Keith Stover, president of South Central Technical College (SCTC), our hosts' home college. James McCormick, Chancellor of the Minnesota State Colleges and Universities, took time out of his schedule to tell us about the role farm business management plays in the scheme of things in Minnesota.

Our focus changed to the technical with Ken Reiners, the director of leasing for AgStar Credit Services, who gave us an overview of ag leasing. David Cain, the regional vice-president of the North Central Region of American Agrisure, Incorporated, told us some of the finer points of crop insurance from the provider's point of view. Dr. Mike Swanson, ag economist for Wells Fargo Financial Services, gave us a broad look at the ag economy. Dr. Neil Harl, spent Tuesday with us to discuss structural changes in the ag sector from genetics to bio-terrorism to serfdom.

We had a bit of fun with Dr. Humor after lunch one day

and we also got a chance to get outside on our tours to a dairy sheep farm, an on-farm hog processing enterprise, and a value-added dairy production and direct marketing operation. We ended our day at [FarmAmerica](#), an ag interpretive center near Waseca. Our after-dinner entertainment was by the Magic Barbershop Group that consisted of our very own Denny Jackson and three of his friends.

There were many more organized activities that made this conference outstanding and one to be remembered for the next thirty years. As always, the interactions between old friends, (and new friends), and acquaintances capped off the organized activities. Our congratulations and thanks to the many organizers from South Central Technical College for producing such a great conference. We look forward to seeing everyone at Number 31.



Buck, left, and Barry, power sources of another generation, pose with their drover. They are part of the interpretive "timeline" at [FarmAmerica](#) near Waseca, MN. We ended our Tour Day there with a visit, supper and entertainment

President Jim's Action Plan

A Message From Jim Kelm, NFRBMEA President

Thanks to Chairman Larry Oraskovich and the teachers from SCTC for the 30th Annual Conference. We were able to see some of our long time friends (I hesitate to say old timers) during Founders Day on Monday. I think sharing the Tuesday program with sponsors, students, and friends of FBM was a great idea. That was probably the largest crowd we have had at any conference. This again shows that we can accomplish more together than we can as individuals.

Thanks to the retiring officers: Past President Lynn and Treasurer Don for the contributions they have made to NFRBMEA and Farm Management education. We welcome Rich Baumann and Ed Ruff to the Board for the coming year. Ira Beckman has one year left of his Board tenure and Tom Weygandt continued his commitment by being elected President – Elect. Filling out the remaining Board positions are Al Graner, '03 Conference Chair; Laurie Morris, Historian; Wayne Pike, Membership Secretary; and Deb Pike, Webmaster.

During the conference business meeting Ira proposed the formation of three committees to help carry out the Strategic Plan of NFRBMEA. You probably remember the 16 priority areas that were identified by the Board at last fall's meeting. These 16 priorities broke into three broad areas: curriculum, member services, and industry relations. These priorities, listed in no particular order, are :

- (1) Instructor recruitment / retention
- (2) Staff – part-time or full time executive director
- (3) Publish curriculum
- (4) Grants
- (5) Mentoring program
- (6) Internships
- (7) Membership development in non-participating states
- (8) Independent funding of the conference
- (9) Communications – possible consultation with an expert
- (10) Study membership potential, what else can we do for our members
- (11) "Curriculum Clearing House"
- (12) Industry connections with FBM
- (13) Alliances / partnerships with other groups

- (14) Member articles in popular publications
- (15) Fall leadership seminar / training
- (16) Annual Report with vision/mission/goals

Several members volunteered to help organize the committees and develop an action plan. An informal meeting was held on September 18th at the National Pork Board Education Conference to begin this process. The committees will look at the 16 priorities and develop strategies for their implementation. This process may not be complete for a while, but we have a beginning and a commitment to continue the process over several years.

In addition, the Board has taken the issue of teacher recruitment and retention as its focus. Wayne Pike and I are working on a brochure and plan to make prospective teachers aware of Farm & Ranch teaching jobs. Laurie Morris and Don Roberts are working on a familiarization process. Tom Weygandt has outlined a program for teacher certification. These are some ambitious plans and, with the help of the organization, good things will happen.

How many of you have accepted my challenge to contact members that you don't normally talk to? I will send ten dollars to the first five members who copy me on an e-mail sent to two instructors in states outside of the one you work in. You will need to ask for teaching ideas or information about their program or send information about what you are doing in your program. We have lots of resources out there; let's start using them.

Another good resource is the NFRBMEA Web site. In case you have forgotten the address, it is www.nfrbmea.org. Go out and give it a try. There is good information out there.

The Board will be having their fall meeting on November 14 – 16 in Minot. We will be following up on the Strategic Planning activity and making plans for the Summer Conference in June.

Have a good fall.

NFRBMEA Member Makes the Wall Street Journal

By Wayne Pike

It isn't every day that one of our own gets quoted in the *Wall Street Journal*. In mid-July, Steve Metzger of Carrington, North Dakota, was consulted for an article on the bison industry in the United States. His comments were quoted about the economic conditions facing the bison business. Steve rubbed shoulders (in the article, at least) with the well-known Ted Turner, who, the *Journal* reported, owns more bison than anybody else in the world. Maybe Steve could enroll Ted for some management education.

Keep up the good work, Steve.



Exchange of Ideas

By Wayne Pike

Congratulations to our Exchange of Ideas presenters at the 30th Annual Conference in Faribault. They are (pictured clockwise from top left) John Sponaugle, MO; Keith Torgerson, ND; Steve Metzger, ND; and Dave Marr, MN.

The materials that they presented at the conference are available on the NFRBMEA Web site at www.nfrbmea.org.

The New Deal

By Wayne Pike

Steve Metzger, NFRBMEA member from North Dakota, has been working with one of his students, Kevin Black, on an alternative idea for the next farm bill. Kevin's idea, which he calls "The New Deal" has some new twists to it that might make it look quite appealing to many farmers and rural people in general. It also involves utilizing farm business management records to administer the program. According to Kevin and Steve, the New Deal will do the following:

- Maintain planting flexibility
- Protect a farmer's breakeven cost in a counter cyclical fashion
- Be based on gross expenses, not acres or crops
- Stabilize farm income and numbers
- Follow World Trade Organization rules
- Make it possible for beginning farmers to compete for existing resources

This New Deal idea has gotten some attention in the national spotlight on AgWeb. If you would like to read the entire New Deal, log on to http://www.agweb.com/news_show_news_article.asp?file=AgNewsArticle_2002821957_611&articleid=90871&newscat=PWAS. Scroll down until you find "The New Deal". Steve invites any comments about the New Deal. Contact him via e-mail at smetzger@ndsuxet.nodak.edu.

NFRBMEA in a Nutshell

By Wayne Pike

The NFRBMEA Board of Directors, under the guidance of past-president Lynn Schluckebier, has created an annual report that may be useful to members for NFRBMEA fund-raising or for your local program promotion. The annual report contains a general description of NFRBMEA, lists our Board members, contains the minutes of our last Board meeting, and displays our current financial statement. The 2002 report is just six pages in length, but it explains our organization, what we do and how we do it. If you need a copy, [contact a Board member](#) through the e-mail gateway within the NFRBMEA Web site, or refer to [Page 10](#) of this issue.

Thanks to Charles Duell for taking pictures for us during our absence from the conference on Sunday and Monday. – Wayne & Deb

2002 Distinguished Service Award Recipients



Maylon Peters (CO)



President Ira Beckman presents the Distinguished Service Award to Mark Machtemes and Ken Hilton of Red Wing Business Systems - FMS/Harvest



Distinguished Service Award recipient Dwain Vangsness, and his wife Bev. Dwain taught Farm Management at Adams, MN for over 35 years.

A Note of Thanks ...

ATTN: NFRBMEA

Many, many thanks for the honor bestowed on me at your recent national annual meeting. The Distinguished Service Award is much appreciated. It certainly is nice to be recognized by one's peers. I wish I could have been present to receive the award in person— but Wayne & Deb Pike and Barry Kurtz came to my house to bestow the honors.

Again— thank you.

Sincerely,
Dwain N. Vangsness
(Retired) Adams, MN

National Farm and Ranch Business Management Education Association Post Conference Board Meeting June 12, 2002

The meeting was called to order by President Jim Kelm at 1:00 PM at the Holiday Inn in Owatonna, Minnesota on June 12, 2002. Members present were: Jim Kelm, Edmund Ruff, Doug Wertish, Larry Oraskovich, Al Graner, Jay Olson, Laurie Morris, Deb Pike, Wayne Pike, Tom Weygandt, Ira Beckman and Rich Baumann.

The *NUTS & BOLTS* and Web site agreements were discussed. Deb and Wayne indicated that the current agreements were both satisfactory at this time. Tom moved and Ira seconded a motion that the payment of \$1,000 to Wayne Pike for the *NUTS & BOLTS* be continued. Motion carried. Ira moved and Ed seconded a motion to continue payment of \$2,000 (\$500/quarter) to Deb Pike for her services as webmaster. Motion carried.

Larry and Doug reported on the Conference finances. The Owatonna conference should show a profit with about \$28,500 raised at this time from sponsors. Larry will send conference tips to Laurie for distribution.

There was a brief break for lunch.

Al reported on flight times for the Fall Board Meeting in Minot. The fall meeting will be November 14-16 with the meeting tentatively starting Thursday afternoon November 14. The meeting should conclude the forenoon of Saturday November 16. A car might be secured to drive from Minneapolis.

The National Pork Board Meeting in Des Moines, Iowa on September 18-20 was discussed. Organizational linkages and alliances with NAFBAS, the NPB and others will be investigated at this time. Board members were encouraged to attend this meeting.

Jim has secured a bid of \$1510 to develop a promotional brochure that is ready to print. Tom moved that the Awareness and Familiarization committees, in Cooperation with Pat Harrington, look into getting the brochure to promote Farm Business Management Education printed and paid for with funding raising support. Ira seconded the motion. Motion carried.

Tom reported on the certification process for Farm Business Management Instructors. After the Criteria for Certification is determined, the Credential Accumulation and

Documentation steps would be followed with the actual Certification.

Ira reported on the Partnerships and Alliances Committees. The Curriculum committee has Ron Dvergsten as a possible chairman. The Industry Connections committee has Steve Metzger and John Caster. The Membership Development Committee is yet to have a chairman. Ira indicated that he would follow up on these committees and report on them this fall.

Deb asked new board members to send a short biography for the Web site.

Jim reminded the board to attend the Des Moines meeting in September.

The meeting was adjourned at 1:00 PM.

Respectfully Submitted,

Jay M. Olson, Secretary



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Teachers'
Lounge
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www.nfrbmea.org Click on "Teachers' Lounge"

Membership Update

By Wayne Pike, NFRBMEA Membership Secretary

Membership as of noon Monday, October 7 is 138 Active, 2 Honorary, and 13 Associate members.

Comprehensive Curriculum Addresses Environmental Implications of Manure Management

By Diane Huntrods, Midwest Plan Services

With an increase in local, state, and federal regulations, the ag educator's need for access to the latest science-based information on the environmental implications for manure management has increased.

To meet this need, a national team of 30 experts in manure management from land-grant universities, EPA, and USDA developed, peer reviewed, and pilot tested a new curriculum designed for livestock and poultry producers and their advisors. Called the Livestock and Poultry Environmental Stewardship (LPES) curriculum, it consists of six modules containing 26 lessons that introduce the principles of good stewardship as they relate to managing manure, nutrients, odors, and other livestock issues.

To meet the specific need of various audiences, the LPES curriculum is now available in these formats:

- **A searchable CD containing the 26 lessons** in PDF format, the assessment tool, PowerPoint presentations, and Excel spreadsheets that estimate a produce's farm or ranch nutrient balance and the environmental impact of swine rations
- A 3-hole punched, **printed set of the lessons**
- A **2-CD set of PageMaker files** that can be adapted to local or state needs
- **PDF files of individual lessons online** at the LPES Web site at www.lpes.org.

For more information, contact Diane Huntrods at huntrods@iastate.edu or go to the Midwest Plan Services Web site at www.mwpsdq.org.



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Ron Van Nurden compares beards with a goat at FarmAmerica during the 2002 Conference. Ron (right) is an instructor with Riverland Community College, Owatonna.

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