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## **Saturday-June 8**

Preconference – Early Career Professional Development/Training Session – *KC Theatre*

7:30 am Preconference Registration – *Pre-Function Gallery near KC Theatre*

8:00 am **Tina Barrett** and **Dwight Raab** (These sessions are continued on Sunday afternoon)

Focus of this training is for new staff. The sessions will include the basics of farm tax preparation and planning (Schedule F, depreciation, sale of assets). Also to be covered will be the basics of farm analysis with emphasis on accrual accounting, balance sheets, income statements and Farm Financial Standards.

5:00 pm Adjourn

Evening The cost for a group outing, to include spouses/guests/families of those attending the training, will be provided by NAFBAS.

## **Sunday-June 9**

**Session Chair: Jim Huschka**

9:00 am NFRBMEA Board Meeting – *Scottsdale*

10:00 am Conference Registration Staff Preparation – *Phoenix and Pre-Function Gallery*

1:00 pm Conference Registration Begins – *Pre-Function Gallery*

1:00 pm Early Career Professional Development/Training Session (Cont'd from Saturday) – *KC Theatre*

2:00 pm NAFBAS Board Meeting – *Phoenix*

2:00 pm NCFME Committee Meeting (2-6 pm) – *Dallas*

3:00 pm NFRBMEA Past Presidents Meeting – *Scottsdale*

4:00 pm NAFBAS/NFRBMEA Joint Board Meeting – *Scottsdale*

6:30 pm Evening Dinner (KC Style BBQ, Jazz Quintet, short presentation by KC Area CVB)  
*Ballroom and DoubleTree Courtyard Area*

8:00 pm Adjourn

8:00 pm 2014 Conference Planning Committee Meeting – *Phoenix*

8:30 pm Conference Registration ends for the day

## **Monday- June 10** (*Spouse-Family Day – Steamboat Arabia Museum and Crown Center Area*)

**Session Chair: Jim Huschka**

7:00 am Breakfast at Hotel – *Dallas/Houston*

7:10 am First Timers' Meeting (sit at marked tables during breakfast)

7:30 am Registration Continues – *Pre-Function Gallery*

8:05 am Welcome to the 2013 Conference – *Monterey/Seattle I & II*

**Jim Huschka, NAFBAS President**

**Doug Wertish, NFRBMEA President**

8:30 am **Staff Member of U.S. Senator Jerry Moran**  
 9:00 am Presentation – **Roger McEowen** – Business/Succession/Estate Planning-Important Issues, Both the Common and the New  
 10:00 am Break  
 10:30am Presentation – **Roger McEowen** – Business/Succession/Estate Planning – Continued  
 12:00 pm Lunch at Hotel – *Dallas/Houston*  
 Presentation by William Nelson, Central Harvest States, Conference Sponsor

**Session Chair: Craig Althaus**

1:00 pm Concurrent Session – **Roger McEowen** – Update on Ag Law and Tax Issues - *Monterey*  
 1:00 pm Concurrent Session – Farm Leasing Issues Symposium – *Seattle I & II*  
 Moderator-William Edwards, Iowa State University  
**Kevin Dhuyvetter**, Kansas State University – Transitioning from crop share to cash leases-ethical and economic issues  
**Barry Ward**, Ohio State University – Providing data on cash rental rates for farmland—a comparison of NASS and university surveys  
**William Edwards**, Iowa State University – Setting rental terms for agricultural buildings and facilities  
 2:30 pm Break  
 3:00 pm Paper Presentations Round One – *KC Theatre, Dallas, Houston, Scottsdale*  
 Three short topics per hour in each room, these abbreviated presentations (20 min) will showcase successful educational programs, applied research results, educational and management tools, and teaching techniques. Author and contact information will be in conference proceedings, and possibly presentation material.  
 3:00 pm Breakout Session (1 hr) – Roger McEowen – Q&A regarding tax, estate, succession issues – *Monterey*  
 4:00 pm Paper Presentations Round Two – *KC Theatre, Dallas, Houston, Scottsdale*  
 5:00 pm Adjourn – Evening on your own (Kansas City Royals are in town vs Detroit Tigers)

**Tuesday- June 11**

6:00 am Vendor Set-up (Clay Simons, Coordinator) – *Pre-Function Gallery*

**Session Chair: Dave Rempe**

7:00 am Breakfast at Hotel – *Dallas/Houston*  
 8:00 am Presentation – History of Farm Policy—Future of Farm Policy – **Brad Lubben**, University of Nebraska-Lincoln – *Monterey/Seattle I & II*  
 9:00 am Presentation – Risk Management Outlook – **Art Barnaby**, Kansas State University  
 10:00 am Break  
 10:30 am Q&A with Brad and Art  
 11:00 am Presentation – Recent Developments in Nutrient Management Technology (and related technology issues) – **Don Borgman**, Director, Industry Relations, North America, John Deere  
 12:00 pm Lunch at Hotel – *Dallas/Houston*  
 2014 Conference Planning Committee Presentation – Jay Olsen  
 1:00 pm Paper Presentations Round Three – *KC Theatre, Seattle I, Seattle II, Scottsdale*  
 2:00 pm Paper Presentations Round Four – *KC Theatre, Seattle I, Seattle II, Scottsdale*  
 2:00 pm NAFBAS State Coordinators Meeting – *Tucson*  
 3:00 pm Break

- 3:30 pm NAFBAS Committee Meetings – *Seattle I & II*  
 NFRBMEA Business Meeting – *Dallas/Houston*  
 NC Extension Educators – Open discussion of Risk Management Education Proposals: Ag Lease 101 and 2013 Farm Bill – *Monterey*
- 4:30 p.m. Adjourn
- 5:00 pm Evening Catered Meal – National Agricultural Center and Hall of Fame – Bonner Springs, Ks Facility is specially opened for our group from 2-8 p.m. – those from our group can go to the Center any time after 2 p.m.
- 8:00 pm Return to Hotel or activity on own

### **Wednesday- June 12**

- 7:00 am Breakfast at Hotel (ends at 8:30 a.m.) – *Dallas/Houston/Monterey* (Spouse/family registration includes this meal)
- 7:45-9:15 am Load Tour Buses – *Pre-Function Gallery near Banquet Entrance*
1. Bayer Animal Health – 8:45 am load bus, 9:00 am tour leaves hotel
  2. Federal Reserve Bank – 8:15 am load bus, 8:30 am tour leaves hotel
  3. Kansas City Board of Trade – 8:00 am load bus, 8:15 am tour leaves hotel
  4. World War I Museum – 9:00 am load bus, 9:15 am tour leaves hotel
  5. Harley-Davidson Motorcycles – 7:45 am load bus, 8:00 am tour leaves hotel
  6. Brock Grain Systems – 8:45 am load bus, 9:00 am tour leaves hotel
  7. Garmin International - 8:45 am load vans/cars, 9:00 am tour leaves hotel
- 11:30 am & 12:15 pm Lunch at K-State Olathe – KCBOT, Garmin, Harley Davidson and Federal Reserve Bank Tours  
 “ “ – World War I Museum, Bayer Animal Health, Brock Grain Systems
- 12:45 pm & 1:30 pm Presentation – A look at K-State Olathe’s bioscience and biotechnology activities and research related to animal health, food safety and security
- 1:45 pm & 2:30 pm Return to DoubleTree Hotel – KCBOT, Garmin, Harley Davidson and Federal Reserve Bank  
 “ “ – World War I Museum, Bayer Animal Health, Brock Grain Systems
- 3:00 pm Business Meetings –  
 NAFBAS – *Houston*  
 NFRBMEA – *Seattle I & II*
- 4:00 pm Adjourn-Evening on your own

### **Thursday-June 13**

#### **Session Chair : Tim Stucky**

- 7:00 am Denny Jackson Storytelling Breakfast – *Dallas/Houston*
- 8:15 am Presentation – Macro & Ag Outlook – **Brian Briggeman**, Kansas State University – *Monterey/Seattle I & II*
- 9:30 am Break
- 9:45 am Presentation – Current Situation and Credit Quality of Farms – **Allen Featherstone**, Kansas State University – *Monterey/Seattle I & II*
- 11:00 am Adjourn Conference
- 11:00 am Post Conference—NFRBMEA Board Meeting – *KC Theatre*
- Noon Hotel Checkout Deadline



# FAMILY PROGRAM

## SUNDAY, JUNE 9

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- 6:30 pm Evening Dinner (KC Style BBQ, Jazz Quintet, short presentation by KC Area CVB)  
*Doubletree Courtyard Area and Ballroom*
- 8:00 pm Adjourn
- 

## MONDAY, JUNE 10

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- 9:00 am Spouse/Children's Program – Load Buses - *Pre-Function Gallery near Banquet Entrance*
- 10:00 am Steamboat Arabia Museum
- 11:30 am Lunch at Steamboat Arabia Museum
- 12:45 pm Crown Center Area ([www.crowncenter.com](http://www.crowncenter.com))  
Crown Center Shops, Hallmark Visitors Center, Kaleidoscope (Hallmark Children's Fun Center), Sea Life Aquarium, Legoland Discovery Center, Union Station and Science City, WWI Museum and Federal Reserve Money Museum (last two are tour options on Wednesday)
- 3:00 pm Load Bus for return to DoubleTree Hotel
- 

## TUESDAY, JUNE 11

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In the direction of the Tuesday evening event you can find the Legends area and Schlitterbahn Water Park along with the opportunity of heading out to the National Agriculture Center and Hall of Fame in the afternoon. See the visitors information, things to do, page for more information.

- 5:00 pm Evening Catered Meal at the National Agricultural Center and Hall of Fame  
**Facility is specially opened for our group from 2-8 p.m. – those from our group can go to the Center any time after 2 p.m.**
- 8:00 pm Return to Hotel or activity on own
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## WEDNESDAY, JUNE 12

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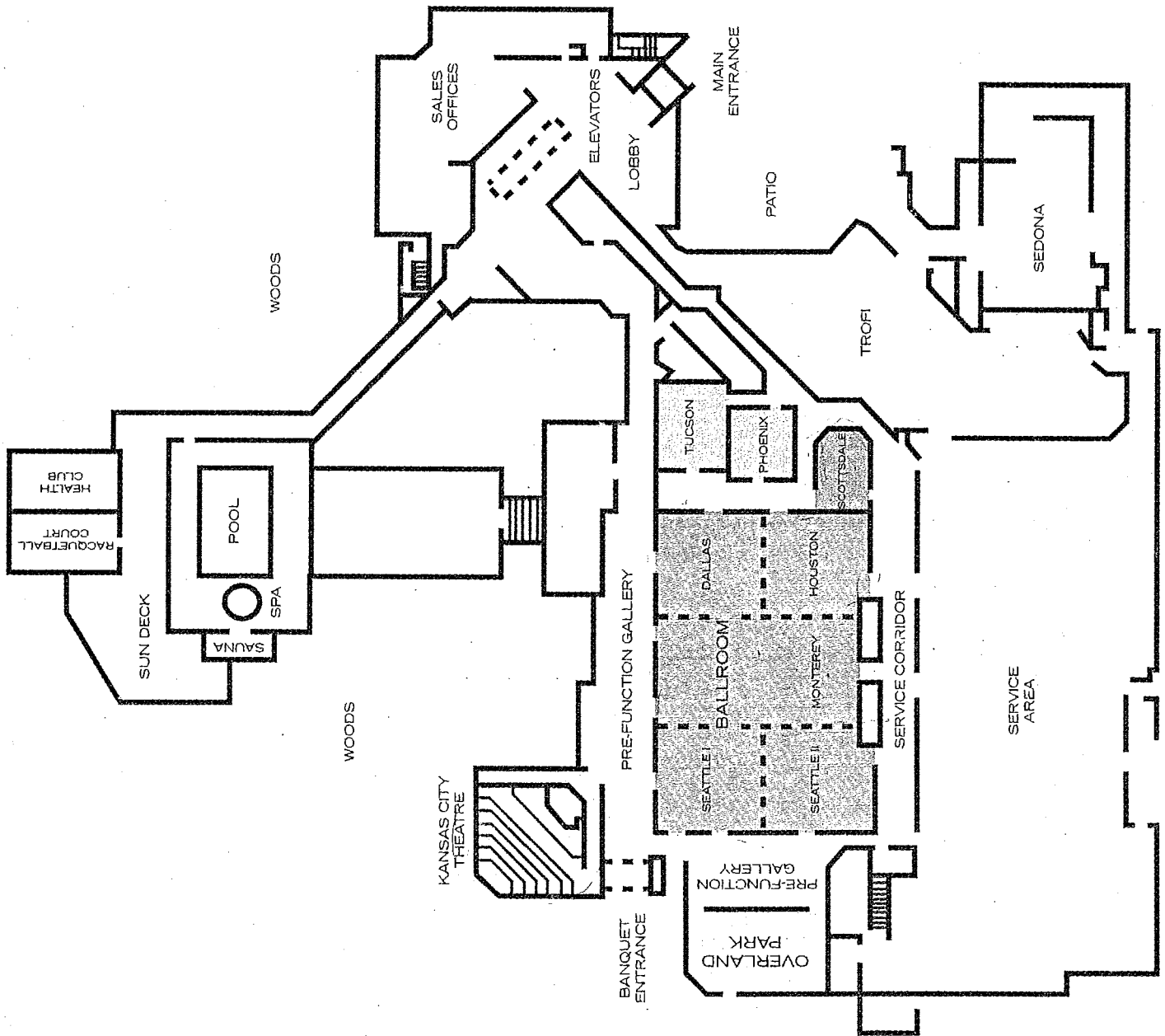
- 7:30 am Breakfast at Hotel – *Dallas/Houston* (Spouse/family registration includes this meal)
- 8:30 am Tours-Load Buses – *Pre-Function Gallery near Banquet Entrance*  
Choice of tour options – possibilities include Kansas City Board of Trade, Harley Davidson, Federal Reserve Bank of Kansas City, Garmin International, WWI Museum, Bayer Animal Health and Brock Grain Systems
- 12:00 pm Lunch at K-State Olathe Campus
- 1:15 pm Presentation – A look at K-State Olathe's bioscience and biotechnology activities and research related to animal health, food safety and security
- 2:30 pm Return to DoubleTree Hotel
-





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*National Farm & Ranch Business Management Education Association, Inc.*

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

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## **Our Mission**

Our mission is 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.

NFRBMEA, Inc. has met annually since 1973. Each conference has workshops, tours and speakers. The annual conference is held in various locations throughout the United States. Since 2006, we have partnered with the National Association of Farm Business Analysis Specialists (NAFBAS) for our conferences.

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

Active NFRBMEA membership is open to instructors, teacher-educators, supervisors and planning staff. Affiliate membership is open to supporters of farm and ranch business management education.

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

Visit us at [www.nfrbmea.org](http://www.nfrbmea.org)



*National Farm & Ranch Business Management Education Association, Inc.*

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

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# National Association of Farm Business Analysis Specialists

*Achievement thru Better Records*

## Our Mission

NAFBAS is a non-profit corporation whose purpose is the following:

1. Provide opportunities for farm business analysis specialists to exchange ideas and methods.
2. Promote opportunities for additional training for members.
3. Cooperate with other organizations and educational institutions to advance comparative farm business analysis techniques.
4. Encourage and promote the professional competence of the members of this Association as outlined in the code of ethics.

We have approximately 200 members in Alabama, Illinois, Iowa, Kansas, Kentucky, Michigan, Minnesota, Nebraska, and Wisconsin. The main activity of our organization is the annual conference held in June at various locations in the U.S. Our first annual meeting was held in 1973 at Galesburg, Illinois with Mervyn Helfert presiding.

Recent conference sites include:

2012 – Bloomington, MN  
2011 – Nashville, TN  
2010 – Fargo, ND  
2009 – St. Louis, MO  
2008 – Fresno, CA  
2007 – Rochester, MN  
2006 – Omaha, NE  
2005 – Washington, D.C.

The board of directors manages our organization with representation from each member state. This group selects national officers, establishes a budget, sets membership dues, and carries out the business of NAFBAS. We also have a strong and ongoing set of committees that meet at least annually to share ideas with all members. A national secretary/ treasurer and executive director help maintain continuity from year to year and keep activities under way between annual conferences. In recent years, we have shared annual conferences with our friends in the NFRBMEA organization and every 3 years are also joined by the North Central Extension Economists. Board meetings are also jointly held with NFRBMEA in the fall. We are also developing new education opportunities for early career staff and sponsor a meeting of state leaders each year. Our website is [www.nafbas.org](http://www.nafbas.org).

Most NAFBAS members have an affiliation with their state's land grant university and the farm business analysis effort in that state. Helping farmers with their farm business records, completing a full set of financial statements, identifying cost of production data, preparing a comparative analysis report, and serving as farm business counsel to their farmer members are the primary responsibilities that NAFBAS members do throughout the year. Many NAFBAS members also serve as the income tax preparer for their farm members and become significantly involved in all aspects of tax management.

*Bob Rhea, National Executive Director 5/13/13*



# National Association of Farm Business Analysis Specialists

*Achievement thru Better Records*

## **NAFBAS STATE DIRECTORS**

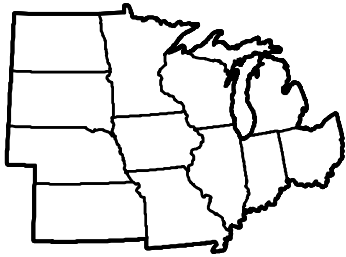
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### **Recent National Presidents**

James Huschka (KS)	2011-2013
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Jim Kurtz (MN)	2009-2010
Mike Schmitz (IL)	2008-2009
Tina Barrett (NE)	2007-2008
Lynn Kopitzke (WI)	2006-2007
Bob McHugh (IA)	2005-2006
Roberta Boarman (IL)	2004-2005
Bryan Manny (KS)	2003-2004



# NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE



## Participating Universities

- Iowa State University*
- Kansas State University*
- Michigan State University*
- North Dakota State University*
- Ohio State University*
- Oklahoma State University*
- Purdue University*
- South Dakota State University*
- University of Illinois*
- University of Kentucky*
- University of Minnesota*
- University of Missouri*
- University of Nebraska*
- University of Wisconsin*

## Welcome!

The North Central Farm Management Extension Committee welcomes you to Overland Park.

The North Central Farm Management Extension Committee is made up of representatives from participating universities who work together to develop programs and publications that have application beyond state borders. Representatives meet semi-annually to review programs, identify common concerns, and move forward a common mission for Extension Farm Management. That mission is: "To provide leadership in the development of high quality research-based extension programs and publications that anticipate and meet the ever-changing business management educational needs of agricultural producers of the North Central States. Our programs and publications capitalize on the expertise of farm management faculty from throughout the region and country."

Enjoy your stay in Overland Park and all the experiences that have been arranged for you throughout the conference. We look forward to working with you to create a better future for producers throughout the country.

-The North Central Farm Management Extension Committee

Visit us online

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



## Vision:

*To assist in the creation of world-class farm management educational programs and publications synergistically integrating expertise from throughout the region and country.*



## NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE

# Committee Members

---

Dwight Aakre - North Dakota State University

Arlin Brannstrom - University of Wisconsin

Donald Breece - Ohio State University

Kenneth Burdine - University of Kentucky

Kevin Dhuyvetter - Kansas State University

Damona Doye - Oklahoma State University

William Edwards - Iowa State University

Greg Halich - University of Kentucky

Pat Hipple - Farm Business Mgmt - NPL, USDA, NIFA

Michael Langemeier - Purdue University

William Lazarus - University of Minnesota

Brad Lubben - North Central Risk Mgmt Education Center

Ray Massey - University of Missouri

John Molenhuis - Ontario Ministry of Ag, Food & Rural Affairs

Dale Nordquist - Center For Farm Financial Management

Burton Pflueger - South Dakota State University

Gary Schnitkey - University of Illinois

Matt Stockton - University of Nebraska

Mykel Taylor - Kansas State University

Barry Ward - Ohio State University

Chris Wolf - Michigan State University



**Visit us online**

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



**Tina Barrett**

*Preconference – Early Career Professional Development/Training Session*



I am originally from Hordville, Nebraska (North of the Interstate between York and Aurora) where I grew up on a family farm. The operation consists of mostly irrigated corn and soybeans. I certainly learned a lot about the diversity of agriculture when I married a Panhandle native where farming is so much different than where I grew up! I graduated from the University of Nebraska – Lincoln in May of 1999 with a degree in Agriculture Economics and an emphasis in Farm and Ranch Management. I started as a consultant with Nebraska Farm Business after graduation and have also been the executive director since 2002. I thoroughly enjoy working with clients all across the state helping to solve their financial needs and best manage their tax liabilities. My husband, Anthony and I, have been married since 1998 and have four very active girls, Taylor, Natalie, Carly, and Anna at home.

**Dwight Raab**

*Preconference – Early Career Professional Development/Training Session*



I was born in south Texas and grew up in small town rural central Indiana near Lafayette. I have the privilege of assisting with the oversight of the farm recordkeeping and management analysis program conducted by our nine farm management associations as outlined by the State Board of Illinois FBFM in cooperation with the Agricultural and Consumer Economics Department at the University of Illinois. I graduated from Purdue University in 1983 with a degree in Agricultural Economics. After a short career with the Asgrow Seed Company, I started as a fieldman with Illinois FBFM in November of 1987 and have served as the State Coordinator since May 2008.

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**Roger McEowen**

*Business/Succession/Estate Planning – Important Issues, Both the Common & the New Update on Ag Law and Tax Issues*  
*Questions and Answers Regarding Tax, Estate, Succession Issues*



Roger McEowen is the Leonard Dolezal Professor in Agricultural Law in the Department of Agricultural Education and Studies and Director of the Center for Agricultural Law and Taxation at Iowa State University. He is a member of the Iowa and Kansas Bar Associations and is licensed to practice in Nebraska. He is widely published in law reviews and in other agricultural law publications and conducts agricultural tax and law seminars across the country.

**Kevin Dhuyvetter**

*Transitioning from Crop Share to Cash Leases-Ethical and Economic Issues*



Kevin Dhuyvetter assists producers and agribusinesses with risk and return assessment associated with crop and livestock production and marketing. He also works extensively with land-related issues such as buying and leasing land. Current research and extension efforts are looking at the profitability of precision agriculture technologies, analyzing factors affecting feeder cattle prices and basis, irrigation and machinery economics, economics of no-tillage, economics of alternative dairy production systems, and the costs associated with animal identification/traceability systems.

**Barry Ward**

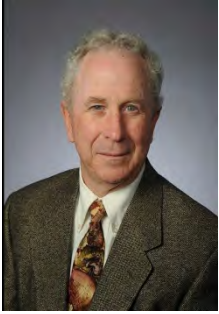
*Providing Data on Cash Rental Rates for Farmland – A Comparison of NASS and University Surveys*



As Leader, Production Business Management, Barry Ward provides leadership for Departmental and OSU Extension programs that provide managers of agricultural production businesses with tools, information, and analysis to manage their firms. He leads the department's development of production business management programs and enterprise budgets, delivers educational programs for Extension educators and industry clientele, and conducts applied research and trains extension staff related to his programs. Ward joined the department in 2005 after 13 years as a county agent and educator with OSU Extension. Much of his educational program at the county level involved Farm Management and Marketing with emphasis on grain marketing; computerized farm record keeping; farm financial analysis; and grain production, management, and marketing.

## William Edwards

### *Setting Rental Terms of Agricultural Buildings and Facilities*



William Edwards is a Professor of Economics and Extension Economist at Iowa State University. He specializes in farm management topics such as farm leasing arrangements, machinery economics, farm financial management, and risk management. He has authored over 100 extension bulletins and decision aids and a popular textbook, Farm Management (McGraw-Hill). He also teaches undergraduate courses in farm business management and agricultural finance.

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**Demonstrating Successful Farm Management Education Programs  
Concurrent Sessions Room Schedule**

	<b>KC Theatre</b>	<b>Dallas</b>	<b>Houston</b>	<b>Scottsdale</b>
<b>Monday June 10</b>				
Moderator	Barry Ward	Gary Schnitkey	Ray Massey	Matt Stockton
	Willie Huot, Successful Land Rent Negotiations Are More than Bidding Highest	Chris Bruynis, Farm Transition & Estate Planning: Helping Farm Families Face the Future	Wm. Bruce Clevenger, Cash and Accrual records with Quickens Tags	William Lazarus, Minnesota Watershed Nitrogen Reduction Planning, Tool
<b>3:00 - 4:00</b>	Allan Vyhnalek, Landlord/Tenant Cash Lease Workshops	Alan Miller, Implications of DSUE Portability for Farm Estate Planning	Elizabeth Yeager, Integrated Risk Management Initiative	Roger Sahs, Oklahoma Drought Response Using Spreadsheet Tools
	David Bau, What is a Fair and Profitable Rental Agreement	Shannon Ferrell, Farm Business Succession: Transition Tolls and Tough Talks	Michael Duffy, Using Trusts in Land Ownership	Matt Stockton, The Development and Use of Two Successful Electronic Decision Aids
	Ken Hart, Keeping the Legacy Alive: Estate and Succession Planning for Farmer and Ranchers	Thomas Kriegl, Comparing Feed Costs of Different Dairy Systems from 1995 to 2010	Eric Richer, Engaging Next Generation Farmers into Successful Farm Management Programs	Mykel Taylor, Ag Land Values in a Rapidly Changing Market
	Melissa O'Rourke, Evaluating Your Estate Plan	Thomas Kriegl, The Financial Performance of Dairy Systems Across the U.S.A.	Richard Joerger, Comparison of the Farm Business Management Education Needs and Delivery Preferences of Students Enrolled in the Minnesota FBM Program	David Marrison, Helping Ohio Family Address Agricultural and Natural Resource Tax Issues
<b>4:00 - 5:00</b>	Alan Miller, Lessons Learned from an Indiana Farming Family's Intergenerational Family Business Transfer	John Molenhuis, Growing Your Farm Profits Workshops for Ontario Farmers	Kevin Dhuyvetter, Beef Cow Rental Arrangements	

**Demonstrating Successful Farm Management Education Programs  
Concurrent Sessions Room Schedule**

	<b>KC Theatre</b>	<b>Seattle I</b>	<b>Seattle II</b>	<b>Scottsdale</b>
<b>Tuesday June 11</b>				
Moderator	Mykel Taylor	Bill Lazarus	John Molenhuis	Dale Nordquist
<b>1:00 - 2:00</b>	Alvaro Garcia, A Farm Safety Training Program on Human Risk Management for Dairy Producers Using a Labor Force Including Hispanic Workers	Ray Massey, Incorporating Fieldwork Days into Equipment Decisions	Gary Hachfeld, Long-Term Health Care Planning: Preserving Your Farm or Small Business	Steven Johnson, Selling Your Insurance Bushels
	Phil Durst, Employee Feedback as a Means to Improve Employee Management	Shannon Ferrell, Coil, Gas, Wind, and Agriculture: Can't We All Just Get Alone	Heather Gessner, Sustaining the Legacy-Estate Planning and Farm Transition	Edward Usset, The New Commodity Challenge
	C. Robert Holcomb, Extension Labor Management Programming: Evaluative Outcomes and Impact	Barry Ward, Strip Intercropping of Corn and Soybeans in the U.S.		
<b>2:00 - 3:00</b>	Nathan Smith, Acreage Shifts in Southern Commodities: Why and Is it Temporary	Kevin Klair, Ag Risk & Farm Management Library	Danny Klinefelter, Peer Advisory Groups for Agricultural Producers	Gary Hachfeld, Multiple Year Farm Transition & Estate Planning Program Outcomes & Impacts through Evaluation
	Tom Kriegl, Can It Pay to Irrigate Pasture in the Midwest or Northeast Part of the USA	Forrest Stegelin, Encore Entrepreneurship Extension Education	Gregory Ibendahl, Estimating the Effects on Farm Profitability During a Drought	John Baker, Research Based Farm Business Succession Planning
	Tom Kreigl, The Financial Performance of Grazing, Organic and Confinement Dairy Farms	Richard Joerger, Program Delivery and Instructional Media Preferences of Minnesota Producers		Alan Miller, The impact of Role Satisfaction and Conflict on Succession Planning

3:00 - 4:00 p.m.  
Dallas

**Farm Transition & Estate Planning: Helping Ohio Farm Families Face the Future**  
*Chris Bruynis and David Marrison, Ohio State University Extension*

The average Ohio farmer is 57 years old and a majority have not named a farm business successor or developed an up-to-date farm business transition plan. Additionally, less than one-third of all family businesses successfully transition from first generation to second generation and less than one-third of those eventually transition to the third generation making transition planning education critical. In an effort to maximize transition planning educational efforts, multiple program designs and targeted audiences have been utilized to reach the farm population. Program designs used include presentations as part of larger workshops, all day transition workshops, and multiple day transition workshops. Depending on design, the teaching goal varied from increasing knowledge on current planning tools and tax laws to helping the farm family start and complete many pieces of their transition plan. Targeted audiences have varied from agricultural professional serving farmers, to current farm owners, to the next generation of the family farm. The educational content and approach varied depending on the audience from a presentation format to an activity based format with case studies and suggested document organization. Since January 2012, nineteen programs were delivered in Ohio reaching 882 farmers. Additionally, nine programs were delivered outside of Ohio as invited presenters to another 811 farmers. Typical responses to evaluation data showed increased knowledge on estate tax laws, improved communication and expectations between generation, and sense of urgency to start working on a transition plan to reduce risk exposure. This presentation will provide details of these programs and their impacts.

**Implications of DSUE Portability for Farm Estate Planning**  
*Alan Miller, Purdue University Agricultural Economics Department*

The American Taxpayer Relief Act of 2012, which was signed into law on January 3, 2013, permanently extended a federal estate and gift tax provision allowing for the portability of applicable exclusion amounts between spouses. This provision was originally enacted into law on December 17, 2010, by the Tax Relief, Unemployment Insurance Reauthorization, and Job Creation Act of 2010. The Congressional Joint Committee on Taxation has estimated that portability will save taxpayers in excess of 369 million dollars over the ten years from 2013 through 2022. But, what are the implications of portability for farm estate planning and married farmers' existing estate plans? Should existing plans be revised in favor of electing portability? This paper concludes that portability may well end up being a problematic addition to the estate planning toolkit if it reduces farm couples' willingness to engage in planning for the distribution of the first decedent spouse's estate. It concludes that achievement of the intended benefits of the provision may be hampered by the regulatory requirements established to implement portability. The paper uses an example of a married farm couple's estates to illustrate circumstances under which existing so-called "marital bypass" plans for married farm estate owners reduce federal estate and gift taxes more than can be accomplished by electing to use portability. Helping farmers understand the advantages and disadvantages of portability versus its alternatives represents an important educational opportunity. The presentation will provide talking points useful for educational programs on the topic.

**Farm Business Succession: Transition Tools and Tough Talks**  
*Shannon Ferrell, Oklahoma State University*

Building on one of the conference themes as presented by Prof. McEowen, this presentation will provide practical considerations for producers that are contemplating a shift of management and ownership in farm operations. Additionally, the session will also provide tips for educators to help producers "have the talk" with their potential successors about their goals and plans - a talk that far too few producers are currently having, and a talk that can make the difference between success and failure in implementing successful transition planning.

3:00 – 4:00 pm  
Houston

**Cash and Accrual Records with Quicken Tags**

*Wm. Bruce Clevenger, Ohio State University Extension*

Farms and ranches commonly maintain a cash basis accounting system. While this system is good for preparing an annual tax return, it can be dangerously inaccurate on determining profitability. Studies show a two or more year lag in recognizing profit problems when only using cash basis analysis. Financial decision making can be difficult without the correct information or worse, wrong based on incorrect information. Quicken is a commercially available personal finance software that many farms and ranches have adapted in place of a paper ledger system. Ohio State University Extension Defiance County has taught hands-on, computerized farm recordkeeping workshops with Quicken reaching 100 farmers during 2011-2013. Farmers have asked “Can Quicken do...” about a variety of specific functions and needs on the farm. Examples include: enterprise analysis, tracking performance of specific farms, tracking expenses in one tax reporting year when the income is earned in the following tax reporting year, tracking pre-paid expenses, and separating family living expenses. The software feature in Quicken that makes these analyses possible is tags. Tags used in combination with categories can provide farm managers necessary information to run accurate reports with accrual information and yet maintain the cash basis accounting needs for annual income tax filing. Extension professionals that teach or promote Quicken as a farm recordkeeping system can benefit from learning the flexibility of Quicken to help farmers and ranchers maximize their financial records. This presentation will provide tools and activities to demonstrate the flexibility of Quicken as a computerized farm/ranch recordkeeping system.

**Integrated Risk Management Initiative**

*Elizabeth Yeager, Michael Boehlje, Michael Langemeier, Timothy Baker, Jim Mintert, Brent Gloy, Benjamin Allen, and Sarah Stutzman, Purdue University*

This presentation will provide an overview of risk management programming efforts developed and delivered through the Center for Commercial Agriculture (CCA) in the Department of Agricultural Economics at Purdue University. The primary focus will be on case studies written to provide detailed, real-world examples of risks faced by agriculture producers. Topics include relationship risks, expanding the farm business, evaluating alternative enterprises, and growing feed inputs for livestock production. The case studies and accompanying video interviews are used to illustrate risks and allow participants to identify ways to strategically manage risks faced by the case farms. A series of short articles on major risk topics as well as tools to identify and manage risks will be developed. This material will enable producers to develop a holistic risk management plan for their own business.

The Integrated Risk Management Initiative was started in 2012 by a dedicated team of faculty and professional staff at Purdue University. In the development and delivery of the Integrated Risk Management Initiative, we capitalize on the long history of farm management work, depth of knowledge from key faculty, and experience developing and delivering customized programs from the successful Center for Food and Agribusiness (CAB) and CCA. The initial development of the materials delivered is supported by the Indiana Soybean Alliance (ISA). ISA serves a diverse group of grain and livestock producers through funding by the Soybean Checkoff. Agricultural producers who participate in our programs will develop better risk management skills and gain exposure to decision making tools.

**Using Trusts in Land Ownership**

*Michael Duffy, Iowa State University*

The amount of land in trusts has increased significantly over the past few years. This presentation will present and discuss the results of two surveys examining trusts in Iowa. The first survey examines the attitude of trustees regarding why trusts are being used, components of the trusts and their fiduciary responsibility as it relates to soil conservation and sustainable agriculture practices. The second survey was a component of a larger land ownership survey conducted every five years in Iowa. This section of the survey asks the landowners who are using trusts why they are using them, types of trusts, who manage the land and a variety of other aspects of putting land into a trust. The two surveys allow an examination of the increasing use of trusts from the perspective of the land owner and the trustee. Implications for farm management education and sustainable agriculture will be discussed.

3:00 – 4:00 pm  
Scottsdale

**Minnesota Watershed Nitrogen Reduction Planning Tool**

*William Lazarus, University of Minnesota Department of Applied Economics*

The Minnesota Pollution Control Agency is developing a new set of standards for nitrate nitrogen in surface waters. The EPA's Science Advisory Board has also called for a 45% reduction in both N and P in the Mississippi River to reduce the Gulf of Mexico hypoxic zone. A watershed-level nitrogen reduction planning tool (Excel spreadsheet) will be discussed that compares the effectiveness and cost of combinations of nine different "best management practices" (BMPs) for reducing N loads leaving a Minnesota watershed.

The BMPs are: reducing corn N fertilizer rates to extension recommended rates, changing fertilizer application timing from fall to spring preplant or sidedressing, seeding cover crops, installing tile line bioreactors or controlled drainage, planting riparian buffers, restoring wetlands, or converting some corn and soybean acres to a perennial crop. The N loads are calculated in three categories: drainage tile discharges, leaching from cropland, and runoff.

This tool suggests that it will be difficult to achieve a 45% reduction with the BMPs considered, even at high adoption rates. Reducing N fertilizer rates on corn down to extension-recommended levels and shifting from fall to spring or sidedressed applications tend to be among the cheaper BMPs to adopt, but the results vary across watersheds and weather scenarios. Various other factors such as crop and fertilizer prices also affect the results, hence the need for a computer tool.

**Oklahoma Drought Response Using Spreadsheet Tools**

*Roger Sahs and Damona Doye, Oklahoma State University*

Beginning in 2011, widespread drought in the southern plains, which was home to a significant percentage of the nation's beef cows, led to lack of forage and water, costly feed and hay, and physical and financial stress on beef producers with substantial liquidation of cows. Producers were faced with difficult decisions about how to manage scarce resources in a rapidly changing market environment. In the short run, liquidation issues were the focus; in the longer run, producers needed assistance in evaluating cost-effective ways of rebuilding the herd.

In collaboration with Texas A&M University, new spreadsheet tools were developed and existing spreadsheet tools were updated and posted on <http://www.beefextension.com> under Cow/Calf and Calculators and on the OSU Ag Econ Extension Software Tools page at [http://agecon.okstate.edu/extension/category.asp?category=software\\_tool](http://agecon.okstate.edu/extension/category.asp?category=software_tool) to allow producers and educators to evaluate personal situations. The software set includes an early weaning decision aid, sell cows now or later, cow bid price estimate calculator, and a cow repurchase decision tool. Area and state agricultural economics Extension staff from Oklahoma State University assisted livestock and forage production specialists at numerous meetings to quickly address critical needs at a critical time for the Oklahoma livestock industry.

**The Development and Use of Two Successful Electronic Decision Aides**

*Matt Stockton, University of Nebraska—Lincoln*

The use of electronic applications or "apps" on various devices such as computers, tablets, phones, iPads, and iPods has become an ever growing part of our society and the business of agriculture. Users of these apps are looking for a balance between simplicity and utility. This presentation is based on the process of creation, evolution and demonstration of two very successful decision tools. These tools are known as the feed cost cow-q-lator (FCC) and cornstalk cow-q-lator (CSC).

These two electronic decision tools are multifunctional and provide information that requires a considerable amount of simple but repetitive calculating. Both the FCC and the CSC have a broad base of users including extension professionals, livestock nutrition professionals, livestock and forage producers.

The FCC provides three types of information; 1) unit cost of crude protein (CP), total digestible nutrients (TDN), and dry matter (DM), 2) a table for comparing various selected feeds simultaneously, 3) and an overview of total cost and amount of feeding a specific ration by feed type. The CSC provides information including management, labor, transportation, and any added costs. The results are divided into several parts which show the cost of the 3 primary factors, transportation, corn crop residue rental, management and labor costs, on a per day per head or total cost basis.

4:00 – 5:00 pm  
KC Theatre

**Keeping the Legacy Alive: Estate and Succession Planning for Farmers and Ranchers**

***Ken Hart, University of Idaho Extension***

“Keeping the Legacy Alive” is a workshop to help farmers and ranchers plan for estate and business succession. The curriculum was designed to be interdisciplinary, addressing a range of elements that are important to complete estate and succession plans.

This successful workshop showcases University of Idaho Extension educators working together to meet a critical need for today’s aging and largely rural farm and ranch owner population and younger generation of owners-to-be. Several collaborations make this possible, including a partnership with the Idaho Barley Commission and grant funding from USDA Risk Management Agency. Curriculum and program presentations were created by Extension Educators in the North Central Idaho Area of University of Idaho Extension.

“Keeping the Legacy Alive” provides the opportunity for educators to bring their individual areas of expertise into focus on this subject matter, offering participants hope and solutions to roadblocks which frequently have them stymied. Farmers and ranchers often believe that the main problem facing them is the correct legal document or proper legal language, while issues of communication and actual farm/ranch business structure and performance are the problems that need to be addressed first. This workshop engages farmers, ranchers and their families to work on these important tasks. Curriculum, workshop structure, and evaluations from workshops held to date will be shared.

**Evaluating Your Estate Plan**

***Melissa O’Rourke and Kelvin Leibold, Iowa State University Extension and Outreach***

Evaluating Your Estate Plan is a core Iowa State University Extension Farm Management program developed and implemented to address the needs of farm families facing estate planning and farm succession challenges. Participants are organized into small groups and assigned cases which groups discuss to apply principles to farm family situations. Pre/post evaluation results showed that 98% have a better idea of how to build an estate planning team; 95% know what information to take when visiting an attorney; and 84% indicated a likelihood of visiting an attorney to revise a will.

Program goals: (1) Improve participant understanding of basic estate planning topics (tax, terminology basics and property ownership strategies); (2) increase participant confidence to prepare for, develop and begin implementing estate planning processes; (3) exercise participant’s estate planning communications skills to improve working relationships with professional advisers. The entire package of promotional, educational, and evaluation materials is available at the <http://extensionme.org/funded> projects site. Fact sheets developed for the program are posted at the Ag Decision Maker website. Evaluating Your Estate Plan is delivered with a two-person team consisting of an experienced farm management educator and an attorney. Program publicity seeks to overcome reluctance to discuss family farm transition issues. Enrollment is limited to 30 participants to facilitate discussion. The registration fee of \$50 covers lunch, refreshments, materials, and marketing. The RME-J5H03845 grant partially funded development and initial program offerings. All post-grant period programs require sponsorship to offset travel and other costs of offering the program.

**Lessons Learned From an Indiana Farming Family’s Intergenerational Family Business Transfer**

***Alan Miller, Purdue Extension Ag Economics***

For several years, a case study based on an Indiana crop farm was used in Purdue’s Annual Farming Together Workshop to teach alternative approaches to planning for the transfer of family farm business ownership and management interests. Lessons learned from the experiences of two generations from one family farm were presented for consideration by workshop participants. The case illustrates the importance of flexibility in the planning process as it considers changes in the family farm operation over nearly four decades. It also provides a fine example of the benefits of planning with successors rather than planning for them. In this sense, the case provides a cautionary tale for farm families. This PowerPoint presentation summarizes lessons learned from experience with using the case as a teaching tool and from the author/instructor’s many years of experience with helping farm families with family farm business transfer planning.

4:00 – 5:00 pm  
Dallas

### **Comparing Feed Costs of Different Dairy Systems From 1995 to 2010**

*Thomas Kriegl, University of Wisconsin*

There is a perception that U.S. Agricultural input costs rose slowly and steadily through 2006 before taking a big jump in 2007 due to major increases in energy costs. This jolt caused dairy farmers — especially grazing and organic farms — to question if it pays to feed grain to dairy cows. Another, perception is that the "grazing advantage" increased with the 2006-2007 grain price jolt. To test these perceptions, farm financial data from Wisconsin confinement, grazing (non-organic) and organic farms from 1995 to 2010 was examined to compare feed costs and Net Farm Income From Operations.

Some results were: (1) Estimated total allocated feed costs/cwt. sold trended upward throughout the period for all, indicating that many external factors (weather, increasing energy costs) have somewhat similar effects on all dairy systems in most years; (2) As expected, estimated total allocated feed costs/cwt. sold increased noticeably from 2006 to 2007, and all of the yearly average numbers beginning in 2007 were higher than in any previous year for all Wisconsin groups, suggesting a new and higher plateau for feed costs; (3) Despite differences in the level of NFIFO of the Wisconsin dairy systems, their NFIFO/Cwt sold tended to move in the same direction most years indicating that many external factors (weather, milk prices) influencing profitability have similar effects on all dairy systems in most years; (4) 2008 was the year of the highest estimated total allocated feed costs and NFIFO /CWT sold.

### **The Financial Performance of Dairy Systems Across the U.S.A.**

*Thomas Kriegl, University of Wisconsin*

The Great Lakes Grazing Network (GLGN) Grazing Dairy Farms Financial Summary project initially sponsored by USDA IFAFS grant project #00-52501-9708, revealed relatively consistent differences in financial performance between individual Great Lakes states and between dairy systems, and demonstrated that the official USDA cost of production estimates were far different from the cost of production calculated from actual farm financial data from the same states. Multiple years of actual farm financial data has been collected from many different systems from many states in the U.S. and put into a similar format to compare actual financial performance between states and dairy systems.

This comparison shows: (1) The financial performance differences between states and systems demonstrated in the GLGN project appear elsewhere in the country; (2) Large differences exist between the cost of production estimated by USDA and the cost of production calculated from actual farm financial performance for the same states; (3) Small dairy systems typically attain more net farm income from operations per dollar of revenue than large dairy systems in the same state. More information about this project can be accessed at <http://cdp.wisc.edu>.

### **Growing Your Farm Profits Workshops for Ontario Farmers**

*John Molenhuis, Ontario Ministry of Agriculture and Food Ministry of Rural Affairs*

Where do you want your farm to be 5, 10, or 15 years from now? What does your farm business look like today? How do you go from where you are today to where you want to be in the future? While excellent production is important to farm business management, there are other business management skills required to help farmers successfully meet their business and personal goals.

The Ontario Ministry of Agriculture and Food and Ministry of Rural Affairs developed the Growing Your Farm Profits program to help Ontario farmers: (1) Assess current farm business management practices, knowledge, and skills; (2) Prioritize goals for the farm business; (3) Identify resources that can help make meet these goals; (4) Build on a farm business' strengths; and (5) Develop an Action Plan to improve farm management skills and knowledge.

Growing Your Farm Profits workshops are the place to start planning for farm business success. The two-day workshop provides the tools needed to assess current farm management practices and understand how proactive planning can influence effective decision making. The workshops are set in a relaxed atmosphere where personal and financial details are not required to be shared. Identifying business strengths and planning needs allows farm businesses to take the next step of developing an Action Plan to achieve their business goals. In the past four years, more than 300 workshops have been held across Ontario with over 4000 Ontario farmers attending.

4:00 – 5:00 pm  
Houston

**Engaging Next Generation Farmers Into Successful Farm Management Programs**  
*Eric Richer and David Marrison, Ohio State University Extension*

According to the United States Department of Agriculture, nearly 57% of all farm operators are age 55 or older. How do we engage and train those next generation farmers who will continue the important national task of producing food, fiber and biofuels into the future. Despite having great youth agricultural education programs via local FFA and 4-H programs, sometimes the knowledge and experience gap is large between living on a family farm and operating one. This presentation will discuss one new Extension Educator’s approach to addressing these knowledge and experience gaps with a NextGen Farmer Series in Ohio. The discussion will include topical briefs on the 2013 program and how the program will be built upon in the next two years. Tactics for attracting the appropriate age demographic (20’s and 30’s) will be detailed as well as why the NextGen Farmer needs to address financial health, risk management and succession planning issues at a young age.

**Comparison of the Farm Business Management Education Needs and Delivery Preferences of Students Enrolled in the Minnesota FBM Program**

*Richard Joerger, Northland Community and Technical College—Consultant, Ron Dvergsten, (Northland Community and Technical College); Mauvlyn Bowen (Consultant); Jason Jaber (Consultant), Randi Nelson (Consultant), Deanna Allen (Consultant)*

The 2010 Minnesota FBM Education Task Force explored strategies to increase producer access to educationally sound and fiscally efficient FBM programming. The FBM Task Force recommended program leaders investigate the delivery and business management education preferences of Minnesota producers. The investigators designed, validated, and administered a questionnaire in the fall of 2011 to 544 FBM students using an online or paper and pencil questionnaire.

Corresponding business management education instructional topics, employee training, and delivery and instructional preference findings for alternate types of farms of different annual gross sales revealed a basis for current and future programming. The FBM producers indicated a large need for foundational business management education. Initial educational topics selected by most farmers were estate planning, retirement plans impact upon tax liability, risk management assessment, and establishing goals. Sixty percent of the producers indicated interest in the advanced topic areas relating to business analysis, budgeting, and developing financial statements.

Though different for crop and/or livestock farmers, FBM farmers generally preferred education programming is delivered in their business setting, on farms, at farm organization meetings, and through blended learning strategies. The producers most preferred printed materials, cell phones/ telephone, farm demonstration plots, email communications, newspaper articles, and use of the internet for instruction and information. Investigators concluded there is a substantial desire for foundational and advanced business management education, expanded employee education, and programming delivered in traditional and hybrid formats.

**Beef Cow Rental Arrangements**

*Kevin Dhuyvetter, Kansas State University and Damona Doye, Oklahoma State University*

A new livestock leasing publication, “Beef Cow Rental Arrangements for Your Farm,” has been added to the AgLease101.org website by the North Central Farm Management Extension Committee. A sample lease form is included in the publication. An accompanying spreadsheet to evaluate livestock share leasing arrangements is posted with the publication (also on AgManager.info and beefextension.com). While livestock share leases are less common than crop share leases, they may become more common in the future. Whether parties want to share risk or simply work together while taking advantage of complementary resources (cows and land) or management skills (forage and beef production), a well-designed lease agreement contributes to clear communication.

Through share lease arrangements, the livestock owner typically shares the production risks, expenses, and returns with an operator. The terms of the agreement depend on the contributions of the owner and operator as well as the motivation for the lease. It is recommended that a beef cow lease only involve the beef cows and bulls. Leasing pasture, hay land, and machinery in a separate agreement provides better flexibility to deal with changing conditions over time. The time and effort spent developing a simple, straight forward, and equitable arrangement in the beginning will be rewarded with better relations between owner and operator and a more efficient beef-cow enterprise.



4:00 – 5:00 pm  
Scottsdale

**Ag Land Values in a Rapidly Changing Market**

*Mykel Taylor, Kansas State University*

This presentation will focus on the characteristics of publically available estimates of agricultural land values. Historically, the National Agricultural Statistics Services (NASS) of the U.S. Department of Agriculture has generated estimates of agricultural land values for the state of Kansas. The land value data series dates back to the 1960's and provides estimates at both the state and crop reporting district level. Until recently, this was the only source of information on land values and trends.

The NASS estimates are generated via surveys sent to landowners and tenants. The estimates represent average values, without distinction for land quality or other important features. The disadvantage to using NASS estimates is that opinion surveys may not accurately reflect market conditions, especially if land values are changing rapidly. The past few years have seen just such a situation, where Kansas land values have been estimated by the Kansas City Federal Reserve and NASS surveys to be increasing between 20% and 30% annually. If survey respondents have not conducted an agricultural land transaction recently, their estimates may lag the market.

Rapidly changing land values and their implications for farm management and investment decisions warrants further effort. In response to this situation, a presentation of recent research on Kansas land values, using a hedonic price model and actual sales transactions from 2010 to 2012, is proposed. The presentation will also include a discussion of the impacts of changing land values and commodity prices on cash rental rates.

**Helping Ohio Families Address Agricultural and Natural Resource Tax Issues**

*David Marrison, Chris Bruynis, Barry Ward, and Larry Gearhardt, Ohio State University Extension*

One of the greatest risks farm families face is tax management. With the uncertainty of the fiscal cliff legislation and explosion of Marcellus Shale lease payments in Ohio, this team developed a comprehensive outreach effort to help families address these new tax scenarios. Since 2011, the team has offered agricultural and oil & gas tax updates to 1,584 tax preparers attending the OSU Income Tax Schools. In addition, the team has conducted 25 programs on oil & gas taxation reaching 1,092 landowners. The team has coordinated an annual Agricultural Tax Issues program utilizing Dr. Phil Harris from the University of Wisconsin to teach 304 participants the latest development in farm taxes. The team also taught 8 farm tax programs reaching 558 farmers.

The team has authored 30 peer reviewed tax articles and 4 Tax Factsheets which were published on the Ohio Ag Manager web site (<http://ohioagmanager.osu.edu>). In 2013, the team began offering Farm Management Webinars using Adobe Connect. Thus far, the team has offered four webinars reaching 175 persons. This included participants from 50% of Ohio's 88 counties and 6 states. The webinar site for these programs is: <https://carmenconnect.osu.edu/ohioagmanager/>

This presentation will provide details of these programs and their impacts. Typical evaluation results showed substantial increase in awareness of tax issues and tax management strategies by the participants. Participants reported they better understand the proper tax forms to use for the different type of income generated from their property and better understand potential tax management options.

1:00 – 2:00 pm  
KC Theatre

**A Farm Safety Training Program On Human Risk Management for Dairy Producers Using a Labor Force Including Hispanic Workers**

*Alvaro Garcia and T.E. Renelt, South Dakota State University, C. Mondak, Iowa State University, Ames, and U. Francesa, Private Practice*

Dairies along interstate 29 are undergoing expansion. Workload needs prompted hiring of migrant labor oftentimes with little experience. Dairy owners asked their respective Extension services for farm safety training programs to reduce injuries and promote preventive health. A project was developed to: 1. Increase owners' and workers' knowledge and awareness about safety practices, risks, and well-being; 2. Encourage owners to create a "culture of safety" in their operation. An invitational flier was developed and sent to dairies. Forty dairies from MN, IA, NE, and SD participated with 556 employees and 63 owners attended. Training was conducted on-site at one dairy per state, with neighboring dairies attending. To increase owners' and workers' awareness an overview manual and PPT presentations summarized common risk areas. In person recruitment was more effective than phone or mail. The hands-on nature of the project was effective to engage participants. Owners identified the need for safety signage. There was higher likelihood of changing practices when owners co-participated of the workshops. On-farm discussion was more beneficial to express concerns. Changes observed because of the knowledge gained: posting safety signs, installing first-aid kits, use of protective gear (i.e. gloves, goggles, respirators, footbath modification, cow handling facilities modification, development of a customized farm safety manual). These findings will be used in programs to find common ground between animal/human health and well-being.

**Employee Feedback As a Means to Improve Employee Management**

*Phil Durst and S. J. Moore, Michigan State University Extension; and F. D. Soriano, APN Consulting, LLC, Hampton NJ*

Dairy management on large farms is primarily about employee management. In many cases, employees are the ones who milk, feed, and provide the care of cows. Yet, management of people is generally an area about which dairy owners express a lack of knowledge and comfort. In 2012 a project was initiated to improve management of employees through feedback provided by employees in a survey administered through anonymous telephone interviews by a single bi-lingual interviewer. The objectives were to 1. Learn about the attitudes, concerns and perspectives of dairy farm employees, 2. Apply that information to management practices and choices, and 3. Recommend changes in management to better engage employees in the success of the operation.

The authors developed a 29-question survey including rating scale and open-ended questions. To date, interviews have been conducted with 126 employees from 8 farms in three states representing an 82% response rate from these farms. Common themes indicate a failure to set and communicate clear goals, a failure to provide training even though employees report a desire to learn, and failure to provide feedback, especially positive feedback. We conclude that this method is effective in getting input that can impact employee management. Changes in management will be tracked over time and correlations made to turnover rate and productivity measures.

**Extension Labor Management Programming: Evaluative Outcomes and Impacts**

*C. Robert Holcomb, Charles Schwartau, David B. Bau, Antonio Alba Meraz, Gary A. Hachfeld and Donald L. Nitchie, University of Minnesota Extension*

Many farmers view their work from the perspective of an agricultural producer, not as a personnel manager. Many farmers admit they are not well-trained in managing their hired workforce yet have become increasingly reliant on that workforce. To assist farm operators in becoming more skilled as personnel managers, University of Minnesota Extension developed "Employment Skills for Today: Planning for Success". The program focus is on educational information related to a series of employment topics most often cited as critical by agricultural employers. Topics include such things as labor laws (federal and state), worker compensation and wage laws, compensation plans (development and implementation), and cultural issues for other than English speaking employees. The program was developed based upon evaluation data from three regional site beta tests in 2011. A total of 127 participants attended workshops held between February and June 2012. Those participants reported significant knowledge increases in four of the eight educational points which represents program outcomes. Program impacts from a follow-up evaluation of participants shows those attending did act upon their new knowledge and implement some of the information presented in the workshops.

1:00 – 2:00 pm  
Seattle I

**Incorporating Fieldwork Days Into Equipment Decisions**

*Ray Massey, University of Missouri*

The Probable Fieldwork Days Model (PFDM) will be demonstrated. PFDM uses USDA Days Suitable for Fieldwork data to estimate the probability of completing specified fieldwork within a specified period of time. The users selects their state and crop reporting district, enters equipment operating parameters such as implement width and field speed, acres worked and the desired beginning and ending dates. The model presents the results in a tabular and graphical format that allows the user to analyze their management options. PFDM contains fieldwork day's data for most of the Midwest states.

**Oil, Gas, Wind, and Agriculture: Can't We All Just Get Along?**

*Shannon Ferrell, Oklahoma State University*

Increasingly, agricultural landowners are called upon to not only provide the world's food and fiber, but also its fuel as well. Explosive growth in both fossil fuel and renewable energy means that landowners will be confronted by a number of opportunities and challenges in trying to take advantage of the returns provided by energy development while ensuring they can still use their lands for profitable agricultural operations. This session will discuss a number of the farm- and community-level impacts of energy development, how landowners can negotiate more balanced land-use agreements, and how landowners can avoid conflicts between mineral owners, wind developers, surface tenants, and others.

**Strip Intercropping of Corn and Soybeans in the U.S.—Potential Profitability?**

*Barry Ward, Brian Roe, and Marv Batte, Ohio State University, Department of Agricultural, Environmental and Development Economics*

Agronomic trials suggest that alternately planting narrow strips of corn and soybeans in the same fields rather than planting single crop fields of each crop may increase total value of yield for the two crops (Windsor; Bullock and Bullock; Recker). This approach, which is referred to as Strip Intercropping, may improve the efficiency of light reception for the taller crop (corn), though at the expense of shading the shorter soybean crop.

We develop a systematic comparison of the potential profitability of the Strip Intercropping system and the conventional single crop system on both large-scale (5300 acre) and medium scale (1200 acre) corn-soybean operations.

We compare farm-level revenue and cost projections for the two systems under a range of relative corn and soybean prices, weather conditions and strip widths. Relative prices for corn and soybeans are critical as the existing agronomic trials suggest that, as the shorter crop, soybean yields suffer at the expense of improved corn yields.

The analysis suggests that the implementation of Strip Intercropping on operations of a scale that fully utilize the capacity of large capacity equipment would not increase profitability. The analysis does not consider the one-time costs of altering the machinery complement to fit the narrow strip production system, possibly providing further resistance to farmers considering the transition. However, it ignores possible yield boosts from decreased compaction, which may manifest from switching to smaller equipment. Further, additional work is needed to consider the potential profitability for smaller operations that currently possess smaller capacity equipment.

1:00 – 2:00 pm  
Seattle II

**Long-Term Health Care Planning: Preserving Your Farm or Small Business**

***Gary Hachfeld, University of Minnesota Extension***

“Long-Term Health Care Planning: Preserving Your Farm or Small Business” is a two and one-half hour interactive workshop targeted to farm, ranch and small business owners. Rationale for the program is the rapidly increasing cost of long-term health care which can potentially cripple the owner’s ability to transition the business to the next generation.

Program outcomes measured were participant behavioral change and increased knowledge around the key educational points of the program included a review of current statistics regarding long-term care, a review of current Minnesota long-term care costs, an overview of federal health care programs with examples, a discussion of alternatives for funding long-term health care including long-term care insurance, and a discussion outlining the Long-Term Care Partnership Program. All discussion was within the context of a farm, ranch or small business setting. Outcomes were measured by an end-of-meeting evaluation utilizing a Likert scale of 1 (strongly disagree) to 5 (strongly agree). Cumulative program impacts included how participants acted on their new knowledge and the financial impact of those actions. This was measured by a follow-up evaluation four months after each workshop.

Participants reported their progress with the development and implementation of their long-term health care plan. Participants were asked to self-report the amount of personal assets now protected from long-term health care costs because of a plan being in place. The cumulative evaluative data shows a financial impact in excess of \$29.7 million dollars for the two year program period.

**Sustaining the Legacy-Estate Planning and Farm Transition**

***Heather Gessner, South Dakota State University***

Farmers and ranchers are getting older, averaging over 55 years of age in South Dakota. The next generation, producers in the 35-45 year old age group, decreased over 40% from 2002 to 2007. Sustaining the Legacy was designed to provide tools necessary to help families start estate and transition plans. Participants interview attorneys, insurance agents and financial planners with farm estate expertise to investigate the best tools for their operations. To increase family communication, participants define personalities, develop goals, and begin family meetings.

Pre-conference evaluations showed 52% of participants did not have an estate plan. They needed help with: how to get started, what tools are available, and how to utilize tools to accomplish goals.

Follow-up survey results from 2008-2012 participants (n=74 returned from 279 family operations) showed 82% have started their estate plan and 79% have started a transition plan. For estate plans, 44% of participants consider their plan 75% or more completed, with 15% declaring it 100% complete. For transition plans, 38% consider their plan 75% or more completed, with 17% indicating 100% completion.

The type and number of changes made to participants’ plans indicate the program has been educational and motivating. Changes made included: 52% updated their will(s) (x=43), 51% communicated with heirs (x=38), 46% created a trust (x=38), 15% modified life insurance policies and gifted assets (x=12), 11% completed funeral planning (x=9), 10% added retirement accounts (x=8), and 6% sold assets to heirs (x=5).

We will share pitfalls for family communication, finding speakers, and Extension’s role.

1:00 – 2:00 pm  
Scottsdale

### **Selling Your Insurance Bushels**

***Steven Johnson, Iowa State University Extension and Outreach***

A rally in the new crop December corn futures price happens nearly every year during the spring and summer months. The December futures contract tends to move higher, and remains relatively high until at least mid-June when more is known about the planted acreage and yield prospects. New crop November soybean prices often rally in the late spring or early summer months. These higher new crop futures prices during the spring and early summer months are referred to as the Seasonals.

Because most Corn Belt farmers take Revenue Protection (RP) crop insurance, they have the ability to tie pre-harvest marketing of their insurance bushels for delivery. That's because RP guarantees a farm's Actual Production History (APH) times the level of coverage elected (65%, 70%, 75%, 80% and 85%).

These insurance bushels are guaranteed at the higher of two prices: the projected price determined in the month of February for the average December corn futures and November soybean futures. These prices are used to determine the revenue guarantee for each insured crop as well as the premium to be paid in the fall. The key to RP is that if the harvest price increases (October average for those same futures contracts) the revenue guarantee reflects the higher of these two prices. That's a real advantage if there's a shortfall of contracted insurance bushels because that higher harvest price will be reflected in the final indemnity payment.

The ability then exists to sell a portion of these new crop insurance bushels for delivery, using forward cash or hedge-to-arrive (HTA) contracts. So farmers have the ability to tie the sale of these crop insurance bushels to pre-harvest marketing strategies.

### **The New Commodity Challenge**

***Edward Usset, Center for Farm Financial Management***

Commodity Challenge is a fun and engaging on-line trading game that has been redesigned from the ground up in 2013. It features real-time cash, futures and options quotes for corn, soybeans and wheat. The new Commodity Challenge offers a hands-on educational format for learning about grain pricing tools and the development of marketing plans. Rather than discuss the pros and cons of futures and options pricing strategies, Commodity Challenge allows players to put these tools to work in real time. Instead of talking about the benefits of a marketing plan, Commodity Challenge gives producers the opportunity to test a plan in real time.

As the developer of "Winning the Game" and other innovative marketing education programs, the Center for Farm Financial Management (CFFM) is nationally recognized for its work in grain marketing education. Commodity Challenge offers a one-of-a-kind approach to learning about commodity markets and marketing decisions in farm management - it is the future of grain marketing education.

Attendees at this presentation will learn how Commodity Challenge is currently being used in high school and college classrooms, and by farmers and marketing groups (74 games were started in 2012 and we expect to start many more in the new format). They will also learn about the customizable features of the game and how they can become a game leader.

2:00 – 3:00 pm  
KC Theatre

**Acreege Shifts in Southern Commodities: Why and Is It Temporary?**

*Nathan Smith, Amanda Smith, and Don Shurley, University of Georgia*

Cotton, fruits/nuts, peanut, and vegetable production have traditionally been the largest source of crop farm gate receipts for Georgia and other Southern states. Recent rankings for Georgia commodities by farm gate value show swings up and down for cotton and peanut in the last decade. Since 2007 acreage has shifted to more grains and soybeans. Vegetables have declined recently and fruits and nuts grown. Forces that led to change and how the shifts have occurred will be examined. A trend outlook will also be given.

**Can It Pay To Irrigate Pasture in the Midwest or Northeast Part of the U.S.A.?**

*Tom Kriegl, University of Wisconsin; Brian P. Nischke and Alex B. Crockford*

Production agriculture greatly depends on adequate rainfall for crop quality and yields. Farm operators using management intensive rotational grazing in their dairy and livestock operations try to maximize pasture use since pasture usually provides their most economical feed. Yet pasture is often perceived as being a low value crop that couldn't justify the cost of irrigation. However, the fact that many pastures are dominated by grasses that are not drought tolerant along with a substantial increase in many agricultural commodity and input prices since 2006 has increased curiosity about the economic feasibility of irrigating pasture in Wisconsin.

A research project was conducted from 2009 to 2011 to determine the economic return of irrigating pasture, supported by a Grazing Lands Conservation Initiative (GLCI) grant. The grant paid for monitoring, testing and for two 12-pod K-line irrigation lines for installation on a cooperating grazing dairy farm that invested in the rest of the irrigation system.

Quantity and quality of pasture yield plus rainfall was measured from irrigated and non-irrigated pasture, side by side on the same soil type, on the cooperating farm for three growing seasons, including one that was extremely dry.

The collected data was carefully analyzed and the results were described to help farmers understand the circumstances required to make pasture irrigation economically feasible. The results should be applicable to most areas in the northeast quarter of the country and likely beyond.

**The Financial Performance of Grazing, Organic and Confinement Dairy Farms**

*Thomas Kriegl, University of Wisconsin*

Ten Land Grant Universities plus Ontario standardized accounting rules and data collection procedures to gather, pool, summarize and analyze actual farm financial performance from many sustainable, small farming systems which then lacked credible financial data that producers need for decision-making, in a project initially sponsored by USDA IFAFS grant project #00-52501-9708.

This effort, spawned by USDA IFAFS grant project #00-52501-9708, primarily compares Wisconsin grazing dairy farm data to organic and confinement data. However, the Wisconsin data was also compared to the limited amount of organic data collected in other parts of North America.

This project has over 124 farm years of Wisconsin organic dairy farm data spanning twelve years and many more years of data from other Wisconsin dairy systems to help understand the economic competitiveness of these dairy systems.

Insights include:

1. Actual farm financial data from organic dairy farms is still scarce relative to other dairy systems.
2. The financial performance of organic dairy farms looks dramatically different from one part of the country to the other.
3. A number of individual farms are achieving financial success with an organic system.
4. The price premium was very important to the economic competitiveness of organic dairy farms.
5. Grazing dairy farms are economically competitive even with a price medium.

More information about this project can be accessed at <http://cdp.wisc.edu>.

2:00 – 3:00 pm  
Seattle I

**Ag Risk & Farm Management Library**

*Kevin Klair, Center for Farm Financial Management*

2012 brought a major re-design Ag Risk & Farm Management Library. With over 3,000 publications, the Library is a valuable resource to Ag Educators and Producers alike. The new website offers great tools for Authors and Readers including: Profile pages, Bookmarking and/or emailing of documents, Social Media sharing, Easier uploads and continually updated Ag Blog Rack.

Authors will learn how to easily upload publications, increase visibility, increase document views and connect with readers.

Everyone will learn about the Library's easy-to-use bookmarking, sharing and emailing tools.

**Encore Entrepreneurship Extension Education**

*Forrest Stegelin, University of Georgia*

The average age of farmers is approaching 60 years, and those who are at least 60 years old are exiting farming at a rate of 10-12% per year. Because these farmers have been operating family farms non-stop for at least 40 years, accepting life without a daily routine is difficult. Many of these individuals have "retired," only to find themselves desiring a busy lifestyle without the physical exertion of farming. Those with a farm background understand the concepts of risk and coping with uncertainty, and they have a work ethic; but, going from full-time farming to seemingly doing nothing leads to additional personal stressors. They view their decades of experience should be an asset, not a liability, to doing something now. Hence, the step-by-step development of an encore entrepreneurship extension education program for farm families. Initial activities include analyzing their own personality types, conducting personal assessments of being a risk taker in today's environment, asking themselves if entrepreneurship is for them, preparing a personal reflective statement as to why they want to be an entrepreneur, and completing a management audit so that they can better work on their business, as opposed to working in it. Assistance is provided in writing a business plan, getting appropriate assistance, establishing the location, business structure, and financing, registering the business (permits, licenses, and tax ids), and hiring employees. Five four-day sessions, with a max of six farm families per session, have been held, with positive comments and results.

**Program Delivery and Instructional Media Preferences of Minnesota Producers**

*Richard Joerger, Ron Dvergsten, Randi Nelson, and Deanna Allen, Northland Community and Technical College*

Producers maintain competitiveness in the global marketplace by strategically using technology, land, labor, capital, and on-going business and production management education. The Minnesota Farm Business Management Education has delivered business management education to producers for over 60 years. Recent changes in increased program delivery costs and availability of new digital instructional technologies contributed to the college and system leaders' decision to investigate the preferences of producers for instructional media and technologies, use of vendors, and desired methods of instruction.

This presentation will summarize the findings of the study which involved responses from 404 of the 2800 producers enrolled in the Minnesota FBM Program. Findings revealed producers preferred that FBM education programming be delivered in their business setting, on the farm of other producers, at farm organization meetings, and through blended learning strategies. Though open to hybrid delivery options, complete delivery of business management education programs using the internet was the least preferred option for learning.

The most preferred instructional methods used for teaching the FBM farmers were: individualized in-person instruction with an instructor, hands-on learning activities, demonstrations and instruction from FBM instructors with specialty knowledge. The producers most preferred printed materials, communication with the instructor by telephone, farm demonstration plots, email communications from the instructor, informative newspaper articles prepared by the instructor, sample programs and simulations, and use of the internet for instruction and information. Findings from additional analyses will be presented. They will reveal differences in these measures due, in part, to the level of annual gross sales and type of farms.

2:00 – 3:00 pm  
Seattle II

**Peer Advisory Groups for Agricultural Producers**

*Danny Klinefelter, Texas A&M University*

Peer advisory groups are essentially reciprocal advisory boards. The best known example in agriculture is the CREA groups in Argentina. They were started over 50 years ago and today involve 216 groups of 8-10 producers linked together in the AAREA organization. Although they represent only about .5 percent of the country's producers, their operations account for approximately 20 percent of Argentina's agricultural production. Cornell University extension has also formed over 40 dairy discussion groups which operate in much the same way. This past year, Farm Journal Media started the Top Producer Executive Network (TPEN) which eventually hopes to form 500 of these groups. There are also a large number of peer groups that have been formed by individual producers who employ an outside facilitator. The two programs I am personally involved in 1) The Executive Program for Agricultural Producers (TEPAP) and 2) the Association of Agricultural Production Executives (AAPEX) have been promoting this concept for several years. In the summer of 2010, AAPEX conducted a national symposium in Dallas, Texas entitled Peer Advisory Groups in Agriculture: Best Practices and Alternative Structures.

I believe that peer advisory groups represent a critical missing step in the continuous management improvement process. They can deal with issues related to implementation and follow-through, addressing problems and opportunities as they arise, and allow group members to drill down to the level needed to effect change. They allow members to have a team of advisors made up of top producers who have skin in the game, without the fiduciary liability or governance authority associated with a corporate board.

**Estimating the Effects on Farm Profitability During a Drought**

*Gregory Ibendahl, Kansas State University*

Last year many parts of the Midwest and the plains experienced a drought. Historically, the droughts in the plains have followed a cyclical pattern. Thus the drought last year could be just the beginning of several dry years. To help provide assistance and guidance to farmers it would be helpful if Extension personnel could estimate the effects on farm profitability during a drought period. This presentation will use data from the Kansas Farm Management Association to estimate the loss of revenue and the potentially higher costs to both grain and beef farms during dry years.



2:00 – 3:00 pm  
Scottsdale

**Multiple Year Farm Transition & Estate Planning Program Outcomes & Impacts Through Evaluation**

***Gary Hachfeld, University of Minnesota Extension***

“Farm Transition & Estate Planning: Create Your Farm Legacy” is an interactive workshop targeted at farm and ranch families. Multiple year program outcomes measured over an eight year period were participant behavioral change and increased knowledge around the key educational points of the program. Key educational points included individual, family, business and retirement goals; intergenerational communications; tax issues; business entities and transition strategies; treatment of heirs; personal estate planning; and long-term health care planning issues. These were measured by an end-of-meeting evaluation utilizing a Likert scale of 1 (strongly disagree) to 5 (strongly agree). Cumulative eight year program impacts included how participants acted on their new knowledge and the financial impact of those actions. This was measured by a follow-up evaluation done six months after the last workshop. Participants reported their progress with the transition and personal estate planning process and how useful the workshop and workbook they received were in the process. They also listed obstacles and challenges they encountered that may have halted their progress. The end-of-meeting and follow-up evaluation data was used to calculate the impact of the program as well as enabling the program team to improve future programs. Workshops have been delivered in Minnesota, Iowa, North Dakota, and Wisconsin. A total of 5,069 farm and ranch family members have attended representing 2,503 farm/ranch businesses and 1,381 different communities. The cumulative evaluative data shows a financial impact in excess of \$354 million dollars for the eight year program period.

**Research Based Farm Business Succession Planning**

***John Baker and David W. Baker, Iowa State University Beginning Farmer Center***

According to the ERS definition 98% of all US farms are family farms and there are twice as many farmers over the age of 65 as are under the age of 35. The farm population is aging and there will be a tremendous intergenerational transfer of farm business assets within the foreseeable future. The Beginning Farmer Center researched the needs of farm families as they develop farm business succession/transfer plans and has develop educational approaches that address the farmer identified needs. The Center has also collaborated in the development for a farm business succession planning facilitation manual to assist extension educators and others in their work with farm families.

The co-presenters will detail the research and describe the educational approaches that have been developed based upon the research. The will also discuss the facilitation manual.

**The Impact of Role Satisfaction and Conflict on Succession Planning**

***Alan Miller, Purdue Agricultural Economics***

The presence of conflict in an organization, whether it is a family or business, can have positive or negative impacts depending on the level and degree of severity. Research has found that conflict only becomes disruptive (not necessarily destructive) when members have incompatible values that are critical to the relationship (Busby 1984). An important predictor of disruptive conflict is how tolerant the family is to conflict on a daily basis and how open to communication the family is (Danes and Lee 2004). This study used data from 612 small and medium-sized farm family businesses in the Midwest (Illinois, Indiana, Michigan, and Ohio) going through the succession process. Farms were identified using MarketMaker and surveyed to collect data on owner demographics, business organization, succession, management strategies, business success, and family tensions. This study analyzed factors that affect conflict within the family business setting. We constructed a conflict index with both negative and positive aspects. We investigated the influence of conflict on role satisfaction among family members. By doing this we could investigate the influence of a wider range of factors on perceived conflict during the succession planning process. This presentation summarizes selected results of the study in terms of succession planning process and progress and in terms of the impact of role satisfaction and conflict on succession planning. This information should be useful in assisting family farm business owners who would like to improve the quality of their interpersonal interaction. Co-authors of this presentation are Maria Marshall and Tia McDonald.

**Demonstrating Successful Farm Management Education Programs**

Concurrent Session Abstract Summaries – 20 Minute Sessions

3:00 – 4:00 pm  
KC Theatre

**Successful Land Rent Negotiations Are More Than Bidding Highest**

*Willie Huot, NDSU Extension Service*

Rapid escalating land values and the changing pattern of land ownership are making land rental negotiations a more complex process for most landlords and tenants throughout the upper Midwest. At the same time, commodity prices are reaching historic levels for most crops grown in this region. This only adds to the competitive nature of the land rental negotiations.

An educational program was developed to improve the understanding of long term trends in ag land values, alternatives to consider in land rental contracts and improving communications between land owners and operators. Over 20 land economic workshops have been conducted throughout communities in North Dakota during the past six months.

Over 750 land owners and operators have participated in these sessions. Evaluations reveal that over 95% of the participants have improved their understanding of various forces impacting land values. Further, the evaluations reveal that about 90% of those attending have improved their understanding of land rental options as well as their ability to communicate between the parties by use of resumes' and newsletters.

**Landlord/Tenant Cash Lease Workshops**

*Allan Vyhnaek, University of Nebraska-Lincoln, and Tim Lemmons, UNL Extension*

Most Land owners and tenants want to come up with appropriate agricultural land leases that are amiable to both. With significant amounts of agricultural land being passed to the next generation and with the price volatility of land markets over the past four years, lease negotiations have become more tenuous. University of Nebraska Extension educators developed and delivered programming in 2011 and 2012 to help with landlord and tenant relationships, and help foster the development of flexible cash provisions for farm leases. This programming was held at 43 sites and was attended by 1872 participants.

The Landlord/Tenant Cash Lease Workshop is a three hour effort to: review current land values and cash rent values and trends, cover appropriate communications between the tenant and the landlord, and educate about the use flexible cash lease provisions. This program featured distinct and measurable objectives related to the education of the participants and necessary actions determined to demonstrate success. Simple improvements in understanding of the aforementioned focal topics, while important, are subsidiary to behavior change and action. The purpose of this presentation would be to highlight the methodology of the program, highlight and report on stated objectives and goals, and demonstrate the future research base for these activities.

**What is a Fair and Profitable Rental Agreement**

*David Bau, University of Minnesota Extension*

Many landlords are not located in the same location as farmland owned and are in desperate need of determining what farmland rental rates are in the area. They come to the University of Minnesota Extension seeking this information. In 2012 started a new program titled "What is a Fair and Profitable Rental Agreement", working with local educators to provide 20 workshops across Minnesota. Summary of evaluations concluded: Overall workshops received an average evaluation score of 4.22 on scale of 1-5 with 5 being excellent and one the very poor. The highest category score was 4.24 on I better understand farmland rental rates and where to find the information. All categories averaged 4 or higher.

Over 1200 participants, 1/3 were farmers and 2/3 landlords, utilized the workshops to determine rental agreements for 2013. Production Costs, Farmland Rental Rates, Land Values along with Farmland Rental Rates were discussed. Participating farmers averaged 793 acres, landlords 177 farmland acres owned, it would total 387,226 acres of farmland represented at the workshops. This accounts for over 2.5 percent of all the corn and soybeans planted in 2011 in Minnesota. Asked "What was the value of today's workshop to attendee?" average was \$139, applying to all attendees, total value was \$158,738.

**TUESDAY, JUNE 11**

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## **Brad Lubben**

### ***History of Farm Policy – Future of Farm Policy***



Brad Lubben is an Extension Assistant Professor, Policy Specialist, and Director of the North Central Risk Management Education Center in the Department of Agricultural Economics at the University of Nebraska-Lincoln. He has more than 20 years experience as an Extension agricultural economist, serving in Illinois and Kansas before returning in 2005 to Nebraska, where he grew up on a grain and livestock farm near Burr, southeast of Lincoln. Brad holds B.S. and M.S. degrees in agricultural economics from the University of Nebraska-Lincoln and a Ph.D. from Kansas State University. Lubben is involved in teaching, research, and extension activities, focusing on agricultural and public policy issues ranging from federal farm programs and risk management to conservation programs to food, trade, energy, and environmental policy.

## **Art Barnaby**

### ***Risk Management Outlook***



Dr. Art Barnaby was raised on a diversified farm, located in Elk County, Kansas.

Art received his B.S. degree from Fort Hays State University, M.S. from New Mexico State University and a Ph.D. in Agricultural Economics from Texas A&M University. Art joined the Agricultural Economics faculty in 1979. He currently holds the rank of Professor.

Art conducts national extension education programs on market risk, government commodity programs, crop insurance and public policy.

Art was 1 of 30 people who were named on Top Producer Editors' list of "Brave Thinkers: 30 Leaders Who Made a Difference" and on their list of "7 Economists, Bankers Who Challenged the Status Quo".

He has authored several research projects on crop insurance issues and their impacts on farmers. His research work with the private sector was the basis for the first revenue insurance contract. Art is an author on the KSU WEB page located at: <http://www.agmanager.info>

Art is a past winner of the Excellence in Extension Award that included a \$5,000 honorarium presented by the National Association of Public and Land Grant Universities. He is also a three time winner of the American Agricultural Economics Association Distinguished Extension Program Award.

Art is a frequent speaker at professional, farmer-producer, ag lender, and insurance industry meetings.

Art's wife, Nancy, holds a B.S. degree from Fort Hays State University in Nursing. Art and Nancy have two sons and two granddaughters.

## **Don Borgman**

### ***Recent Developments in Nutrient Management Technology (and Related Technology Issues)***



Don Borgman is the Director, Agricultural Industry Relations for John Deere's North American operations. He started his career with Deere in 1974 after graduating from the University of Missouri where he studied Agricultural Economics and Journalism.. He has held various product support, sales and marketing positions during his career. He also grows corn and soybeans on a Century Farm in West Central Missouri, belongs to the NCGA, ASA and the Missouri Farm Bureau, serves on the Board of Directors of several businesses and farm organizations, and has been involved in the promotion and expansion of agricultural products usage since the late 1970's.

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## RISK MANAGEMENT OUTLOOK – ART BARNABY<sup>1</sup>

In August of 2012, some analysts were forecasting crop insurance claims of nearly \$40 billion. Those overstated insurance claim forecasts set the stage for a "no ad hoc" disaster aid policy in 2012". The press ran with the story and made it appear that most farmers had record profits and received "big" insurance checks. Citing national aggregated profit and crop insurance data provided a very incomplete picture.

Individual farmers with record profits had good yields, but no crop insurance claims! Farmers receiving insurance checks may have had an "average" year, but most farmers still needed a 20% yield loss or more to collect insurance payments. Some had a 19% yield loss and collected nothing. The only exception would have been those farmers with the county based GRIP or GRIPH coverage that does not require a farm level loss.

Crop insurance critics claim that elimination of the harvest price would provide all of the coverage farmers "need" and reduce the taxpayer cost for crop insurance. It is true lowering the coverage in crop insurance by eliminating the harvest price will lower taxpayer costs. An alternative of eliminating 85% and 80% coverage and retaining the harvest price would also lower the coverage and lower taxpayers' costs. However, eliminating the 85% and 80% coverage would have very little impact on Great Plains dryland farmers because very few dryland farmers buy 85% or 80% coverage. The impact of this cut would be on the irrigated and Corn Belt farmers where they do buy higher coverages. On average Iowa farmers buy coverage that is 13 points higher than in Kansas, but the average premium rate in Kansas is two times more than in Iowa.

Eliminating the harvest price would have a greater effect on Corn Belt farmers because of the stronger negative price yield correlation on corn. Without the harvest price, Iowa farmers would have received reduced or in many cases no indemnity payments for the 2012 drought. What is the point in having insurance, even cheap insurance, if does not pay when the insured has a loss? Is it believable that policy makers would have retained a "no ad hoc disaster policy", without those Iowa corn farmers collecting crop insurance payments in an election year?

All farmer marketing plans, including cash sales and selling grain out of storage, assume production. The harvest price replaces indemnity bushels at their current market value and maintains the hedge or provides replacement bushels for cash sales. If an uninsured hedged farmer has a crop failure, what is the difference between this farmer and a short Chicago spec trader? The answer is nothing.

How much would be saved by elimination of the harvest price is a hotly debated topic. In order for the elimination of the harvest price to reduce taxpayer's costs, it requires a significant price increase combined with a significant yield loss. There have been 3 out of the last 21 years that met both conditions on corn and 2012 was one of those years.

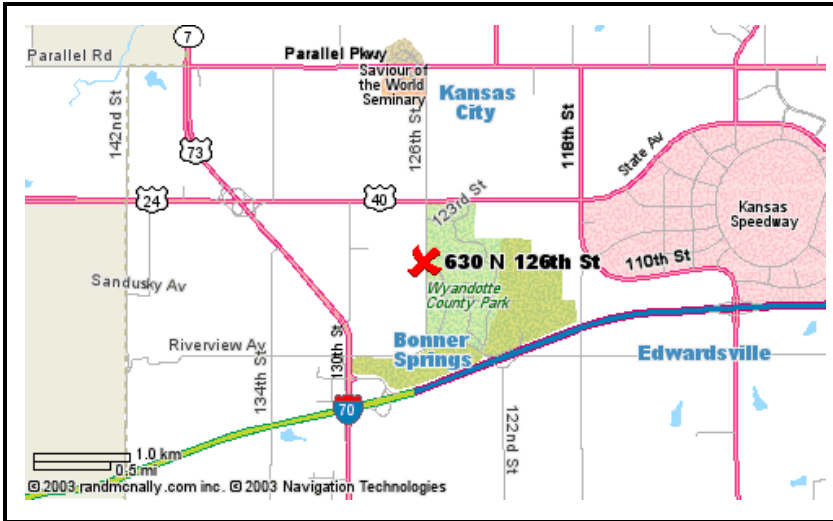
Reduction in harvest price subsidy is only one of many ways to reduce the taxpayers' costs. This presentation will cover alternatives and consequences caused by" reduced taxpayer support for crop insurance.

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<sup>1</sup>Prepared by G. A. (Art) Barnaby, Jr., Professor, Department of Agricultural Economics, K-State Research and Extension, Kansas State University, Manhattan, KS 66506, May 9, 2013, Phone 785-532-1515, e-mail – [barnaby@ksu.edu](mailto:barnaby@ksu.edu).



## Map/Directions



The National Agricultural Center and Hall of Fame is conveniently located just north of the interchange of I-70 and Kansas Route 7 in Bonner Springs, Kansas. Due to construction in the area, we recommend the following routes.

FROM THE SOUTH VIA I-435:

- I-435 NORTH TO I-70
- WEST ON I-70 TO 110TH STREET
- NORTH ON 110TH STREET TO STATE AVENUE (around west side of speedway)
- WEST ON STATE AVENUE TO 126TH STREET
- SOUTH ON 126TH STREET TO NATIONAL AGRICULTURAL CENTER

FROM THE SOUTH VIA K-7:

- K-7 NORTH TO I-70 INTERCHANGE
- GO NORTH THROUGH THE K-7/I-70 INTERCHANGE TO RIVERVIEW (< 1/8 MILE)
- TURN RIGHT ON RIVERVIEW AND GO APPROXIMATELY ½ MILE TO 126TH ST (HALL OF FAME DRIVE)
- TURN LEFT (NORTH) ON 126TH TO THE NATIONAL AGRICULTURAL CENTER



**The National Agricultural Center & Hall of Fame**  
**630 Hall of Fame Drive**  
**Bonner Springs, Kansas 66012**  
**913-721-1075**





## **2013 National Farm Business Management Conference Tours, Wednesday June 12**

### **BAYER ANIMAL HEALTH TOUR #1 (8:45am-11:45am)**

Located in Shawnee, Kansas, in the Heartland of America and in the midst of the highest concentration of animal health companies in the world, Bayer's knowledgeable and passionate people make them a leader in both their industry and the Kansas City community.

As a leading global animal health company, they provide innovative solutions that promote the health and well-being of companion animals and livestock and help protect them from disease.

They have a strong and consistent scientific commitment to finding solutions for current challenges and to anticipating future needs in the area of animal health. In fact, they invest about ten percent of their sales directly into research and development.

We will need to provide a list of people prior to the tour, as security will have to check everyone when they check in.

<http://www.bayer-ah.com/index.cfm>

### **FEDERAL RESERVE BANK OF KANSAS CITY TOUR #2 (8:15am-11:30am)**

December 2013 will mark the 100-year anniversary of the signing of the Federal Reserve Act, which created the nation's central banking system as it is known today.

The Money Museum at the Federal Reserve Bank of Kansas City is a unique opportunity to learn about the nation's financial system, the Fed's role in the regional and national economy and how it affects you. Highlights of your guided tour at the Money Museum include viewing one of the region's largest cash vault, a gold bar worth over \$400,000 and the Truman coin collection. You'll also have time to enjoy their interactive displays including an opportunity to design your own currency. Don't forget to pick up your free gift at the end of the tour.

\*\*\*All guests who are 18 years of age or older are required to present a valid photo ID. For United States citizens, the photo ID must be issued by the United States federal or state government (for example, a passport or driver's license). For our international guests, a valid international government issued passport must be presented. Guests will undergo security screening upon arrival. Firearms, explosives, hazardous materials, lethal weapons, illegal drugs, and any other dangerous items, including pocket knives, are prohibited on Bank premises. Metal detectors and x-ray equipment are used to enforce this policy. Any person entering and any purse, briefcase, or other items brought on the premises are subject to being scanned and/or physically inspected.

<http://www.kansascityfed.org/>

### KC Board of Trade Tour #3 (8:00am-11:30am)

The 150 year old Kansas City Board of Trade mostly trades wheat commodities. During your visit you can learn everything from where the wheat goes to what futures and options really mean to the BOT. Your tour experience begins with an introductory video.

When the original members of the Kansas City Board of Trade met on the banks of the Missouri River to develop a more organized method of buying and selling grain they could not have foreseen the far-reaching impact of their vision.

More than a century later, more than 10 billion bushels of wheat would change hands on the exchange in one year, and grain producers and users around the globe would look to Kansas City for the fair price of hard red winter wheat, the primary ingredient in the world's bread.

Over time, the exchange's leadership would extend into other markets. Indeed, it was at the Kansas City Board of Trade that stock index futures, hailed as the most innovative financial instrument of the 1980s, were born.

Early trading at the exchange was primarily in cash grains. Today, grain elevators, exporters, millers and producers use the exchange to protect their cash positions by buying or selling futures and options. Stock market investors also utilize KCBT products. Nonetheless, cash grain trading is still the core business of many of KCBT's members.

<http://www.kcbt.com/index.asp>

### WORLD WAR I MUSEUM TOUR #4 (9:00am-12:15pm)

The National World War I Museum at Liberty Memorial provides an extraordinary experience. The state-of-the-art Museum gives you the chance to explore and discover the nation's most extensive assembly of artifacts, photography, art and narratives of the Great War ever presented in a single collection. The Museum introduces the war in unprecedented ways – through visual and audio sensory stimulation to mold an unforgettable experience in the minds of all visitors – young and old.

The founders of the National World War I Museum, originally known as the Liberty Memorial Museum, began collecting in 1920 and established professional museum policies and procedures in the 1970s. In the twenty-first century the Museum directed its pro-active collecting to complement the facility's massive facility expansion and new national stature. As a result of these decades of concentrated effort, the quantity and quality of our collections, as well as the state-of-the-art exhibitions that draw on these collections, are truly astounding.

The Museum collections and exhibitions tell more than an American story. They cover the entire war from the first shots in 1914 to the last attempts at peace in 1919.

[http://www.theworldwar.org/s/110/new/index\\_community.aspx](http://www.theworldwar.org/s/110/new/index_community.aspx)

#### HARLEY-DAVIDSON TOUR #5 (7:45am-11:30am)

Kansas City employees produce the Sportster®, Dyna® and VRSC™ families of motorcycles from fabrication and finishing through final assembly to include the liquid-cooled Revolution® powertrain for the VRSC V-Rod.

The tour center features a series of displays that guide you through the various manufacturing and assembly processes. You'll also have the chance to sit on current production motorcycles and visit the gift shop, which features tour-related souvenirs.

Your tour experience begins with an introductory video. Then it's on to the factory floor where you'll witness a wide range of operations from welding, laser-cutting and frame-bending, to polishing and assembly.

#### Important Visitor Guidelines and Requirements

Cameras or recording devices are not allowed in the plant. Photography is permitted in the Tour Center. Bags or packages such as knapsacks, luggage and camera bags are not allowed in the factory. Fully enclosed, low-heeled shoes (1 inch or below) are required.

Children under the age of 12 are welcome in the Tour Center, but are not allowed on the factory tour. Visitors under the age of 18 must be accompanied by an adult at all times. Please notify us if you have disability-related needs. Every effort will be made to accommodate you.

[http://www.harley-davidson.com/en\\_US/Content/Pages/Factory\\_Tours/kansas\\_city.html?locale=en\\_US&bmLocale=en\\_US](http://www.harley-davidson.com/en_US/Content/Pages/Factory_Tours/kansas_city.html?locale=en_US&bmLocale=en_US)

#### BROCK GRAIN SYSTEMS TOUR #6 (8:45am-11:45am)

Brock Grain Systems has a long-standing tradition of demonstrating innovative leadership in developing, marketing and supporting grain handling, conditioning, storage and drying systems and solutions worldwide.

The BROCK® brand name is well known by premier producers everywhere. The Brock name has an enduring reputation for quality, long-term value and exceptional performance.

Brock offers its customers advice regarding site layout, consults with them regarding equipment selection and usage, and, together with Brock's dealers, delivers grain management systems that provide innovative solutions to industry challenges. From harvest to market, Brock's systems, solutions and years of experience help users to take control of their grain marketing while maximizing profitability.

Brock Grain Systems is a division of CTB, Inc., a Berkshire Hathaway Company. CTB has remained true to its tradition of Leadership Through Innovation®. CTB has adopted strategies for growth to enable it to continue to serve its customers with excellence and leadership far into the future.

[www.brockgrain.com](http://www.brockgrain.com)

GARMIN INTERNATIONAL TOUR #7 (8:45am-11:30am)

During a typical tour of Garmin, visitors will view a short video on Garmin and its products, and then see our manufacturing facility, warehouse, and our reliability test lab. In all, the tour takes about an hour or so. Because of space limitations, we will have to limit the number of guests to 15. They will need the names of those taking the tour prior to our arrival.

We are a global company with offices in the U.S., Europe and Asia. At these facilities, we carry out various stages of product development, from initial concept to mass production of shelf-ready units. Our “vertical integration” business model keeps all design, manufacturing, marketing and warehouse processes in-house, allowing us to maintain a high level of quality while also responding more quickly to the ever-changing marketplace.

Garmin International, Inc.  
1200 E. 151st St.  
Olathe, KS 66062-3426 (Kansas City Metro Area)

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Phone: (913) 397-8200

Web: <http://www.Garmin.com>

**Brian Briggeman**

*Macro & Ag Outlook*



Brian C. Briggeman joined the Department of Agricultural Economics at Kansas State University in July 2011 as an Associate Professor and Director of the Arthur Capper Cooperative Center. His research interests include agricultural finance, agribusiness and cooperative management and macroeconomic implications for U.S. agriculture. Brian has received competitive grant funding for his research, which has been published in many leading academic and trade press journals. He also provides expert commentary on agricultural and rural related issues to local and national audiences.

During the spring semester, Brian teaches agricultural finance to undergraduates.

Prior to joining Kansas State University, Brian was an economist with the Federal Reserve Bank of Kansas City where he conducted research and presented agricultural and regional issues to the community, media and Bank senior officials. He holds a bachelor’s degree in agribusiness from Kansas State University, an M.S. degree in agricultural economics from Texas A&M University and a Ph.D. degree in agricultural economics from Purdue University.

Brian and his wife, Sarah, live in Manhattan, Kansas with their two boys. He is originally from Iuka, Kansas where his parents own and operate the family farm.

**Allen Featherstone**

*Current Situation and Credit Quality of Farms*



The department’s graduate program has experienced strong growth under the direction of Allen Featherstone. He guided the development of the Master in Agribusiness degree. His research program has resulted in more than 100 articles published in peer-reviewed journals. As a leading agriculture finance scholar, Featherstone has assisted the industry on mergers, loan loss severity, the influence of taxes on farm land, and alternative federal tax systems.





**National Farm & Ranch Business Management Education Association, Inc.**

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

NFRBMEA Annual Business Meeting Agenda

Tuesday, June 11, 2013 at 3:30 p.m.

Reconvening on Wednesday, June 12, 2013 at 3:00 p.m.

1. Call to Order.....Doug Wertish
2. Approve Agenda.....Doug Wertish
3. Secretary's Report.....Jim McCuistion
4. Treasurer's Report.....Myron Oftedahl
5. Roll Call of States.....Jim McCuistion
6. Communications Director's Report.....Deb Pike
7. Proposed By-Law Change.....Board of Directors
8. Officer Nominations.....Jay Olsen and Past Presidents
9. NFRBMEA Annual Report.....Jay Olsen
10. IABMEA Report.....Jim Kelm
11. Industry Relations Report.....Jennifer Smith
12. National Council for Ag Education Report.....Ira Beckman
13. 2013 Kansas City National Conference Report..Doug Wertish, Jay Olsen
14. 2014 Salt Lake City National Conference Report.....Jay Olsen
15. Election of Officers and Board Members.....Past Presidents
16. Adjourn





## **Colorado State Report 2013**

### **Program**

The Colorado Agri-business Program consists of 4 participating community colleges. There are nine certificates offered on a unique one on one instruction at the agri-business location. These certificates consist of two 9 credit semesters. The instruction relates to everything from record keeping to marketing to entrepreneurship. There are 9 full-time instructors and 3 part-time instructors

### **Farm Businesses Served**

80 to 100 farms are served.

### **Challenges**

The rising cost of tuition to the students makes it difficult to maintain the student base. Travel and cost of program are becoming increasingly higher to the colleges with the cut in state funds to the postsecondary level. The decreasing number of instructors and colleges that have dropped programs makes it tougher for the present instructors to cover the increasing area size, but new areas have opened up if logistics and instructors can be found.

### **Opportunities**

Many opportunities are in some remote areas of the state to students who are challenged by the lack of technology. Technology and the ability increase it on the average farm is always changing and instructors do their best to transform the student to these new heights of change.

### **Successes**

Instructors, over the years, have gain satisfaction in informational and educational sharing of knowledge to the many farms.

### **Goals**

Instructors are looking forward to maintaining the service area and increasing student base at each of the institutions. The agri-business program is defining the ability to acquire grants to aid student tuition and program costs. There is potential of growth in some areas of the state if instructors can be found

Submitted by:

Jim McCuistion

Instructor

Otero Junior College

La Junta, CO

719-469-1132

[jmccuistion@centurytel.net](mailto:jmccuistion@centurytel.net)



## Missouri “Roll Call” Report – NFRBMEA 2013 Conference

### Number of Instructors in Missouri

Currently, 16 adult agriculture instructors are housed in 15 local school districts across the state of Missouri. (loss of one school/instructor in 2012) They include from “full-time” to all ranges of “part-time” adult assignments. Our adult instructors must hold a B.S. in Agriculture and meet Adult Certification Requirements.

### Number of Students/Farms Served

Each local adult program serves an enrollment of 5 to 20 farms in our Farm Business Management Analysis program, which includes one-on-one farm visits, business management classes, and records and analysis using the FinPack program and RankEm for analysis, benchmarking and summary information. Cooperators and instructors use a variety of monthly accounting programs to compile data for taxes and year-end analysis, with the most common being Pc Mars, Quicken, Quickbooks, and the Missouri Farm Business Record Book.

Our instructors also coordinate and teach a variety of in-depth and topics adult agriculture classes for the local community and typically enroll 30 to 100 producers in these classes. Each instructor advises and coordinates activities for a local chapter of the Missouri Young Farmers Association. One new instructor was hired this year.

The Missouri State Record Summary for 2012 includes records from 132 farms. FINAN is the primary component of FinPack used in our programs. All of our instructors have received training in all components of FinPack.

### State Supervisor’s Name and Contact Information

Acting Consultants John Sponaugle and Joanie Baker  
Position open applications being accepted  
116 Gentry Hall  
University of Missouri  
Columbia, Missouri 65211

Phone – (573) 882-7379  
Fax – (573) 884-4444  
Sandy Kaiser, Admin Ass’t  
web page – [adultaged.missouri.edu](http://adultaged.missouri.edu)

### Chairman, MVATA Adult Education Committee

Joanie Baker, Adult Agriculture Instructor  
Knox Co. R-1 High School  
Rt. 3, Box 59  
Edina, MO 63537-9603

Phone – (660) 328-6393  
e-mail – [bakerj@knox.k12.mo.us](mailto:bakerj@knox.k12.mo.us)

### Accomplishments and Highlights from the last year

1. The quality of our farm analysis and benchmarking program continues to improve.
2. We have completed our 5<sup>th</sup> year of developing a “Producer Notebook” which is provided to each farm included in the state summary. These notebooks have become our primary benchmarking tool and are well-received by the producers in our program. They provide a very systematic way of distributing and coordinating our summary information with each farm’s analysis for efficient benchmarking and comparisons.

### Challenges we are facing in the next year

1. Missouri’s state budget continues to make funding decisions difficult for both local schools and our state program. Our programs receive the same funding as they have for at least the past 10-15 years.
2. Hiring a program coordinator that will continue to improve and re-direct the program to best meet the needs of producers of all kinds.

### Goals/Opportunities for the coming year

1. Preserve a program of high integrity by doing exemplary work with local producers that provides the kind of recognition and respect needed to maintain and procure decision-makers’ support.
2. Grow our state summary to 200 farms and continue to increase the percentage of records with enterprise analysis.
3. Do a better job of sharing the success of our programs with influential groups around the state that can have a positive impact on our program.

## **Roll Call of States Report**

### **Minnesota**

#### **2013 NFRBMEA Conference**

Farm Business Management (FBM) in Minnesota has just concluded its first year as a decentralized program under the management and authority of eight individual colleges within the Minnesota State Colleges and University (MnSCU) system. Prior to July 1, 2012 the program had been a statewide program directed through the system office of MnSCU for 19 years. The programs currently have 56 instructors operating out of one of the eight colleges.

An Ad Hoc committee of eight instructors was organized this past summer at our Minnesota Association of Agriculture Educators (MAAE) Conference. The efforts of this committee along with our Executive Director Jerry Schoenfeld, have been focused on identifying efforts to continue a state wide program of FBM in Minnesota. We have met several times with System Office Leadership of MnSCU and selected college presidents. Currently there are no initiatives from that effort that would provide for any change in the direction or delivery of FBM education in Minnesota. The committee has also been active in the legislative process and currently has a bill pending in the Minnesota Legislature that would provide funds for implementing some new initiatives in FBM in Minnesota.

We had one retirement this past fall, and three instructors will be retiring in June. None of these positions will be replaced. This is the long term potential for our programs in FBM as we move forward in the future. As instructors retire, colleges are reluctant to replace them because they are costly programs to deliver for Outstate MnSCU Colleges that struggle with financial obligations for all of their operation. Three colleges are currently bringing on new College Presidents and we all look forward to a new approach to support of FBM education at these colleges.

Minnesota FBM works closely with the Center for Farm Financial Management (CFFM) at the University of Minnesota and provides the majority of the yearly analysis submitted for that database. This past spring 2,210 records were submitted to the CFFM for the 2012 data base which is 100 less than 2011. Additionally web based instructional modules available from the CFFM have been routinely used to enhance individual and group instruction on business planning, balance sheet, income statements, and enterprise analysis with our students.

Respectively submitted:

Gene Kuntz, FBM Instructor, South Central College, Faribault Campus



# ND FARM MANAGEMENT EDUCATION

## *Roll Call of States Report*

### *North Dakota*

#### *2013NFRBMEA Conference*

*Farm and Ranch Business Management Education in North Dakota remained stable with 14 sites and 16 instructors serving an enrollment of 1079 students involved on 650 farm and ranch operations. The State Board for Career and Technical Education is the state sponsoring agency coordinating the program. State Supervisor is Steve Zimmerman. He can be reached at Agriculture Education, 15<sup>th</sup> Floor, State Capitol, Department 270, 600 East Boulevard Avenue, Bismarck, North Dakota 58505-0610, [szimmerm@state.nd.us](mailto:szimmerm@state.nd.us), 701-328-3162.*

*Funding continues to remain stable for NDFBM over the past year. The programs continue to see significant business transitions with in the enrollment as noted by the younger average age of the producers participating with in the programs along with the years of experience in the business. The statewide program continues to make strides in meeting the educational needs of all agricultural producers. North Dakota remains a partner in USDA Benchmarking grant. The funds from this grant is being used in the following area: Improvement of the state website for farm management education, equipment upgrades throughout all FBM programs, assistance with the publication and distribution of average reports, and instructor in-service.*

*NDFBM continues to its involvement in developing programs for agricultural producers involved in organic and sustainable agriculture along with traditional conventional agriculture in opening more educational opportunities along with continued working relationships with commodity groups within the state. NDFBM continues to have a strong association with North Dakota State University in their role handling producer data in the development of local, regional, and state averages reports along with specialized reports for the beef operations.*

**Challenges:**

*Teacher availability remains a major problem for the state. NDFBM had one teacher retire this past year with an indication of approximately half of the present teachers planning to retire within the next 5 years. The state has started a mentoring program to ease the transition with instructors. The program will be used subject to available state funds. Continuing to secure adequate funding sources will remain a challenge for all programs. NDFBM has developed strong relations with their stakeholder and look to continue with this effort.*

*Along with the impact of maintaining program instructors, the oil boom has also impacted ND agriculture in western ND to the extent of new challenges for affected farmers and ranchers in the area of land usage and landowners rights. Programs have a challenge in working with these affected producers.*

*With the significant improvement in agriculture over the past five years, producer attention is beginning to turn towards viewing their businesses and their future growths. Local FBM Programs will be challenged in providing the educational resources to assist producers in meeting these challenges particularly in working towards a “rainy day” fund for the future operation.*

**New Teachers:**

*Bismarck State College has an opening for an instructor at Dickinson.*

*A new program is proposed for the Grand Forks area. Program approval is pending upon approval by the NDCTE Board.*

*State Website: [www.ndfarmmanagement.com](http://www.ndfarmmanagement.com)*

In Ohio, Farm Business Planning & Analysis is dead and gone. There may be a teacher or two working part-time for a school but there is absolutely no state program or funding remaining. Individual vocational schools may opt to run the program on their own but they are totally dependent on their own local funding.

Many of the former instructors continue to provide service to their clients on a private basis. A large number of these instructors are operating this as a part-time supplement to their retirement income. For others this is a full-time profession. I can speak of Ann Gano McCleary who has kept all of her former clients and expanded her accounting practice and is fully employed and very much in demand. For myself, I kept 100% of my former students as clients, added more farms and expanded my legal practice in estate planning and business transitions as well as teaching Farm Management as an adjunct at OSU-ATI. Tom Ackerman, Ron Schumm, and Don Garrett are still active. Some others have transitioned to tax services, etc... We have continued to meet as a group, mainly for software training, once per year and have perhaps 15 instructors that could be attendance.

I see a farm management deficit coming very quickly to Ohio. The programs offered are now dependent on the individual provider and their clients. For the provider there is no incentive or money to bring new people into the profession. Extension can't do it and are not setup for the continuing relationships that FBM depends on. I've had students at ATI ask how they could get into doing what I do. My answer has to be to come in through another route such as CPA, attorney, or ag finance.

I think a farmer run association may well be the answer but it's not likely to happen in the near term in Ohio. The farmers who know the value of FBM are being served by a retired instructor and are usually quite happy in what they have. The others proceed in ignorance of the advantages of FBM.

I'm sorry to present such a negative view of FBM in Ohio. For us individual instructors the change has been challenging and the results very rewarding. We all value our times as FBM instructors and the relationships we developed through that. We couldn't do what we do now if it were not for FBM.

Sincerely,  
Tom Weygandt  
Tweyg Consulting Ltd.  
Thomas J. Weygandt, Attorney at Law





May 13, 2013

Mr. Jim McCuiston  
NFRBMEA Secretary

Dear Jim,

We regret that we are not able to have a representative at this year's meeting but we appreciate the chance to provide this brief report. As in other states, Penn State Extension was affected by budgetary cuts in recent years and a process of internal change in administration and delivery of programs was implemented.

The 67 county offices were regrouped into 19 extension districts and 2 urban extension offices, each under a district director. Program leadership was concentrated in 11 program teams : Dairy, Poultry, Equine, Field and Forage Crops, Horticulture, Conservation, family and Consumer Science, 4H Youth development, Food Safety and Quality, and Agricultural Entrepreneurship & Economic and Community Development (ECD). These teams are led by one of six Extension Program Leaders (EPLs). County-based educators now report directly to an EPL rather than a director at the county or district level. The EPL for this team is Jeffrey Hyde who is also a professor of agricultural economics.

Agricultural entrepreneurship and ECD serves audiences comprised of communities, agricultural businesses, and small businesses. Programs are designed to increase business profitability and strong communities. Programs are marketed through our extension catalog and registration counts with a new online registration system, open to all and no farm enrollment similar to Midwestern farm business programs is used. Participants of our farm management programs number between one and two thousand each year.

The Agricultural entrepreneurship educators are grouped in the Ag Biz Management and the Direct Marketing sub teams and includes 15 educators. The Economic and Community Development team consists of 17 educators.

The following are titles of programs offered by the Agricultural Entrepreneurship team:

**Courses and Workshops**

Farm Business Management

Crop Insurance Education

Farm\$en\$: Finance and Production Education for Pennsylvania Farm Businesses

Farming through the Generations

Grain Marketing

Using QuickBooks to Manage Your Farm Business

Marketing

Are You Crazy? Retail Farm Market Bus Tour

Direct Marketing

Retail Farm Market

Social Media and Mobile Technology for Agricultural Businesses

Social Media Boot Camp for Agricultural Businesses

Details of these and other Penn State extension programs are available at:

<http://extension.psu.edu/courses>

We look forward to seeing members of our team attending future NFRBMEA conferences,

Regards,

Miguel Saviroff  
Penn state Extension Educator  
Farm Financial Management

**National Farm & Ranch Business  
Management Education Association  
June 9 – 13, 2013**

**“State of FBM Education in South Dakota”  
By SDCFF/RM Instructors**

- **Number of Instructors:**
  - The program is offered by Mitchell Technical Institute and employs 6 full-time instructors.
- **Number of Students/Farms Served:**
  - Since 1972, over three thousand family farm operations have benefited by participating in the program.
  - Currently we have 60 farms enrolled in Level 1
  - Currently we have 140 farms enrolled in Level 2
- **Accomplishments or highlights of the past year:**
  - Expanded the program to West River SD with the addition 2 instructors covering that area. As part of this process we have been doing “mini-seminars” with ranchers to develop interest for the program. We have had good interest in the level 1, and slowly growing the level 2 clients. One client that we are working with is a University on the Rosebud Sioux Tribe Reservation who manages a 550 head buffalo herd.
  - Participated in multiple trade shows, lender meetings, and educational events across the state.
  - Grown our media presence with weekly “Farm Management Minute” in 3 weekly regional agricultural newspapers.
- **Challenges and goals facing your state:**
  - We have recently expanded our program to “West River”, the western half of our state which is primarily range country and more sparsely populated. Logistics offer a challenge in this area as there is a lot of distance to cover.
  - Turnover of instructors has offered challenges as we have had long time instructors retire as well as the natural attrition of new instructors as we look to expand into new areas.
  - Our goal is to continue to partner with agribusinesses and lenders to refer clients to us as well as relying on referrals from existing students to help us continue to grow and expand the footprint of our program
- **State Supervisor:**
  - Nora Kohlenberg  
700 Governors Drive  
Pierre, SD 57501  
(605) 773-4726

Questions/Information to be included in Roll Call of States report at the summer conference:

1. Annual turnover rate:  33%  # of vacancies

2. State - wide program experiencing  decline in programs,  
 holding own,  expanding programs.

3. Identify the educational levels/occupations from which your annual replacement/expansion new teachers are coming from for the last five years:

Immediately from the Community College.

Immediately from College.

High School Agricultural Education experience.

Agricultural Loan officer experience.

County Extension Educator experience.

Other (please list): ag producer

Unknown.

What are the individual state teacher certification requirements which apply to the profession?

- State of South Dakota requires a credentialing process that gives credit for industry experience and education. Continuing education is required to keep credentials up to date

Are the teachers expected to pursue a Master's Degree?

- Preferred, not required

# National Farm Ranch Business Management Education

Association 2013 National Farm Ranch Management Conference

June 9 -13, 2013

## Utah State Report

Submitted by: Jay Olsen, Snow College, Ephraim Utah

[jay.olsen@snow.edu](mailto:jay.olsen@snow.edu), 435-283-7335, 435-893-2242

**Program:** 5 full time faculty at 3 community colleges (2 at Bridgerland Applied Technology College, Logan Utah, 1 at Uintah Basin Applied Technology College, Roosevelt Utah, and 2 at Snow College, Ephraim and Richfield Utah).



Service area features:

**Bridgerland ATC:** 2 instructors, covers 5 counties, (9165 sq. miles with 5955 farm/ranches in the area)

**Uintah Basin ATC:** 1 instructor, covers 3 counties, (8413 sq. miles with 3587 farm/ranches in the area)

**Snow College:** 2 instructors, covers 7 counties, (19827 sq. miles with 4766 farms/ranches in the area)

(data provided by 2007 Census of Agriculture, Utah State and County Data)

**Farm Businesses Served:** 169 farm/ranch business enrolled during 2012 – 2013.

### **Challenges:**

- Instructor “windshield time” remains a challenge, four of the five instructors drive 20,000 -- 35,000 miles per year for farm visits.
- Extend FBM into the un-served areas of the state, enrollment and referral lists for enrollment have increased significantly due to the present economy especially in Snow College’s service area.
- Collaboration with USU Extension to provide some FBM training into outlying areas of Utah continues to be a challenge but some collaborative success has occurred with reciprocal collaboration on grant projects.

### **Opportunities:**

- Because we have impacted agriculture producers in the areas were FBM has a presence FBM programs have gained credibility and support.
- Building on this support, we would like to creatively find ways to offer FBM education in the un-served areas of Utah.

### **Successes:**

- Increased the number of farms in the 2013 Year-End Report.
- Successful with receiving three grants from the Western Center for Risk Management Education, and a sub-award grant with North Dakota State University.

### **Goals:**

- Increase the number of enrolled farms by an additional 10 farms.
- Increase the number of farm businesses in the 2013 Year-End Report by an additional 10 farms.





## NAFBAS State Report - Highlights For 2012

Average farm operator returns for labor and management on 2,725 Illinois farms were higher for all geographic areas in the state in 2012 compared to 2011, except for Blackhawk and Illinois Valley Associations in northern Illinois and the Shawnee Association in southern Illinois. The average return to the sum of all operator's labor and management income in 2012 was \$235,432. The 2012 returns were \$11,983 above the 2011 average of \$223,449 and \$67,610 above the average for the last five years. A reasonable charge for the farm's debt-free capital invested in machinery, equipment, land, and inventory averaged \$62,099. Combining this amount with the return to operator's labor and management (sum of all operators) and unpaid family labor resulted in average operators' net farm income of \$298,028. Much higher prices and crop insurance proceeds were the main reasons for the higher incomes. Returns above feed cost for all livestock enterprises were lower than the year before. Hog returns above feed costs were lower due to higher feed prices and lower price received. Returns to dairy enterprises were lower due to lower milk prices and higher feed prices. Continued high grain prices resulted in minimum farm program payments. Thus, total government payments received in 2012 by producers were at low levels. Farm earnings were highest in the northeastern and western parts of the state. Earnings were lowest in the south and eastern part of the state.

Corn yields were well below the 2011 yield and the five-year average. Corn yields were 48 bushels per acre lower in 2012 and 45 bushels per acre below the five-year average. Soybean yields were 6 bushel per acre lower than in 2011. The average corn yield on the 2,725 farms was 120 bushels per acre. Soybean yields averaged 48 bushels per acre. Corn and soybean yields were generally highest in the northern and western parts of the state. A dry and warm spring allow for early planting, but led to a dry and hot summer with drought conditions. This caused lower yields in most parts of the state, especially southern Illinois. Year-end inventory price for the 2012 corn crop of \$7.00 per bushel was \$1.25 higher than a year earlier. Soybeans were inventoried at \$14.25 per bushel, \$3.50 higher than December 31, 2011. The average sales price received for the 2011 corn and soybean crop sold in 2012 was above their inventory price resulting in a positive marketing margin. Crop returns averaged \$997 per tillable acre, \$97 per acre higher than the 2011 crop returns. The average crop returns per acre were at an all-time high in 2012.

Returns above feed cost to all livestock enterprises were lower than the year before as well as the last five-year average for hogs, feeder cattle and dairy. All livestock enterprises experienced higher feed costs in 2012 compared to 2011. Mainly due to the higher feed costs, returns for farrow-to-finish hog producers were estimated to be about \$9.42 per hundredweight below the breakeven level in covering total costs in 2012. Dairy producers experienced lower returns above feed due to higher feed prices, \$1,519 returns above feed per cow in 2012 compared to \$2,205 in 2011. Milk prices were 5 percent lower compared to the year before. Returns above feed to feeder cattle enterprises were lower than the year before as well as the five-year average. Prices received for market cattle were higher than the year before, and prices paid in 2012 for feeder cattle were above the year before. Returns above feed per cow decreased for beef cow enterprises due to higher feed prices.

Estimates in net worth change can be made by adjusting net farm income for nonfarm income, withdrawals for family living, and income and social security tax paid. This amount would be a modified-cost-basis change in net worth, which excludes changes due to inflation. As seen on page 5, estimated changes in net worth showed increases statewide. Changes in net worth among individual farm operators will vary greatly due to differences in farm and nonfarm income and family living withdrawals.

The average amount of interest paid per farm is shown on pages 3 and 6. Average farm interest paid in 2012 was \$23,548, down \$23 from 2011. Looking at the last ten years on a per-acre basis, interest paid has increased from a low of \$17 in 2004 to a high of \$25 in 2007 but decreased to \$22 in 2012. Interest paid as a percentage of gross farm returns was 2.5 percent in 2012 compared to 2.8 percent in 2011.

Some key financial factors, such as the current, debt-to-asset, and debt-to-equity ratios, can be found on pages 10 to 13 by type of farm. This type of information is useful in providing some benchmarks when evaluating the financial efficiency of a farm operation.

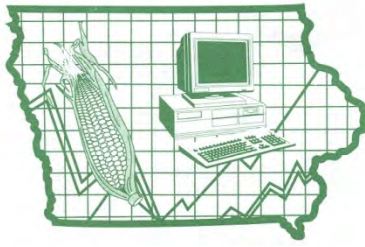
Returns and costs for crops and livestock enterprises can be seen on pages 24 to 38. Returns to farrow-to-finish hog producers were higher than the year before. Total returns averaged \$60.77 per hundredweight in 2012 compared to \$64.28 the year before. Feed costs increased, averaging \$50.79 per hundredweight. The average price received per hundredweight for slaughter cattle, and the price paid for replacement feeder cattle were higher than the year before. Dairy returns were lower due to higher feed prices. The price received for milk was lower than the year before.

Total economic costs per acre to produce corn and soybeans in 2012 increased as compared to 2011 in all areas of the state. The main factors for the increase in per acre costs were higher fertilizer, building costs, and machinery depreciation. Cost per bushel to produce corn increased in all areas of the state. Cost per bushel to raise soybeans increased in all areas of the state as well. Corn and soybean yields were lower in all areas of Illinois. Total economic costs per acre to raise corn and soybeans on these farms averaged \$917 and \$661, respectively.

From a sample of pure grain farms in the state, the total economic cost per bushel of corn produced was \$7.77 with an average yield of 118 bushels per acre. The total cost per bushel of soybeans was \$13.77 with an average yield of 48 bushels per acre. This compared with costs per bushel of \$4.74 and \$10.57 for corn and soybeans, respectively, in 2011. This was the highest cost per bushel to grow corn and soybeans since this study began in 1972. The variation in yields and costs during the past few years makes it important to analyze these costs over more than one year. The 2008-12 five-year average to produce corn and soybeans on these farms is \$4.85 per bushel for corn and \$10.63 per bushel for soybeans.

In summary, farm earnings in 2012 were higher than the 2011 earnings and above the average for the last five years. Higher prices, because of a widespread drought, were the main reason for the higher incomes. Some of the higher earnings are due to a large positive marketing margin on the 2011 crop sold in 2012. There were still parts of the states that had good yields while others had very poor yields, especially corn. Crop insurance paid a large part in generating enough income to cover input costs, especially in southern Illinois. Livestock returns were lower for all enterprises primarily due to higher feed prices.





# NAFBAS 2013 IOWA FARM BUSINESS ASSOCIATION STATE REPORT

## General Overview

The Iowa Farm Business Association is composed of six Associations, each having their own local board of directors composed of local members. The Associations and consultants are:

Northwest FBA: George Moriarty, Tom Thaden, and Nick Aarsen  
Southwest FBA: Bob McHugh, Bill Hunt, Larry McAlexander, Daryl Kruse  
Central FBA: Clint Van Roekel, Al LaMar, Virginia Berger, Ken McKenney, Dave Stensland  
Northeast FBA: Paul Gogerty, Dennis Donovan, Jim Vermazen, Gary Johnson  
Cedar Valley: Russ Thompson, Andy Thompson, Doug Streeper, Lowell Lewis  
Mississippi Valley: Bob McEntee, Dean Phelps, Kent Ruppert, and Jenny McEntee

Since each Association is a separate organization, service/charges will vary some from Association to Association. However, the basic services are: Farm visits, analysis, consulting, tax planning and preparation.

## Consultant Changes

Several consultants announced their retirement plans for the upcoming year, which are as follows:

George Moriarty, Northwest FBA, Spencer IA: Nick Aarsen started training May 1<sup>st</sup>. George will continue to work through this fall's pre-ads.

Bill Hunt, Southwest FBA, Stanton IA: Bill has announced his plans to retire this summer. Bill's membership will be divided among the existing Southwest Iowa FBA consultants.

Bob McEntee, Mississippi Valley FBA, Stockport IA: Jenny McEntee has been helping Bob for several tax seasons and will be taking over as the consultant this year.

Dean Phelps, Mississippi Valley FBA, Nichols IA: Currently we are advertising for this position. Be sure to check out the announcement, or give us a call at 515.233.5802 to learn more about this opportunity.

## Software

The current software versions are as follows:

- PcMars Full Version for Windows 2.3.2.0
- PcMars PLUS Enhancement 2.3.2.0
- PcMars Advanced Payroll 13.1
- PcMars Accounts Receivable 2.0.3.0

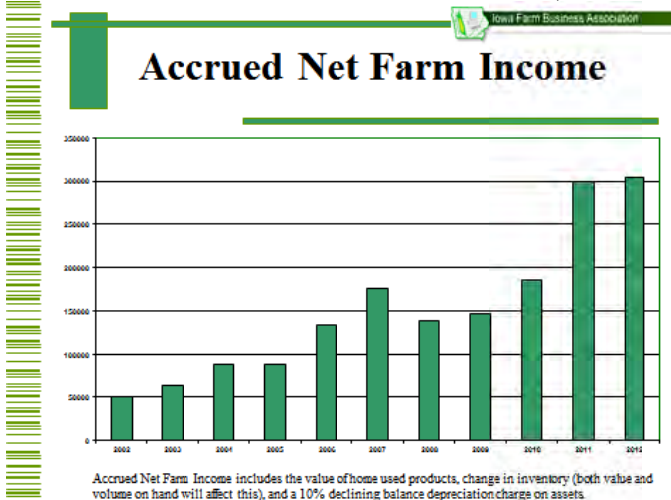
Several new patches have been posted at [www.pcmars.com](http://www.pcmars.com) in 2013. Please be sure your members are using the current version of the software for the correct percentages.

We plan to utilize webinars for more software and analysis training in 2013. This will consist of live training sessions and recorded versions for users to watch. If you have a topic or ideas regarding training, please send me an email at [kvickre@iowafarmbusiness.org](mailto:kvickre@iowafarmbusiness.org).

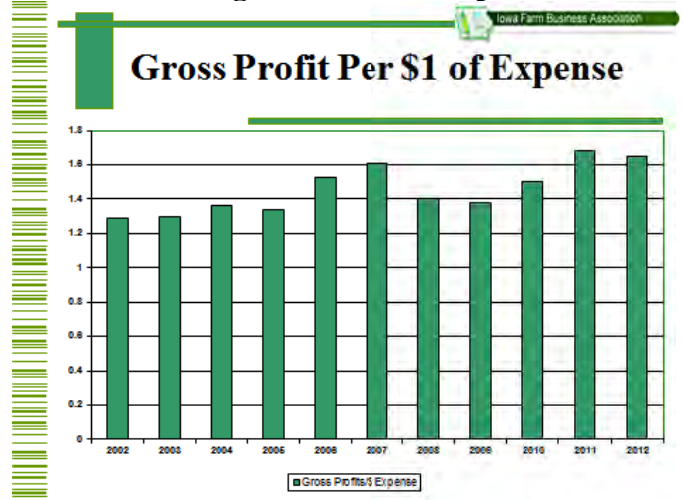
## Analysis Results

Each year we post a PowerPoint presentation of key analysis factors and past years history on our website at [www.iowafarmbusiness.org](http://www.iowafarmbusiness.org). Below are several slides from this presentation. The total presentation consists of 38 slides.

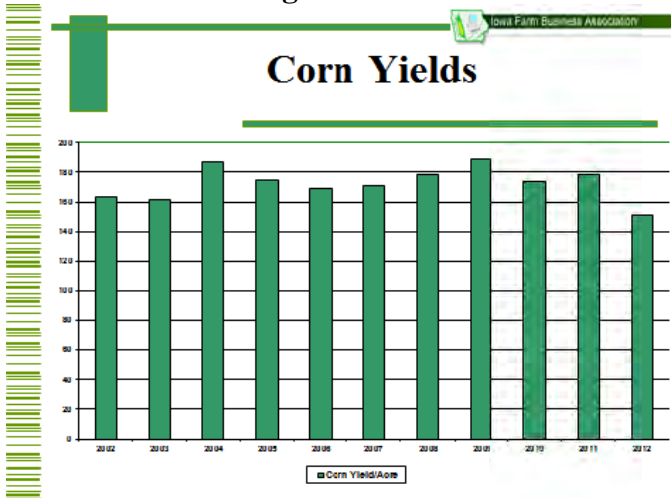
**2012 Accrued Net Farm Income \$303,399**



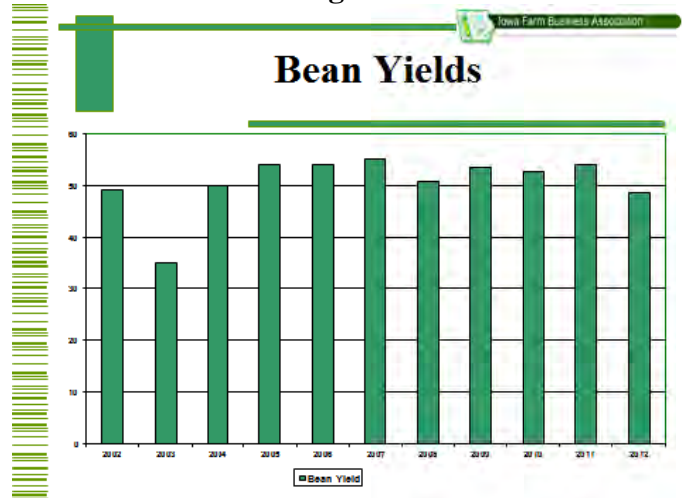
**2012 Average Profit Per \$ Expense \$1.65**



**2012 Average Corn Yield 150.7**



**2012 Average Bean Yield 48.6**



Minnesota's State Report to NAFBAS  
NATIONAL FARM BUSINESS MANAGEMENT CONFERENCE  
Overland Park, KS – June 9-13, 2013

The Farm Business Management programs in Minnesota are conducted under two separate structures. The largest is the Farm Business Management program through the Minnesota State Colleges and Universities. The staff of these programs belong to NFRBMEA, Inc. The other program is through the University of Minnesota Extension. The basic similarity of the two separate programs is their farm financial and business analysis. Both use the FINPACK software. The analysis procedures of the two farm management groups are coordinated to be in step with each other, so that the analysis information can merge into the data base FINBIN. FINBIN was created, and is supported by the Center for Farm Financial Management at the University of Minnesota.

This report is on the Southwest Minnesota Farm Business Management Association (SWMFBMA), a farm business management program of the University of Minnesota Extension. SWMFBMA is served currently by one field staff member, Don Nitchie who is a UMN Extension Educator in Ag. Business Management. 60% of the financial support for this position comes from the Association and 40% from the University. Jim Kurtz, who recently retired from his university appointment, remains working for the Association on a part-time contract basis essentially serving complete fieldman functions. We also contract with five additional individuals (Janet Froslan, Garen Paulson, John Woodford, Ian Sandager and Tonya Knorr), who do analyses work for members.

The membership of the Association has been fairly stable to growing over past years, despite retirements. Of the 125 farms currently in the Association, the analysis of 110 were completed and included our 2012 Report. More of the 125 members will complete their first analysis in 2013. Recruitment and retirements are on-going. New-membership enrollments have out-paced retirements the last few years.

The farms included in the Association are typical of farms in SW Minnesota. The major crops grown are corn and soybeans. Other crops grown include alfalfa hay, small grains, and some canning crops. The major livestock enterprises are hogs and dairy, with some beef feeding and beef cow/calf programs. As is the trend in the country, the livestock operations are becoming larger, but fewer.

The 2012 analysis reports an average net farm income of \$377,071 and a median net farm income of \$294,840. Both represented new historical records. High valuations of ending crop inventories contributed greatly to these records. SW Minnesota crop yields largely escaped the severe drought impacts experienced throughout the Midwest. Net return per acre on cash rented ground was an average of \$380.00 for corn and \$137.66 for soybeans. Alfalfa profits were \$250.68 per acre and cash rented ground due to severe Midwest hay demand due to drought.

Most hog producers in the Association are involved in weaning to finish enterprises. Many custom feed for others, and some own their own pigs. Many of the farms that own their own

pigs are relatively large operations, with an average of about 35,000 head per year. Those who feed for others showed a net return per head (before owner labor and management) of \$4.06 per pig space. Their net return is down significantly from recent years, caused partially from having to re-negotiate terms when profitability was poor the last several years, and also from rising fixed expenses. Those owning their own pigs had Net Returns before labor and management of \$10.76 per head.

With the shut-down of one of our long-time dairies, our remaining dairy operations are too few in number to report and maintain confidentiality. Beef finishing was not profitable in 2012, with a net return over labor and management of -\$119.56 per head. We hope profit returns for these producers, as the enterprise tends to be profitable less than half of the time in the past 20 years.

While SW Minnesota was very dry for most of the growing season after substantial rains in May, surprisingly, the moisture in May resulted in respectable fall yields despite disastrous yields elsewhere in the Midwest. In August many of us thought there would be widespread crop insurance claims, by fall there were far fewer claims than expected. Corn yields averaged over 162 bushels per acre, and soybean yields averaged about 47 bushels per acre. The average cost of production for corn increased to \$4.72 per bushel and to \$11.75 per bushel for soybeans. Analysis showed average crop prices received of \$6.27 per bushel for corn and \$13.07 per bushel for soybeans, both on cash rented ground. .

U of M Extension did not re-fill the other field man position that was open due to Jim Kurtz's retirement. U of M Extension has met with the SW Association Board and indicated continued support and that the Association board could consider the remaining position 100% dedicated to Association work. The Board of Directors of the Association is committed to see that there is a bright future for the Association. As such, they are actively engaged in crafting alternative long term business models. Currently that has involved contracting with and developing additional PT contractors. The addition two years ago of PT support staff in partnership with the U of M SW Research and Outreach Center, paid out of Association revenue, has been essential for continuity and growth. Recruitment efforts have been successful in signing up a number of new early-career members. Resources made available through the U.S.D.A.-NIFA Bench-marking grants have been very helpful in the recruitment of new members and adding benchmarked farms. U of M Extension, the Association, and existing Fieldstaff are working together to make the transition as smooth and seamless as possible.

Don Nitchie, UMN Extension Educator in Ag. Business Management, and  
Field Staff for SWMFBMA

# WISCONSIN REPORT FOR THE 2013 NAFBAS CONFERENCE

The majority of farms serviced by farm management associations in Wisconsin are dairy farms. Net incomes on dairies in Wisconsin are down about \$100-300/cow in 2012 due to slightly less milk prices and raising feed and land costs. 2012 milk prices will average between \$18.75 and \$19.50 per hundred weight, down about \$.75 from 2011. Cost of production per hundred weight ranges from \$15.00 to \$18.00 with feed cost up as much as \$1-2 per hundred weight. Land prices and rental rates continue to increase due to the demand for feed and the demand for land to spread manure as well as demand for land from cash cropping. Virtually all of the demand for land is coming from the farms themselves. This is causing tension in the farm communities as farms outbid neighbor farms for rent of the land or purchase of the land. We are seeing rents as high as \$275 to \$375 per acre and land prices from \$4500 to as high as \$10,000 per acre. The biggest challenges for our Wisconsin farms in 2013 are the lingering high feed costs, late spring plantings and an alfalfa and winter wheat winter kill. The alfalfa winter kill is by far the most worrisome with already tight hay inventories and high hay costs. Finally, the 2012 drought took its toll on Wisconsin but was the worst south of Madison. Some very timely rains in July and August helped keep the yields in NE Wisconsin good, less than the last two years but not a disaster.

## FARM MANAGEMENT ASSOCIATIONS:

Wisconsin has two area associations--Lakeshore Farm Management Association and Fox Valley Farm Management Association. Both associations are self sufficient with no State of Wisconsin or University of Wisconsin subsidies. Fees for member farmers are based on prior year gross incomes. Fees start at \$265.00 per year for small individual farms and range up to \$3250.00 for large individual farms. Partnerships and Corporations are charged additional fees. Extra fees are charged for estate planning, bringing in the next generation, entity setup, QuickBooks and quarterly unemployment reports. Farm members are provided with a yearly farm analysis, on the farm consultations for business and tax planning, year end W-2 and 1099 processing and income tax preparation. Pro Series software is used for tax filing and QuickBooks for record keeping. Depreciation software used is Pro Series and Best Software. Farm analysis software used is the Agricultural Financial Advisor. 1099/W-2 software is Winfiler by Greatland.

## CONSULTANT STATUS:

Fox Valley staff:

Michael Harer – Manager  
Philip Christman  
Lynn Kopitzke  
Steve Verhasselt  
Jessica Korb

Lakeshore staff:

Joel Marquardt – Manager  
Debra Lueloff  
Renee Setzer  
Keith Maney  
Greg Schramm  
Tabitha Birschbach

## MEMBERSHIP STATUS:

Lakeshore has membership of 775 farm units. Fox Valley has membership of 825 farm units.



NAFBAS MEMBERSHIP BUSINESS MEETING  
Doubletree Hotel Overland Park, Kansas  
Wednesday June 12, 2013

Agenda

Call to Order

Secretary Report

Treasurer Report

2012-2013 Results

2013-2014 Budget Proposal

President Report

Executive Director Report

NAFBAS Committee Reports

Program

Technology

Administrative

Professional Papers

National Farm Financial Standards

Joint NAFBAS / NFRBMEA Committee Reports

USDA Activities

Conference Fundraising

Analysis Database

Conference Planning Committees: 2014, 2015

Old Business

New Business

2014 Conference Planning

2015 Conference Site Selection

2016 Conference Site Discussion

Member Topics

State Reports

Adjourn





## NAFBAS General Session Minutes June 14, 2012

President Jim Huschka called the NAFBAS general session to order at 10:45 am at the Crowne Plaza Hotel Bloomington, MN. The minutes from the last meeting were distributed in the meeting binder for review. It was noted that a date of 2014 should actually be 2013. Charlie Wilkins moved to accept the minutes as presented with the correction and Bob McHugh seconded with the motion carrying. Anthony Barrett, Treasurer, presented the 2011/2012 Treasurer's Report. The budget showed a \$3020 loss due to some increased costs. A motion by Mitch Fickling was made to accept the report. The motion carried after a second by Brad Zwilling.

### Presidents Report

Jim Huschka welcomed all that attended and thanked everyone involved for their help over the last year to make this conference another success. Jim, Jay Olson (UT) and Doug Wertish (MN) are the leading planners for 2013. Jim asked everyone to send a thank you to our sponsors upon returning home. The sponsors are essential to the conference in covering costs and putting on a top notch meeting. He also noted that there will be a fall joint board meeting with Farm & Ranch in September in Overland Park, KS.

### Executive Director Report

Bob Rhea stated that the Memorandum of Understanding between the two groups expires in June 2013. This will be renewed in 2013 for another three years upon agreement from both groups. Bob highlighted some of the topics of discussion at the state leaders meeting in Lincoln, NE in August 2011. The leaders will meet again in Quincy, IL in August 2012. The first meeting was a great success with the sharing of many ideas from each of the states.

Bob talked about grants. The CFFM qualified for another grant that provides money for local associations to grow their analysis programs. Beginning farmer programs are going to be of focus in the future. There are \$250,000 grants renewable for three years proposed in the new farm bill. \$50 million is the earmarked total for grants.

Bob stated that Mitch Fickling is again the webmaster. Please let him know of any changes or updates that need to be made to the website.

It is possible that a Mississippi program representative will attend the KS conference in 2013. An invite has also been extended to GA and NC. NC has worked to pass a milk check off to fund an association there.

Bob reviewed past conferences. In Bloomington there was a total registration of 130, 57 of those NAFBAS. How do we increase the NAFBAS numbers? This year was the first time registration fees topped \$300, coming in at \$345. Bob said the meal costs have been significantly increasing the past couple of years. Jerry Pierce noted that the KY feedback for their decreased attendance was due to late planning, a weak agenda but price was not an issue. Jerry also noted that the program was light on Thursday morning so many people slip out early from the conference. Are the tours good or needed? Most people feel that the tours are a good networking opportunity and a nice break from the "lectures" of the week. Sometimes there are too many sessions and the tours are also nice for family time. Brad Zwilling said the length of the tours can be an issue for some families and that the shorter tours are sometimes better attended. It was brought up to the group if it is possible to survey non-attendees as to why they are not attending? There were roughly 20 new attendees in 2012 so this is a good trend. CPE credits were also discussed. The IRS has passed new rules causing problems with CPEs. NAFBAS would have to apply for renewal as of July to be an authorized provider. This would come at an annual cost of \$419. In the past there has been no cost. The board approved not to renew as a provider due to the costs and other new rules. The board had expressed the interest of being a sponsor on Roger McEowen's CALT website. He may start charging for subscriptions in the future and sponsors would get a free pass. Roger is an approved CPE provider so there is the possibility of a connection there for future use.

## Program Committee

Jim Huschka is asking for evaluations to be filled out so the planning committee can take these under advisement for the 2013 conference. 2013 will be in Overland Park, KS. Planning is going well. 2014 will be in Salt Lake City, UT. Online registration went well for 2012. They omitted the first time attendee box but the conference is still planning on continuing the \$100 first time attendee stipend. There has been questions asked if there could be more CPEs at the conferences. Entity and tech devices have been brought up as future sessions. The NAFBAS website is a good source for anyone interested in adding a link or a resource that others can use. Please submit any additions or changes to Mitch Fickling.

## Technology Committee

Rob Holcolmb-MN discussed the multi state analysis project. Who actually owns the data at the end of the day? Rob also mentioned the website as a source to share data. The listserv link can easily connect all members with the push of a button. Get links or data to Mitch. Tax software updates is almost always brought up as a topic. Rob noted that all states in attendance were using Lacerte so why not offer a Lacerte breakout session. Also suggested were a W-2, 1099 breakout for programs, latest tech devices, and blogs and other social media.

## Administration

An audit of the treasurer's books was complete and all receipts and distributions reconciled. Please note that there is a press release available in the conference notebook if anyone is interested. New members were recognized as well as retiring members.

## Professional Papers

Jerry Pierce, KY stated that submissions will be on the website.

Winners were as follows:

- Professional Paper---No submission
- Association Newsletter---Adam Drinkell, IL
- Individual Newsletter---Scott Newport, IL
- Assoc. or Individual Program Enrollment---No Submission
- Association Analysis Summary
  - Executive Summary---Jeff Marquis, IL
  - Analysis Summary---Mark Dikeman, KS
- Educational Aids---Thomas Hall, AL

## Financial Standards Committee

Kent Meister-IL state the FFS council has a downloadable document available at [www.ffsc.org](http://www.ffsc.org). A hedging appendix is the big project for the council at this time. There are many discrepancies in how people handle hedging and they are trying to come up with a standard. The council's annual meeting will be in Bloomington, IL July 31 to August 2, 2012. Kent has stated that the \$1300 line item in the budget is adequate again this year for representation at the meeting. Kent will also be the President of the FFS committee this coming year.

## Joint Committee

USDA committee did not meet.  
Fundraising committee did not meet.  
Analysis Database committee did not meet.  
Planning Committee, no new meeting planned at this time.

### Old Business

Brad Zwilling made a motion to extend lifetime membership to retiring members. This was seconded by Bob McHugh and motion unanimously carried.

### New Business

The board recommended that NAFBAS discontinue being a CPE provider. Don Nitchie made a motion to this. Charlie Wilkins seconded and motion carried.

Bob McHugh offered some feedback from Iowa. He said that a lack of CPE credits at the conferences has cut attendance from the Iowa group. The 2012 conference only offered 2 hours of credits. Does Farm & Ranch require CPEs? It was determined they do not.

New Officers for 2012/2013 were recognized, as voted by the NAFBAS board of directors:

President---Jim Huschka-KS

Vice President---Mike Schmitz, IL

Sec/Treasurer---Anthony Barrett-NE

Executive Director---Bob Rhea-IL

A motion was made by Tom Nolte to accept Salt Lake City, UT as the site for 2014. This was seconded by Michael Bruns and motion carried.

A motion to adjourn was made by Tom Nolte and seconded by Bob McHugh. The motion carried joyfully and the meeting was adjourned.

Respectfully submitted,  
Anthony Barrett, Secretary



# NAFBAS

## Annual Meeting History

<u>Year</u>	<u>State</u>	<u>Town</u>	<u>Site</u>	<u>Reg. Fee</u>	<u>Staff Attend.</u>	<u>Room Cost</u>	<u>President</u>
2013	Kansas	Overland Park	Doubletree	340		107	James Huschka
2012	Minnesota	Minneapolis, MN	Crowne Plaza	345	132 total 72 naf	109	James Huschka
2011	Kentucky	Nashville, TN	Sheraton Music City	295	124 total 73 naf	130	Rush Midkiff
2010	North Dakota	Fargo	Holiday Inn	285	201 total 61 naf	98	Jim Kurtz
2009	Missouri	St. Louis	Sheraton City Center	260	141 total 81 naf	114	Mike Schmitz
2008	Nebraska	Fresno	Piccadilly Inn University	290	111 total 71 naf	91	Tina Barrett
2007	Minnesota	Rochester	Kahler Hotel	240	230 total 76 naf	72	Lynn Kopitzke
2006	Iowa	Omaha	Doubletree, Downtown	225	141 total 77 naf	105	Bob McHugh
2005	Illinois	Washington DC	Crystal City Doubletree	175	78	135	Roberta Boarman
2004	Kansas	Wichita	Marriott	190	89	81	Bryan Manny
2003	Minnesota	Duluth	Inn on Lake Superior	200		99	Jim Christensen
2002	Alabama	Orange Beach	Perdido Beach Resort	200		130	Jerry Pierce
2001	Kentucky	Bowling Green	University Plaza	100		95	Darwin Foley
2000	Colorado	Steamboat Springs	Sheraton	120		92	Dana Scheidecker
1999	Wisconsin	Wisconsin Dells	Chula Vista Resort	100		109	Rolyn Jorgensen
1998	Iowa	Des Moines	Holiday Inn	100		90	Ron Stone
1997	Illinois	St. Charles	Pheasant Run Resort	100		94	Bob Rhea
1996	Kansas	Overland Park	Doubletree	100		80	Bob Dawson
1995	South Carolina	Charleston	Holiday Inn	100		57	Dana Scheidecker
1994	Minnesota	Brainerd	Craguns	90		100	Dary Talley
1993	Alabama	Gulf Shores	State Park	75		90	Alan Miller
1992	Kentucky	Louisville	Radisson			62	Craig Gibson
1991	New Mexico	Ruidoso	Inn Mountain Gods	75		77	Patrick Sullivan
1990	Colorado	Greeley	Ramkota Inn	50		60	Bill Janssen
1989	Wisconsin	Green Bay	Radisson				Phil Christman
1988	Iowa	Dubuque	Midway Motor Lodge	45		52	Doug Streeper
1987	Illinois	Springfield	Holiday Inn				Roy Ewalt
1986	Kansas	Manhattan	Holiday Inn				Jerry Freeze
1985	Alabama	Lake Guntersville	State Park				George Young
1984	Minnesota	Detroit Lakes	Holiday Inn				Erlin Weness
1983	Kentucky	Lexington	Holiday Inn				Joe Fuqua
1982	Colorado	Durango					Duane Steinhart
1981	Wisconsin	Stevens Point	Holiday Inn				Claire Milliren
1980	Iowa	Lake Okoboji					Duane Murken
1979	Illinois	Rockford	Clock Tower Inn				Dorrence Brucker
1978	Kansas	Garden City	Plaza Inn				Gale Mullen
1977	Kentucky	Hardin	KenLake State Park				Don Clampett
1976	Colorado	Estes Park	Stanley Hotel				Gail Shellberg
1975	Wisconsin	Mishicot	Fox Hills Inn				William Biddick
1974	Iowa	Amana	Holiday Inn				Phillip Benge
1973	Illinois	Galesburg					Mervyn Helfert





# National Association of Farm Business Analysis Specialists

*Achievement thru Better Records*

## 2013 NAFBAS Committees: Overland Park Conference

### **Executive**

*Conducts the annual meeting, makes committee assignments, conducts the Board of Directors meeting, and carries out duties as provided in the by-laws and as directed by the membership through the Board of Directors.*

President: James Huschka (KS) Vice President: Mike Schmitz (IL) Past President: Rush Midkiff (KY)  
Secretary/Treasurer: Anthony Barrett (NE) Executive Director: Bob Rhea (IL)

### **Program**

*Assist in the planning and site selection of the upcoming national meeting with the host state. Develop additional professional development opportunities as directed by the membership.*

Chair: Jim Huschka (KS) Lauren Omer (KY) Kevin Coultas (IL) Kiel Roehl (KS)  
Doug Hileman (IL) Bruce Burk (IL) Michelle Greenlee (NE) Kevin Herbel (KS)  
Don Nitchie (MN) Joel Marquardt (WI)

### **Technology**

*Combines the efforts of three previous committees: Association Analysis, Farmer Usage of Computers, and Tax Preparation with Computers. To provide methods for members to stay informed of technology advances which assist our programs. To study various analysis programs. To study new computer software. To suggest services NAFBAS members can utilize to enhance our programs.*

Chair: Rob Holcomb (MN) Mark Dikeman (KS) Laura Powers (KY) Jeff Reed (IL)  
Brad Zwilling (IL) Mark Wood (KS) Tom Thaden (IA) Mitch Fickling (IL)  
Rod Gieseke (IL) Amber Lovitt (NE) Jim McCabe (IL)

### **Administrative**

*Combines the efforts of four previous committees: Audit, Membership, Policy, and Public Relations. Conduct annual audit of NAFBAS treasurer books. Monitor, review, and recommend changes to by-laws and code of ethics. Work with host state to provide publicity for NAFBAS meeting and for member recognition in their local area. Recognize new members and retiring members.*

Chair: Michael Bruns (IL) Carla Doubet (IL) Debra Lueloff (WI) Amanda Jenkins (KY)  
Kent Miller (KS) Ruth Ann McGrew (IL) Kayla Peterson (NE)







# National Association of Farm Business Analysis Specialists

*Achievement thru Better Records*

2013 National Conference  
Overland Park, Kansas  
Committee Activities Tuesday June 11 3:30 pm

## **Program**

1. Information is needed to evaluate success of 2013 joint conference.
2. Update on 2014 conference; topics, presenters, tours; planning committee
3. Selection of 2015 site and planning committee members needed.
4. Discussion of 2016 location
5. Suggestions about on-line conference registration process.
6. Other professional development opportunities?
7. Determine most important features of annual conferences.

## **Technology**

1. What is the cost / benefit of a multi-state analysis report? Who will lead?
2. What new developments are occurring with data analysis software?
3. What other ways can staff work together, share worksheets, provide data?
4. What tax prep, accounting software is being used among states?
5. What role should NAFBAS play in the national benchmarking center project?
6. How can we get information to farmers using latest tech devices?

## **Administrative**

1. Conduct annual audit of treasurer books.
2. Identify new and retired members.
3. Review by-laws for any changes.
4. Publicity opportunities for staff attending conferences.
5. Other suggestions for president, executive director, secretary-treasurer.

## **National Farm Financial Standards**

1. Identify upcoming meetings.
2. Seek NAFBAS budget assistance as needed.
3. Can our connection with NFRBMEA / North Central Extension be helpful?
4. Provide for continuing leadership in this effort.
5. What are the key topics being addressed and how should NAFBAS respond?

Suggestions offered by: Bob Rhea 5/13/2013



# Create a Vision - Make a Difference - Leave a legacy

2014 National Farm Business Management Conference, Salt Lake City, Utah June 8-12, 2014



Our destination for the 2014, Salt Lake City Utah The conference site, Radisson Downtown, is located in downtown Salt Lake City, a short 6 mile, 25 minute metro ride (UTA) from Salt Lake City International Airport to the hotel. The Radisson Downtown is within walking distance of two very modern outdoor malls, City Creek Center and Gateway, the Mormon Church Historic Temple Square, the largest Genealogical Library with free assistance to help you quickly see your family tree, Mormon Tabernacle Choir concerts, Utah Children’s Museum, the historic home and building district of Salt Lake City, the Utah State Capital and many other attractions of interest and entertainment.

Salt Lake City is known as the “Crossroads of the West” within a short day’s driving distance is Yellowstone National Park, Jackson Hole Wyoming, and numerous National Parks of Southern Utah (Zion’s, Bryce, Capitol Reef, Canyonlands, and Arches). The Grand Canyon is an eight hour drive south,  $\frac{3}{4}$  the way to Las Vegas Nevada. As you make your travel plans fly into Salt Lake City, Las Vegas or Jackson Hole airports and drive before or after the conference to another airport and see the sights on the way.

This conference includes a post conference tour of the largest privately owned cattle ranch in the intermountain area, **Deseret Land and Livestock**, the ranch enterprises include 5000 cows, 4500 yearling stocker calves, a trophy elk and mule deer hunting enterprise, native cutthroat fishing, and the largest documented list of birds ever compiled at a single location for bird watching tours. The ranch is  $\frac{1}{3}$  of the way to Jackson Hole and Yellowstone. Following Thursday’s conference meetings we will travel by individual car to Park City, home of the 2002 Olympics, a short 30 – 40 minute drive. That evening we will meet at a hotel in Evanston Wyoming, another 60 minutes past Park City in preparation to tour the ranch Friday. Following the tour Friday afternoon you are free to drive back to Salt Lake City or 3 hours north to Jackson Hole and Yellowstone. Look for an interest survey during Tuesday’ Luncheon introduction of the 2014 Conference site to poll interest in this post conference (one day one ranch) tour as well as other tour interests for the scheduled conference tours.





**Create a Vision – Make a Difference – Leave a legacy**

2014 National Farm Business Management Conference, Salt Lake City,  
Utah June 8-12, 2014

Survey of Tour interest (Tour Options just some of many) (rank your interest 1= less interest 4=more interest)

<b>Alfalfa Hay Press, ships 200,000 tons/year over seas</b>	1	2	3	4
<b>USU (Utah State Univ.) Botanical garden</b>	1	2	3	4
<b>Cargill Ogden grain terminal</b>	1	2	3	4
<b>Water Conservation Garden</b>	1	2	3	4
<b>Kennecott Copper Mine (world’s largest open pit mine)</b>	1	2	3	4
<b>Great Salk Lake State Park</b>	1	2	3	4
<b>Church of Jesus Christ of Latter Day Saints (Welfare and Humanitarian work)</b>	1	2	3	4

Are you interested in the Post Conference western Cattle Ranch one day visit and tour?      Yes      No      Maybe

