

**NFRBMEΔ<sub>INC.</sub>**

**2023-24**

**ANNUAL REPORT**



National Farm and Ranch Business Management Education Association, Inc.



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# ***NFRBMEA***<sub>INC.</sub>

## **Mission Statement**

**To promote and support farm and ranch business management education. We accomplish our mission by providing in-service education to our members and by communicating and networking with others.**

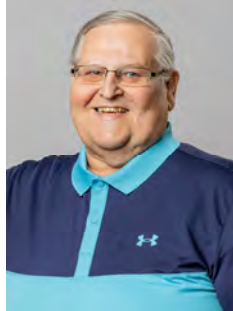


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The National Farm and Ranch Business Management Education Association, Inc.  
is recognized by the Internal Revenue Service as a 501(c)(3) corporation.

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## 2023-24 Board of Directors



**President**

Ron Dvergsten, Thief River Falls, MN



**Secretary**

Brad Sirianni, Whitehall, WI



**Past President**

Tina LeBrun, North Mankato, MN



**National Council Rep (incoming)**

Jeremy Daberkow, Welcome, MN



**Treasurer**

Jeff Schultz, Faribault, MN



**National Council Rep (outgoing)**

Deron Erickson, Barrett, MN



**Conference Sponsorship Coordinator**

Denise Reeser, New Prague, MN



**Communications Director**

Deb Pike, Rochester, MN

## NFRBMEA Executive Summary

Ron Dvergsten, NFRBMEA President



The National Farm and Ranch Business Management Education Association had another successful year in working to improve our efforts to provide resources and support to all Farm Business Management educators. I want to thank all the NFRBMEA Board members for their efforts in helping to direct the organization in meeting its goals. I also want to thank all our organization's members, sponsors, and stakeholders. Without your support our organization could not exist.

### **NFRBMEA accomplishments of the past year:**

Professional development opportunity activities continue to be the primary focus of the organization. The 2023 National Farm Business Management Conference that was last June in Bellaire, Michigan was a great conference that was well attended by NFRBMEA members and was the 50<sup>th</sup> national conference in the history of our organization. What a milestone for NFRBMEA! This year's NFBM Conference Planning committee started making plans over a year ago for the 2024 NFBM Conference, to be held in La Crosse, Wisconsin June 10-13 with a conference theme of "Success Through Exceptional Service". The NFBM Conference provides great speakers, workshops, vendor displays, and tours, but also it provides the opportunity network with agribusiness professionals from across the country.

For a third year, we developed and released a members-only, fall professional development webinar series. These "Power-Ups" sessions were held last October, November, and December. The webinars were one hour in length and held over the noon hour. This spring we also planned for an additional "Power-Ups" webinar in May 2024.

Our newsletter, the *NUTS & BOLTS*, which began back in August 1987 continues to keep the membership informed, educated, and connected with quarterly newsletters. Our recently updated website, [www.nfrbmea.org](http://www.nfrbmea.org) continues to provide additional information regarding the organization. Deb Pike, Communications Director, is the person in charge of maintaining the website. Deb also continues to maintain our presence on social media.

NFRBMEA has held a seat on the National Council for Agriculture Education since 2006 to represent Adult Education and specifically Farm Business Management Education in agriculture. Deron Erickson who has been our National Council representative for the past three years, provided a lot of food for thought regarding strategic planning efforts for our organization this past year and led a discussion group of NFRBMEA members at the 2023 National Conference on strategic planning ideas to help guide the organization going forward. Thanks, Deron, for those efforts. Deron's term on The Council expired this winter. The NFRBMEA Board formally appointed Jeremy Daberkow, FBM instructor with Minnesota West College, during a special March 2024 board meeting. Congratulations to Jeremy. I am extremely confident that Jeremy will represent the NFRBMEA organization very effectively on The Council.

Change and opportunity continue for our membership. We continue to have the need for our members to step up and serve the organization in a variety of ways. Currently, we are functioning without a President-Elect. Applying to be a board member, a conference planner, sponsorship seeker, member recruiter, or as a volunteer to assist with other professional development activities can all be ways to support the organization. Even writing an article or two for the *NUTS & BOLTS* newsletter would be a good start. Any of these activities provides you with direct professional development skills. It's like the concept of, "there is no better way to learn a topic than to prepare to teach it."

## The 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. The association was named and the constitution was ratified at Pierre, South Dakota, in 1985.

We are an association of Farm Business Management (FBM) instructors who work in approximately 20 states and provinces. These instructors each work with 40-50 farm operators on a yearly basis. They both teach and consult with these farmers on business planning & analysis, financing & credit, cash flow budgeting, business accounting, tax planning, financial ratios, and financial benchmarking.

The NFRBMEA meets annually and continues to expand its activities to serve its members. Each conference has workshops, tours and top-notch speakers. Information is designed to be taken home and put to use.

Knowledge disseminated and networking created by our organization has a direct impact on making better farm business managers and strengthens the whole agricultural community.

## NFRBMEA INC.

Bringing knowledge that works  
to farm and ranch families

### Join Us!

We offer:

- Farm Business Management professional development opportunities
- National networking with agricultural professionals
- Exclusive member access to educational tools & materials
- Annual FBM conferences



Our mission is to promote and support farm and ranch management educators by providing in-service education to our members, and by communicating and cooperating with others.

[www.nfrbmea.org](http://www.nfrbmea.org)



National Farm & Ranch Management  
Education Association, Inc.

# POWER-UPS

## MEMBER-ONLY WEDNESDAY WEBINARS

NOON CST

**October 25:** Enterprise Accounting Software for Farms  
-Landon Frye, Ambrook

**November 15:** "Charitable Giving"  
-Rob Kinsey, Iowa State University

**December 13:** The Evolution of Solutions: "Solutions are a Puzzle"  
-Ashley Arrington & Gerald Kruger, Ag Resource Management

SERIES COST: \$60 Annual NFRBMEA Membership

WATCH YOUR INBOX!

### NUTS & BOLTS

NEWSLETTERS

2024 NFBM CONFERENCE  
LA CROSSE CENTER  
LA CROSSE, WI  
JUNE 10-13, 2024

[www.nfbm-conference.org/2024/](http://www.nfbm-conference.org/2024/)

FEED YOUR BRAIN, BECAUSE TEACHING IS A LEARNING PROFESSION

For the second year, the Board put on a series of three Power-Ups Member-Only webinars., which were well-received.

This year's presenters were Ambrook farm accounting software, Rob Kinsey from Iowa State University, and Ag Resource Management (ARM).

The Board is planning for another Power-Ups series for Fall 2024.

## Membership & Communications

NFRBMEA actively represents farm and ranch business management educators on national committees and works to promote farm and ranch management education.

Regular membership is open to current and retired instructors, teacher-educators, coordinators, supervisors and planning staff. Affiliate membership is open to supporters of farm and ranch business management education.

Your NFRBMEA membership card is an acknowledgment of dues paid and serves as a visual reminder of when your membership is due for renewal.



We offer:

- ◆ Farm Business Management professional development opportunities
- ◆ National networking with other agricultural professionals
- ◆ Exclusive member access to educational tools and materials
- ◆ Annual FBM conferences

	2023-24 Regular Affiliate		2022-23 Regular Affiliate	
Colorado	2	1	2	1
Illinois	1	-	1	-
Iowa	1	-	-	-
Indiana	-	1	-	-
Kentucky	-	1	-	1
Michigan	-	-	1	-
Minnesota	60	5	42	6
Missouri	2	-	2	-
North Dakota	7	1	5	2
Ohio	2	-	2	-
Oklahoma	-	1	-	1
Oregon	1	-	1	-
South Dakota	3	-	3	-
Texas	-	-	1	-
Utah	3	-	3	-
Vermont	1	-	1	-
Wisconsin	4	-	5	-
<b>TOTALS:</b>	<b>87</b>	<b>10</b>	<b>69</b>	<b>11</b>



Mobile-friendly website

Our website, [www.nfrbmea.org](http://www.nfrbmea.org), has been updated with a fresh look, and contains history, career opportunities, links to upcoming conferences, newsletter archives, meeting minutes and officer information. We can also be found on Facebook and Twitter.

Our newsletter, the **NUTS & BOLTS**, is published quarterly. The **Real-Time Update** (RTU) keeps members updated on late-breaking events and other items of interest.

# & NUTS BOLTS



## National Council for Agricultural Education Update

Deron Erickson, Outgoing NFRBMEA Representative to NCAE

Representation on the National Council for Ag Education is an important part of being a member of NFRBMEA. The NFRBMEA is one of 14 organizations directing the work of the National Ag Education Council. We are the only organization that represents adult learners in Ag Education. If you believe in life-long learning then our representative serves the purpose of bringing that component to the National Council. In addition, it is important that NFRBMEA knows and understands what other organizations are doing in Ag Education and that they in turn know what NFRBMEA is doing.



One of the highlights in the past year was a presentation that Keith Olander, Director of AgCentric of Minnesota and I did at the September in-person meeting of The National Council in Minnesota. Keith did a fabulous job of relating to the The Council the impact that NFRBMEA and it's members have on their learners and the financial impact in the communities. Keith also related the grant funding (such as with the National Science Foundation) and impact that initiatives such as the cover crops study in Minnesota and Wisconsin can have. Keith also shared other initiatives that reached across different parts of Ag Education that AgCentric was involved with and were in future plans. The presentation was viewed very positively by The Council board. It really solidified NFRBMEA's presence on The Council and the roll we play in Ag Education. I know that Dr. Travis Park (National FFA Advisor and Board chair) for one was extremely impressed with the work we do after Keith and my presentation. NFRBMEA has a unique Ag Education story and we need to tell it more often. I know that the state of Minnesota knows about the importance of farm management education, we need to continue to remind others of that importance. NFRBMEA's presence on The National Council for Ag Education is one way to remind the rest of Ag Education of our importance.

A lot of the work of The Council revolved around revision of the AFNR (Agricultural, Food, and Natural Resources) standards. The career pathways were also revised with a pathway developed for Ag Education. The last time the standards were revised was 2018 and a fresh look was needed to make sure that they represented a complete guide to Ag Education in 2024.

The Council itself continues with four strategic priorities:

1. Recruit, prepare, retain, and support ag education.
2. Include all people and leverage diverse approaches.
3. Engage and transition students to be leaders and advocates of AFNR and related industries.
4. Develop collaborations within and beyond our ag education community.

The Council also took over management of CASE (Curriculum of Ag Science Education). Case continues to be a leader in training secondary teachers in Ag Science. Over 3,600 teachers have been trained by CASE across 48 states. This is significant training in Ag Education by a strategic initiative the was started by The Council.

There are many other global Ag Education items that The Council are involved in. I invite you to visit the National council website, <https://thecouncil.ffa.org/about-us/>, to learn more. We are looking forward to Melissa Rekeweg managing director of The Council to join us on Tuesday, June 11 at our National Conference. Melissa will give us an update of The Council's activities at our Annual Business meeting that day, another reason to attend the National Conference.

### ***National Council for Agricultural Education, continued—***

The person who is NFRBMEA's representative on The National Council has a 3 year term, and this person is appointed by the NFRBMEA Board. I took over from Lori Tonak (South Dakota) when she retired. My term was up January 1, 2024. At the April board meeting of NFRBMEA, Jeremy Daberkow (Minnesota) was appointed by Board to be the new NFRBMEA Representative on The National Council. I know Jeremy will be a great fit and will represent us well.

I would like to thank the NFRBMEA membership for trusting me with this position for the last 2 ½ years. I enjoyed every meeting and was grateful for the opportunity to be a part of the outstanding leadership team directing Ag Education. The members of The National Council are really the best of the best. One of the highlights of my career was to represent you in this important work.

*In 2004, NFRBMEA assumed the sponsorship and appointment of a representative to the National Council for Agriculture Education ("The Council"). This was the first time a member of the "The Council" had been selected by NFRBMEA.*



There was good discussion during the NFRBMEA "Raising Our Brand" planning meeting on Tuesday afternoon.

*Photo: Tina LeBrun*



Deron Erickson, our representative on the National Council Board, gave the group some background at the beginning of the meeting.

*Photo: Deb Pike*

## **NAFBAS Cooperation**

NFRBMEA is continuing to develop its relationship with the National Association of Farm Business Analysis Specialists (NAFBAS). It became apparent that the two organizations are almost identical in size, mission, budgets, and clientele.

Cooperative efforts are ongoing in these areas:

- The boards agreed to hold joint annual conferences in the future, known as the "*National Farm Business Management Conference*".
- A Memorandum of Understanding was signed setting out expectations and responsibilities of each organization for the upcoming conferences.
- Boards agreed to share email lists of each other's members.
- The fall board meetings will be coordinated so that the boards may meet with each other for a portion of their respective meetings.
- Boards will meet jointly at the annual conferences.



## Minutes of the Spring NFRBMEA Board Meeting

May 4, 2023 • Conducted via Zoom

The meeting was called to order at 9:37am by Tina. Members present: Tina LeBrun, Ron Dvergsten, Deron Erickson, Lynn Hoffman, Denise Reeser, Debra Pike, Myron Oftedahl. Introductions and updates given by members present.

Motion to approve agenda by Deron, second by Jennifer. Motion passed.

Strategic Planning by Deron. Question to Deb asking if NFRBMEA has ever done strategic planning? The four strategic priorities for the National Council are 1: recruit, prepare, retain, and support ag educators; 2: include all people and leverage diverse approaches; 3: engage and transition students to be leaders and advocates in/for AFNR and related industries; 4: develop collaborations within and beyond our ag education community.

Ideas from Deron: Does NFRBMEA want to be a part of Tech Ag? How does NFRBMEA help support entry level FBM? TIP for other states through NFRBMEA? State leaders in each state for NFRBMEA? Beginning member award for NFRBMEA member? Sponsor awards for outstanding program? Award for increase in membership in each state/college? Could there be credentialing info on NFRBMEA website for each state? Should there be presence on campuses for NFRBMEA? Could mental health support be offered to other states through NFRBMEA? Could we partner with CFFM as a listing of members who are a resource for FINPACK? Why aren't people at CFFM members? Deron brought up difficulties with NFRBMEA and NAFBAS if it's an only one person or the whole group NAFBAS difficulty, Ron shared the growth and reduction of growth of members over time in NFRBMEA. Myron shared the mission statement of NFRBMEA and the focus on professional development and how the conference has been the focus on professional development. Deb shared how professional development has grown into the webinars the past couple years. The NUTS & BOLTS are archived on the website for a historical background. Deron asked in NFRBMEA wants to evolve more and look at national money for growth of NFRBMEA? Denise is supportive of asking the questions to grow and move forward. Myron brought up to align our goals with National Council to work together and not compete for funding at the national level. Tina shared the value of accountability for instructors. A Strategic Planning meeting will be scheduled during the Conference at 3:45 pm on Tuesday, June 13. Needs a plan and direction for the meeting to have a positive working meeting. Deron will lead the meeting.

Tina brought up discussion of having a conference without NAFBAS. Curtis mentioned that Extension may be backing away from doing the triennial. Sponsorship is extremely hard to do in the current conference format. Conference planning is very stressful in the difficulty of working with both organizations to plan the conference and difficult communication. Late registration hinders attendance at the conference due to planning for people and vendors to attend. Tina discussed having a conference without NAFBAS with Keith Olander and Megan Roberts. Keith asked what the conference would look like without NAFBAS. Keith suggested extending the fall conference, Kevin Klair suggested having a FINPACK users conference, or Keith suggested combining with PEP. Would NFRBMEA be willing to house the peer groups that started this past year with Minnesota FBM? Tina asked the question if our problems are with NAFBAS as a whole or just one person. Jennifer asked if we will already plan on being dissolved because of no change to the MOU and NAFBAS already sent the letter last June 2022. Myron said discussion was had in July, but nothing was changed or signed on a new MOU. Discussed plan to go forward with the assumption that we would be on our own in 2025 for the conference. Ron shared the MOU began because of the ability to offer better conferences together, rather than separate. Joint Pre-conference meeting will shed some light on the future on what NAFBAS is thinking with having conferences together. Myron shared NFRBMEA needs to be prepared to move forward and have a conference on our own.

Ron shared the letter for MOU dissolution had to be a group of NAFBAS and not just one person. 2024 conference planning Lynn shared that as far is known, no contract has been signed with the

***Minutes of Spring Board meeting, continued—***

hotel yet. Overall, go forward planning 2024 as the last joint conference in La Crosse, Wisconsin and to be sure NAFBAS will attend, participate and show up at the 2024 conference. 2025 go forward planning to be on own hosting a NFRBMEA conference. Ron made a motion, Myron seconded to have an agenda item at the Annual Meeting to discuss the National Conference going forward in the event an MOU is dissolved.

The Secretary's report involved reviewing previous meeting minutes and approving them. Minutes from the September 8, 2022 fall board meeting were reviewed and corrected spellings. Motion to approve by Ron, second by Myron, motion passed. Minutes from June 24, 2022 Post-Conference board meeting were reviewed, corrected spellings and dates on conference. Motion to approve by Ron, second by Myron, motion passed. Minutes from March 2, 2023 board meeting were reviewed and corrected spellings. Motion to approve by Deron, second by Ron, motion passed. Minutes from March 28, 2023 board meeting were reviewed and corrected spellings. Motion to approve by Deron, second by Ron, motion passed. Jennifer needs to remember to sign the minutes at the bottom of each report. Motion to approve Secretary's report by Ron, second by Deron, motion passed.

Deb gave the Communications Director's report. The latest **NUTS & BOLTS** is finished and out and the Annual Report is being compiled. Treasurer's reports are needed for completing the annual report. The membership form on the website has been updated, Kansas State has three position openings on the website's Careers page. All **NUTS & BOLTS** and RTUs have been archived on the website. The sponsors' updates are in progress for the 2023 Conference website and a Presenter page is coming soon. Website looks fabulous. Deron moved to accept Communications Director's report, second by Ron.

Conference Sponsorship update from Denise. Working on recruiting sponsors by sending them information. BASE, CFFM, Easy Farm, Farm Financial Standards Council, PcMars are all sponsors. ARM and National Crop Insurance will be sponsors with the amount to be determined. Ambrook Recordkeeping is a new sponsor at BINBUSTER level. Ambrook will be giving a mini talk/workshop at conference. Denise has a check for Myron to deposit. Also, she needs to get forms out to sponsors that donated over \$500. Thanks to Myron and Tina supporting Denise in the sponsorship recruitment position. It is really hard to get sponsors, when there are delays in information sharing from NAFBAS for the conference. Vendors are paying a registration fee and paying donation in addition. It was challenging with that change, and also challenging to get time for the sponsor to talk. Jim McCabe has a \$6000 sponsor for the keynote speaker, but no details on that one yet. Denise is unsure if there are any local sponsors for 2023 conference. Need to reach out to John Jones, the head of planning the 2023 conference in Michigan. Motion to approve Conference Sponsorship report by Ron, second by Myron, motion passed.

Tina shared agenda planning for the conference and asked if conference registrations are done yet. Deron is done. Lynn and Jen have not registered yet, just waiting until later in the month of May, but hotels are booked. The registration has a meal charge for the sponsors in addition to their donation. Tina has discussed with Jim McCabe the new sponsor of \$5000.

2024 Conference update by Lynn. Books of the area will be given out to conference participants. Home2Suites, 50 rooms, and complimentary breakfast; Courtyard by Marriott hotels about 3 blocks to walk, right on the river, has a patio and deck, and have blocked off 50 rooms also. La Crosse Center is the location for the conference, with two large conference rooms. Lots of downtown activities and possible Paddleboat rides for activities. Family night possible to have Loggers baseball game- have an area for dining and watching the game. If no game, it is possible to just use the area that night for a picnic. Possible to get a Kwik Trip speaker. Lynn is looking for help with the topics and speakers. Potential conference topics: MN DNR Climatologist, credit scores (how determined, what effects), bank examination (what to look for, how to help), and case study. Potential speakers: Craig Culver, head of Ag Banks, Michael Swanson (need to work with Wells Fargo to get a sponsorship to get him to

***Minutes of Spring Board meeting, continued—***

come), Scott Shellady from RFD TV, farm bill person, maybe Colin Peterson. Need an overall theme, and nothing currently done on farm tours. Tina recommended talking to William Nelson for ideas. Lynn talked to Jim McCabe about doing a presentation for 2024 conference during the 2023 conference. Myron suggested inviting Ted Mathews and Monica McConkey on how to develop that connection with our farm students, instructor mental health, and what Minnesota has for a mental health program for farmers and how we developed it. Myron suggested keeping the room rates for a couple days before and a couple days after the conference.

Pre-Conference board meeting will be 1 pm Monday, June 12 prior to the Joint Board meeting. Send any information to Tina that should be on the agenda for the Annual Meeting as soon as possible.

Post-Conference Board Meeting is scheduled to meet, June 28 from 1- 4 pm via Zoom. Deron moved to adjourn, second by Myron. Motion passed. The meeting adjourned at 12:35 pm.

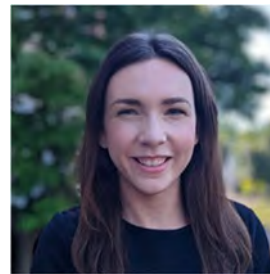
Respectfully submitted by  
Jennifer Smith, NFRBMEA Secretary

**Our 2023 Conference Presenters**

Keynote: Steve Gilliland



Ron Bates



Molly Sears



Chelsea Plummer



Craig Macklin



Bob Rhea



Dan Sleaford



Gary Schnitkey



Anthony Barrett



Ann Marie Lau



Sarah Campbell



James Larsen



Christa Robertson



Paul Anderson

## Minutes of the NFRBMEA Pre-Conference Board Meeting

June 12, 2023 • Shanty Creek Resort • Bellaire, MI

Meeting called to order by Tina LeBrun at 1:10 pm. Members Present: Tina LeBrun, Ron Dvergsten, Jennifer Smith, Denise Reeser, Lynn Hoffman, Jeff Schultz, Deron Erickson, Debra Pike, Myron Oftedahl.

Jeff Schultz moved to approve agenda as presented, Deron Erickson seconded, motion passed. Brief updates from Board members followed.

Secretary's report given by Jennifer Smith for the May 4, 2023 board meeting. Motion to approve Deron Erickson, second by Jeff Schultz.

Treasurer's report by Jeff Schultz. Net income last year was \$4766.61, and the majority of profit comes from the national conference. Balance Sheet and treasurer's report shared by Jeff and all should be accurate. \$7500 investment into national conference and no documentation to support that



L-R: Lynn Hoffmann, Denise Reeser, Jennifer Smith, Ron Dvergsten, Tina LeBrun, Deron Erickson and Jeff Schultz

transaction. 2006 \$2500 from NFRBMEA and NAFBAS put into for conference for seed money. After Sioux Falls 2016 conference, \$5000 each from NAFBAS and NFRBMEA put into the conference seed money, for a total of \$7500.

Balance sheet net liabilities & equity \$26,159. The June 2023 Proposed Budget does not include income from the national conference due to uncertainty on how the conference money is split. Jeff explained the \$6500 in and out of the budget was a mistake to zero out the money. The \$6500 was supposed to go into conference checkbook not NFRBMEA checkbook. To zero it out, it went in and out in the contribution's category.

official conference sponsorships. Myron Oftedahl made a motion to approve the treasurer's report, 2<sup>nd</sup> by Jennifer Smith. Motion to amend the motion to add a \$4000 conference profit to proposed budget by Jeff Schultz, second by Deron Erickson. Motion passed for amendment to main motion. Motion passed to approve amended Treasurer's report.

Denise has more conference sponsorship money to get to Myron for the national conference. Denise and Myron need to talk to Jim to determine the

Communications Director's report by Deb Pike. The 2022-23 Annual Report is done; The PDF document contains both bookmarks and an interactive Table of Contents to help make it easier to find information. The 2023 Conference website is up to date and Deb is working on finishing the Sponsorship page. Deb brought plaques that she ordered. She will have two dues checks waiting for her when she gets home to add to our NFRBMEA membership. Thanks to Deb for all her work on the website and annual report. She is still using Adobe Dreamweaver for website creation and editing, but wonders how much longer before Adobe discontinues it. She is looking for alternatives besides WordPress, which has a sharp learning curve. Jeff suggested hiring someone prior to Deb leaving and work together with Deb to make the transition. Motion to approve Communications Director's report by Denise Reeser, second by Ron Dvergsten. Motion passed.

National Council report by Deron Erickson on National Council meeting held in May. Focus was on CASE and redoing the standards. Deron was not able to attend that May meeting. National Council meeting for June has been cancelled as well. Challenges with transition of personnel and new director. Next meeting will be in August. Mary Hoffman is president currently. Move to approve National Council report by Jennifer Smith, second by Ron Dvergsten. Motion passed.

**Minutes of the NFRBMEA Pre-Conference Board Meeting, continued—**

Discussion held regarding colleges paying with one check for NFRBMEA dues. Each college should send a list of the members that the college is paying for so Deb will have a list of the members with dues paid. Also talked about adding additional value for NFRBMEA dues through additional professional development options via zoom meetings etc.

There are 22 NFRBMEA members attending the conference this year in Bellaire, MI.

Conference Sponsorship report by Denise Reeser. Goal was \$10,000 in sponsorships. Received \$10,500 in sponsorships. ARM (Ag Resource Management) \$1000, BASE \$500, CFFM (Center for Farm Financial Standards) \$1000, EasyFarm \$500, Farm Financial Standards Council \$500, PcMars \$1000, National Crop Insurance \$500, \$500 United Health Care Services, Ambrook \$5000 Landon, MacKenzie and another employee will be here presenting and at booth. Ambrook is accounting software, seems like an ag-based QuickBooks. Denise and a plus-one will attend a dinner to learn more about Ambrook.



Clockwise: Deron Erickson, Jeff Schultz, Lynn Hoffmann, Denise Reeser, Jennifer Smith, Ron Dvergsten, and Tina LeBrun.

Denise had trouble finding out which sponsors had paid on registration website and challenges communicating with NAFBAS. Also, Denise would like the conference sponsors logos on website sooner for more publicity for a longer time during the year. Goal to keep adding more sponsors. Denise shared EasyFarm contact is excited to share other contacts for next year's conference. No local sponsorships for 2023 Conference in Bellaire, MI. Motion to approve sponsorship report by Jeff Schultz, second by Ron Dvergsten. Motion passed.

2024 Conference update by Lynn Hoffmann. La Crosse conference: south side of center is reserved. Two hotels are reserved Home2 Suites is one and Courtyard by Marriott is the second. Marriott is on the river, about 2 blocks from the Conference Center. All food will be served at the conference center. Denise suggested bringing back the Monday night reception. Conference will be held June 10-13, 2024. Lynn would like a theme for the 2024 conference. Motion to approve by Deron Erickson and second by Jeff Schultz.

MOU discussion. Timeline dates were not met this past year. Template for conference has not been seen yet. Delaware person who wanted to register, but didn't have an agenda out yet, so thinking he got missed and didn't get registered. No job descriptions have been seen yet.

Motion to adjourn at 3:00 by Jennifer Smith, second by Jeff Schultz, motion passed.

Respectfully submitted,  
Jennifer Smith, NFRBMEA Secretary

## Minutes of the Joint NFBMC Pre-Conference Board Meeting

June 12, 2023 ● Shanty Creek Resort ● Bellaire, MI

Call to order by Laura Powers at 2:15 pm. Members present from NAFBAS: Anthony Barrett (NE), John Jones (MI), Brett Goodwin (IL), Jim McCabe (IL), Laura Powers (KY), Michelle Seifert (NE), Dean Ziegler (WI), Chelsea Plummer (KS); NFRBMEA: Lynn Hoffman (MN), Myron Oftedahl (MN), Deron Erickson (MN), Tina LeBrun (MN), Deb Pike (MN), Jeff Schultz (MN), Ron Dvergsten (MN), Jennifer Smith (MN), Denise Reeser (MN). Chair: Laura Powers, Secretary: Jennifer Smith.

Motion made to approve agenda by Deron Erickson, 2<sup>nd</sup>, motion passed. Introductions by members present.

Minutes from September 27, 2022 Fall Joint Board Meeting. Correction made to strike Barrett and add LeBrun in the minutes under "Professional Development Opportunities" to have the correct person named. Motion to approve minutes by Jennifer Smith, 2<sup>nd</sup> motion passed.

Conference attendance: 62 NAFBAS, 22 NFRBMEA, 2 Extension, 149 attendees total at the conference including all members and families.

Split on money from 2022 Conference \$9801.67. \$667 a bill to be paid from previous year's conference that will need to be paid out of this year's conference proceeds because it came after the books were closed on 2022 conference.

2023 Conference report by John Jones. There is a good slate of speakers lined up for tax, H2a, climate control, Main speaker will be good, and final speaker will be from credit analysis. Thank you to John for all his work on the conference for 2023. Keep the original final speaker in mind for future conferences. Total about \$57,000 in and about \$21,000 out for meals, \$1400 tech, \$2500 tours. Jim said costs of tours have dramatically increased since Covid. An example, bus cost was previously about \$600, now up to about \$2000 per bus. Michigan did not give us a sales tax exemption for the conference. So far half of food paid, buses paid, insurance policy paid, and \$1000 down payment have all been paid out prior to conference. Much easier to pay bills, when money is coming in throughout the time that registrations are coming in. Thanks to Denise for getting so many sponsorships. New sponsor for the keynote speaker, is Jim McCune at \$6000. Ambrook is a new sponsor for \$5000. All speakers and sponsors will be getting a bottle of locally-made wine as a thank you.

2024 Conference will be in La Crosse, WI at the conference center along the Mississippi River. Jim McCabe and Lynn Hoffman shared a report. The south side of the La Crosse Conference Center is reserved. Two hotels are reserved Home2 Suites is one and Courtyard by Marriott is the second. Marriott is on the river, about 2 blocks from the conference center. All food will be served at the conference center. Shuttle will be available from Marriott in the case of inclement weather. Located in downtown La Crosse with many activities and places within walking distance.

2025 Conference ideas shared by Jim McCabe. Hawaii hotels proposal \$440 a night and about \$35,000 for food and beverage. Disney properties \$125,000 for food and beverages minimum, and hotel was \$325/night. Fort Worth, TX option, proposal sent, but Jim will receive numbers back in a couple weeks. Other ideas tossed out were Washington, DC, or Portland, OR, or Orlando, FL. Hawaii and Disney have been pretty much eliminated due to high costs to hold the conferences.

Laura said that three pre-conference workshops about 1 – 1 ½ hours long for new instructors 0-2 years were held by NAFBAS virtually; the new instructors are meeting tonight to meet and greet and have dinner together in person. Wondering if NFRBMEA would like to be invited to those workshops in the future? Tina shared that NFRBMEA had three training sessions in the fall that were delivered in a virtual format.



***Minutes of the NFBMC Joint Pre-Conference Board Meeting, continued—***

There were no new ideas for scholarship opportunities.

NFBMC Logo, Twitter, & other social media-nothing new, Deb asked for info on the conference social media. She is currently using the NFRBMEA Facebook and Twitter accounts.

Extension Ag Econ meetings, suggestion to make contact for them to come to conference in the future when on our Extension triennial conference years.

Laura said that the National Farm Income Tax Extension committee meets with the IRS to review Pub 225 Farmers Tax Guide. Also met with House and Senate ag committees to raise awareness on tax issues in agriculture. Had influence in extending the ERC/PARP deadline to July 14, 2023.



National Farm Business Management Conference Joint Board meeting

*Photo: Deb Pike*

USDA updates, there will be a presentation at the conference about the programming and updates that are available within the USDA. This is a good connection to keep USDA connected with NAFBAS and NFRBMEA to stay connected to the farm families.

Be sure to stop by and say thank you to the sponsors . Denise will start working on the local level with sponsors for La Crosse 2024 conference.

MOU draft discussion. Concern from Jim and Laura about the early date for conference registration open being too early for conference workshop planning, so requesting March 10<sup>th</sup> for opening registration. Tina stated NFRBMEA is opposite and wanting earlier registration due to the process of asking for funds to attend conference. Jim clarified to have costs available after the fall board meeting and agenda done by December 31, if that would be what is needed for asking for funding. Would the actual registration for conference being open earlier make any difference then? There are three different items happening. March 10 was agreed upon as the deadline for conference registration to be open on the MOU. This MOU will be effective starting July 1, 2023. Once the MOU is approved by both organizations, then job descriptions will be done for webmaster, registration, and treasurer as

***Minutes of the Joint Pre-Conference NFBMC Board Meeting, continued—***

joint activity between NAFBAS and NFRBMEA. Addition made to MOU to do an annual review and approval at the Pre-conference joint board meeting at the National Conference. NAFBAS discussed having the 2 people on the conference planning committee, having 1 person on for 2 years, and the second person on for 1 year to start this June 2023, then it would be 2-year rotation term. NFRBMEA agreed and will do the same thing. Also, discussed having more input for the conference planning than just the 4 people on the committee. Need to reply on other professionals that we are working with in our organizations. Motion to approve the MOU as amended at this meeting by Anthony Barrett, second by John Jones. Motion passed.

Job descriptions will be created after the MOU is approved by both organizations. The people doing the jobs that need descriptions will be asked to help create the job descriptions. The paid positions need to be held accountable for meeting deadlines and completing work. Jim McCabe recommended that job descriptions be done by this fall joint board meeting. The MOU annual review committee will be Tina LeBrun, Ron Dvergsten, Laura Powers Jim McCabe, and Dean Erickson, and will meet in July of 2023.

Any new states to join with groups. NFRBMEA has Delaware as a possibility; NAFBAS is still having conversations with Texas to get them to join.

Fall joint board meeting date to meet via Teams online. September 27 at 11 am.

Motion to adjourn by Anthony Barrett. Motion passed; meeting adjourned at 4:44 pm.

Respectfully submitted by,  
Jennifer Smith, Secretary

## Wednesday Picnic at Torch Lake Cellars Winery



Enjoying the view from Torch Lake Cellars Winery's patio.

## NATIONAL FARM BUSINESS MANAGEMENT CONFERENCE



Building Value and Partnerships,

Sharing Knowledge, Growing Your Personal Value,

Looking to the Future

JUNE 12 - 15, 2023 • SHANTY CREEK RESORT • BELLAIRE, MI

## Conference Agenda

### Monday, June 12

- 1:00 - 6:00 PM Conference Registration —*Promenade*
- 1:00 PM NAFBAS Board Meeting —*Center Bellaire*  
NFRBMEA Pre-Conference Board Meeting —*South Bellaire*
- 2:00 PM NFRBMEA Past Presidents' Meeting —*North Bellaire*
- 3:00 PM Joint Pre-Conference Board Meeting —*Center Bellaire*
- 4:30 PM Early Career (0-2 yrs) Attendee Meet & Greet prior to Dinner —*Promenade Patio*

### Tuesday, June 13

Host: John Jones

- 7:00 AM Breakfast —*Parlor B*
- 8:00 AM Opening Comments —*Parlor A*  
— John Jones, NAFBAS & Tina LeBrun, NFRBMEA
- 8:15 AM “Welcome from the College of Agriculture” —*Parlor A*  
— Ron Bates, Asst. Dean of Outreach & Extension, College of Agriculture & Natural Resources, Michigan State University
- 8:30 AM “Agricultural Carbon Credits and Water Policy” —*Parlor A*  
— Matt Gammans and Molly Sears, Professors, Michigan State University
- 9:30 AM **BREAK & Visit Vendors** —*Promenade*
- 10:00 AM Panel Discussion: Tax Planning in High Income Years —*Parlor A*  
— Bob Rhea, Moderator; Chelsea Plummer, Eric Hofland & Craig Macklin, Panelists
- 11:00 AM Coordination of Specialty and Organic Crops— Where Do They Fit? —*Parlor A*  
— Dan Sleaford, Weaver Popcorn
- NOON Ambrook Presentation —*Parlor A*
- 12:15 PM Lunch —*Parlor B*
- 1:00 PM **Breakout Sessions**
- “Adding Value to Your Farm Analysis” —*Parlor A*  
— Gary Schnitkey, University of Illinois, Urbana-Champaign
  - “Depreciation Dos and Don'ts” —*North Bellaire*  
— Anthony Barrett

**Tuesday, June 13, (continued)**

- 1:00 PM **Breakout Sessions (continued)**
- “Selling Farm Management Services” —*South Bellaire*  
— Ann Marie Lau, Senior Sales Development
  - “Considerations for Building a Client Portal for Information Transfer”/ Ambrook Software —*Center Bellaire*
- 2:15 PM **Breakout Sessions, repeated**
- “Adding Value to Your Farm Analysis” —*Parlor A*  
— Gary Schnitkey, University of Illinois, Urbana-Champaign
  - “Depreciation Dos and Don’ts” —*North Bellaire*  
— Anthony Barrett
  - “Sell Farm Management Services” —*South Bellaire*  
— Ann Marie Lau, Senior Sales Development
  - “Considerations for Building a Client Portal for Information Transfer”/ Ambrook Software —*Center Bellaire*
- 3:15 PM **BREAK & Visit Vendors** —*Promenade*
- 3:45 PM NAFBAS Committee Meetings —*Parlor A*  
NFRBMEA “Raising Our Brand” Planning Meeting —*South Bellaire*
- 4:45 PM Adjourn

**Wednesday, June 14**

Host: Laura Powers

- 7:00 AM Breakfast —*Parlor B*
- 8:00 AM “The Cherry on Top: Delivering Value” —*Parlor A*  
*(Family also invited to attend this event!)*  
— Steve Gilliland
- 9:30 AM Small Group Discussion: “How Do We Deliver the Value?” —*Parlor A*
- 10:15 AM **BREAK** —*Promenade*
- 10:30 AM “Young and Beginning Farmer Program: Bringing in the Next Generation” —*Parlor A*  
— Sarah Campbell, USDA FSA
- 11:15 AM “Making the Transition to Social Security” —*Parlor A*  
— Keri Mathie, Social Security Technical Expert
- NOON 2024 Conference Planners’ Presentation —*Parlor A*
- 12:05 PM Lunch —*Parlor B*
- 1:00 PM “H2A Practices and Procedures” —*Parlor A*  
— James Larsen, Farmer Law PC
- 2:00 PM “Making the Job Easier with Office Tools: Hardware and Software” —*Parlor A*  
— Krista Robertson, IL FBFM
- 3:00 PM **BREAK** —*Promenade*
- 3:15 PM NAFBAS Business Meetings —*Parlor A*  
NFRBMEA Annual Business Meeting —*Center Bellaire*
- 4:45 PM Adjourn
- 5:30 - 7:30 PM Family Picnic at Torch Lake Cellars Winery **(Sponsored by Ambrook)**  
*Limited parking available—carpooling is encouraged.*

**Thursday, June 15**

Host: Dean Ziegler

- 7:00 AM Breakfast —*Parlor B*
- 8:00 AM Farm Bill– Where Are We Going? —*Parlor A*  
— Loren Koeman, Lead Economist, Michigan Farm Bureau
- 9:15 AM “Preparing for an IRS Audit” —*Parlor A*  
— Joe Yaros, IL FBFM staff member and retired IRS auditor
- 10:30 AM BREAK —*Parlor A*
- 10:45 AM “State of Agriculture” —*Parlor A*  
— Paul Anderson, Chief Credit Officer, GreenStone FCS
- 11:45 AM Door Prizes & Take-aways —*Parlor A*
- NOON Adjourn

## Post - Conference Tours

Thursday, June 15, 2023

**IMPORTANT:** Lunch is on your own prior to tours. Tour buses board at 1:00 PM.

### TOUR 1

#### Short’s Brewing Company—Production Facility

Short’s Brewing Company was established in 2002 by Joe Short. The Bellaire brewing site opened its doors in 2004 and added a deli menu in 2005. The Short’s production facility opened in 2009 in Elk Rapids; in 2015 they added Starcut Ciders hard cider. The production facility consists of 31 fermenters with a capacity equal to 61,500 bottles of beer each day. They now distribute to Michigan, Ohio, Indiana, Illinois, Wisconsin, Florida, and Colorado (Starcut Ciders only).

#### Altonen Orchards & Townline Ciderworks

Altonen Orchards has been growing fruit and vegetables in the Elk Rapids area of Michigan for over 60 years. The second, third and fourth generations of Altonens are now managing the farm, which also consists of a well-established farm market and the more recent addition of a fermented fresh-pressed cider processing facility and tasting room.

### TOUR 2

#### King Orchards

King Orchards is a first-generation fruit farm, growing fruit in northern Michigan for over 30 years. The farm now includes both first and second generation in the management and operation of the farm. The farm consists of over 400 acres of tart and sweet cherries, apples, peaches, nectarines, apricots, strawberries, raspberries, etc. The Kings also operate two farm markets and produce cherry, apple, and pear concentrate.

#### Centennial Dairy Farm & Charlevoix Cheese Company

Centennial Dairy farm is located in northwest lower Michigan, and is owned and managed by third and fourth generations Bud & Judy Boss, and Matt & Mandy Thompson. This 250-cow dairy farm is taking on the challenges of a volatile and consolidating dairy industry by adding value to their herd’s milk through an on-site cheese-making facility. The new venture is opening in the spring of 2023 featuring their signature Gruyère-style cheese, along with cheese curds and quark.

## NFRBMEA Strategic Planning & Branding Meeting Notes

June 13, 2023 ● Shanty Creek Resort ● Bellaire, MI

Deron shared the National Council question of what our strategic plan is? NFRBMEA doesn't have one. So we are here today, the 50th Anniversary year of NFRBMEA (1973-2023).

Ron shared the history of the first National Farm & Ranch Conference held in Faribault, MN in 1973.

- ◆ Began with veteran instructors teaching new instructors.
- ◆ At one time had about 200 members.
- ◆ 2004-2006 Ron signed original MOU to hold first joint conference in Rochester, MN in 2007.
- ◆ *NUTS & BOLTS* and the Conference were the original ways to determine professional development.

Goal is to increase attendance at the 2024 Conference. How to do that? 80 is the membership total for 2022-23. Membership number of dues paid members is not the challenge.

### Challenges:

- ◆ What professional development do you want to get out of membership?
- ◆ Get newer younger members involved? How to do that?
- ◆ How to raise the brand of NFRBMEA?
- ◆ Looking for people to contribute to the *NUTS & BOLTS*.
- ◆ How do we help stabilize other states? Minnesota had its challenges and has secured relatively stable funding to sustain the program. The Federal Benchmark program has been successful and perhaps that be a tool to help support other states. The ag economy cycles and we would like to be prepared to help farmers when the cycle turns lower and benchmarking becomes an essential tool.

The CFFM strongly supports FBM work across the United States. They would love to see new and expanded programs in other states, but too often the programs are being reduced.

- ◆ To increase awareness it was suggested that the organization sponsor state FFA Farm Management Contest.
- ◆ In Minnesota, Friday morning webinars were held during closeout season to cover current topics and they were well-attended by faculty.
- ◆ To new Finpack subscribers, the CFFM will pass along the information about Minnesota's Professional Excellence Program and webinar training opportunities. Minnesota faculty are aware of the trainings but they can be expanded to other states.
- ◆ Ohio's program was cut in 2012 and Wisconsin's program has dropped from a peak from 40 faculty down to 8.
- ◆ Members are encouraged to fill out a survey concerning career pathways in agriculture.
- ◆ The Teach Ag campaign is available to encourage new faculty members and show the positive side of teaching. Deron will talk to The Council about including adult education in the campaign.

Bruce Fowler's comments:

1. It's all about the teacher because the teacher makes all the difference
2. We need to equip the teacher with the resources they need to do their job.

Three audiences from Jeff Schultz for TikTok, YouTube. We could create content to educate outside audiences about our program and also for our students to learn farm management topics.

1. Current instructors
2. Prospective instructors
3. Our students, the entire student base

We need to get FBM instructors into high school and college courses to introduce students to our program and what they need to teach the courses we do. We can also introduce more college ag ed and ag business faculty to our program. We should reach out to college ag ed students for internship and student teaching.

The discussion finished at 4:56 pm.

## Minutes of the 38th Annual NFRBMEA Business Meeting

June 14, 2023 ● Shanty Creek Resort ● Bellaire, MI

Meeting called to order at 2:21 by Tina LeBrun. Members present: Jennifer Smith, Tom Weygandt, Edmund Ruff, Wayne Pike, Denise Reeser, Pauline VanNurden, Betsy Jensen, Lynn Hoffmann, Brad Sirianni, Sara Maass-Pate, Brent Roiger, Jeff Schultz, Deron Erickson, DelRay Lecy, Bruce Fowler, Tina LeBrun, Ron Dvergsten, Deb Pike, Myron Oftedahl.

Motion to approve the agenda by Brent Roiger, second by Pauline VanNurden, motion passed.

Jennifer Smith read the secretary's report from the June 14, 2022 Annual Meeting held at Hilton Hotel, Fort Collins, CO. Move to approve secretary's report with changes Jeff Schultz, second by Brent Roiger, motion passed.

Jeff Schultz gave the Treasurer's report. The Budget versus Actual for 2022-2023 was reviewed. Jeff also reviewed the Profit & Loss Statement for 2022-2023 and explained the \$6,500 listed under Sponsorship was a mistake. It should have been deposited into the conference checkbook. To correct the error and move it to the correct checkbook, the \$6,500 went back out under sponsorship. The Profit & Loss net income from 2022-2023 was \$4,766.61. The beginning checking account balance was \$7,143.63 and ending balance is \$11,893.50. The proposed 2024-2025 budget was explained. The conference profit started as an estimate of \$1,000, then was changed to \$4,400 after the pre-conference board meeting due to discussion about changes to the MOU. Ron Dvergsten shared that the past 5-year average income is how the estimated conference profit for the 2023-2024 budget was determined. Tina LeBrun shared the changes on the MOU and conference income splits. Jeff explained the new MOU states: 50% split equally between organizations, the second 50% will be prorated by attendance from each organization at the National Conference. Wayne Pike asked if the website expense seemed high in the proposed budget. Jeff Schultz and Deb Pike explained additional website expenses this year due to the new website. Budget may be high in the plan for expense. Pauline VanNurden asked how the Extension attendees will be counted in the profit splits from conferences when attending on non-Extension years. Assumed they would be excluded from the calculations in attendee numbers in non-Extension years but need to clarify with NAFBAS. Wayne asked if Jeff has filed the tax paperwork Secretary of State filing and E-990's. To Jeff's knowledge, the E-990 has not been filed for the current fiscal year but it is not late. The Secretary of State filing is up to date. Jeff shared that in a transition, a list of all the treasurer duties needs to be done and handed off in the transition. Motion to approve Treasurer's report Deron Erickson, second by Lynn Hoffmann, motion passed.

### Roll Call of States:

Wisconsin report given by Sara Maas-Pate and Brad Sirianni. Northwestern Junior College report emailed by Beth Ray, read by Jennifer Smith. North Dakota Report emailed by Jason Fewell, read by Jennifer Smith. South Dakota Report emailed by Lori Tonak, read by Jennifer Smith.

Ohio report given by Tom Weygandt. There are 5 private consultants, but no instructors at the state level because of having no FBM program in OH. Member Tom Ackerman passed away. Each school on its own with funding, as funds went down, schools didn't want to cover the expenses. Ohio lost the state budget funding in 2012.

Utah: emailed report by Jay Olsen, read by Jennifer Smith.

Minnesota report given by DelRay Lecy about the 70<sup>th</sup> Anniversary for MN FBM. There are 67 instructors currently in MN. The celebration date for the 70<sup>th</sup> Anniversary will be September 11, 2023. There will be a website to look at historical 70<sup>th</sup> Anniversary information, a new cover crop report put out by Minnesota, and video clips put together for the 70<sup>th</sup> Anniversary. Tina LeBrun asked if the anniversary celebration was inviting people from other states. Other states have not been invited, but that idea had not been thought of by the planning committee.

**Minutes of the 38th Annual NFRBMEA Business Meeting, continued—**

Communications Director's report given by Deb Pike. The website disappeared last fall by surprise as it was just gone one day. Deb spent time working with a new website host and has the new site back up and running. Minutes all on website. Careers page on website includes job postings. Send new job postings to Deb to put them on the website. Current membership is up 10 members from 2022. 5 new members this year, new members from WI, CO, TX, MN, and a potential new member from Delaware. There were three issues of *NUTS & BOLTS* published as well as several RTUs publicizing the webinars held last fall. She updated RTU look and a brochure about NFRBMEA. The Annual Report is complete. The 2024 Conference website will be up soon with basic information with date and location. Please send Deb tour photos. Motion to approve report by Brad Sirianni, second by Pauline VanNurden.

Officer nominations needed are Secretary, President Elect, and Treasurer. Nomination for Jeff Schultz as Treasurer by Bruce Fowler, second by Ron Dvergsten, motion passed.

NFRBMEA Annual Report is complete. Tina LeBrun shared the MOU review with NAFBAS started the year, then there was a membership drive, there were four *NUTS & BOLTS* publications throughout the year, hosted three professional development webinars in the fall for NFRBMEA members and there are recordings available for anyone to watch, MOU was just agreed upon with NAFBAS on the pre-conference board meeting. Tina LeBrun shared a goal to get more members at the conference in 2024. Work on branding and strategic planning. Motion to approve annual report by Pauline Van Nurden, second by Deron Erickson, motion passed.

Denise Reeser shared a Sponsorship report. We have received about \$11,000 in sponsorships total for 2023 conference. Sponsorship donors include: Greenstone Farm Credit Services \$501, ARM (Ag Resource Management) \$1000, BASE \$500, CFFM (Center for Farm Financial Standards) \$1000, EasyFarm \$500, Farm Financial Standards Council \$500, PcMars \$1000, National Crop Insurance \$500, \$500 United Health Care Services, Ambrook \$5000. Denise is looking forward to working with Lynn and conference planning committee and William Nelson to get more local sponsors, and to bring back the beginning first night reception or to take a river boat cruise if we got enough sponsors. Sponsors for busing costs need to be looked at with corn and soybean growers. Goal is to get a sponsor for a really good big-name speaker. Motion to approve sponsorship report by Ron Dvergsten, second by Myron Oftedahl, motion passed. Thanks to Denise for all her work.

Deron Erickson shared that the National Council report has been covered in the Annual Report and *NUTS & BOLTS* throughout the year. The Council is made up of sixteen groups. NFRBMEA is one of the groups and the only adult ag education group at the table. PSEO just joined The Council this past year. There are three representatives from MN representing different groups on The Council: Amy Smith, Mary Hoffman, and Deron Erickson. The National FFA Advisor resignation was a big item that The Council had to work with this past year. The new position is 50% Director of Ag Education and 50% National FFA Director. This is an unpaid position. Deron did participate in the interviews and the new director is Dr. Travis Park. There were CASE changes, an Ag Education pathways survey, and a new logo for the National Council. "Council Connection" is a new email that you can sign up for from the National Council webpage. The strategic planning for NFRBMEA idea came out of National Council when Deron was asked what our strategic plan is for the organization. Motion to approve National Council report by Brent Roiger, second by Brad Sirianni, motion passed.

2023 Conference report for Bellaire, MI by Tina LeBrun. Members present were 62 NAFBAS, 23 NFRBMEA, 2 Extension, 150 people total. Myron Oftedahl shared preliminary numbers look to be at about \$7000 net to each organization. Registration opened late this year and that has been discussed in the MOU. Bruce Fowler asked if there would be a survey done at completion of conference? Not sure if there will be a survey post-conference. Pauline VanNurden asked if the conference registration person will be paid this year?



**Minutes of the 38th Annual NFRBMEA Business Meeting, continued—**

2024 Conference in La Crosse, Lynn shared a possible theme “Success for Exceptional Service”. Brad shared Tom Thibodeau, Viterbo, John McHugh, Mark Skogen, Festival as possible keynote speakers. Please share area topics for the conference with the conference planning committee. Suggestion to have theme, topics, and speakers as a topic for the post-conference board meeting. Possible session and speaker ideas shared were: Lock & Dam speaker since near the river, or grain elevator speaker about the river. Have a Mark Twain impersonator at the opening night of the conference for a welcome evening.

2025 Conference ideas shared by Jim McCabe at the pre-conference joint board meeting were as follows: Hawaii hotels proposal \$440 a night and about \$35,000 for food and beverage. Disney properties \$125,000 for food and beverages minimum, and hotel was \$325/night. Fort Worth, TX option, proposal sent, but Jim will receive numbers back in a couple weeks. Other ideas tossed out were Washington, DC, or Portland, OR, or Orlando, FL. Hawaii and Disney have been pretty much eliminated due to high costs to hold the conferences.

New MOU with NAFBAS will be annually reviewed and approved. It is effective July 1, 2023. Largest change is the split of the conference profits. 50% split equally between organizations, the second 50% will be prorated by attendance from each organization at the National Conference. Cost for conference will be set at the fall joint board meeting and registration will be up by March 10, \$2500 for webmaster, \$500 treasurer, \$2500 for conference registrations and these people need to have job descriptions done by fall joint board meeting. A two-year notice is still required to be given if one of the organizations want out of the MOU. Rough draft of conference agenda by December 31. Better working understanding between the two organizations. Bring up sponsorship money divisions and penalties for not meeting deadlines to the registration person stipend. CFFM offer stands to do the registration. Brought up to bring a bonus if ahead of deadlines or more sponsors are brought in by Ed.

Retiring Officer plaques presented by Tina LeBrun to Myron Oftedahl for retiring president and Jennifer Smith for retiring secretary. Tina presented the Distinguished Service award to Pauline VanNurden.

The positions of President Elect and Secretary are currently open. People will need to be found to fill these positions.

Motion to adjourn by Bruce Fowler, second by Denise Reeser. Motion passed. Meeting adjourned at 5:32 pm.

Respectfully submitted,  
Jennifer Smith, NFRBMEA Secretary



Pauline Van Nurden receives her Distinguished Service Award from President Tina LeBrun.



Past President Myron Oftedahl and Secretary Jennifer Smith receive Retiring Officer plaques from President Tina.

*Photos: Deb Pike*

## Minutes of the Annual NFRBMEA Fall Board Meeting

September 27, 2023 • South Central College, North Mankato, MN

Attendees: Ron Dvergsten, Tina LeBrun, Lynn Hoffmann, Jeff Schultz, Deron Erickson, Denise Reeser, Brad Sirianni, Deb Pike, and Myron Oftedahl.

The meeting was called to order by Ron at 9:10 AM. It was conducted in two parts, with the Joint Fall Board meeting sandwiched in between. The agenda was reviewed and approved. Members shared brief personal and professional updates.

Secretary Brad read the Post-conference meeting minutes – motion to approve by Deron, second by Lynn. Approved.

Jeff presented the Treasurer's reports. He reviewed the balance sheet and Profit & Loss reports. There was a problem with one dues payment but that was corrected. Discussion was held regarding putting some dollars in a higher rate account at Ameriprise. Motion by Deron, second by Lynn to have Jeff, Myron and Denise decide as committee where to invest cash reserves. Motion approved. Motion to approve Treasurer's report by Brad, second by Lynn. Approved.

Deb presented the Communications Director's report, describing her activities regarding website maintenance and membership activity. She talked about the summer issue of NUTS & BOLTS and the upcoming deadline on October 24 for articles for the Fall issue. A basic webpage for the 2024 Conference is up: [www.nfbm-conference.org/2024/](http://www.nfbm-conference.org/2024/). There was a brief discussion on retired instructors (ND) and new ones (membership). Motion to approve by Denise, second by Jeff. Approved.

Deron presented the National Council report. The Council met in Minneapolis, September 11. National FFA Foundation representatives joined the Council. Discussed leadership changes. Keith Olander reported to the Council on Monday morning. Deron gave updates on behalf of NFRBMEA. Keith presented for 25 minutes on behalf of AgCentric and future of farm business management around the country. Lack of state leadership is a common theme shared by states that are struggling to keep/maintain farm business management programs. The Council discussed ways to support and/or advocate for farm business type of programs. The Council is very willing to help. Deron proposed adding us to the Teach Ag initiative. Melissa Rekeweg, Managing Director, wants to visit us at the National Conference. There was discussion with The Council related to adult education vs. high school. Discussed CASE (Keith has been involved), AFNR standards, CASE is again managed through the Council. Denise mentioned the financial management curriculum and possible roles we can play. Motion to approve report by Denise, second by Lynn. Approved.

Denise gave a Conference Sponsorship update. The last checks from the past conference have been turned in. Working on conference in La Crosse, Brad, William Nelson. She has updated her sell sheets. Leedstone is interested in working more with us and how we can help each other- could be a possible sponsorship. Also, Ambrook is continuing to communicate with us. Denise recommended recognizing sponsors sooner during our conference. Motion to approve report by Lynn, second by Deron. Approved.

Next, Tina gave a Recruitment & Retention report. She discussed the professional development series and making conference not the only opportunity for the members. Discussion on Estate Planning and Betsy's recommendations. Being part of MN peer groups. Will discuss more later in the agenda. Ron discussed Northern Crops Institute and what role they could play in our professional development opportunities. Others, Ambrook, ARM, BASE, etc. Get dates established today with rough draft of topics and promotional materials.

Myron gave a final 2023 Conference review. \$20,071.47 beginning + \$500 sponsorship that recently came in. \$5,000 CVENT??? (\$2,750.00 for registration site.) Discussed concerns with CVENT. Should we explore CFFM again? Credit card fees that were paid and other fees are inconsistent and

***Minutes of the Annual NFRBMEA Fall Board Meeting, continued—***

cause questions. Monthly \$243, \$158, \$106 in consecutive years. Need to discuss with NAFBAS. Each group should get approximately \$7,327.23 from the 2023 conference. Vendor registration – Inconsistency requires some explanation.

Ron and Tina discussed the MOU Review Committee. They met with Jim McCabe & Dean Ziegler. Tina said that we are seeking changes mostly due to the registration struggles. Have information and registration available sooner. There was also discussion about sharing professional development opportunities with each other (NFRBMEA & NAFBAS). Need to put together a job description for the conference treasurer.

2024 Conference Planner Lynn Hoffmann gave a brief update planning activities and will go into further detail at the Joint Fall Board meeting later today.

In Old Business, the open President-Elect position was discussed. Ron talked with Kent Janssen, and he is considering serving in a leadership role down the road. Need to encourage people to consider serving the organization. Possible future conference planner- Brent R.? There was discussion on the value of being in an organization and serving in one. Networking. Investing in themselves.

The schedule for *NUTS & BOLTS* article submission and publication dates for this year's remaining issues was determined. Fall submission: 10/24 for 11/1 publication; Winter submission: 1/24 for 2/1 publication; and Spring submission: 4/23 for 5/1 publication. No specific themes for each issue, any topic is welcome. Encourage non-board members to report on the conference and/or other topics.

Further discussion was held on the Power-Up Professional Development Training Series. Webinars will be held on the following Wednesdays: Oct. 25, Nov. 15, and Dec. 13 from noon to 1 PM CT. Tentative topics and presenters: 10/25- Mark Jarek, Northern Crop Institute; 11/15- Estate Tax, Iowa State; 12/13- Ambrook; 4/17- BASE; 5/15- ARM.

New Business items included whether to change our membership year from June 1- May 31 to July 1- June 30? No change recommended at this time. Should we have a Unified Dues option with MAAE Dues for Minnesota? The board discussed and decided not to pursue a dues option with MAAE at this time.

We reviewed our strategic goals and priorities for 2023-24:

- *Conference Sponsorship* – goal of \$3,000 local and \$10,000 national level. Find a Grant or Sponsorship to increase new conference attendees.
- *Membership increase* – 10 new members, 5 first time registers for conference.
- *Membership education - NUTS & BOLTS* 4x per year and RTU's min. 4x per year. 2-4 Virtual Professional Development Session (Member only)

We reviewed the agenda for the Fall Joint Board Meeting, scheduled for 11:00 a.m.-12:50 pm. today. We are looking for recommendations for possible NFRBMEA Distinguished Service Award recipients. Past recipients are listed on our website.

NFRBMEA 50<sup>th</sup> Anniversary (1973-2023)- should we have some sort of celebration during the Monday evening social?

Our next meeting date was not set but will be sometime between the end of March and before April 17, 2024. Lynn moved to adjourn the meeting and Tina seconded. Meeting adjourned at 3:05 PM.

Submitted by,  
Brad Sirianni, NFRBMEA Secretary (*Edited to fit page by Deb Pike*)

## Fall Joint NFBMC Board Meeting Minutes

September 27, 2023 ● Conducted via Microsoft Teams

(DRAFT)

The meeting was called to order by Laura Powers. Laura was selected as Meeting Chair and Brad Sirianni was selected as Secretary.

The Pre-conference Joint Board Meeting minutes were read. Motion to approve Nathan/Tina LeBrun– approved

The “Memorandum of Understanding” changes were reviewed. Jim McCabe – reviewed MOU with Ron and Tina. Ron Dvergsten – job descriptions – Deb Pike sent hers to Jim. MOU was signed by Tina and Laura and is good until after Conference 2024. Recommendations for changes should be communicated by December 1, 2023.

Annual Conferences: 2023 2024 2025 2026

Attendance review –Myron Oftedahl

- Sponsorship number does not reflect main speaker fee. The sponsor paid them directly. \$6,000 (In/Out)
- \$20,000 + 500 late sponsor – \$667 expense from CO.
- Myron reported on some mistakes that were found and corrected.
- Deron asked about the \$1500 CVENT fee. Will discuss more later in agenda.
- Meal costs were very reasonable at Bellaire and will be increasing in La Crosse. Estimating close to \$24,000 for 2024.

2023 Conference Wrap up:

- Conference Financials – Prior years
- Pre-Conference Early Career Workshops Changes:
  - \* Jim – NAFBAS planning sessions – begin October 17 – pretax planning sessions
  - \* Notification of the event with NAFBAS will be sent to Deb Pike and Ron Dvergsten, to be sent to NFRBMEA members.
  - \* Other events planned for January 2024: “Analysis”, May 2024: “Sales – Selling Yourself”
  - \* Myron asked about Early Career dinner and confirmed who paid for it.

Scholarship Opportunities:

- Candidates from NAFBAS may be eligible for scholarships.
- Do not have CHS funding like the past years.
- Focus has been on soon-to-be college graduates with goal of exposing them to the associations, what they do and possible memberships.

NFBMC Social Media- Where are sites located for the different media sites. Should we create new ones instead of chasing down old passwords? NFRBMEA take charge of getting the media sites going and ready to go.

2024 Site; La Crosse Center, La Crosse WI. Conference Planner Lynn Hoffmann reviewed the committee members who participated, and the information discussed. Reviewed the specific items in the draft agenda. Discussed breakout session topics. Find good people for Chat GPT, Medicaid, Mediation. Other potential topics: analysis comparison, farmer panel, small group breakouts with discussion reflecting on analysis comparison and farmer panel. Planning to have family night Wednesday evening, a Loggers game if there is one that evening.

**Fall Joint NFBMC Board Meeting Minutes, continued—**

## Other items:

- Tours – Do we need to have a tour fee which they get back if they attend the tour? Have had past issues with attendance and the expenses incurred.
- Proposed a Monday evening social event – will continue to explore options – possibly at the Marriott.
- Registration fee maximum of \$500 with hopes that it ends up lower.
- Jim recommended that we approve the agenda and fee (tentative) so that the website can be updated.
- Breakfast was discussed – the difference between the 2 hotels. Lynn recommended breakfast at the conference. Jim recommended using breakfast to get people there on time especially since we are using 2 hotels, and one of them is a couple blocks away.
- Myron – Does vendor fee include the registration fee? Asked for clarification of the fees. Discussion on the vendor fees and what is included. Should we care if they attend sessions? What about meals? We discussed the vendor sponsorship categories and needing some clarifications. Be clear and concise about what the vendors receive. Use the name badge to show the level of sponsorships?
- Motion for agenda and fee to be approved (subject to change) and posted to the website for early notice. Erick/Deron Erickson – approved
- Myron asked about spouse/kids' activities and fees. Addressing concerns voiced by attendees. A short discussion ensued. Recommended to have some planned organized activities. See if spouses attending can lead some of the activities.

## 2025 Conference:

Fort Worth, Texas Sheraton Hotel 2025 planning committee Jim M – they put out bids to Washington D.C., Fort Worth, ..... Washington D.C. needs more notice as hotels book fast. Received bids from 3 hotels (Hilton, Sheraton, Omni). Sheraton is choice. \$219 rooms and \$23,000 food. Currently negotiating to finalize numbers. Parking is valet, \$15 parking. Trains, buses, trolley accessible to travel. Jim is working with people for recommendations for presenters. Need to start a planning committee for 2025 conference. Get nominations/recommendations for people to serve and begin. Get names to Jim by mid- October.

CVENT: Jim renewed CVENT for 3 more years. Myron asked if it is annual or 3 years? It is a 3-year contract. The annual fee is \$2750, \$2830, \$2920. The \$9.95 monthly fee is to keep an account open for credit cards. Fee gets you 250 total registrations.

- What about using CFFM? They offered to do it for free.
- CVENT data can be queried and pulled and used for many purposes.
- Do we get the event coordinator/helper with CFFM?
- Should we compare CVENT and CFFM's service?
- Continue to gather information and share in the future.
- Jim and Myron should discuss with CFFM

Participation with North Central, Western, Southern Extension Ag Econ was discussed. 2025 will be in Fort Worth. We have not heard from them. Will they be involved in the future?

Participation with National Farm Income Tax Extension Committee was discussed. We have not heard from them. USDA's Sarah Campbell asked to be involved in the future.

**Fall Joint NFBMC Board Meeting Minutes, continued—**

Professional Development Opportunities – special events, webinars were discussed. NFRBMEA will be working on scheduling these events (today's meeting) and will get them sent to NAFBAS.

Farm Financial Standards Council representation (Need Reps). Kent Meister & Mark Wood have participated from NAFBAS. Pauline VanNurden has participated from NFRBMEA.

Other topics discussed:

- Joint NAFBAS and NFRBMEA member needs
- USDA and other partnerships
- Activities in New States
- Miscellaneous Board member topics

Next Events – Spring 2024? March?? Will let us know soon. Meeting adjourned.

Recorded by Brad Sirianni  
Appointed Secretary for Joint Board Meeting

## 2023 NFBM Conference Vendors



Conference Sponsorship  
Coordinator Denise Reeser



Ambrook Accounting Software



Christy Kauk, Easy Farm



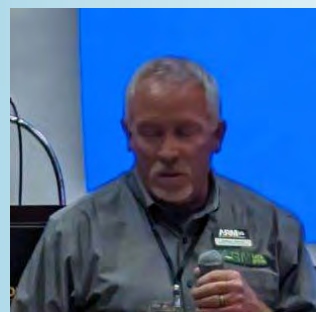
Tracy Ellingson, PcMars



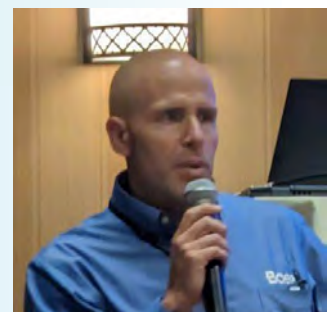
Pauline Van Nurden, FFSC



Devin Brand, CFFM



Ag Resource Management



Stacey Davis, BASE

## March 31, 2024 NFRBMEA Balance Sheet

	<u>Mar 31, 2024</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
Checking/Savings	
Checking #472411	<u>18,538.45</u>
Total Checking/Savings	18,538.45
Other Current Assets	
Ameriprise Investment	<u>7,178.85</u>
Total Other Current Assets	<u>7,178.85</u>
Total Current Assets	25,717.30
Other Assets	
Nat. Farm Bus. Mgt. Conf.	<u>7,500.00</u>
Total Other Assets	<u>7,500.00</u>
<b>TOTAL ASSETS</b>	<b><u>33,217.30</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Equity</b>	
3000 - Opening Bal Equity	6,314.72
3900 - Retained Earnings	19,844.37
Net Income	<u>7,058.21</u>
<b>Total Equity</b>	<u>33,217.30</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>33,217.30</u></b>

## 2023-2024 NFRBMEA Balance Sheet Comparison

	<u>Mar 31, 24</u>	<u>Mar 31, 23</u>	<u>\$ Change</u>	<u>% Change</u>
<b>ASSETS</b>				
<b>Current Assets</b>				
Checking/Savings				
Checking #472411	<u>18,538.45</u>	<u>11,893.50</u>	<u>6,644.95</u>	<u>55.9%</u>
Total Checking/Savings	<u>18,538.45</u>	<u>11,893.50</u>	<u>6,644.95</u>	<u>55.9%</u>
Other Current Assets				
Ameriprise Investment	<u>7,178.85</u>	<u>6,765.59</u>	<u>413.26</u>	<u>6.1%</u>
Total Other Current Assets	<u>7,178.85</u>	<u>6,765.59</u>	<u>413.26</u>	<u>6.1%</u>
Total Current Assets	<u>25,717.30</u>	<u>18,659.09</u>	<u>7,058.21</u>	<u>37.8%</u>
Other Assets				
Nat. Farm Bus. Mgt. Conf.	<u>7,500.00</u>	<u>7,500.00</u>	<u>0.00</u>	<u>0.0%</u>
Total Other Assets	<u>7,500.00</u>	<u>7,500.00</u>	<u>0.00</u>	<u>0.0%</u>
<b>TOTAL ASSETS</b>	<b><u>33,217.30</u></b>	<b><u>26,159.09</u></b>	<b><u>7,058.21</u></b>	<b><u>27.0%</u></b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Equity</b>				
3000 · Opening Bal Equity	6,314.72	6,314.72	0.00	0.0%
3900 · Retained Earnings	19,844.37	15,077.76	4,766.61	31.6%
<b>Net Income</b>	<u>7,058.21</u>	<u>4,766.61</u>	<u>2,291.60</u>	<u>48.1%</u>
<b>Total Equity</b>	<u>33,217.30</u>	<u>26,159.09</u>	<u>7,058.21</u>	<u>27.0%</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>33,217.30</u></b>	<b><u>26,159.09</u></b>	<b><u>7,058.21</u></b>	<b><u>27.0%</u></b>



## 2023-2024 NFRBMEA Budget v. Actual

	Actual 22-23	Budget 23-24	Actual 23-24
<b>INCOME</b>			
Advertising	\$ -	\$ -	\$ -
Change in Value	\$ -	\$ -	\$ (11.09)
Conference Profit	\$ 12,592.37	\$ -	\$ 7,327.23
Contributions/Sponsorship	\$ 6,500.00	\$ -	\$ -
Donations	\$ -	\$ -	\$ 40.00
Dues - Regular	\$ 3,960.00	\$ 4,020.00	\$ 4,110.00
Dues - Affiliate	\$ 390.00	\$ 390.00	\$ 270.00
Dues- Other	\$ -	\$ -	\$ 60.00
Interest Income	\$ 13.74	\$ 13.74	\$ 424.35
<b>Total Income</b>	<b>\$ 23,456.11</b>	<b>\$ 4,423.74</b>	<b>\$ 12,220.49</b>
<b>EXPENSE</b>			
Awards and Recognition	\$ -	\$ -	\$ 279.78
Board Meeting Expense	\$ -	\$ -	\$ -
Credit Card Expenses	\$ 36.57	\$ 40.00	\$ -
Legal & Professional	-	\$ -	\$ -
National Council Contribution	\$ 6,500.00	\$ -	\$ -
Publications/NUTS & BOLTS	\$ -	\$ -	-
Recruitment/Special Projects	\$ 237.21	\$ 250.00	\$ -
Supplies, Copies, Postage	\$ 28.20	\$ 30.00	\$ 34.98
Website Expense	\$ 9,101.14	\$ 7,800.00	\$ 2,500.00
Lodging & Meals	\$ 153.16	\$ 170.00	\$ 180.00
National Council Membership	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00
National Council Travel	\$ 466.77	\$ 500.00	\$ -
Officer Expense	\$ 42.45	\$ 42.45	\$ 36.65
Travel Expense	\$ 124.00	\$ 124.00	\$ 130.87
<b>Total Expenses</b>	<b>\$ 18,689.50</b>	<b>\$ 10,956.45</b>	<b>\$ 5,162.28</b>
<b>NET INCOME</b>	<b>\$ 4,766.61</b>	<b>\$ (6532.71)</b>	<b>\$ 7,058.21</b>

## 2023-24 NFRBMEA Profit & Loss

April 2023 - March 2024

### Income

Change in Value	(11.09)
Conference Profit	7,327.23
Donations	40.00
Dues Received	
2022-23 Dues	60.00
2023-24 Dues (Affiliate)	270.00
2023-24 Dues (Regular)	4,110.00
	<hr/>
Total 2023-24 Dues	4,380.00
Interest Earned	424.35
	<hr/>
Total Income	12,220.49

### Expense

Awards & Recognition	279.78
Credit Card Expenses	-
Contributions & Organizations	-
Lodging	-
Meals	180.00
National Council Membership	2,000.00
National Council Travel	-
Officer Expenses	36.65
Postage	34.98
Recruitment	-
Travel Expense	130.87
Website Expense	2,500.00
	<hr/>
Total Expense	5,162.28

Net Income	<b><u>7,058.21</u></b>
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## Approved 2024 - 2025 NFRBMEA Budget

June 2023

### Income

Advertising	-
Conference Profit	\$ 1,000.00
Dues– Regular	\$ 3,660.00
Dues– Affiliate	\$ 330.00
Interest Income	\$ 15.00

**Total Income** \$ **5,005.00**

### Expense

Credit Card Fees	\$ 50.00
Contributions/ Organizations	\$ -
Lodging	\$ 200.00
Meals	\$ 50.00
National Council Membership	\$ 2,000.00
NCAE Travel Expense	\$ 466.77
Officer Expenses	\$ 50.00
Supplies, Copies, Postage	\$ 60.00
Recruitment/Special Projects	\$ 250.00
Travel Expense	\$ 250.00
Website Expense	\$ 7,800.00

**Total Expenses** \$ **11,176.77**

Net Income \$ (6,171.77)

## Proposed 2025 - 2026 NFRBMEA Budget

June 2024

### Income

Advertising	-
Conference Profit	\$ 4,000.00
Donations	\$ 40.00
Dues— Regular	\$ 4,000.00
Dues— Affiliate	\$ -
Interest Income	\$ 400.00
<b>Total Income</b>	<b>\$ 8,440.00</b>

### Expense

Awards & Recognition	\$ 300.00
Credit Card Fees	\$ -
Contributions/ Organizations	\$ -
Lodging	\$ -
Meals	\$ 180.00
National Council Membership	\$ 2,000.00
NCAE Travel Expense	\$ -
Officer Expenses	\$ 50.00
Supplies, Copies, Postage	\$ 50.00
Recruitment/Special Projects	\$ -
Travel Expense	\$ 200.00
Website Expense	\$ 5,000.00
<b>Total Expenses</b>	<b>\$ 7,780.00</b>
Net Income	\$ 660.00

## 2023 Conference Sponsors & Exhibitors

### Keynote Sponsor (\$6,000)

McCune Green Jobs Organics

### Binbuster Sponsor (\$5,000)

Ambrook - Family Night

### Harvester Sponsors (\$1,000 - \$1,999)

Ag Resource Management  
Center for Farm Financial Management– University of Minnesota  
PcMars Farm Accounting Software

### Cultivator Sponsor (\$501)

GreenStone Farm Credit Services

### Seed Sower Sponsor (\$50 - \$500)

Benefit Administration for the Self-Employed (BASE)  
Farm Financial Standards Council  
National Crop Insurance Services  
Vertical Solutions/Easy Farm

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