National Farm and Ranch Business Management Education Association, Inc.

NFRBMEA, Inc. is a non-profit 501(c)3 corporation



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

Annual Report for 2003

Mission Statement

To increase the effectiveness of farm and ranch management education by promoting sound educational practices, increasing economic understanding, disseminating practical program information and demonstrating exemplary procedures for educational program management.

History of NFRBMEA, Inc.

In 1973, instructors using the farm/ranch analysis developed in Minnesota, were invited to Faribault, Minnesota, for three days to participate in an exchange of ideas and to make improvements to that analysis. The instructors enjoyed and learned from each other's experiences so much it was decided to meet again next year. Instructors wanted to show what was going on in their state, leading to continued yearly conferences in other states conducting adult farm/ranch business management education programs.

2002-03 NFRBMEA Board of Directors

President President-Elect Secretary Membership Secretary/NUTS & BOLTS Co-Editor Treasurer Past President Historian NUTS & BOLTS Co-Editor/Webmaster Conference Chair

Jim Kelm Tom Weygandt Jay Olson Wayne C. Pike Rich Baumann Ira L. Beckman Laurie Morris Debra A. Pike Al Graner

Delivery Systems

Newsletter: The *NUTS & BOLTS* newsletter is published three times each year. Each issue is full of useful information chosen from the best current ideas in farm and ranch management education submitted by members and others. This newsletter is now being sent to members electronically as well as being put on the website.

Web Site: The NFRBMEA has an excellent website containing history, pictures from conferences, job openings, newsletters, conference information, meeting minutes, officer information, and frequently asked questions, are all available at <u>www.nfrbmea.org</u>

Annual Conference: Each year during the second week of June, the NFRBMEA conducts an annual conference for its members and other people interested in agriculture or agricultural education. The annual conference involves its members in workshops, tours, and the opportunity to hear national and regionally known speakers. The information presented at the conference is designed to be taken home and put to use.

Membership

Regular membership is open to instructors, teachers, and professionals at all levels. This includes teacher educators, supervisors, and planning staff. Associate membership is open to those retired from similar educational activity and other interested people.

NFRBMEA MEMBER BENEFITS

- Provides networking opportunities with colleagues
- Member newsletter NUTS & BOLTS published three times each year
- Establishing guidelines and standards for quality farm and ranch business management educational programs
- Liaison with professional groups including:
 - National Association of Agricultural Educators
 - National Young Farmers Educational Association
 - National Council for Agricultural Education
- Annual Conference opportunities include:
 - Information about the latest new trends and programs in farm and ranch business management education in the U.S. and Canada
 - Information on technology useful in instruction
 - Tours of farm and non-farm businesses
 - Formal instruction in management principles, leadership, etc.



National Farm and Ranch Business Management Education Association, Inc.

17th Annual Association Business Meeting

Owatonna, Minnesota

June 10 and 13, 2002

The 17th Annual Business meeting of the National Farm & Ranch Business Management Education Association, Inc. (NFRBMEA) was held on Monday June 10, 2002 at the Holiday Inn Hotel & Suites, Owatonna, MN. President Ira Beckman called the first session to order at 8:26 am.

Beckman announced an agenda change to include the introduction of the Annual Report by Lynn Schluckebier. He then introduced the NFRBMEA Board of Directors.

Tom Weygandt gave the Secretary's report. Minutes from all Board meetings during the year as well as last year's Annual Meeting were available for the membership. Lynn Schluckebier moved that the minutes be approved. Norm Bohmbach seconded. Motion passed.

Weygandt led the Roll Call of States. He reported that 10 states with 93 registered instructors were present. A representative from each state gave a very brief statement. More complete reports are available in the conference proceedings.

Conference Chair, Larry Oraskovich, held an Early Bird Registration drawing. Winning prizes were: Donald Hagen for registering by April 1st and John Gintner for registering by May 1st.

Chuck Stranberg gave welcoming remarks representing the National Association of Agricultural Educators (NAAE). He reported that the NFRBMEA Board had asked him to investigate the possibility of NFRBMEA associating with Team Ag-Ed.

John Hobert, President of the Minnesota Association of Agricultural Educators, welcomed the members to Minnesota. He asked that Loel Gorden be recognized as he is retiring. Hobert also reported that the mentoring program in Minnesota is going well.

Beckman presented the Distinguished Service Award – Friend to Red Wing Business Systems. He then presented Distinguished Service Awards⁻ Member to Maylon Peters and to Dwain Vangsness (as Dwain was absent this was presented to him several days later by Wayne Pike).

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3

Don Roberts gave the Treasurer's report, subject to audit. He reported that the association had a net worth of \$14,431.21 and that the income statement had shown a loss of \$753.67 for the 2001.02 fiscal year. His report also included budgets for the 2002.03 and 2003.04 years. Lynn Schluckebier moved and Larry Oraskovich seconded that the report be accepted. Motion Passed.

Lynn Schluckebier gave the Nominating Committee report. Nominated for were: President Elect, Tom Weygandt; Secretary, Jay Olson and Charles Duell; Treasurer, Paul Gorman and Richard Baumann.

Lynn Schluckebier also reported for the Past Presidents' Committee that the committee had contacted Dr. Edgar Persons to create an Institute for New Teachers in support of the Board's goal to promote teacher retention. The committee will conduct fund raising for grants to pay for the Institute and perhaps for an Executive Director in the future.

Historian Laurie Morris gave a PowerPoint presentation on the first thirty years of the association.

President Ira Beckman reported that the Board had prioritized and identified goals for the future. Already underway are three Teacher Recruitment / Retention Taskforces under the leadership of various Board members. The Past Presidents' Committee will lead in fund raising. Beckman called for help and committee volunteers to work on the following new committees: Industry Connections & Alliances, Curriculum, and Membership Development. He challenged all members to give some time to these committees for the good of the association.

President Elect Jim Kelm called for committee reports. Gary Thome reported that the National Ag Ed Council was refocusing onto a think tank and leadership role.

At this time the meeting had a break to hear an address by U.S. Senator Mark Dayton.

Following Senator Dayton's remarks John Hobert, Entertainment Committee and "NFRBMEA Athletic Director", awarded prizes to the winners of the golf game held the previous evening.

Beckman recessed the meeting at 11:45 am.

President Ira Beckman called the meeting back to order on Thursday, June 13, 2002 at 10:55 am.

Lynn Schluckebier again presented the officer nominations and asked for additional nominations from the floor. Hearing none he declared nominations closed and proceeded to conduct a vote for the new officers.

Membership Secretary Wayne Pike reported that membership is up 37 this year to give NFRBMEA 240 members (223 regular members, 2 honorary, and 15 associate).

Deb Pike reported that the last issue of *Nuts &' Bolts* was sent to 211 members electronically and only 30 were sent by regular postal service. She said that feedback has been very positive and that she will continue the electronic transmission of the newsletter. Deb Pike also reported that the website has had 5,108 hits since its inception. She has created a job-posting page and intends to use .pdf file format more in the future.

Vic Richardson reported with verification by John Hobert that he had audited the NFRBMEA's books for the 2001 Conference and for the 2001.02 fiscal year. He found that GAAP principals had been used and everything to be in order.

Al Graner and several North Dakota teachers invited all to attend the 2003 Conference in Minot, ND June 8.12, 2003. Conference theme is "Reaching Beyond Our Borders".

Edmund Ruff presented Wisconsin's bid to host the 2004 Conference either at Wisconsin Dells or LaCrosse. John Sponaugle moved that Wisconsin's bid be accepted. Denny Jackson seconded. Motion passed.

Ira Beckman gave the retiring President's remarks. He congratulated the members who had volunteered to serve on committees. He said that new member development, industry connections, and sharing of curriculum will be the true way to help this organization to flourish. Following his remarks Lynn Schluckebier installed the new officers. Elected were: Tom Weygandt, President Elect; Jay Olson, Secretary; and Richard Bauman, Treasurer.

Larry Oraskovich recognized outgoing officers for outstanding service: Ira Beckman, President; Jim Kelm, President Elect; Don Roberts, Treasurer; and Tom Weygandt, Secretary.

Ira Beckman recognized and gave special thanks to the 2002 Conference hosts: the FBM staff of South Central Technical College. He offered special thanks to Larry Oraskovich, chairman; Doug Wertish, fund raising; and to Carolyn Masson for keeping everything running smoothly.

New President Jim Kelm presented the following assignments and challenges to the membership for the 2002-03 year:

- 1) Visit the website. This can be a valuable tool. The Board will try to create value there for the members. He would like to see 5000 hits in the next year.
- 2) Continue networking. Email an instructor you don't normally work with on a regular basis.
- 3) Go home and talk to instructors that haven't been to a Conference and get them to Minot.
- 4) Come to Minot yourself.
- 5) Pick one of the three committees and work on it. Show your interest.

The time has come to implement the strategic planning!

Jim Kelm declared the meeting adjourned at 11:47am.

Respectfully submitted, Tom Weygandt, Secretary

Income Statement Fiscal 2003 4/1/2002 - 3/31/03

NFRBMEA BUDGET Worksheet Extended Budget

Extended Budget			Budget						Budget
		Y	ear 02-03		A	tual 02-03	1	Y	ear 03-04
INFLOWS									
Advertising		\$	400.00		\$	1,187.50		s	500.00
Conference Profit		\$	6,000.00		\$	8,723.57		s	5,000.00
Dues		\$	4,500.00		\$	3,720.00		s	4,500.00
Interest Earned		\$	250.00		S	205.21		s	250.00
Seed Money In		\$	1,000.00		\$	1,000.00		\$	1,000.00
Contributions and Donation		\$	2,500.00		\$	378.52			2,500.00
Total Revenue		\$	14,650.00		s	15,214.80		\$	13,750.00
						terate the s			10,100.00
OUTFLOWS									
Awards and Recognition		\$	400.00		\$	219.77		s	400.00
Board Meeting Ex									
Spring Conf Call	\$1,000.00			\$ 977.86			\$ 600.00		
Conference Board Mtg	\$ 200.00			\$ 333.07			\$ 700.00		
Fall Board Mtg	\$3,500.00			\$3,218.54			\$3,500.00		
Total Board Meeting Ex		\$	4,700.00	Contrast.	\$	4,529.47		\$	4,800.00
Exchange of Ideas		\$	500.00		5	400.00		s	500.00
First Timer's Scholarship		\$	1,000.00		\$	800.00		\$	1,000.00
Legal & Prof		\$	300.00		S	300.00		\$	400.00
Postage		\$	35.00		\$	11.15		ş	50.00
Publications/Nuts & Bolts		\$	1,250.00		5	1,051.25		s	1,300.00
Recruitment/Retention Project		\$	3,000.00		\$	569.78		s	3,000.00
Seed Money Out		\$	1,000.00		-			s	1,000.00
Supplies, Copies		\$	200.00		\$	44.19		s	200.00
Web Page Expense		\$	2,500.00		\$	2,278.47		S	2,500.00
				Conf Exp	s	194.92		-	
Total Expenditures		\$	14,885.00		\$	10,399.00		s	15,150.00
Inflows - Outflows		\$	(235.00)		\$	4,815.80		s	(1,400.00)

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6

NFRBMEA Balance Sheet

As of 3/31/2003

ASSETS Cash and Bank Accounts	
Checking #472411	\$ 785.94
MM Savings #485378	\$ 16,461.07
TOTAL Cash and Bank Accounts	\$ 17,247.01
Other Assets	
ND Conference 03	\$ 1,000.00
TOTAL Other Assets	\$ 1,000.00
TOTAL ASSETS	\$18,247.01
LIABILITIES	\$ -
OVERALL TOTAL	\$ 18,247.01

Vic Richardson Accountant & Tax Preparer

Independent Auditors' Report

NFRBMEA Board

I have audited the balance sheet of the National Farm and Ranch Business Management Education Association, Inc., as of March 31 2003 and the related statements of revenues, expenditures and other changes and cash flows for the years then ended. It is my responsibility to express an opinion on these financial statements based on our audit.

I conducted the audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in Government Auditing Standards issued by the Comptroller General of the United States. These standards require that we plan and perform the audit to obtain a reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates as well as evaluating the overall financial statement presentation. I believe that the audit provides a reasonable basis for our opinion.

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the NFRBMEA, Inc. as of March 31, 2003 and the results of its operations for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Next Generation Agriculture & Value Added Marketing

2002 NFRBMEA Conference Agenda

Saturday June 8, 2002 Arrival – Board Members and Hosts

Sunday June 9,2002

10:30 AM - 4:00 PM	Board Meeting & Sunday Brunch in Hotel Board Room
2:00 PM ~ 6:00 PM	Registration –Hotel Foyer
4:00 PM - 6:00 PM	Past Presidents Meeting Lynn Schluckebier, Immediate Past President NFRBMEA
6:00 PM	Picnic & Mixer - Alexander Park -Farlbault

Monday June 10, 2002

7:30 AM - 10:00 AM	Registration
7:30 AM - 10:00 AM	Booths (Through 4:00 PM Tuesday)
7:00 AM - 8:15 AM	Buffet Breakfast
8:30 AM – 8:45 AM	Welcome & Introductions Introductions & Welcome: Ira Beckman, President, NFRBMEA Minnesota Host Instructor

8:45 AM - 9:30 AM	30 Years of the Organization
	Speaker - Dr. Ed Persons, Professor U of M, Retired
	Slide Show: Laurie Morris, NFRBMEA Historian
9:30 AM - 9:45 AM	Break
9:45 AM - 11:30AM	Business Meeting
	Ira Beckman, President, NFRBMEA
	Roll Call of States
	Tom Weygandt, Secretary, NFRBMEA
11:30 AM - 12:30PM	Lunch
12:30 PM - 1:00 PM	Agricullure & Value Added Products
	Luncheon Speaker; Gene Hugoson, MN Commissioner of
Agriculture	
1:00 PM - 2:00 PM	Global Agriculture in the 21ª Century
	Mike Swanson, Agricultural Economist
	Wells Fargo Financial Services
2:00 PM - 3:00 PM	Ag Leasing A Management Tool
	Ken Reiners, Sr. Director of Leasing
	AgStar Credit Services
3:00 PM- 3:15 PM	Break
3:15 PM - 4:15 PM	Crop Insurance A Management Tool
	Dr. Laurence Crane
	National Crop Insurance Services
4:15 PM - 5:00 PM	Business Planning Software
	Dale Nordquist
	U of MN FinPack Staff
5:00 PM	Supper & Evening on Your Own

Tuesday June 11, 2002

Breaklast Bullet
1st Timers' Breakfast Meeting
Jim Kelm: NFRBMEA President-Elect
Welcome Remarks
Keith Stover, President SCTC
2002 Farm Bill & Ag Issues
U.S. Senator Mark Dayton, MN, Senate Ag Committee (Invited)
Break
Next Generation Agriculture
Dr. Neil Harl
Professor, Dept of AgEconomics, ISU
Visit with Vendors and Presenters
Lunch
Fun & the Work Environment
Dr. Stuart Robertshaw, aka Dr. Humor
President & CEO - National Association of Humor Impaired
Break
Next Generation Agriculture (continued)
Dr. Neil Hart
Adjourn for the Day Family Time & Supper
Evening on your own

Wednesday June 12, 2002

7:00 AM - 8:00 AM	Breakfast Bullet
8:00 AM - 8:30 AM	Ag Today
	Lynn Ketelsen, The Linder Farm Network
8:30 AM - 9:00 AM	The Ethanol Story
	Randy Doya1, CEO Al-Com Clean Fuel
9:00 AM - 9:30 AM	Food Grade Commodities
	Laverne Klecker, SunRich Inc, Hope, MN
10:00 AM - 4:00 PM	Value Added Tours
	Sheep Cheese Farm & Processing Operation Nerstrand
	On-Farm Pork Processing & Hmong Garden Plots, Lonsdale
	On Farm Dairy Milk Processing Operation New Progue
	Lunch to be served on tours
5:00 PM	Minnesota Nice (Tour Groups Unite)
	Farmamerica-Waseca
6:30 PM	Supper at Farmamerica
	Entertainment: Magic Barbershop Group
7:30 - 8:00 PM	Buses Return to Holiday Inn
Thursday June 13	, 2002
7:00 AM - 8:30 AM	Story-Telling Breakfast - Buffet
	"Revival of the Tales" Pat Harrington, Master Storytelle
8:30 AM - 9:15 AM	The Strategic Plan of Farm Management

(Where have we been - Where are we going?)

Gene Kuntz FBM Instructor, Faribault, MN

Break

9:15 AM - 9:30 AM 9:30 AM - 11:00 AM

Exchange of Ideas

Jim Kelm, President-elect, NFRBMEA

11:00 AM - 12:00 PM	Final Business Meeting
	Ira Beckman, President, NFRBMEA
12:00 PM	Adjourn & Head for Home or Visit Scenic Minnesota
	Jim Keim, President-Elect, NFRBMEA
12:00 PM	Post Conference Board Meeting
	Jim Kelm, President, NFRBMEA

NFRBMEA Actual Conference 2002 Financials

7/31/2002

INCOME		Value		Sub Totals		
Seed Money	*	5	1,000.00			
Sub Total				\$	1.000.00	
Booths		\$	1,050.00			
Dues		\$	2,020.00			
Interest Earned		\$	61.71			
Miss, Income		\$	10.00			
Sub Total	•			\$	3,141.71	
Sponsors		s	25,378.50			
sponsors Sponsor-Account Rect	alushia Alfalla Rais 1		2,500.00			
Bub Total				\$	27,878.60	
Registration						
	Late Feet	\$	420.00			
	Member Registration	5	18,360.00			
	Spouse Registration	S.	2,905.00			
	Children's Registration	\$	870.00			
Total Registration				\$	22,666.00	
			INCOME	\$	54,575.21	

Expenses			Value		Sub Totals		
AV Equipment Bank charges		5	245.00 71.00	1		_	
Booth Rentel Expense		\$	71.00				
Dues Repaid		5	2.020.00				
Conference Room Rental		ŝ					
First Timer Scholarships			1,000.00				
Officer GiftelPresenter Pit	10 Han	5	330.46				
Hotel Expense - Rooms S			330.46				
Insurance		5	716.00				
Name Tage & Lanyard		5	686.70				
Farm America Tickets							
Printing		\$	1.642.34				
Poelege		5	687.03				
Nolebooks		5	691.69				
Park Rentais		5	65.00				
Barty Reg. Drewing		5	300.00				
Conference Certificates			85.20				
Supplies/Paper Etc.		\$	268.13				
Refunds		ŝ	475.00				
Other Mies Expenses			422.82				
		3.0					
Refund Seed Money		5	1,000.00				
	Total		of Meet Vol.	5	10,908.37		
Meels & Breaks							
	Breeks M& Th	5	1,689.00				
	Broaks T	5	2.488.50				
	Total			\$	4,177.60		
	Brankfant-M	\$	1,574.62				
	Braakfast-T	5	1,528.31				
	Breaklast-W	5	1,953.13				
	Breaklast-TH	Ś	1,758.98				
	Total			\$	6.813.04		
	Lunch-Pre Coni. Board mig	\$	233.10		4,010.00		
	Lunch-M	5	1,918.85				
	Lunch-T	5	5.159.85				
	Lunot-W	5	980.00				
	Total			5	8,291.80		
	Mixer Planic	\$	1.250.28				
	Tour Beverages	\$	212.02				
	Farm America Suppor	\$	2,972.00				
	Post Board meeting Lunch	\$	165.79				
	Total			5	4,600.07		
		Meal To	otala		No. of Contest	\$	23,882.41
Speakere							
		\$	7,051.92				
Presenter Honortum		\$	905.00				
	Total			\$	7,956.92		
Family Program							
	CandisfLotion Making Jill Anderson	.\$	450.00				
	Family Program Fees	\$	156.00				
	Total			\$	606.00		
Transportation							
	Failbault Trip, MN ZootMall-Am & Tour Day	\$	2,477.75				
	Total			\$	2,477.75		
		EAP	ENSES	\$	45,831.45		
			EN262		40,831.40 N,743.76		

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13

Standing Committees 2002-2003

Board Committees

- Recruitment of Instructors
 - Awareness Promoting the teaching of Farm and Ranch Business Management as an occupation
 - Familiarization Work with secondary agricultural education instructors, folks in other agricultural occupations, students majoring in agricultural education, and other interested individuals, to familiarize them with the job of being a Farm and Ranch Business Management Educator.
- Instructor Standards
 - Additional committee members: Dr. Edgar Persons, Gene Kuntz
 - o Programmatic
 - Program standards for FBM
 - Working with your base employer
 - Working with adult FBM students
 - Recruiting new students
 - NFRBMEA
 - o Technical
 - Accounting issues
 - Farm Financial Standards Council
 - Tax issues
 - Types of business Entities
 - Business plans
 - Legal issues
 - Employment
 - Farm Services Agency
- National Institute Pre-Service and In-Service Professional Development

Almost a year ago, the NFRBMEA Board of Directors asked Dr. Edgar Persons to look into an expanded role for NFRBMEA in pre-service and in-service professional development. Dr. Persons came up with an idea that goes well beyond our current emphasis on our annual conference. His idea has become known as the "National Institute".

The main idea behind a "National Institute" is NFRBMEA's desire to become known as the premiere source for pre-service and in-service professional development opportunities in farm and ranch business management education. The National Institute is considered a potentially powerful tool to improve teacher recruitment and retention.

The concept behind the National Institute involves working with a major university or universities. The university(ies) would offer college credit for educational activities at our annual conferences as well as in other places and other times. The National Institute, through the NFRBMEA, would generate funds to develop college courses and administer them. Funding would be adequate to allow qualifying teachers to take these courses at minimal cost to themselves. Dr. Richard Joerger, University of Minnesota, has taken an interest in helping the NFRBMEA with the planning phase of a National Institute.

The National Institute concept is, by far, the largest and most far-reaching project that NFRBMEA has ever considered. It will require an investment of time and money to make it happen. It will also require the support of the NFRBMEA membership. The NFRBMEA Board of Directors is looking forward to discussing this exciting project with you at our annual conference in Minot.

Board Appointed Committees

- Teaching Resources/ Curriculum
 - Committee members: Ron VanNurden, Brad Augustin, Ron Dvergsten, Charles Duell, Jon Farquharson
 - Create a curriculum clearing house
 - o Publish curriculum
 - Place ideas on the website
 - Run the Exchange of Ideas Contest at Conference
- Membership Development
 - Committee members: Dan Hoffinan, Tim Holtquist, Jay Stretcher, Dan Perkins
 - Membership development in non-participating states
 - Study membership potential what else can we do for our members?
 - Member articles in popular publications
 - Leadership training/seminars
 - o Mentoring
 - o Internships
 - o Work with National Institute Committee

- Industry Relations Committee
 - o Committee members: John Castor, Steve Metzger, Gene Kuntz
 - Make NFRBMEA the organization others think of first when farm management information or education is required
 - o Develop a stable system of financing for NFRBMEA
 - Combine resources with others for conferences and other educational purposes
 - Identify businesses with which we currently work, or have in the past
 - Identify government agencies with which we currently work, or have in the past
 - Identify professional organizations with which we should foster a working relationship
 - o Obtain input from the Past-Presidents of the NFRBMEA
 - o Identify personnel to help with the work of this committee

Other Information

- NFRBMEA member Gary Thome is the Adult Representative on the National Council for Agricultural Education, and keeps us updated on their activities at our business and board meetings.
- The 2003 NFRBMEA conference will be held in Minot, North Dakota from June 8 12, 2003. Al Graner, Tom Hanson, Dale Enerson, and Rueben Mayer will be the main hosts. The conference will take place at the Minot International Inn. The theme of this year's conference is "Reaching Beyond our Boarders" and discovering "Lewis and Clark Country". Instructors will have the opportunity to expand their knowledge on our agriculture industry and learn how our producers can compete better in the world along with celebrating the beginning of the bicentennial of the Lewis and Clark Expedition into the new land of our country.
- The 2004 NFRBMEA conference will be held in the Wisconsin Dells area. Edmund Ruff and his colleagues from Wisconsin will be the hosts.