



# National Farm Business Management Conference

**June 8-12, 2014  
Salt Lake City, UT**



**Joint Conference of:  
National Association of Farm Business Analysis Specialists  
National Farm & Ranch Business Management Education Association**

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**Pre-Conference Workshop** NAFBAS & NFRBMEA New Educator Workshop. Directed by Bob Rhea, Dwight Raab & Tina Barrett. Workshop Topics include: Farm Financial Analysis, Making Successful Farm Visits, Collecting Year-End Data, Completing Analysis, Interpreting Analysis, and Basic Tax Information.

**Saturday, June 7**

- 1:00 PM Workshop —*Parleys*
- 5:00 PM Adjourn
- 6:30 PM Evening Meal Together

**Sunday, June 8**

- 8:30 AM Workshop Continues —*Parleys*
- NOON Adjourn

**Sunday, June 8**

**Session Chair: Jay Olsen**

- 8:00 AM Mormon Tabernacle Choir National Sunday Morning Broadcast at Historic Tabernacle. *Free and open to public--appropriate dress is "nice casual" (Ladies- skirts or slacks).* Meet in hotel lobby and leave by 8:15.
- 1:00 PM NFRBMEA Board Meeting —*Red Butte*  
Conference Registration Begins —*Wasatch Foyer 1*
- 2:00 PM NAFBAS Board Meeting —*Millcreek*
- 4:00 PM NAFBAS/NFRBMEA Joint Board Meeting —*Wasatch 1 & 2*
- 5:00 PM NFRBMEA Past Presidents' Meeting —*Red Butte*
- 7:00 PM Welcome Reception (Ice Cream Social) —*Wasatch 3 & 4*
- 8:00 PM Downtown evening programs (all within easy walking distance)

**Monday, June 9 "Create a Vision"**

**Session Chair: Al Dustin**

- 7:00 AM Breakfast at Hotel (families and guests included) —*Wasatch 3 & 4*
- 7:10 AM First-Timers' Meeting (working breakfast) —*Corner area, Wasatch 3 & 4*
- 7:30 AM Registration Continues —*Wasatch Foyer 1*

- 8:00 AM Welcome —*Wasatch 1 & 2*
- 8:15 AM “Ag in the West and Challenges & Opportunities for Agriculture” —*Wasatch 1 & 2*  
*Leonard Blackham, Retired Commissioner, Utah Department of Agriculture & Food*
- 9:00 AM “Consensus Building in Agriculture: Peer Groups to Manage for a Common Goal”  
*Bill Hopkin, Director, Utah Dept. of Agriculture Grazing Improvement* —*Wasatch 1 & 2*
- 9:45 AM BREAK —*Wasatch Foyer*
- 10:00 AM “Matching Resources for Business Sustainability & Diversification” —*Wasatch 1 & 2*  
*Gregg Simonds, Open Range Consulting*
- 11:00 AM Breakout Sessions:
- “Community Colleges: Meeting Educational Needs for Adults and Adult Education Cost In Rural America” —*Dr. Randy Smith, Rural Community College Alliance* —*Millcreek*
  - “Farmers Tax Guide” —*Dr. Ruby Ward, Utah State University* —*Red Butte*
  - “Staff (Finding, Training, Retaining, Employee Policies)” —*Tina Barrett*  
—*Wasatch 1 & 2*
- NOON Lunch at Hotel (2015 Conference Promotion) —*Wasatch 4*
- 1:00 PM Technical & Training Breakouts:
- 1:00-2:00 PM Breakout #1:**
- New Tax Topics (group discussion with moderators) —*ACA and others* —*Millcreek*
  - “Devices, Methods & Apps to Communicate with Clients/Students” —*Josh Tjosaas & Mike Mastey, MN FBM Instructors* —*Red Butte*
  - “Grinding of the Gears: Making the Shift– Education to Consulting” —*Pat Harrington, Retired FBM Instructor, Central Arizona College* —*Wasatch 1 & 2*
- 2:00 PM BREAK & Rotate
- 2:15 PM **2:15-3:15 PM Breakout #2:**
- “Year-End Data Collection Tools & Processes” —*Lauren Omer, Area Extension Specialist, Kentucky Farm Business Management* —*Millcreek*
  - “Finding, Writing, Working, Reporting Grants” —*Kevin Klair, Ext. Economist, CFFM, University of Minnesota Dept. of Applied Economics* —*Red Butte*
  - “Provide the Service– Grow the Business as a Consultant” —*Jim Kelm, Dairy Business Consulting, also retired FBM Instructor, Riverland CC; President, FFSC* —*Wasatch 1 & 2*
- 3:15 PM BREAK —*Wasatch Foyer 1 & 2*
- 3:30 PM NFRBMEA Business Meeting —*Millcreek*  
NAFBAS Committee Meeting —*Red Butte*
- 5:00 PM Adjourn
- 6:00 PM Dinner & Evening on Your Own

**Tuesday, June 10 Tour Day**

Session Chair: Kathryn Rawson

- 7:00 AM Breakfast at Hotel (for everyone) —*Wasatch 4*
- 8:15 AM Load Buses— see below for departure times. Lunch on Tours

Tour #1 Load Bus @ 8:30 AM (8-hr. Tour)	Tour #2 Load Bus @ 9:00 AM (6½-hr. Tour)	Tour #3 Load Bus @ 9:00 AM (5-hr. Tour)
9:30—11:30 AM Hill Air Force Base Aerospace Museum	9:30 AM—12:45 PM Water Conservation Garden (West Jordan) Central UT Project	10:00 AM—12:00 PM Jordanelle Dam & Hydro Power, Provo River Restoration
Lunch	Lunch	Lunch
1:30—3:00 PM Bailey Farms International Brigham City	1:30—3:00 PM Hill Air Force Base Aerospace Museum	Return to Hotel

6:00 PM Evening on Your Own

**Wednesday, June 11 “Make a Difference” (Speaker Day)**

Session Chair: David Gillman

- 6:00 AM Vendor Set-up —*Wasatch Foyer*
- 7:00 AM Breakfast at Hotel —*Wasatch 4*
- 8:00 AM “Financial Tools, Vision for Management, Goal Setting, Sustainability”  
—*Wasatch 1 & 2*  
*Burke Teichert, Ranch and Farm Consulting, and Management Contributor to Beef Magazine*
- 9:00 AM Marketing Panel — *Moderated by Jed Christenson, UDAF Director of Marketing*  
— *Wasatch 1 & 2*  
9:00—9:20: Vegetable Growing for Direct Marketing —*Jake Harward*  
9:20—9:40: Alfalfa Hay Press & Hay Exporting —*David Condie, Triple C Farms*  
9:40—10:00: Panel Q & A
- 10:00 AM BREAK– VISIT WITH VENDORS —*Wasatch Foyer*
- 10:30 AM “Using Management Accounting to Link Financial Performance Analysis & Strategic Thinking” —*Dick Wittman, Wittman Consulting & Full-time Farmer* —*Wasatch 1 & 2*
- NOON Lunch at Hotel —*William Nelson —CHS (sponsor) —Wasatch 4*
- 1:00 PM Dick Wittman (continued) —*Wasatch 1 & 2*
- 2:30 PM BREAK– VISIT WITH VENDORS —*Wasatch Foyer*
- 3:00-3:45 PM Dick Wittman (concludes) —*Wasatch 1 & 2*
- 4:00 PM NAFBAS Business Meeting —*Millcreek*  
NFRBMEA Business Meeting —*Red Butte*

- 4:00 PM CHS Scholarship Recipients Meet with William Nelson —*Juniper Boardroom*
- 4:45 PM Adjourn
- 5:15 PM Begin loading “UsBus” trolley to Heritage Park to Evening Group Activity  
—*Hotel Lobby*
- 6:00 PM Group Dinner at This is the Place State Park Outdoor Bowery. Dutch Oven Beef &  
BBQ Turkey by Cow Camp Catering
- 8:00-8:30 PM Trolley Buses Load Back to Hotel

**Thursday, June 12 “Leave a Legacy”**

**Session Chair: Jay Olsen**

- 7:00 AM Denny Jackson Storytelling Breakfast (Event open to all) —*Wasatch 4*
- 8:15 AM “RME and Farm Business Management Education” —*Wasatch 1 & 2*  
*J. Shannon Neibergs, Director, Western Center for Risk Management Education*
- 9:00 AM “Agriculture Water: Protecting the Future of Our Nation” —*Wasatch 1 & 2*  
*Warren Peterson, VP of Farmland Reserve*
- 10:15 AM NAAE Partnership in Farmer to Farmer Program in East Africa —*Wasatch 1 & 2*  
*Jay Jackman, Executive Director, National Association of Agriculture Educators*
- 10:45 AM Wrap-Up —*Wasatch 1 & 2*
- 11:00 AM Conference Adjourns
- NOON NFRBMEA Post-Conference Board Meeting —*Millcreek*

## FAMILY and SPOUSE PROGRAM

Utah host's spouse & families will gather and lead family activities. Information and directions will be given at registration and Sunday evening reception.

### Sunday, June 8<sup>th</sup>

9:00 AM-10:00 AM Meet in hotel lobby walk to the Mormon Tabernacle Choir National Sunday Morning Broadcast. The broadcast is open to the public at no charge. Appropriate dress is nice casual (slacks to skirts).

Many family friendly activities available within a 10 minute walk of hotel throughout the day.

7:00 PM Welcome reception (ice cream social)

### Monday, June 9<sup>th</sup>

Meet at 9:30 AM in hotel lobby

As groups – walking tours of downtown Salt Lake City, Temple Square gardens, Avenues historic homes and Cathedrals, or Utah State Capital.

12:00 Lunch on your own at City Creek Center (upscale mall in an outdoor setting)

1:00 PM Walk 3 blocks to **Discovery Gateway Children's Museum**: admission prices \$3.25 - \$7.50

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

Or (in the same building complex)

**Clark Planetarium**, free exhibits and choice of IMAX & Planetarium shows, shows are \$7 - 9 per person

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

Other spouse/family options for Monday all within 5-10 minute walk of hotel.

- Genealogy Library (Interested in free help with your genealogy. This will get you more than you thought possible in less than one hour.) [www.visitsaltlake.com/things-to-do/genealogy/family-search-center/](http://www.visitsaltlake.com/things-to-do/genealogy/family-search-center/)
- Temple Square, Tours [www.lds.org/locations/salt-lake-city-temple-square](http://www.lds.org/locations/salt-lake-city-temple-square)

### Tuesday June 10<sup>th</sup>

7:00 AM Breakfast at Hotel (ends at 8:30)

8:30 AM Tour #1 Load bus for Hill Air Force Aerospace Museum and Bailey Farms International

9:00 AM Tours #2 and #3 Load buses

Lunch is included as part of the tours

2:00 PM Tour #3 arrives back to Radisson Hotel

3:30 PM Tour #2 arrives back to Radisson Hotel

4:00 PM Tour #1 arrives back to Radisson Hotel

### Wednesday June 11<sup>th</sup>

(Breakfast & Lunch on your own)

10:30 AM Load "UsBus" Trolley to Heritage Park (hotel lobby)

- **This is The Place Heritage Park** (Pioneer village, 50 restored and replicated pioneer buildings many with working hands-on activities throughout the day, (Wednesday group dinner will be here) admission \$3.00 - \$5.00  
[www.thisistheplace.org](http://www.thisistheplace.org)

Other spouse/family options that are within walking distance of the Wednesday evening group dinner

- Hogle Zoo [www.hoglezoo.org](http://www.hoglezoo.org)
- Red Butte Botanical Gardens [www2.redbuttegardens.org](http://www2.redbuttegardens.org)
- Natural History Museum [www.nhmu.utah.edu](http://www.nhmu.utah.edu)



## Tours:

There are no restrictions on any tour

### Tour One 8:30 – 4:00

Hill Air Force Aerospace Museum 9:30 – 11:30 [www.hill.af.mil/library/museum](http://www.hill.af.mil/library/museum)

The museum exhibits more than 90 restored military aircraft from the earliest use of aircraft in battle. The collection includes a wide variety of ordinance and munitions, aerospace ground equipment, military vehicles, uniforms and history of major wars. Lunch will be at a local park in a small country town next to Bailey Farms.

Bailey Farms International 1:30 – 3:00 [www.baileyhay.com](http://www.baileyhay.com)

Bailey Farms International specializes in providing quality forage Products to a growing worldwide market. In 1996 Bailey Farms began to export hay to Japan and have expanded to keep up with our national and international markets. Alfalfa hay is efficiently processed in high compression alfalfa hay and ship hay 300,000 ton to most regions of the world.

### Tour Two 9:00 – 3:30

Water Conservation Garden 9:30 – 12:45 [www.conservationgardenpark.org](http://www.conservationgardenpark.org)

See how to achieve a waterwise landscape through design, irrigation, planting, maintenance. See examples of waterwise landscaping and Salt Lake Valley water treatment plant. Lunch will be at the in the conservation gardens.

Hill Air Force Aerospace Museum 1:30 – 3:00 [www.hill.af.mil/library/museum](http://www.hill.af.mil/library/museum)

The museum exhibits more than 90 restored military aircraft from the earliest use of aircraft in battle. The collection includes a wide variety of ordinance and munitions, aerospace ground equipment, military vehicles, uniforms and history of major wars.

### Tour Three 9:00 – 2:00

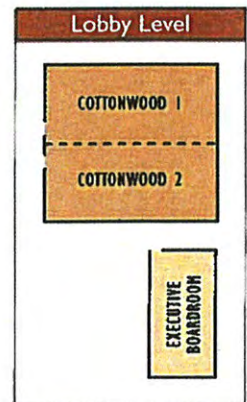
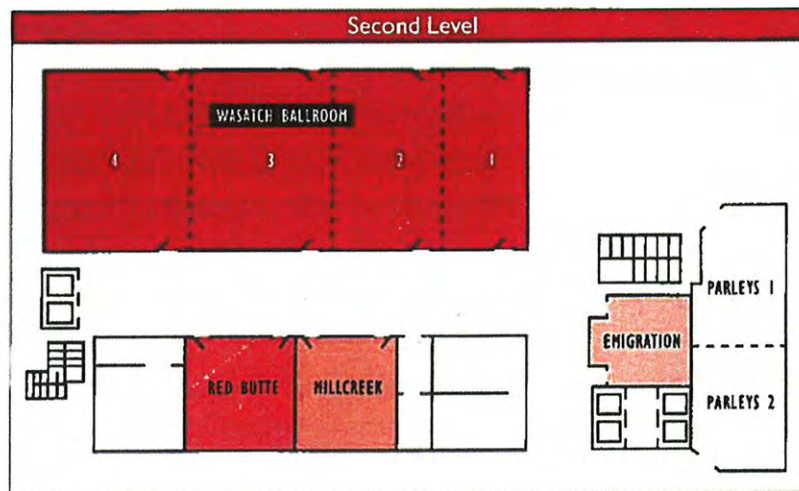
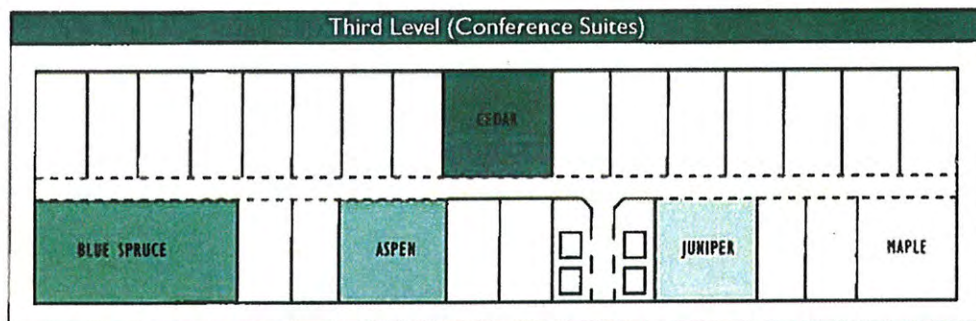
Central Utah Water Conservancy District 10:00 – 12:00 Jordanelle Dam, Hydroelectric and Provo River restoration. [www.cuwcd.com](http://www.cuwcd.com)

Jordenelle Dam is 45 minutes east of Salt Lake City through the mountains into a high mountain valley. The dam is part of series of reservoir storage projects throughout Central Utah to meet agriculture and urban water needs. Lunch will be along the scenic Provo River.

Return to hotel at 2:00

Radisson Hotel  
Salt Lake City  
Downtown

# SALT LAKE CITY UTAH







Due to a very generous contribution from CHS Foundation , CHS FOUNDATION

the NFRBMEA and NAFBAS was able to offer scholarships to select college students who are considering a rewarding career in Farm Business Management to attend our National Farm Management Conference Sunday June 8<sup>th</sup> through Thursday June 12<sup>th</sup> in Salt Lake City, Utah.

Attending the conference will not only offer the participant an opportunity to learn about teaching and working with farmers in Farm Business Management but will also provide an opportunity to meet and network with those already in the field. This is a great opportunity to gain knowledge, learn about an exciting field and build a resume all at the same time. CHS and our members recognize there will continue to be a strong need for new professionals pursuing careers in Farm Business Management in the years to come.

Congratulations to the scholarship recipients listed below!

Name	College	College location	Home state
Jenny Kubischta	North Dakota State University	Fargo, North Dakota	North Dakota
Allyssa Young	Snow College	Ephraim, Utah	Utah
Lyndsey Robinson	Snow College	Ephraim, Utah	Utah
Tucker Jacobs	Snow College	Ephraim, Utah	Utah
McKayla Garrett	Snow College	Ephraim, Utah	Utah
Brett Henslin	University of Minnesota	St Paul, Minnesota	Minnesota
Kevin Welter	University of Minnesota	St Paul, Minnesota	Minnesota
Cullen Walser	North Dakota State University	Fargo, North Dakota	Minnesota
McKenna Schmidt	Bismarck State College	Bismarck, North Dakota	North Dakota
Jonathan Moss	Tennessee Tech University	Cookeville, Tennessee	Tennessee

THANK YOU TO THE CHS FOUNDATION, INC. FOR THE GENEROUS SUPPORT OF OUR FUTURE FARM BUSINESS MANAGEMENT LEADERS!

Mr. William Nelson  
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## Titanium Sponsor (\$10,000 for Scholarships)



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### George Spengler

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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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## 2013 - 2014 Board of Directors

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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:

2013 – Overland Park, KS  
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 5/7/14*



# National Association of Farm Business Analysis Specialists

*Achievement thru Better Records*

## **NAFBAS STATE DIRECTORS**

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Larry Borton	414 Agriculture Hall MSU East Lansing, MI 48824-1039	517-355-4700	<a href="mailto:bortonL@msu.edu">bortonL@msu.edu</a>
Don Nitchie	23669 130 <sup>th</sup> Street Lamberton, MN 56152-1326	507-752-5081	<a href="mailto:dnitchie@umn.edu">dnitchie@umn.edu</a>

### **Recent National Presidents**

James Huschka (KS)	2011-2013
Rush Midkiff (KY)	2010-2011
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

## Deseret Land and Livestock (post conference tour)

**Deseret Land and Livestock** is the destination for the post conference tour. Deseret Land and Livestock is 200,000 acres of privately owned land. It includes 7,000 of irrigated pastures and the remaining acres comprised of high desert and mountain grazing. All non-irrigated pastures are grazed one time during the year, while irrigated acres can be grazed multiple times in the growing season. 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 has been recognized national and internationally for its holistic resource management.

### **Tour Itinerary:**

#### **Thursday**

- Checkout of SLC Radisson Hotel
- Drive 45 min to Park City spend the afternoon (arrange for car-pooling during conference)
- Arrive in Evanston WY, hotel that night (60 minutes from Park City)

#### **Friday**

8:00 AM Leave Evanston Hotel

8:30 AM to Deseret Land and Livestock's Wasatch Ranch Entrance

9:00 AM Wasatch Depot for Ranch Introduction

History

Cattle, wildlife, recreation

Management (grazing and ecological management, and business)

Tour Wasatch with stops to view range, riparian areas, cattle, mountain, irrigation,

Mountain Lodge for lunch and restroom break

3:00 – 3:30 PM Home ranch restroom break

4:00 PM Leave ranch (It is a 2-hr. drive to Salt Lake City or 3-hr drive north to Jackson Hole, WY.)



**Monday, June 9**



**Leonard Blackham**

**Ag in the West and Challenges & Opportunities for Agriculture**

Leonard Blackham was raised in Central, Utah. Coming from a family of farmers and ranchers, he participated in 4-H, FFA, and Boy Scouts. In 1970, he took over his family's turkey business which he still manages today. Politically, he was elected to a four year term on the Sanpete County Commission and chairman of the Utah Association of County Commissioners until elected to the Utah State Senate. He served as state senator from 1993 to 2004. During this time he served as Senate Budget Chairman, Majority Whip and Majority Leader. Blackham served as Utah Commissioner of Agriculture and Food from January 2005 to January 2014. He was the 6th Commissioner since the state adopted a single commissioner structure. Blackham continues to be involved in the community. He serves as a scout leader for local troops, national jamborees troops, and leadership training courses. He is active in the Utah Farm Bureau and is a past president of the Utah Young Farmers Association. He received a BS, Agriculture economics, Utah State University. His experience in all areas of agriculture and from the political side of the fence gives him insight into agriculture's challenges as well as opportunities.



**Bill Hopkin**

**Consensus Building in Agriculture – Peer Groups to Manage for a Common Goal**

Ranch raised in northern Utah, Bill spent the summers managing cattle. Intrigued with the relationship between livestock grazing, wildlife populations, resource health, and profitability, he experimented with different rangeland grazing strategies. In 1983 Bill was hired as Cattle Manager of the 205,000 acre Deseret Land & Livestock Ranch (DLL). He became the General Manager from 1991 to 2004. Deseret Land & Livestock is well known as a sustainably profitable ranch receiving State and National awards. From 2004-2006, Bill was the General Manager of Deseret Ranches of Florida, Triangle Ranches of Texas, and Sooner Land & Livestock in Oklahoma. Since 2006, as director of the Utah Grazing Improvement Program in the Utah Department of Agriculture and Food, Bill and his staff have worked with Utah ranchers to invest over \$20 million in projects to improve economic and natural resource management on nearly 2 million acres of private and public rangelands. He has been instrumental in unifying a group of diverse ranchers and land management agencies into combining management of their resources for sustainable livestock, wildlife production and water quality benefits.





**Gregg Simmonds**

**Matching Resources for Business Sustainability and Diversification**

Gregg Simonds is an award-winning, internationally renowned natural resource consultant and ranch manager. His 30-year career with many of the U.S.'s largest ranches and his experience working in several developing countries sets the bar for innovative and integrative land management that builds economic strength into a business. Currently Mr. Simonds serves as President of Open Range Consulting, a company dedicated to the successful management of working landscapes for biological and economical values and business sustainability. He has contributed expertise as a consultant for The Nature Conservancy and the nation's largest private landholders, including the King Ranch, Padlock Ranch, and Malapi Borderlands Group. He has developed rangeland conservation plans in the U.S., Mongolia and Bolivia. Mr. Simonds has served as a faculty affiliate in the Animal Science Department at Colorado State University and an Adjunct Professor in the Range Science Department at Utah State University. Gregg's unique talents are to identify all the resources in a business and manage the use of all the resources for economic and resource improvement.

**Monday Breakouts (session #1)**



**Dr. Randy Smith**

**Community Colleges – Meeting Educational Needs for Adults and Adult Education in Rural America**

Dr. Randy Smith currently serves as the president of the largest organization of rural colleges in the United States, the Rural Community College Alliance. He has testified in front of committees of the U.S. House of Representatives and the U.S. Senate as an expert on issues regarding community colleges. He was an invited participant to the White House Summit on Community Colleges. He served as a member of the 21<sup>st</sup> Century Community College Commission. He also facilitated the first ever Memorandum of Understanding between a higher education organization and the U.S. Department of Agriculture. He recently facilitated the inclusion of rural community and technical colleges in the 2014 Farm Bill, the first time rural colleges have been specifically included in federal legislation. Randy's insights into the rural needs and opportunities for adult education are sought out by college and government leaders. Randy holds a Ph.D. in Higher Education Leadership. He is married to Tricia who is a music teacher for the Altus, OK public schools. Daughter Emily is the 2014 Miss Rodeo Oklahoma Princess. The family operates a small cow/calf operation near Altus, Oklahoma.



**Dr. Ruby Ward**

**Farmers Tax Guide**

Dr. Ruby Ward was raised on a farm and ranch in South-eastern Idaho. After graduating from Ricks College, she received a BS in Agricultural Economics and Accounting from Utah State University. From Texas A&M University she received an MBA and a PhD in Agricultural Economics. Dr. Ward joined the faculty at Utah State University in 1998 and was tenured in 2005. Ward is currently an associate professor and extension specialist at Utah State University in the Department of Applied Economics. Her current assignment involves all three areas emphasized at a land grant University—teaching, research and extension. She teaches agricultural finance and community planning. Ward is the committee chair for the Diversified Agricultural Conference. Ward is the project leader for the Rural Tax Education website and Co-chair of the National Farm Income Tax Extension Committee. Ward works primarily in the area of rural development focusing on regional economics and agriculture entrepreneurship.



**Tina Barrett**

**Staff – Finding, Training, Retaining, Employee Polices**

Tina has been the Director of the Nebraska Farm Business, Inc. since 2002. She grew up on a corn and soybeans farm in central Nebraska and graduated from the University of Nebraska with a degree in Agricultural Economics in 1999. She started with Nebraska Farm Business shortly after graduation as a consultant. Tina has also been teaching the “Farm Income Tax, Analysis and Accounting” course for the University of Nebraska Lincoln’s Agricultural Economics Department since 2005. She enjoys the opportunity to work with the 70 juniors and seniors each fall as they prepare to return to the family farm or support agriculture in many different ways. Tina is married to Anthony Barrett and they have four girls (ages 7-14) that keep them very busy.

## **Breakouts (session #2)**

### **Josh Tjosaas**



**Josh Tjosaas**

#### **Devices, Methods, & Apps to Communicate with Clients/Students**

Josh is a second year FBM instructor at Northland College based out of Moorhead MN, prior to working as a FBM instructor, he served thirteen years as a high school agricultural education instructor at BLHS High School in Hector MN along with serving as a part time technology coordinator for the district. He graduated from the University of Minnesota-Twin Cities with a BS in Agricultural Education.

He works with over 60 progressive and technologically advanced farms in the Red River Valley and has presented to the MN FBM instructors regarding technology use in agriculture and farming. He also programs the website for the Moorhead FBM program at <http://www.northlandfbm-moorhead.com/> which is a valuable resource for his farms and farms around the MN and ND area.

Josh resides in Wolverton, MN with his wife, Alyssa. They have two American Quarter and American Paint horses that they both compete with local, regional and state shows along with their two house dogs.



**Mike Mastey**

#### **Devices, Methods, & Apps to Communicate with Clients/Students**

Mike Mastey, Mike grew up on a Central Minnesota crop and livestock farm. After teaching high school agriculture for 7 years, Mike transitioned to farm business management education at Ridgewater College in 2000. Since then, he has been helping farm families in Central Minnesota with farm business management education, farm financial planning, transition planning and farm business analysis with livestock, conventional and specialty crop operations.



**Pat Harrington**

**Grinding of the Gears – Making the Shift – Education to Consulting**

Born on a wheat farm in the Palouse Country of Idaho and raised on a small dairy farm in Post Falls, Idaho chose to be a farmer in 1971. Married Ellen in 1981, we have two fantastic children: Amanda and Kyle. Currently own a mini farm in Chandler AZ. Sweet corn harvest in June.

**Education and Lifework**

Began consulting as a Farm Business Management specialist, Arizona Farm and Ranch Management Systems (Arizona F.A.R.M.S.) 2011  
Professor Emeritus Farm Business Management, Central Arizona College (1981-2010)  
Agricultural Instructor, Gila River Career Center (1977-1981)  
Department Head Crops and Horticulture, Zambia College of Agriculture (1974-1977)  
M.S. International Agricultural Development, UC Davis (1973)  
B.A. Philosophy, Gonzaga University (1972)

**Breakout (session #3)**



**Lauren Omer**

**Year-end Data Collection Tools & Processes**

Lauren has been a Farm Management Specialist with the Kentucky Farm Business Management program since 2009. She is currently based in Henderson, KY and serves six counties in the area. She grew up on a cattle and row crop farm in western Kentucky and graduated from Murray State University in 2007 with a B.S. in Agribusiness and the University of Tennessee in 2009 with a M.S. in Agribusiness. Lauren currently resides on the family farm in Union County and continues to be very involved in the cattle operation. As a farm management specialist, Lauren works with primarily grain farms, but also serves several livestock farms. She strives to be very involved in the agricultural community and sees this as one way of developing trust with her cooperators.



**Kevin Klair**

**Finding, Writing, Working, Reporting Grants**

Kevin Klair has been an Extension Economist at the Center for Farm Financial Management in the Department of Applied Economics at the University of Minnesota since 1987. He has more than 20 years of experience in teaching farm business management and developing farm financial management software programs.

Kevin helped develop the FINPACK farm financial planning and analysis software, as well as Marketeer market planning software and the FINPACK Business Plan software programs. Kevin was involved in the development of the Ag Risk & Farm Management Library and serves as a national coordinator for Extension Risk Management Education.



**Jim Kelm**

**Provide the Service – Grow the Business; as a Consultant**

Jim joined Dairy Business Consulting in 2009 and is a co-owner of Kelm Management with his wife Barb in Red Wing, Minnesota. Jim has an extensive background in agricultural education. Jim's areas of expertise include financial records and analysis, cash flow planning and budgeting, farm business planning, and tax planning and preparation. Jim received his Bachelor's Degree in Agricultural Education from the University of Minnesota in St. Paul. He was the Vocational Agriculture Instructor at Red Wing High School before taking a position as Farm Business Management Instructor at Red Wing Technical College. After 22 years there Jim officially retired in 2009, when he started his consulting business. Many of Jim's current clients are former Farm Business Management students. Jim is an active member of many professional organizations: Minnesota Vocational Agricultural Instructors Association, National Farm and Ranch Business Management Education Association, National Council for Agriculture Education, Farm Financial Standards Council Board Member. Jim is also a past member of the Red Wing Port Authority and is a current member of the Red Wing Chamber of Commerce.

Wednesday, June 11



**Burke Tiechert**

**Financial Tools, Vision for Management, Goal Setting, Sustainability**

Burke Teichert was raised on a family ranch in western Wyoming. His father and grandfather were ahead of their time in understanding the importance of low-input, low cost agriculture. After leaving the home ranch, he went to BYU to study Ag. Economics with an emphasis in Ag. Business. Upon graduating from BYU, he went to the University of Wyoming to get a M.S. degree in Agricultural Economics with emphasis in Farm and Ranch Management. While at UW he became acquainted with a very good Ranch Economist that taught him excellent methods for analyzing alternative ways of operating ranches or bringing new practices to them. Burke served on the Ag. Economics faculty for one year.

Burke has worked in various aspects of farm and ranch management and consulting for 30 years. During his career he worked as a General Manager and later as Vice President and General Manager with AgReserves Inc. Was involved in 7 major ranch acquisitions in the US and the management of a number of farms and ranches in the US as well as Canada and Argentina. Burke as developed a reputation for organizing farms and ranches to be very cost-effective with very efficient, small crews.



**Jed Christenson**

**Utah Dept. of Agriculture and Food, Director of Marketing**

Jed was raised on central Utah sheep ranch. Following college he took employment with the AgCredit system. After being appointed AgCredit's Director of Marketing in 1991, he successfully helped re-position the company during the 1980's to become the leader in agricultural lending in the Intermountain West. Christenson has had a positive influence on agriculture during his career with AgCredit that spans 31 years. He has served as an Ex-officio Member of the Agricultural Advisory Board for the UDAF. He was a member of the Junior Livestock Show and Sale Committee for the Utah State Fair; he was chairman of the AgDay Organizing Committee to promote agricultural products and raise scholarship funds for rural youth seeking a career in agriculture or a related field. The Utah Farm Bureau recognized Jed for his contribution in 2000 with their "Friend of Agriculture" Award.



**Jake Harward**

### **Harward Farms**

Jake Harward, has been farming since he was 8 Years old. His grandfather started farming in 1945, with a very traditional farming enterprise of field crops that were grown to be fed to the beef cattle operation. When Jake was 8 he and his older brother, Lenny, wanted to buy a 4-wheeler so their father, Jud, helped them plant 3 acres of sweet corn which they sold in their front yard in the back of a 1934 Ford pick-up. Within 15 years, Jake along with his mom, dad and 3 siblings worked together to grow and expand the sweet corn farm into 80 acres with 8 roadside stands.

In 2002 the family farm had 3 distinct farming enterprises, beef, of alfalfa and grain, sweet corn, and custom spraying. In 2005 Jake started a pumpkin and watermelon business to compliment what he was already doing with the sweet corn. He now runs 30 roadside stands throughout urban Utah and has 300 acres of sweet corn, watermelon, cantaloupe, and tomatoes, which he sells at his roadside stands. He also raises 200 acres of pumpkins. After a year of growing pumpkins Jake started a pick your own pumpkin patch, “Jaker's Jack-O-Lanterns”, that includes a petting zoo, straw maze, a corn pit for children to play in, hay rides and much more. He enjoys farming and finding new ways to market his products to the general public.



**David Condie**

### **Triple C Farms**

David was born and raised in central Utah, he and his partner are fourth generation farmers and currently farm 25 pivots (12,000 acres) of alfalfa hay. In 2005, they began implementation of their plan to transform the farm into a tri-task company, with farming, hay processing, and exporting as its key focuses. Triple C Farms process alfalfa hay into 30kg bales and large 450kg bales.

In 2005 they began the process of diversifying their alfalfa hay farm into hay processing using high compression bales and international hay exporting business. Currently they process all their own hay and buy additional hay throughout the valley.



**R. L. "Dick" Wittman**

**Using Management Accounting to Link Financial Performance Analysis and Strategic Thinking**

Wittman manages a 19,000-acre Idaho family farm partnership involving crops, cattle and timber and provides consulting services in family farm business and financial management in the US and abroad. A former FCS lender, he's also served on numerous commodity and financial institution boards; is a director and past president of the Farm Financial Standards Council and past president/founding member of the PNW Direct Seed Association. He is an adjunct faculty member of Texas A&M University teaching annually at the TEPAP Executive program and King Ranch Institute, and also serves on the national Ag Carbon Markets Working Group which provides policy development leadership in climate change legislation impacting agriculture.

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**Thursday, June 12**



**J Shannon Neibergs**

**RME and Farm Business Management Education**

Shannon Neibergs is an Extension Economist in the School of Economic Sciences at Washington State University and has served as the Director of the Western Center for Risk Management Education since 2011. He has a B.S. degree in animal sciences and a M.S. in Agricultural Economics from Washington State University, and a PhD in Agricultural economics from Texas A&M. Shannon was a faculty member in the University of Louisville, College of Business Equine Industry Program from 1995 to 2006. Shannon's primary Extension effort is in applied economics related to livestock enterprises and risk management, the economics of infectious animal disease and dairy nutrient waste management and the economics of anaerobic digestion.

As the Director of the Washington State University Extension Western Center for Risk Management Education, he provides leadership for Extension Risk Management Education in the 13 western states and U.S. Pacific Islands.





**Warren H. Peterson**

**Agriculture Water: Protecting the Future of Our Nation**

Warren grew up in a rural Utah farm family. He graduated from Utah State University and earned a *juris doctor* degree from the University of Utah (1978). He practiced law for 29 years with emphasis in agriculture, land, and water, with side trips as city attorney for and as an elected county attorney. Warren served as member and chairman of the Utah Board of Water Resources from 1995 to 2007. He was appointed to the Utah Water Issues Task Force in 2001 and was appointed by Gov. Michael Leavitt as the agriculture representative to the Utah Water Financing Task Force (2002). In 2012 he was special advisor to Gov. Gary Herbert on interstate water issues. He currently serves on the Utah Executive Water Task Force, the Utah Water Development Commission, and as agricultural co-chair of Gov. Herbert's Utah Water Strategy Team. He co-authored the current Utah right to farm statutes and various statutes relating to water and irrigation. He also co-authored and edited *Agricultural Water: Protecting the Future of Our Nation* published October 2012 by the King Ranch Institute for Ranch Management. He is frequently invited to speak on water and agriculture topics. Warren is currently vice president of Farmland Reserve, Inc., an international food production company headquartered in Salt Lake City, with responsibility for agricultural land and water management and investment.



**Dr. Jay Jackman**

**NAAE Partnership in Farmer to Farmer Program in East Africa**

Dr. Jackman is the Executive Director of the National Association of Agricultural Educators (NAAE). NAAE started managing the CASE Initiative in 2010 and Dr. Jackman serves as the Financial Manager of CASE. In 1996, Dr. Jackman was hired as Executive Director of what was then the National Vocational Agricultural Teachers Association (NVATA). Since that time, the organization has changed its name (to NAAE) to better reflect the school-based agricultural education profession. Dr. Jackman was raised on a family farm near Glasgow, Kentucky and resides in Versailles with his wife, Sharon. Received his PhD in Educational Research and Evaluation from Virginia Tech in 1991.



**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**

**Monday June 9<sup>th</sup> 3:30 PM**

**Reconvening on Wednesday June 11<sup>th</sup> at 4:00 PM**

- 1. Call to order..... Mark Holkup
- 2. Approve Agenda..... Mark Holkup
- 3. Secretary's Report..... Will Walter
- 4. Treasurer's Report/Audit Report..... Myron Oftedahl
- 5. Roll Call of States..... Will Walter
- 6. Communications Director's Report..... Deb Pike
- 7. Office Nominations President-elect, Secretary & Treasurer; National Council for Ag Ed representative to start 1/1/15..... Doug Wertish & Past Presidents
- 8. NFRBMEA Annual Report..... Doug Wertish
- 9. Industry Relations Report ..... Jennifer Smith
- 10. Report on CHS Grant Proposal.....Doug Wertish & Jim Kelm
- 11. National Council for Ag Education Report..... Ira Beckman
- 12. 2014 National Conference Report..... Jay Olsen
- 13. 2015 & 16 Conference discussion..... Mark Holkup
- 14. Election of Officers and Board Members..... Past Presidents
- 15. Adjourn



## **Colorado State Report 2014**

### **Program**

The Colorado Agri-business Program consists of 3 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 8 full-time instructors and 3 part-time instructors

### **Farm Businesses Served**

80 to 100 farms are served in mostly the eastern part of the state.

### **Challenges**

Programs are hard to sustain because of increasing regulation within the administrative processes of the institutions. When an older instructor retires, the institution does not rehire and maintain the program, only to drop it. The only way to continue the education of agriculture at the vocational level in these institutions is to find a qualified person and train them before retirement. The uniqueness of our instruction makes it hard to find that qualified instructor.

### **Opportunities**

The need for agriculture education seems to be increasing, and the availability of the programs in parts of our state is lacking. Many opportunities are in some remote areas of the state to students who are challenged by the lack of technology. Technology and the ability to increase its use on the average farm are 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. Combined efforts to unite at the state level with consistency in curriculum and instruction are one of the biggest successes of our program.

### **Goals**

Instructors are looking forward to maintaining or increasing the service area and increasing the student base at each of the institutions. The agri-business program looks forward to an increasing demand of the program and the diplomacy of working with institutions for greater community service is a must. 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

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## Missouri “Roll Call” Report – NFRBMEA 2014 Conference

### Number of Instructors in Missouri

Currently, 17 adult agriculture instructors are housed in 16 local school districts across the state of Missouri. 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. Two new instructors were hired this year.

The Missouri State Record Summary for 2013 is still in process. We expect it to include records from 130 farms; the 2012 summary had 132. 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

Bruce Fowler  
116 Gentry Hall  
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Columbia, Missouri 65211  
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Fax – (573) 884-4444  
e-mail – [bfowler@missouri.edu](mailto:bfowler@missouri.edu)  
web page – [adultaged.missouri.edu](http://adultaged.missouri.edu)

### Chairman, MVATA Adult Education Committee

Jesse Schwanke, Adult Agriculture Instructor  
North Shelby High School  
3071 Highway 15  
Shelbyville, MO 63469-2225  
Phone – (573) 633-2525  
e-mail – [JesseS@nshelby.k12.mo.us](mailto:JesseS@nshelby.k12.mo.us)

### Accomplishments and Highlights from the last year

1. The quality of our farm analysis and benchmarking program continues to improve. The state coordinator position was vacant for the 2012-13 year, and two local instructors (John Sponaugle and Joanie Baker) stepped up and assumed leadership roles. The continued high quality of the state program is a direct result of their efforts and the efforts of Sandra Kaiser, administrative assistant. Bruce Fowler assumed the coordinator position in July 2013.
2. Continued participation in National Farm Management and Benchmarking Education Partnership grant.
3. We have continued 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. Continued professional development of new and existing instructors to provide even better educational opportunities to our farmer-cooperators.

### 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 150 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.
4. Look for new ways to encourage local communities to develop programs of adult ag education/farm management education to improve opportunities, particularly for new and beginning farmers.

## **Roll Call of States Report**

### **Minnesota**

#### **2014 NFRBMEA Conference**

Farm Business Management (FBM) in Minnesota has just concluded its second 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 54 instructors operating out of one of the eight colleges. We anticipate that number to hold in the upcoming year. We had 2 new hires in May 2014 and anticipate postings for 2 other positions to replace retiring instructors this summer.

Since the decentralization of the MnSCU FBM program it is difficult to get firm numbers on the total number of farms served. We are a credit based program in the MnSCU system and we are not required to track the total number of farms. Based on historical trends I believe, that in FY14 between 2500-2600 farms were enrolled in FBM at one of the eight colleges that have FBM. MnSCU 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 the Minnesota FBM database. This past spring 2,077 records were submitted to CFFM to be included in the 2013 MnSCU FBM database. This is down from prior years, but well above the expectations of program leaders. With the retirements of several veteran instructors from a year ago, that were not replaced, we were pleased to stay above the 2000 farm level.

MnSCU FBM continued joint grant projects with the University of Minnesota and the Minnesota Department of Agriculture, related to specialty crop producers and organic producers. The organic transition grant provided MnSCU FBM with \$19,000 which has been dedicated to support "out of state travel", of which the majority of the \$1,000 travel stipends are being used for travel to the 2014 National FBM conference.

The Professional Excellence Program (PEP) was continued this past year under the facilitation of Ron Dvergsten. A fall meeting was held in Moorhead, MN in October with 9 PEP participants in attendance and the spring session was held in May in the Park Rapids area of Minnesota. Eleven early career instructors from Minnesota, North Dakota, and South Dakota took part in this program that provides specific training to meet the professional development needs of early career FBM instructors. The PEP program was developed in Minnesota in the late 1990's with the first formal program beginning in 2000 under the direction of Dr. Richard Joerger.

Minnesota no longer has teacher licensing in the MnSCU post-secondary faculty positions. Several years ago we changed to a credentialing model that establishes minimum qualifications for each teaching discipline. Farm Business Management currently requires a Bachelor's degree in Agriculture plus 4000 of work experience in production agriculture. The current requirements are being reviewed to see if adjustments to the minimum qualifications are warranted.

Our MnSCU system office leadership is really promoting the development of Centers of Excellence to meet the needs our state's major industry areas. Funding was provided to develop a Southern Minnesota Center of Agriculture in 2012. This past year, funds were redirected to start a Northern Minnesota Center of Agriculture. The goal is to get all FBM programs affiliated to one of the "Agriculture Center's" in time, with the centers providing the coordinated leadership that used to come from the State Director and the FBM Dean's.

Prepared by,

Ron Dvergsten,

FBM Instructor/Program Coordinator

Northland Community and Technical College

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## Roll Call of States Report

### North Dakota

#### 2014 NFRBMEA Conference

Farm and Ranch Business Management Education (NDFBM) in North Dakota continues to prosper with 15 sites and 17 instructors serving an enrollment of 1100 students involved in 640 farm and ranch operations. The State Board for Career and Technical Education (NDCTE) 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, [szimmermn@state.nd.us](mailto:szimmermn@state.nd.us), 701-328-3162.

Funding remains stable for NDFBM over the past year. Much of the success comes from the good working relationships with NDCTE and the state board in developing a transition plan to assist with instructor transition due to retirements and new program start-ups. A partnership of the NDCTE, NDFBM, along with the North Dakota Farmers Union has provided the direction and funding to develop mentoring for new instructors in NDFBM to ease the transitions. NDFBM continues to be a partner with the USDA benchmarking grants in providing the necessary funding for improvements in the state website for farm management education [www.ndfarmmanagement.com](http://www.ndfarmmanagement.com), equipment upgrades throughout all NDFBM programs, assistance with publication and distribution of average reports, and instructor in-service.

Another partnership the NDFBM programs are proud to be a partner with Team Ag Ed and its partnership with the ND FFA Foundation Star Partner Program. The team is made up of seven organizations in a collaborative effort connecting the leading agriculture education organizations in North Dakota. Its goal is to coordinate strategies to guide agricultural education today and into the future.

NDFBM continues in its involvement in developing programs for agriculture producers involved in traditional conventional agriculture along with working with developing programs for agricultural producers involved with organic and sustainable agriculture in opening more educational opportunities. NDFBM continues to have strong association with North Dakota State University in their role in handling producer data in development of local, regional, and state averages reports along with specialized reports for beef operations and the Red River Valley averages which is a collaborative report with the Minnesota FBM.

#### Challenges:

Teacher availability remains a major problem for the state. North Dakota has been fortunate to be able to secure the necessary teachers to fill positions from recent graduates along with personal from industry. North Dakota as with most states is going through its transition in replacing



retiring instructors. It is expected over the next few years that well over half of the present teachers in FBM will be retiring.

Adequate funding will remain a challenge for all programs. NDFBM continued work with its stakeholders and the continued development of relationships with all affected agriculture organizations will go towards this effort.

The oil boom in North Dakota continues to impact western ND to the extent of new challenges for affected farmers and ranchers in the area of land usage and landowner rights. FBM program have a challenge in working with these affected producers.

Improvements in the economics of agriculture during the past few years, producer attention has turned towards viewing their businesses and future growths. New producers are transitioning back to the farms and ranches. The local FBM programs will be challenged in providing the educational resources in assisting producers to meet these challenges.

New Instructors:

Billie Jo Shae – Dakota College@ Bottineau – Minot Program

Sonja Flaagan – Lake Region State College – Northwood Program

Lance Brower – James Valley CTE Center – Oakes Program

Openings:

Lake Region State College – Langdon Program

## Oklahoma State Report to the 2014 National Conference

### **Program:**

The Oklahoma Agricultural Business Management Program consists of 20 different coordinators/instructors, located in 19 different facilities across the state.

### **Farms/Students Served:**

The instructors service approximately 750 students and/or farms from locations housed in Career and Technology Education area schools.

### **Accomplishments:**

One of our programs is dedicated to Crop Care Specialization and Custom Applicator Training. The Oklahoma ABM programs do carry the Borrower Training Certification credentials as put forth by the Farm Service Agency for new borrowers. Some coordinators are gearing up for an increase in financial assists with cooperators.

### **Challenges:**

Retirements and turnover have been the issue facing our ranks. The drought has reared its head again, becoming very prominent on the western side of the state which may also create more interest in financial management assistance.

### **Education levels/prior occupations of recent hires:**

- High School Agricultural education
- Agricultural Loan Officer experience
- County Extension Educator experience

**Certification requirements:** Include a preference to a degree and experience in Ag Economics. Renewal requirements are met by attending regularly scheduled Oklahoma Ag Business Management In-Services

Respectfully submitted,  
Don Roberts  
Autry Technology Center [drober@autrytech.edu](mailto:drober@autrytech.edu)



**NFRBMEA Report of FBM Education in South Dakota**  
**By the South Dakota Center for Farm/Ranch Management**

- **Number of Instructors:**
  - The program is administered by Mitchell Technical Institute and employs 5 full-time instructors.
- **Number of Students/Farms Served:**
  - Currently we have 42 students enrolled in Level 1 FSA Borrower Training with more enrolling throughout the year.
  - Currently we have 141 farms enrolled in the Level 2 Farm Management program.
- **Accomplishments or highlights of the past year:**
  - Continued expansion in the western part of the state.
  - Increasing numbers in all areas, even with longtime students beginning to transition out of their businesses.
  - Participated in multiple trade shows, lender meetings, and educational events across the state.
  - Conducted educational seminars for new generation farmers on site for some noteworthy Ag Business partners.
  - Utilizing ever increasing technology capabilities for assisting and reviewing individual farm records.
  - Grown our media presence with news releases being published by multiple print and media outlets.
- **Challenges and goals facing your state:**
  - With the program's recent expansion to "West River", 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.
  - With the assistance of pending grants, we hope to add another instructor to expand coverage in outlying areas.
- **State Supervisor:**
  - Nora Kohlenberg  
700 Governors Drive  
Pierre, SD 57501  
(605) 773-4726

South Dakota NFRBMEA 2014 state report continued

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

1. Annual turnover rate:  25%  # 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 producers & former FBM clients. Ag Industry  
 Unknown.

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

- State of South Dakota Technical Education 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

Jared A. Hofer  
FBM Program Director/Instructor  
1800 E. Spruce St.  
Mitchell, SD 57301  
1-800-684-1969 [jared.hofer@mitchelltech.edu](mailto:jared.hofer@mitchelltech.edu)  
[www.sdcfrm.com](http://www.sdcfrm.com)

Will Walter  
FBM Asst. Director/Instructor  
NFRBMEA Secretary  
1800 E. Spruce Street  
Mitchell, SD 57301  
605-770-0758 [will.walter@mitchelltech.edu](mailto:will.walter@mitchelltech.edu)

# National Farm Ranch Business Management Education

Association 2014 National Farm Ranch Management Conference

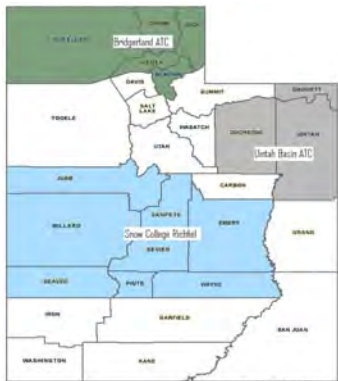
June 8-12, 2014

## 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 2013 – 2014.

### **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 central Utah’s service area.
- Provide FBM training into outlying areas of Utah continues to be a challenge but some collaborative with USU has had success through reciprocal collaboration on grant projects.
- Other college responsibilities that continue to increase that take time from Farm Business Management.

### **Opportunities:**

- Because we have impacted agriculture producers in the areas where 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 four grants from the Western Center for Risk Management Education, and a fourth benchmarking sub-award grant with North Dakota State University and other colleges and groups.

### **Goals:**

- Increase the number of enrolled farms by an additional 5 farms.
- Increase the number of farm businesses in the 2013 Year-End Report by an additional 5 farms.





## NAFBAS State Report - Highlights For 2012

Average farm operator returns for labor and management on 2,597 Illinois farms were lower for all geographic areas in the state in 2013 compared to 2012, except for the Shawnee Association in southern Illinois. The average return to the sum of all operator's labor and management income in 2013 was \$62,642. The 2013 returns were \$172,790 below the 2012 average of \$235,432 and \$82,596 below 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 \$64,563. 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 \$127,664. Much lower new crop prices were the main reasons for the lower incomes. Returns above feed cost for all livestock enterprises were higher than the year before. Hog returns above feed costs were higher due to lower feed prices and higher price received. Returns to dairy enterprises were higher due to higher milk prices and slightly lower feed prices. Lower grain prices were still high enough to result in minimum farm program payments. Thus, total government payments received in 2013 by producers were at low levels. Farm earnings were highest in the most southern part of the state. Earnings were lowest in the northern part of the state. Corn yields were well above the 2012 yield and the five-year average. Corn yields were 72 bushels per acre higher in 2013 and 27 bushels per acre above the five-year average. Soybean yields were 7 bushels per acre higher than in 2012. The average corn yield on the 2,597 farms was 192 bushels per acre. Soybean yields averaged 55 bushels per acre. Corn and soybean yields were generally highest in the northern, far southern, and central parts of the state. A cool and wet spring led to some later planting, but a cooler summer led to good growing conditions. This caused higher yields in most parts of the state, especially northern part of the state and the southern tip of Illinois. Year-end inventory price for the 2013 corn crop of \$4.10 per bushel was \$2.90 lower than a year earlier. Soybeans were inventoried at \$13.00 per bushel, \$1.25 lower than December 31, 2012. The average sales price received for the 2012 corn crop sold in 2013 was below their inventory price resulting in a negative marketing margin. 2012 soybeans sold higher than their inventory price. Crop returns averaged \$840 per tillable acre, \$157 per acre lower than the 2012 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 higher than the year before as well as the last five-year average for hogs, feeder pig feeding, beef herds and dairy. All livestock enterprises experienced lower feed costs and higher returns in 2013 compared to 2012. Mainly due to the lower feed costs and higher price received, returns for farrow-tofinish hog producers were estimated to be about 72 cents per hundredweight below the breakeven level in covering total costs in 2013. Dairy producers experienced higher returns above feed due to higher milk prices and slightly lower feed costs, \$1,846 returns above feed per cow in 2013 compared to \$1,519 in 2012. Milk prices were 8 percent higher compared to the year before. Returns above feed to feeder cattle enterprises were higher than the year before, but below the five-year average. Prices received for market cattle were higher than the year before, and prices paid in 2013 for feeder cattle were above the year before. Returns above feed per cow increased for beef cow enterprises due to higher prices received. 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 2013 was \$22,384, down \$1,164 from 2012. 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 \$21 in 2013. Interest paid as a percentage of gross farm returns was 2.8 percent in 2013 compared to 2.5 percent in 2012. 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 22 to 36. Returns to farrow-to-finish hog producers were higher than the year before. Total returns averaged \$65.96 per hundredweight in 2013 compared to \$60.77 the year before. Feed costs decreased, averaging \$47.64 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 higher due to the price received for milk being higher than the year before. Total economic costs per acre to produce corn and soybeans in 2013 increased as compared to 2012 in all areas of the state. The main factors for the increase in per acre costs were higher seed, drying costs, machinery depreciation and adjusted net rent. Cost per bushel to produce corn and soybeans decreased in all areas of the state due to higher yields. Total economic costs per acre to raise corn and soybeans on these farms averaged \$965 and \$697, respectively. From a sample of pure grain farms in the state, the total economic cost per bushel of corn produced was \$5.03 with an average yield of 192 bushels per acre. The total cost per bushel of soybeans was \$12.45 with an average yield of 56 bushels per acre. This compared with costs per bushel of \$7.77 and \$13.77 for corn and soybeans, respectively, in 2012. 2013 total costs were the second 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 2009-13 five-year average to produce corn and soybeans on these farms is \$5.19 per bushel for corn and \$11.24 per bushel for soybeans. In summary, farm earnings in 2013 were lower than the 2012 earnings and the average for the last five years. Lower crop prices, because of higher yields, were the main reasons for the lower incomes. Some of the lower earnings are due to a negative marketing margin on the 2012 crop sold in 2013. There were still parts of the states that had good incomes while others had poor yields and lower incomes. Livestock returns were higher for all enterprises primarily due to lower feed prices and higher prices received.

# ILLINOIS FARM BUSINESS FARM MANAGEMENT ASSOCIATION

cooperating with nine local farm management associations and the  
 Department of Agricultural and Consumer Economics, College of Agricultural, Consumer and Environmental Sciences,  
 University of Illinois at Urbana-Champaign

STATE TOTAL --- 5,688 cooperating farmers and 58 member field staff\*  
 July 1, 2013, distribution of cooperators by counties and associations

Associations and Field Staff

Associations and Field Staff

## BLACKHAWK

606  
 Jeffery L. Johnson  
 Alan A. Petersohn  
 Rodney B. Gieseke  
 David A. Goodell  
 Tonya M. Wiersema  
 Adam W. Drinkall

## NORTHEASTERN

36

## WESTERN

773  
 Roberta B. Boarman  
 Robert L. Rhea  
 Miriam M. Mock  
 Mike R. Shepherd  
 Nathan P. Edlefson  
 Jeffrey R. Reed  
 Ruth Ann McGrew  
 Brett W. Goodwin  
 Nathan R. Janssen

## ILLINOIS VALLEY

612  
 John A. Hudson  
 Bradley G. Lenschow  
 James P. McCabe  
 Scott M. Newport  
 Daniel G. Entile  
 Alissa D. Fosdick

## SANGAMON VALLEY

569  
 Todd F. Behrends  
 James E. Phelan  
 Kevin E. Coultas  
 John C. Kloppenburg  
 Kent D. Leesman  
 Jessie N. Mowen

## PIONEER

1,087  
 Michael C. Heiser  
 Kent V. Meister  
 Darren L. Bray  
 Brian J. Pulley  
 Nathan A. Waibel  
 Jeffrey A. Marquis  
 Lowell J. Stoller  
 Jacob M. Springer  
 Carla S. Doubet  
 Jedediah D. Metzger  
 Brandon M. Tate

## LINCOLN

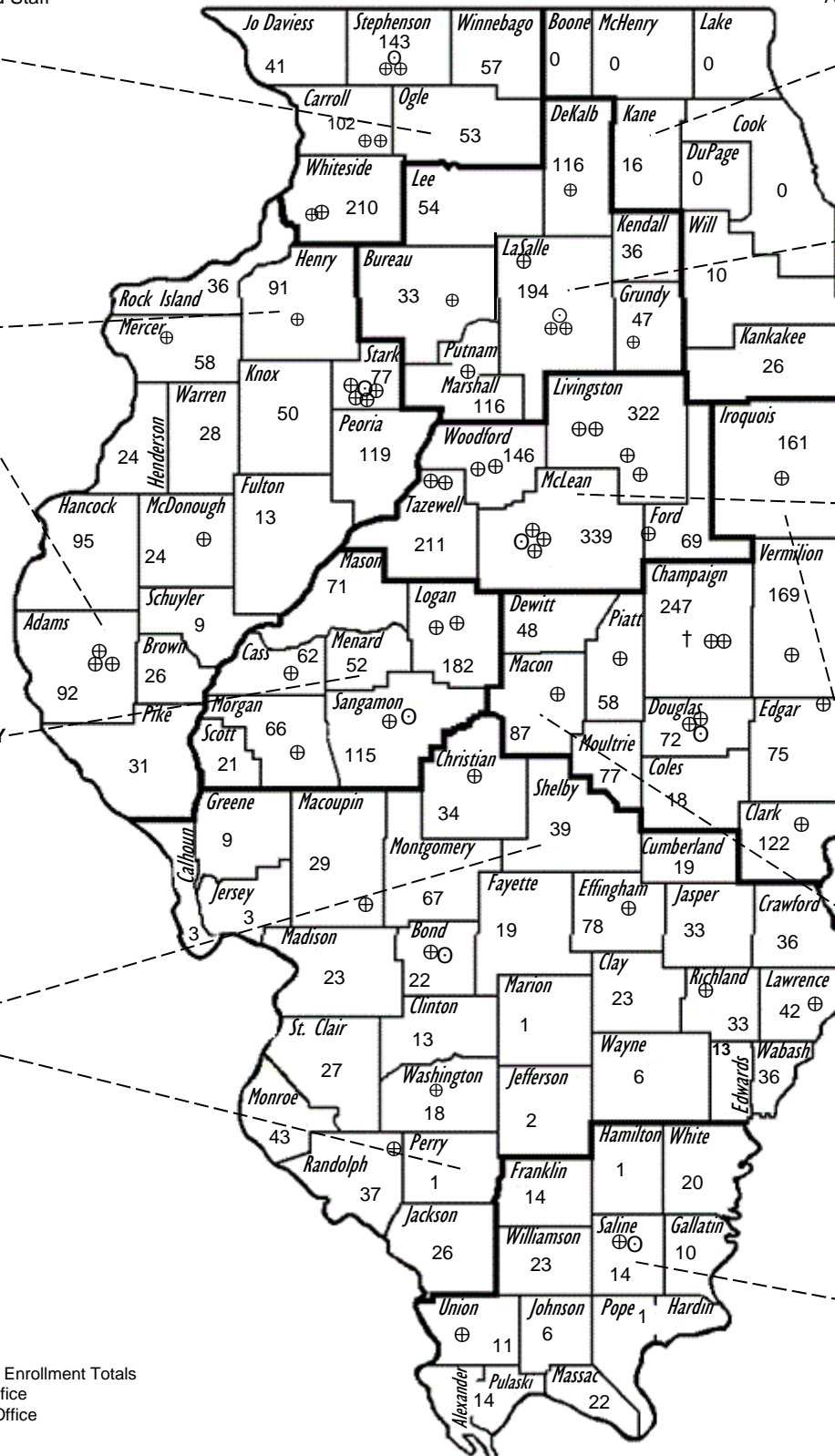
735  
 Michael E. Schmitz  
 Thomas J. Nolte  
 Dathel W. Davidson  
 Daniel A. Doan  
 Randall J. Harmon  
 Mitchel W. Fickling  
 Amy A. Cope  
 Michael P. Bruns  
 Kristine T. Jarden

## EAST CENTRAL

1134  
 James E. Cullison  
 Bruce E. Burk  
 Donald E. Becker  
 Mitchell A. Fruhling  
 Jeffrey D. Lewis  
 Robert D. Daggett  
 Richard C. Thomas  
 Gary L. Knoblett  
 Christopher A. Leman  
 Michael L. Clark

## SHAWNEE

136  
 Douglas E. Hileman



\* Numbers are Enrollment Totals

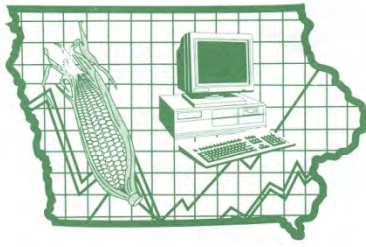
57 ⊕ Field Staff Office  
 8 ⊙ Association Office  
 † State Office

OFFICIAL ENROLLMENT

July 1, 2013

49 of 64





# NAFBAS 2014 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: Tom Thaden and we currently have an opening at the Spencer office

Southwest FBA: Bob McHugh, 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, Jordan Brauns, 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

Northwest FBA, Spencer 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 2.3.4.0
- PcMars PLUS Enhancement 2.34.0
- PcMars Advanced Payroll 14.1
- PcMars Accounts Receivable 2.0.4.0

Several new patches have been posted at [www.pcmars.com](http://www.pcmars.com) in 2014. Please be sure your members are using the current version of the software for the correct percentages.

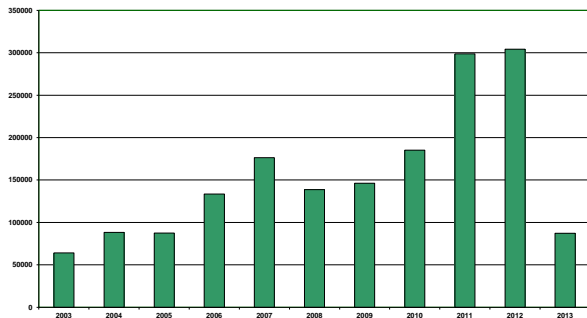
We plan to utilize webinars for more software and analysis training in 2014. This will consist of live training sessions and recorded versions for users to watch. If you have a topic or ideas regarding training, please send me an email at [kvickre@iowafarmbusiness.org](mailto:kvickre@iowafarmbusiness.org).

# 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.

## 2013 Accrued Net Farm Income \$87,094

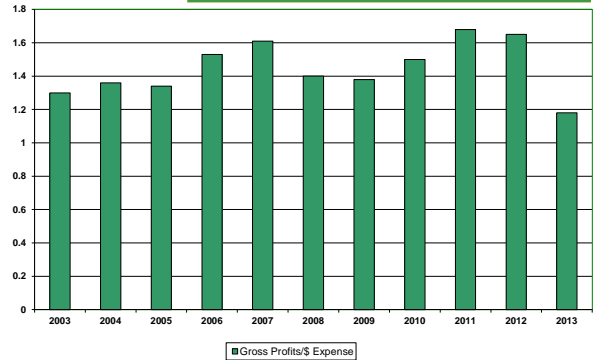
### Accrued Net Farm Income



Accrued Net Farm Income includes the value of home used products, change in inventory (both value and volume on hand will affect this), and a 10% declining balance depreciation charge on assets.

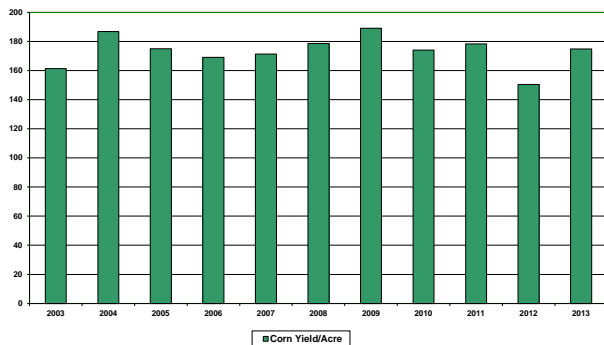
## 2013 Average Profit Per \$ Expense \$1.18

### Gross Profit Per \$1 of Expense



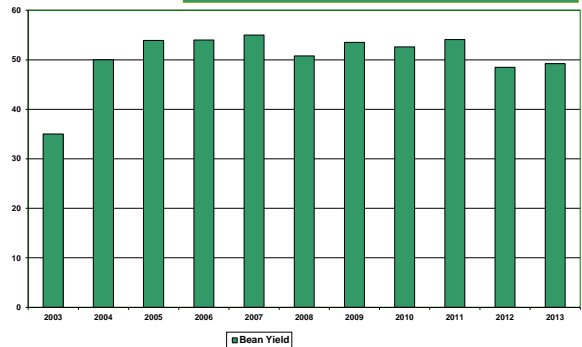
## 2013 Average Corn Yield 174.9

### Corn Yields



## 2013 Average Bean Yield 49.2

### Bean Yields



Minnesota's State Report to NAFBAS  
NATIONAL FARM BUSINESS MANAGEMENT CONFERENCE  
Salt Lake City Utah, June 8-12, 2014

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

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 are members of 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 U of MN 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 retired in 2011 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 (Tonya Knorr, Garen Paulson, John Woodford, Ian Sandager and Janet Froslan), who do analyses work for members.

The membership of the Association has been fairly stable to growing over the past few years, despite retirements. Of the 130 farms currently in the Association, the analysis of 117 were completed and included in our 2013 Report. <http://www.cffm.umn.edu/> and click on the "publications" tab. More of the 130 members will complete their first analysis in 2014. 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 2013 analysis reports an average net farm income of \$137,168 and a median net farm income of \$119,062. Both represented declines of 60% or more from 2013. Dramatically decreased valuations of ending crop inventories contributed significantly to these declines. SW Minnesota crop yields returned to long term trends levels with soybeans slightly stronger. SW Minnesota did not experience the delayed planting problems from a wet spring that caused problems in SE Minnesota. Net return per acre on cash rented ground was an average of \$33.90 for corn and \$123.40 for soybeans. Some larger crop farms with significant amounts of cash rented corn acres, (continuous in some cases), slipped from the top 20% profitability group to the low 20% profitability group in 2013. Alfalfa profits were \$211.25 per acre on cash rented ground.

Most hog producers in the Association are involved in weaning to finish enterprises. Many custom feed for others and some own their hogs. Many of the farms that own their own hogs are relatively large operations, with an average of about 35,000 head marketed per year. Those who feed for others showed a net return per pig space, (before owner labor and management), of \$8.61. Their net return increased significantly from 2012 due to lower direct costs, units running at full capacity and reduced labor and management costs per pig space. Those owning their own pigs had net returns before labor and management of -\$3.78 per head. Total direct costs remained about the same as 2012 for these producers with a decrease in sales volume on average of about 5,000 head seeming to have the most impact on net returns 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 while better than 2012, was again not profitable in 2013, with a net return over labor and management of -\$77.04 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.

SW Minnesota was not excessively dry for most of the growing season after substantial rains in May, resulting in respectable fall yields that returned to approximately the long term expected trends for most producers. However there were some prevented crop insurance planting claims. Numerous crop insurance claims did result from revenue assurance for corn for several producers. On average crop insurance claims resulted in a significant amount of gross income, \$55.88/acre for cash rented corn but, only \$2.25/acre on cash rented soybeans. Corn yields averaged over 175 bushels per acre, and soybean yields averaged about 52 bushels per acre. The average cost of production for corn decreased to \$4.31 per bushel and to \$11.06 per bushel for soybeans. Analysis showed average crop prices valued at \$4.27 per bushel for corn and \$12.79 per bushel for soybeans on an enterprise basis on cash rented ground. Much of this value was influenced by inventory values at year-end. However, the yearly average market price for corn was \$6.49/bu. for corn and \$13.97/bu. for soybeans in SW Minnesota.

Recent additions to educational activities made available to association members as well as the general public/Extension clientele, with the help of other U of M Ag. Business Management Educators and some of our PT contractors have been; Benchmarking trainings, PCMARS/financial record-keeping trainings, Farm Transition/Estate Planning and Farm Employer trainings. We are also now providing additional services for a few members for extra fees such as; book-keeping (support staff), payroll preparation and quarterly management meetings.

The Board of Directors of the Association are 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 three 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.

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# NEBRASKA STATE REPORT

## NAFBAS 2014

Nebraska's analysis program is continuing to gain strength after several transitions in the past 10 years. We are finding stability in staffing as well as gaining in the number of analysis completed. While the number is still small, we are hoping to change that in the next 5 years.

### PERSONNEL

There are now 5 full-time consultants on staff in Nebraska and one farm financial assistant position is open. We have been working during the past 4 years to develop new consultants through our assistant program. We have successfully transitioned two staff members to full consultant level this way and are looking to hire a new person for the position. We feel this lessons the stress on the new staff member as well as gives a two year "feeling out" period for both the group and the individual as to if this is the right job before producers work one-on-one with them which lessons the sting of turnover.

<u>STAFF MEMBER</u>	<u>YEARS OF SERVICE</u>
Tina Barrett	15 years
Anthony Barrett	12 years
Michelle Greenlee	7 years
Kayla Peterson	4 Years
Amber Lovitt	3 Years
Farm Financial Assistant	Open

### ANALYSIS PROGRAM SUMMARY

Our analysis program continues to have growth, although it can be painfully slow growth. We are happy that new members are coming in just fast enough to replace those retiring or not participating in the program. We are starting a new program aimed to get new and beginning farmers involved. We often see the struggle to train established farmers in how to keep good enough records to get good analysis data out of. With new farmers, we are hoping to be able to train them correctly from the start so that they only develop good record keeping habits with the hope that we create a life-long relationship.

### 2013 ANALYSIS REPORT

2013 brought a 55% decrease in net farm income from 2012. With the large amount of irrigation potential in Nebraska, we had seen a new record high income year in 2012 due to good irrigated yields and good prices due to poor growing conditions elsewhere. The drop in corn prices was a significant reason for the drop in net farm income. 2013's net farm income of \$174,695 was the lowest we've seen since 2006.

There were 112 farms included in the averages in 2013 ranging in gross income, net income, age and types of farm. While a small sample, we feel we have a good representation of Nebraska's farms.



# WISCONSIN REPORT FOR THE 2014 NAFBAS CONFERENCE

The majority of farms serviced by farm management associations in Wisconsin are dairy farms. Net incomes on dairies in Wisconsin are up about \$250-500/cow in 2013 due to milk prices that averages about a \$1.50/cwt more than 2012 and decreased feed costs. 2013 milk prices will average between \$20.00 and \$21.50 per hundredweight. Cost of production per hundredweight ranges from \$14.00 to \$18.00. 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 \$5,000 to as high as \$13,000 per acre. Right now milk prices have been breaking new record highs for the first 5 months of 2014. We are worried about tax planning in 2014 with excellent net income and a \$25,000 179 limit! Last year we had a late start to spring, and this year is the same and even with a very harsh winter, alfalfa and winter wheat made it through the winter pretty well. Hay continues to be in tight supply although better than one year ago. Even with the late start in 2013 yields were good to very good for crops.

## 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 \$4500.00 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  
Jared Gonnering

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  
Radisson Hotel, Salt Lake City Utah  
Wednesday June 11, 2014

Agenda

Call to Order

Secretary Report

Treasurer Report

2013-2014 Results

2014-2015 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: 2015, 2016

Old Business

New Business

2015 Conference Planning

2016 Conference Site Selection

2017 Conference Site Discussion

Member Topics

State Reports

Adjourn





# National Association of Farm Business Analysis Specialists

*Achievement thru Better Records*

## 2014 NAFBAS Committees: Salt Lake City 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: Jim McCabe (IL) Vice President: Virginia Berger (IA) Past President: James Huschka (KS)  
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 McCabe (IL) Lauren Omer (KY) Kevin Coultas (IL) Kiel Roehl (KS)  
Doug Hileman (IL) Michelle Greenlee (NE) Brett Goodwin (IL) 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)  
Brad Zwilling (IL) Mark Wood (KS) Tom Thaden (IA) Mitch Fickling (IL)  
Rod Gieseke (IL) Amber Lovitt (NE)

### **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*

2014 National Conference  
Salt Lake City, Utah  
Committee Activities Monday June 9 3:30 pm

## **Program**

1. Information is needed to evaluate success of 2014 joint conference.
2. Update on 2015 conference; topics, presenters, tours; planning committee
3. Selection of 2016 site and planning committee members needed.
4. Discussion of 2017 location
5. Suggestions about on-line conference registration process.
6. Comments on pre conference early career activity.
7. Determine most important features of annual conferences.

## **Technology**

1. How should we participate in social media, apps, other new tools?
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. How are staff best utilizing data protection methods?
6. What successes / challenges are we finding with servers/ cloud systems?

## **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. What have been the key developments in the past couple of years?
4. Provide for continuing leadership in this effort.
5. What are the key topics to be addressed and how should NAFBAS respond?

Suggestions offered by: Bob Rhea 5/8/2014



# NAFBAS

## Annual Meeting History

<u>Year</u>	<u>State</u>	<u>Town</u>	<u>Site</u>	<u>Req. Fee</u>	<u>Staff Attend.</u>	<u>Room Cost</u>	<u>President</u>
2014	Utah	Salt Lake City	Radisson	325		119	Jim McCabe
2013	Kansas	Overland Park	Doubletree	340	159 total 71 naf	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	Riudoso	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





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