



NUTS & BOLTS

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Thank You, Wisconsin!

A big thank you goes out to our friends and colleagues in Wisconsin for hosting the 2004 NFRBMEA conference in The Dells. We had a good time in that resort town and we learned a lot to boot. Our thanks particularly to Ed Ruff who spearheaded the Wisconsin team and served on the NFRBMEA [Board of Directors](#) for the two year planning period.

Ninety instructors attended from fifteen states. The breakdown by state is as follows:

Arizona – 1	Missouri - 1	Oregon – 2
Colorado – 3	North Dakota – 9	South Dakota – 2
Iowa – 4	Nebraska – 1	Texas – 1
Illinois -1	Ohio – 6	Washington – 1
Minnesota - 38	Oklahoma – 1	Wisconsin – 18

The theme for the 2004 conference was Environmental Responsibility and Financial Rewards. The program was divided up by the day with Environmental Management Day, Financial Management Day, Agriculture in Wisconsin Day and a Sharing Day.

Every day had up to six different sessions for participants to choose from. Topics ranged from dairy grazing to phosphorous indexing and from crop insurance to dairy profitability. There was no shortage of challenging and interesting information presented by highly qualified speakers.

Annual Mini-Golf Tournament Results

We all know why NFRBMEA exists. To sponsor the annual mini-golf tournament in June. We just happen to have all this educational stuff going on at the same time.

This year's winners:

Kids': Megan Nanke won with a 48.

Women's: Elaine Weygandt won with a 49.

Men's: Ron VanNurden took home the plaque with a 45.

Each winner also received \$5. Congratulations to each of these winners!



Pat Harrington (AZ) visits with a food scientist in a lab at Foremost Farms headquartered in Baraboo, Wisconsin.

The weather cooperated as we toured the Weatherby Cranberry Bog, the Wagner-Schroeder dairy farm, the USDA Forage Research Center and the Cedar Grove Cheese factory. We all left the conference in a heavy rain.

It was a busy and productive five days with far more going on than we can ever tell about here. Thanks again to our Wisconsin hosts for putting together a great NFRBMEA conference.

MEMBERSHIP UPDATE

We are always looking for more members. If you have not sent in your [membership dues](#) for the year, please do so now.

As of this writing, we have 172 Regular members, 15 Affiliate members and Dr. Persons, our Honorary Lifetime member.



What a Summer!

A message from Ron Dvergsten, NFRBMEA President

The 2004 NFRBMEA Conference in the Wisconsin Dells was the start of a very busy summer for yours truly. I thoroughly enjoyed my week in the Dells. I would like to again thank Conference Chair Ed Ruff and the entire Wisconsin group that worked on the conference. I have heard many positive comments throughout the summer regarding the conference.

On the drive back from the Dells, I was thinking that I could take some time off and enjoy the summer. The following week, things changed. On June 15th, my 45th birthday, I agreed to serve as Acting Dean of Management Education at Northland Community and Technical College on a 50% appointment, filling in for Bob Bollesen who is fighting brain cancer. Serving as Acting Dean and providing the instruction to my FBM students has made for a busy summer. On August 9th I accepted the full-time position of Dean of Management Education at Northland. It has been a tremendous experience to this point. I have a lot of learning to do!

The NFRBMEA board had its fall meeting September 27th and 28th in Champaign, IL. **Now that is corn country!** We had an excellent meeting. The Ohio group has an excellent conference planned for next summer in Wooster, Ohio. Mark your calendars for June 12-16, 2005! I guarantee you will not be disappointed.

A new task that the board undertook at this meeting was the selection of a new member to the National Council for Agriculture Education. This is the first time that NFRBMEA has had the opportunity of making an appointment to "The Council". I would like to announce that the NFRBMEA board has selected Richard Baumann, FBM Instructor at South Central Technical College at Mankato, MN as the new appointment to "The Council". Gary Thome, FBM instructor with Riverland College, Austin, MN, currently holds this position.

Rich will begin serving his 3-year term on the National Council at the beginning of the New Year. Rich will do a great job as spokesperson for NFRBMEA and adult education in agriculture. At the Board meeting I also appointed Rich to the NFRBMEA board as an ex-officio non-voting member during the time he serves on "The Council".

Committee work continues within the organization. Efforts relating to establishing a National Institute for adult education in agriculture, a resource library on the NFRBMEA website, and building alliances and sponsorships with agribusiness to help support the organization are being worked on by the board and NFRBMEA members. Thanks to all committee members. You are a key part of the organization.



On Wednesday, September 29th, the NFRBMEA board met with a delegation of NAFBAS members. I felt we had a very productive meeting. Putting a face with a name is always a good thing. Conference planning for 2006 and 2007 were major discussion topics at this meeting. We also had an open forum discussion on how the two organizations can

improve communications, cooperate on initiatives, and provide professional development opportunities for each other. I believe the first joint NFRBMEA-NAFBAS conference in Omaha, NE on June 5-8, 2006 will be the start of a long productive relationship for the two organizations.

In closing, I would just like to say that I consider serving as President of NFRBMEA a real privilege!

NFRBMEA INC.

Good-bye, Denny

We lost one of our NFRBMEA past presidents on July 17 of this year. Denny Jackson was 57 when he died of lung cancer. Denny was with us in Minot, North Dakota for our conference there in 2003, but fell ill soon after.



He had expressed a strong wish to be with us in The Dells this year, but did not quite have the strength to make it. Denny was NFRBMEA president in 1997-1998 and served on many committees that have helped make NFRBMEA what it is today. He received our Distinguished Service Award in 1994. We will miss him.

Denny graduated from Pine Island High School in 1964, graduated from the University of Minnesota with a bachelor's degree in 1969 and received a master's de-

gree from Minnesota State University in 2002. He taught agriculture education in Holdingford, MN, and Wanamingo, served in the Peace Corps in Jamaica and farmed in the Pine Island area before moving to Mankato. He taught farm business management for nine years at South Central Technical College and served as dean of the college from 1986 to 2003. He was also a past president of the National Association of Agricultural Educators and Minnesota Association of Agricultural Educators. He sang in the Magic Quartet; was a member of the Mankato Riverblenders; and enjoyed woodworking, horse trail riding, camping and house remodeling.

Denny's immediate family includes his wife, Jean, and two daughters, Amy and Meghan.



National Council Report

By Gary Thome, FBM instructor, Riverland Community College, Austin, Minnesota

The National Council meeting was held September 30th through October 2, 2004 at the Agricultural Education Headquarters Office in Alexandria, Virginia.

We reviewed the current year's Business Education Partnership with ACTE and NAAE. Reports were given as to the progress made with these groups and the goals both they and the Council have.

We discussed the Council's current financial status. We reviewed and approved audits of 2002-03 and 2003-04. The Council needs to come up with additional funds to maintain our business partnership with ACTE and NAAE for the coming year.

I encourage you to go to the Council website at www.teamaged.org/councilindex.cfm for more information. A new Council brochure and PowerPoint presentation is being worked on.

We spent Friday morning at U.S. Department of Education in their new building. We heard from a panel of speakers on "Are We Truly Willing to Change and Partner to Solve America's Educational Crisis?" Our noon lunch was at USDA where we heard from Chief Econo-

mist, Dr. Keith Collins. We used the balance of our time on key areas of our strategic plan.

The Council faces many challenges that could turn out to be our best opportunities to take Ag Ed to an all time high.

The time I spent on the National Council went way too fast. It was one of the greatest learning and sharing opportunities I have ever had. Thank you for having me serve as your Adult Education Representative.



Farm Management Minute

*(Editor's note: The farm management instructors at Northland Community & Technical College take turns writing articles for their local newspapers. The topics vary widely from article to article and are called the **Farm Management Minute**. Each article ends with the NCTC contact information so that interested producers can contact an instructor for more information. This segment, written by Jim Sackett, shows how history can be a part of farm management education. This is a good recruiting idea, especially when you can spread the workload between instructors.)*

Mother's Milk

By Jim Sackett, Northland Community & Technical College, Bemidji, MN

American agriculture has a history of great leaders who advanced agriculture in our nation. Many of our notable political leaders were farmers, for example, George Washington and Thomas Jefferson quickly come to mind. Dozens of these courageous, brilliant and forward thinking individuals whose legacy has vanished from the public consciousness have become heroes of mine. I would briefly like to share with you a short story about one of these men.

William Dempster Hoard was born in New York State in 1836. He moved to Wisconsin in 1857. He served and fought as a member of the Wisconsin Infantry in the Civil War. After the war, he launched a newspaper in Fort Atkinson, Wisconsin. W.D. Hoard was a crusader for a soil building agriculture. He strongly advocated the dairy business as a way to replenish the thin glacial soils of Wisconsin, using the application of manure and rotation to grass to rebuild soils for the growing of wheat.

In 1885, he founded Hoard's Dairyman, the national dairy farm magazine. It has been published twice a month ever since and is read by nearly everyone who has an interest in dairy farming.

In 1888, Hoard was elected governor of Wisconsin. Following his death in 1918, school children erected a marble and bronze statue of him on the University of Wisconsin mall, the university he had served as President of the Board of Regents.

Hoard was a great admirer of Abraham Lincoln, and like Lincoln, had the ability to put great wisdom into succinct phrases. A quote from over 100 years ago is published in each edition of Hoard's Dairyman. I always admire the wisdom Hoard imparted in his brief comments. One of my favorites should be placed on a plaque at dairy farms throughout the world. It is his famous NOTICE TO THE HELP:

"The rule to be observed in this stable at all times, toward the cattle, young and old, is that of patience and kindness. A man's usefulness in a herd ceases at once when he loses his temper and bestows rough usage. Men must be patient. Cattle are not reasoning beings. Remember that this is the Home Of Mothers. Treat each cow as a mother should be treated. The giving of milk is a function of Motherhood; rough treatment lessons the flow. That injures me as well as the cow. Always keep these ideas in mind in dealing with my cattle."

Let's Use That Web

Did you know that you can post job openings for farm and ranch business management on the NFRBMEA web site, www.nfrbmea.org? And, it is free. This applies to any job opening that has to do (even remotely) with farm and ranch business management education as long as it is a public non-profit organization.



If the job opening is for a private company or concern, then we ask for payment, but otherwise it is free to schools, colleges, universities, etc.

This is a service offered by your organization. Talk to your human resources people and make sure they know about it the next time an opening comes up in your area.

Farm Management Minute

By Duane Jaenicke

Northland Community & Technical College, Roseau, MN

As farm operators, we experience economic factors that we can control and some that we cannot control. Often, we tell ourselves to pay attention to only the factors we can control, as we cannot do anything about those we cannot control. There is, however, an economic force that is changing world economic environments that will greatly impact the way we do business. That force is China.

The Chinese have generated a lot of excitement in the commodity markets the last couple of years because of their brisk economic growth. With nearly one quarter of the world's population, any increase in their standard of living will put tremendous pressure on demand for grains and oilseeds. This is certainly good news for producers in this country since we produce much more than we consume domestically. This emerging economy will spend much of its increase in wealth on improving their diets. That translates into large increases in imports of grains, proteins, and oilseeds. That is the good news.

The downside of this new economic force is the Chinese demand for energy, wood products, and metals. Since the world has infrastructure to produce and transport only certain amounts of these resources, this additional demand will only serve to "raise the bar" on prices for these goods as we compete for them on the global market. What we might be saying here is that we might have to get used to paying more for our energy, fertilizers, chemicals, machinery, etc.

While we cannot control this economic factor as it applies to our farming operation, we must become aware of these outside forces as they may permanently impact our cost structure as we produce crops and livestock in an increasingly global marketplace.

Minutes

Due to limited space in this newsletter, we were unable to include the minutes of the Fall 2004 Board Meeting and the joint NAFBAS-NFRBMEA Meeting, which were held in September. These are available on our web site at www.nfrbmea.org/minutes.htm.

If you are unable to access the web and would like a copy of these minutes, please contact Wayne or Deb.

Confidence

By Tom Weygandt

Buckeye Career Center, New Philadelphia, OH

Recently in US News & World Report there was an article on the importance of confidence in determining which businesses will succeed. Professor Rosabeth Kanter of Harvard Business School lists three "cornerstones of confidence":

1. **Accountability.** People work to high standards and take responsibility for their actions. They are able to face facts, whether good or bad.
2. **Collaboration.** One is able to work with others to meet stated goals.
3. **Initiative.** One is willing to take action on their ideas because of the belief that what one does will make a difference.

I read this and thought it applied directly to the farm businesses we work with. Our goal is to enable producers to have superior financial records so that they may make decisions to move toward their goals. We know that as our students get better and better records their confidence level increases. Confidence can be learned, but probably more to the point, it can be achieved through consistent, hard work. Something to think about!

Triennial Conference Report

By Wayne & Deb Pike

We were privileged to represent NFRBMEA at the 2004 Triennial Conference in Lexington, Kentucky in June. Our purpose for attending was two-fold. We were promoting NFRBMEA amidst a group who were generally unaware that we existed. We also were there to support Dr. Richard Joerger as he presented the results of the National Institute professional development survey.

We learned that the Triennial Conference, sponsored by several Extension committees from around the country plus several private concerns, appeals to a somewhat different group of professionals than does the NFRBMEA. The conference itself made us think of a two-day Exchange of Ideas presentation. It was a good conference in every way, but the educational thrust was somewhat different than what we are used to.

We would encourage anyone to attend when the opportunity next presents itself. We hope that we made a positive impression down there for NFRBMEA.

Bring In Those Resources

NFRBMEA is developing a teaching Resource Library that will be available to everyone on our www.nfrbmea.org site. Everyone who works with students puts together those tools and tricks that represent our creative side. Most teachers are willing to share. This site is your opportunity to share with your colleagues.

Why don't we share more? Sometimes we are not confident that our materials or ideas are scholarly enough or show enough glitz and glamour. Don't worry about it. Most of us are just happy to get a new idea. If the idea is there, we can shape and polish to make it the way we want.

If you have a spreadsheet, a PowerPoint presentation, a book report or maybe just an idea that you need help developing, try sharing it in our NFRBMEA Resource Library. It does not have to be on the level of brain science or rocket surgery, it just has to be useful to you. If it works for you, it will probably work for others.



Contact [Charles Duell](#) or [Deb Pike](#) or one of the committee members through the web site. They will get you started. Sharing is fun and what NFRBMEA is all about.

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2004 Exchange of Ideas

Our Exchange of Ideas in The Dells was outstanding as usual. This year we had a range of ideas covering financial management, marketing, dairy guidelines and a farm management practices survey. Look for more about these Ideas on the web at www.nfrbmea.org. Congratulations to our Ideas presenters. Each of them was presented with \$100 for their contribution.

- ▲ Ron VanNurden, Owatonna, MN, submitted a set of graphs that he produces for students at the end of each analysis season. He graphs trends of net worth, cashflow, profitability and enterprise returns.
- ▲ Tom Anderson, Plainview, MN, presented a Dairy Guidelines Spreadsheet that helps track key performance areas on a monthly basis and graphs the trend.

- ▲ John Hobert, Cannon Falls, MN, developed a set of daily marketing tables and charts that he e-mails to his students every week.
- ▲ Betsy Jensen, Stephen, MN, created a lesson plan for teaching about option volatility. It is designed for students who already have a good understanding of option and are ready for the next steps.
- ▲ Greg Dvergsten, Thief River Falls, MN, reviewed a survey conducted by farm management instructors at his college. The survey is for farmers and is designed to identify and prioritize the management factors related to financial success of crop farms.



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2004 Storytelling Contest Results

It was the World Series of Storytelling on the last day of our conference in The Dells. Many fine stories were finally topped by Elaine Weygandt (OH) who, in classic storytelling form, forgot the punch line. A slight nudge from Master of Ceremonies Pat Harrington helped Elaine over the edge and put her in the Winner's Circle with her story about the errant painter who was told to, "Repaint and thin no more." To how many of these can you supply either the story or the punch line?



- ☺ Keith Torgerson told of the rabbi, the priest, a ham sandwich and sex.
- ☺ Bryce Larson related one about a cold bird and a cow pie.
- ☺ Pat Harrington provided the relic about a dead donkey and a priest.
- ☺ John Woodford talked about a speedy chicken with 3 drumsticks.
- ☺ Ron Dvergsten knew about some newlyweds under an old farm truck with bad brakes.
- ☺ John Caster told about his drinking buddies, Pat & Mike. Mike got his fingers stepped on during his trip home.
- ☺ Ole & Lena with a bad furnace is a favorite of Bryce Larson's.
- ☺ Ball Two: Ron Dvergsten's tale about Ole & Lena and the 72 votes for the unfaithful.
- ☺ Diane Woodford scored twice. Once with the story about a man crawling home without his wheelchair and another about a digestively disrupted elderly lady.
- ☺ Tim Holtquist chose sides with a story about the Vikings and the Packers ice fishing.
- ☺ Barb Ruff told the true story of one of her students confusing Lewis & Clark with Lois & Kent.
- ☺ Ron Dvergsten, for his third attempt at the prize, told about a widow, a genie, three wishes and a neutered cat.
- ☺ Ole didn't go fishing because of the rain, so Dale Enerson tried to explain why not.

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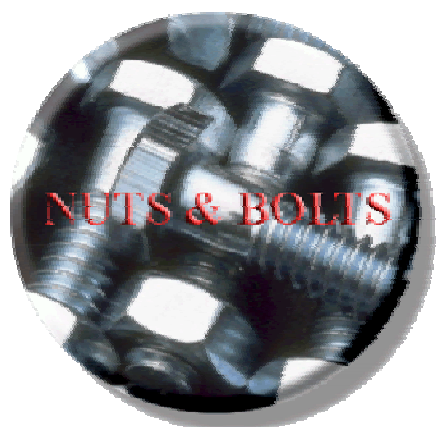
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