



Pre-Conference Workshop: NFRBMEA & NAFBAS New Educator Workshop
 — Presented by Dwight Raab, Tina Barrett & Mark Dikeman

Saturday, June 11

- 1:00 p.m. Early Career Session #1 for 0-2 year participants —*Palisades I*
 Early Career Session #1 for 3-5 year participants —*Palisades III*
- 5:30 p.m. Early Career Dinner
 Suggested Evening Entertainment: River Walk/Phillips Avenue

Sunday, June 12

- 8:30 a.m. Early Career Session #2 for 0-2 year participants —*Palisades I*
 Early Career Session #2 for 3-5 year participants —*Palisades III*
- 11:45 a.m. Early Career Session #2 concludes

Sunday, June 12

- 1:00 p.m. Conference Registration Begins —*Conference Registration Desk*
 NFRBMEA Board Meeting —*BoardRoom*
- 1:30 p.m. Entertainment /Family DIY Activity Suggestions
 — *Sioux Falls CVB*
- 2:00 p.m. NAFBAS Board Meeting —*Cascade*
- 3:30 p.m. NFRBMEA Past Presidents' Meeting —*BoardRoom*
- 4:00 p.m. Joint NAFBAS/NFRBMEA Board Meeting —*Cascade*
- 6:30 p.m. Evening Welcome Reception —*Starlite Ballroom*
(Sponsored by National Crop Insurance Services)
Serving fresh fruit, cheese & crackers, spinach dip, mini cupcakes, s'mores, cheesecake bites, etc. A cash bar will also be available.
- 7:00 p.m. Entertainment: Casual Ag-related Humor
 — *Jim Woster, Avera Foundation*
- 8:00 p.m. Adjourn

Monday, June 13 *(This day sponsored by CHS)*

Day Host: Don Nitchie

- 7:00 a.m. Breakfast at Hotel —*PubTerrace*
First-Timers' Meeting —*Reserved Tables in Pub Terrace*
- 7:30 a.m. Registration Continues —*Conference Registration Desk*
- 8:00 a.m. General Session: "Welcome to the 2016 Conference" —*Falls*
—*Will Walter, NFRBMEA President & Don Nitchie NAFBAS President*
- 8:15 a.m. "Inflation and Interest Rate Risk: Closer Than You Think" —*Falls*
—*Jason Henderson, Associate Dean and Director of Purdue Extension*
- 10:00 a.m. BREAK
- 10:30 a.m. "Ag Update: Is This Farm Downturn Different?" —*Falls*
—*Jason Henderson, Associate Dean and Director of Purdue Extension*
- NOON Luncheon at Hotel —*Falls East*
- 1:00 p.m. A Banker's Perspective of the Current Financial Situation —*Falls*
—*Nate Franzen, President- AgriBusiness Development, First Dakota National Bank*
- 2:00 p.m. "AgSite Assessment Tool" —*Falls*
—*Ray Massey, University of Missouri*
- 2:45 p.m. BREAK
- 3:00 p.m. Concurrent Presentations, Round #1 —*Palisades I & II, Palisades III, Cascade, Falls*
- 4:00 p.m. Concurrent Presentations, Round #2 —*Palisades I & II, Palisades III, Cascade, Falls*
- 5:00 p.m. Adjourn
- 6:00 p.m. Evening on Your Own

Tuesday, June 14

Day Host: Dale Nordquist

- 6:00 a.m. Vendor Set-up: Vendors will be available to visit all day —*Lobby near Falls*
—*Wayne Pike, Coordinator*
- 7:00 a.m. Breakfast at Hotel —*Pub Terrace*
(*Sponsored by Miller Legal*)
- 8:00 a.m. "Latest Technology in Ethanol Industry" —*Falls*
—*Doug Berven, POET*
- 9:00 a.m. "Legal Issues of Farm Transitions" —*Falls*
—*Scott Miller, Miller Legal Strategic Planning Centers, P.A.*
- 10:00 a.m. BREAK & Visit With Vendors (*Sponsored by BASE & Farm Financial Standards*)
- 10:30 a.m. "Farm Business Transitions" —*Falls*
—*Heather Gessner, SDSU Extension*
Panel Discussion to Follow: Panelists- Scott Miller, Alan Hojer, John Baker
Moderator- Jack Davis
- NOON Luncheon at Hotel —*Pub Terrace*
(*Sponsored by Vertical Solutions*)
- 12:50 p.m. 2017 Conference Planners' Presentation —*Falls*

Tuesday, June 14, continued

- 1:00 p.m. Concurrent Presentations, Round #3 —*Palisades I & II, Palisades III, Falls*
- 2:00 p.m. Concurrent Presentations, Round #4 —*Palisades I & II, Palisades III, Falls*
NAFBAS State Coordinators' Meeting —*Cascade*
- 3:00 p.m. BREAK & Visit With Vendors (*Sponsored by 1st Dakota National Bank & Farm Legacy Grp*)
- 3:30 p.m. NAFBAS Committee Meetings —*Cascade*
NFRBMEA Business Meeting —*Falls*
NC Extension Educators' Meeting —*Palisades I & II*
—*John Lawrence, ISU*
- 5:00 p.m. Adjourn
- 5:30 p.m. Evening Event: Picnic Supper at Falls Park
(*Sponsored by POET & John Deere*)
—*Travel by local transit/carpool/shuttle (approx. 30-minute walk from Hotel)*
- 8:00 p.m. Evening Event Concludes

Wednesday, June 15

Day Host: Will Walter

- 7:00 a.m. Breakfast at Hotel for Registrants & Family —*Starlite Ballroom*
(*Sponsored by the Center For Farm Financial Management*)
- 8:30 a.m. Load Buses for Tour 1, 2, 3 or 4
NCFMC Business Meeting —*Palisades I & II*
- NOON Lunch During Tours (*sponsored by Iowa Farm Business & Dacotah Bank*)
- 4:30 p.m. Buses Return to Hotel
Evening on Your Own

Thursday, June 16

Day Host: Alissa Fosdick

- 7:00 a.m. Denny Jackson Storytelling Breakfast —*Falls East*
(*sponsored by Farm Credit Services of America*)
—*Hosted by Ira Beckman, FBM Instructor, South Central College, MN*
- 8:00 a.m. "Mental Health Awareness in Ag" —*Falls West*
—*Ted Matthews, Director of Rural Mental Health, MN Department of Agriculture*
- 8:45 a.m. "60 Years of Pioneering, Innovating, Enduring: Raven Industries" —*Falls West*
—*Andrew Simmons, IT, Raven Corporate Services; Jason Wierenga, Account Manager, Raven Applied Technology; Joe Beck, Program Manager, Raven Aerostar*
- 9:30 a.m. "Weather & Climate" —*Falls West*
—*Dr. Dennis Today, SDSU Climatologist*
- 10:15 a.m. NAFBAS Business Meeting —*Palisades I & II*
NFRBMEA Business Meeting —*Falls West*
- 11:00 a.m. Adjourn Conference
NOON NFRBMEA Post-Conference Board Meeting —*BoardRoom*

Spouse & Family Activities



Photo Credit: "Washington Pavilion Sioux Falls 9" by AlexiusHoratius (Own work), used under CC BY-SA 3.0 or GFDL via [Wikimedia Commons](#) / Sign text modified from original

On Monday, June 13, from 9:00 a.m. - Noon, families and spouses will have the opportunity to visit Washington Pavilion. The Pavilion is about eight blocks from the hotel, all in the downtown area and there is a shuttle.

Activities for the families include:

- Science Demonstration on Dry Ice
- "Robots" movie in the Wells Fargo Cinedome. This is a fascinating and fun look at what makes us human, how far machines can really go to look and act like us, and how humanoids, through their successes and failures, are already changing the world.
- Full access to the Kirby Science Discovery Center, which has a number of interactive science exhibits

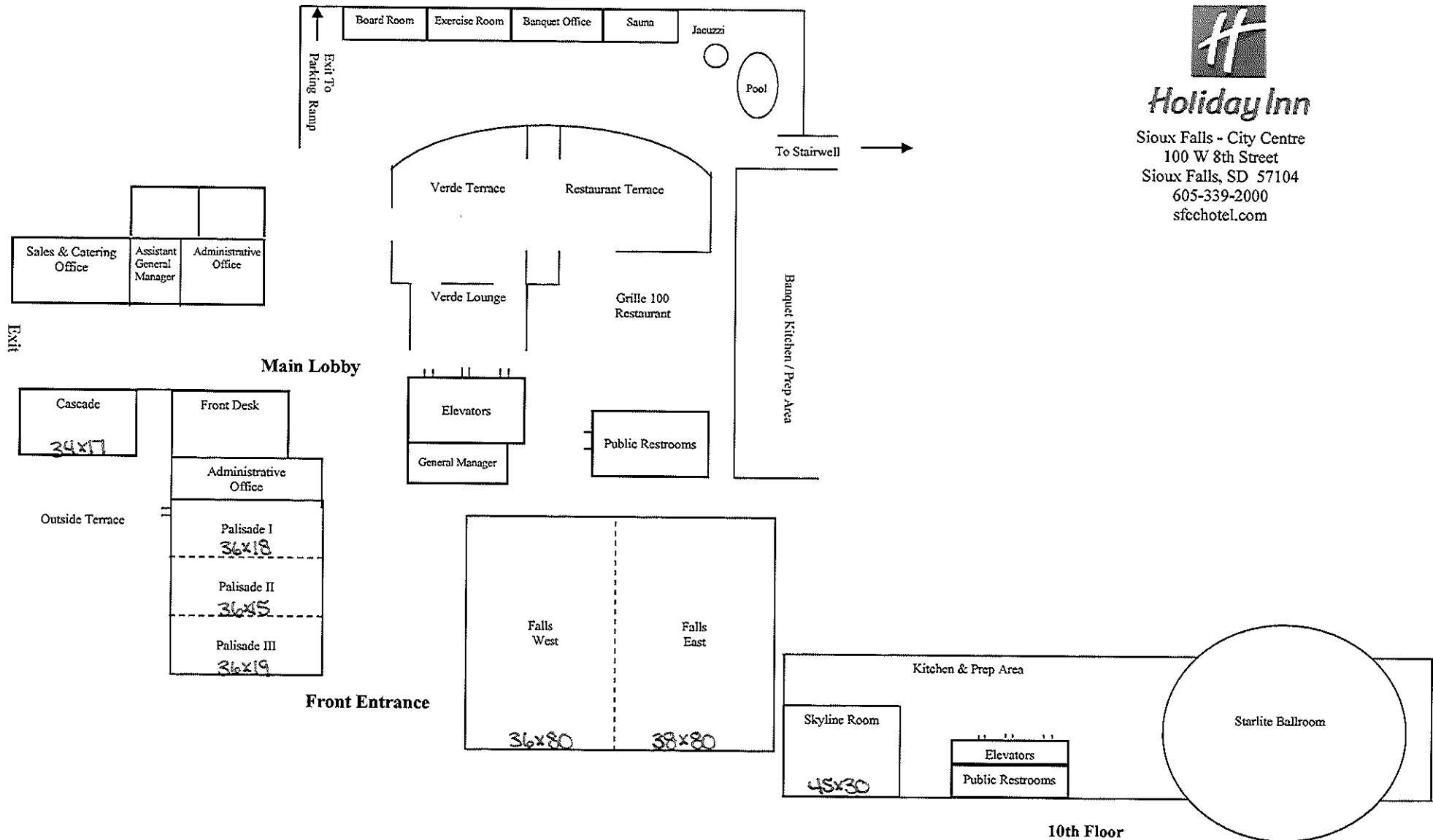
More information can be found at www.washingtonpavilion.org

The cost of this family activity will be covered by the family registration.




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

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.

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National Farm & Ranch Business Management Education Association, Inc.

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

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National Association of Farm Business Analysis Specialists

Achievement thru Better Records

Our Mission

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

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

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

Recent conference sites include:

2016 – Sioux Falls, SD	2015 – Rochester, NY
2014 – Salt Lake City, UT	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 also have special sessions for early career staff and sponsor a meeting of state leaders each year. Our website is 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 6/2/16



National Association of Farm Business Analysis Specialists

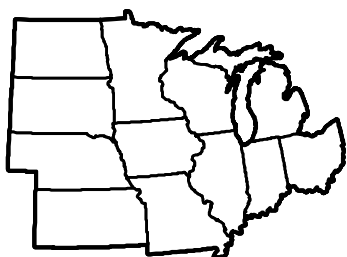
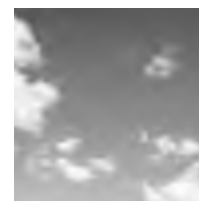
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Ohio State University
Oklahoma State University
Purdue University
South Dakota State University
University of Illinois
University of Kentucky
University of Minnesota
University of Missouri
University of Nebraska
University of Wisconsin

Welcome!

The North Central Farm Management Extension Committee welcomes you to Sioux Falls.

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

Enjoy your stay in Sioux Falls. We look forward to working with you to create a better future for the producers we serve.

—The North Central Farm Management Extension Committee

Visit us online

www.ncfmc.org



Vision:

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



NORTH CENTRAL FARM MANAGEMENT EXTENSION COMMITTEE

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Tina Barrett – Bio

Tina was born and raised in a small town in Central Nebraska on a small corn/soybeans farm, still operated today by her parents. She attended the University of Nebraska where she obtained a Bachelor's of Science in Agricultural Economics with an emphasis on Farm & Ranch Management. After graduation in 1999, she became a Farm Financial Consultant with Nebraska Farm Business and took over as Director in 2003.

Nebraska Farm Business's mission is to help Nebraska farms and ranches improve their profitability through financial management. They do this through improved record keeping, financial analysis and better tax management. They currently work with over 600 producers in Nebraska in some aspect of their financial management from just preparing a tax return to much more intensive cash flow management.

Together with her husband Anthony, Tina provides the day-to-day management at NFBI and also works one-on-one with producers all across the state.

Tina and Anthony have four daughters ranging in age from 8 to 15 and live in Lincoln, NE.



Dwight Raab

Originally from south Texas and raised in small-town rural central Indiana, I have the privilege of assisting with the oversight of the farm management associations in Illinois. My undergrad years were spent at Purdue University. After a short tour of duty in retail seed sales I began my career with Illinois FBFM in 1987. I had the opportunity to serve cooperators in the Eastern FBFM Association from 1987 to 1993. My first post in the State FBFM Office was from 1993 to 2008 as the Farm Business Analyst. I served as the State Coordinator for Illinois FBFM from 2008 to 2015 and have served as the Chief Executive Officer since 2015.



Mark Dikeman works as Coordinator of Professional Development and Training with the Kansas Farm Management Association. Before moving to this position, he worked as an Extension Ag Economist in the Holton KFMA office. Mark received a B.S. degree in Animal Sciences and Industry and a M.S. degree in Agricultural Economics from Kansas State University. He married Shelli in 2013 and they have 4 children and 2 grandchildren.



Jim Woster

As a graduate of South Dakota State University with a bachelor's degree in Animal Science, Jim continues his involvement in SDSU through volunteering. J.J. Smith, Director, SDSU Alumni Association, states "Jim has been a volunteer for so many important events and charities. He understands the need to give. His attitude of actively sharing his time has benefited so many people. That is how I met Jim. He volunteered to be the chairman of the SDSU Beef Bowl Committee, a position he has now held for 10 years. The effects of leadership have been greater visibility for the beef industry in our area and tens of thousands of dollars for student scholarships. What a legacy!"

As a person passionate about all aspects of agriculture, Jim has spent a great deal of time promoting products through speaking engagements. Tom Farnsworth, City Administrator, Winner, South Dakota, remembers "Jim would accompany Doyce Friedow, The first Executive Director of the pork producers and while Doyce explained to farmers the benefits of joining the pork producers, Jim would speak and entertain. Jim gave countless hours of time and energy to entertaining farmers at county and state meetings. Jim soon became recognized for his ability to give humorous speeches and play his guitar. This launched a national effort of speaking engagements at many county and state pork association events both in and outside South Dakota."

Like most people who call South Dakota home, community involvement, fund-raising and volunteering are three aspects of life that make Jim's life complete. Besides all of his 'Ag-related' involvement, Jim manages to volunteer for numerous other organizations: he has served as (Minnehaha) County Chairman of the American Cancer Society for the past 12 years; has assisted with the Arthritis Foundation for five years and has served on the Board of Trustees for the 4-H Foundation for three years. Jim's tireless involvement and contributions toward causes can be summed up in the words of Tom Hanson, "I have known Jim for several years, but in the most recent nine years, I have come to know him personally. Our work together on the annual Make-A-Wish of South Dakota celebrity golf tournament offered the opportunity to find out what a "Special" friend he is to all South Dakota, including the "Wish Kids" he so dearly cares about. Because of Jim's special personal efforts during our auctions, we have raised over \$1.2 million for the Make-A-Wish Foundation and the Fellowship of Christian Athletes.

Over the years, Jim's efforts and involvement have been recognized. He received an Honorary State FFA Degree in 1980; an Honorary Master Pork Producer in 1982; Honorary American Farmer National FFA in 1983. In 1988, Jim was chosen as the Agri-businessman of the Year by the Sioux Falls Chamber of Commerce. He was chosen as the Agri-businessman of the Year by the South Dakota Cattlemen's Association in 2000. His most recent award was Agriculturalist of the Year by South Dakota State University, Little International in 2001.



Jason R. Henderson

**Director of Purdue University Cooperative Extension Service,
Associate Dean of Agriculture, and
Assistant Vice President of Engagement**

Jason R. Henderson is Associate Dean in the College of Agriculture and Director of Purdue Extension. In this role, Jason leads the statewide public engagement and research-based education in Agricultural and Natural Resources, 4-H Youth Development, Health and Human Sciences, and Economic and Community Development. As Assistant Vice President for Engagement, Jason provides leadership in university-wide initiatives designed to connect Purdue expertise and resources to statewide needs and forming effective partnerships to grow the state economy and improve the quality of life for Indiana's residents

Prior to being named Director of Extension, Jason served as Vice President and Omaha Branch Executive at the Federal Reserve Bank of Kansas City. In that role, he served as the Bank's regional economist and representative in the state of Nebraska, recruited and worked closely with the Branch's board of directors, and briefed the Kansas City Fed's president—a member of the Federal Open Market Committee—on economic and business activity in the state. In addition, Jason led several Federal Reserve efforts to track agricultural and rural economies, including the quarterly publication of the *Tenth District Survey of Agricultural Credit Conditions* and the Federal Reserve System's *Agricultural Finance Databook*. He also managed the *Main Street Economist*, a bi-monthly publication covering economic issues affecting rural areas, and the *Nebraska Economist*, a quarterly publication providing insights into the Nebraska economy. Previously, he served as economist and senior economist at the Federal Reserve Bank of Kansas City.

Jason is a nationally recognized expert in agricultural and rural issues. He has published more than 60 research articles in academic and Federal Reserve publications on topics such as land values, entrepreneurship, demographics, the growth of knowledge-based activity in rural America, the use of electronic commerce in agricultural industries, and the growth of value-added food manufacturing activity. Jason speaks frequently to a wide range of business, financial and policy audiences across the United States and internationally. His research on the agricultural and rural economy has been quoted by policy officials, researchers, and leading media outlets, including the *Wall Street Journal*, *New York Times*, *Financial Times* and *USA Today*. In addition, Jason has been interviewed on *CNBC* and *Fox Business* and provided testimony on agricultural credit conditions to congressional subcommittees.

He holds masters and doctorate degrees in agricultural economics from Purdue University and a bachelor's degree in economics from Central College in Pella, Iowa. Jason was raised on a family dairy farm in Northeast Iowa.



Bio for Nathan E. Franzen

Nate grew up on a diversified family dairy, grain, and beef cattle farming operation near Langford, SD. He obtained his Bachelor of Science degree at Northern State University with majors in Management and Marketing, obtained his Masters in Business Administration (MBA) from the University of South Dakota and obtained a degree from the American Banker's Association's Stonier Graduate School of Banking held at Georgetown University. Nate began his banking career in January of 1994 at Dacotah Bank. He joined First Dakota National Bank in October of 1998 and is currently the President of the Agri-Business Division, overseeing all aspects of agricultural banking for the Company. In this capacity he is a member of their Executive Management team. First Dakota National Bank has total assets exceeding \$1.3 billion and is one of the largest Ag Banks in the country with total Ag loans under management in excess of \$850 million. In 2011, Nate was appointed to the American Bankers Association's Agriculture and Rural Bankers Committee and served as Chairman in 2015. Nate is a graduate of Class I of the South Dakota Agriculture and Rural Leadership (SDARL) Program where he is a past President of their Alumni Association, joined their Board of Directors in 2013, and is currently Chairman of the Board. He is a past Chairman of the South Dakota Banker's Association's Agricultural/Commercial Lenders Committee, and a past President of the Yankton Area Chamber of Commerce Board of Directors. Nate married his wife Michelle in 1992 and has two children, Bailey - 19, and Kellen - 16. In his free time Nate enjoys Hunting, Golf, reading and spending time with family and friends.



Dr. Ray Massey

Dr. Ray Massey is an agricultural economist with University of Missouri Extension. As an extension faculty member, he focuses most of his educational programs toward active farmers, agricultural organizations and government agency personnel.

Dr. Massey's economic specialty is risk management with an emphasis of on the impact of production agriculture on the environment. He has worked on reducing atrazine in water, management of manure, and using weather information to manage land decisions. Innovative programs include:

1. The Ag Site Assessment website that allows farmers to get extensive information on the physical and environmental sensitivities of particular fields
2. "Useful to Usable", a website that helps farmers incorporate climate information into cropping decisions
3. Horizon Point that sends site specific weather information that has been processed through research models to give management advice

He holds a B.S. in Animal Science and M. Ag. in Agricultural Economics from New Mexico State University and a Ph.D. in Agricultural Economics from Oklahoma State University. He was on the faculty of the University of Nebraska-Lincoln from 1990 to 1995. In 1995 he came to the University of Missouri.

Ray is married with 3 daughters. He enjoys woodworking and bicycling, and is active in the Compass Church of Columbia

Concurrent Sessions Schedule

Room	Palisades I & II	Palisades III	Cascade	Falls
Monday June 13				
Moderator	Ray Massey	Dale Nordquist	Gary Schnitkey	Alejandro Plastina
	Implementing Grain Marketing Plans using the Grain Marketing Plan App, Jessica Groskopf, UNL	Cutting Costs without Cutting Profits, Eugene Matzat, Purdue Extension	Beef Management Resources Damona Doye, Oklahoma State University	A Representative Farm Approach to Analyzing Farmer Adaptation to Climate Change, Peter Zimmer, Missouri
3:00 - 4:00	USDA Yield Estimates: Bomb or Boon? Elwynn Taylor, ISU	Financial Challenges for Beginning Farmers During This Agriculture Down Cycle, Ron Dvergsten, MN FBM	Corn Silage, Feeding Management, and Cash Flow Effects, Heather Weeks, Penn State	Conveying The Science of Energy Production and Associated Risk Management Assessment in Non-Legacy Regions, Thomas Murphy, Penn State
	2014 Farm Bill Education Program for Nebraska Producers, Tim Lemmons, UNL	Economic Depreciation Change: Evidence From Periods of Net Farm Income Change, Barry Ward, Ohio State	The Cost of Raising Dairy Replacements - 2015, Mark Hagedorn, UW	University of Minnesota Income Tax Short Course End-of-Event and Follow-up Evaluative Impacts, Rob Holcomb, UMN
	Adoption and Utilization of Precision Agricultural Technology Impacts on Whole-farm Performance, Terry Griffin, KSU	Ag CEOs Lender Conference, Jack Davis, SDSU	Dairy Sort Analysis and Benchmarks - Conventional Dairy, Nate Converse, MN FBM	Annie's Project Long Term, Mary Sobba, Missouri
4:00 - 5:00	Small Unmanned Aerial Systems on the Farm: Preparing for the Legal Issues, Peggy Kirk Hall, Ohio State	Benchmarking Large Midwest Crop Farms, Dale Nordquist, CFFM, UMN	Dairy Sort Analysis and Robotic Benchmarks, Tom Anderson, MN FBM	Helping Farmers Develop a Farm Business Succession Plan, John Baker, International Farm Transition Network
		Minimizing Sleepers: Making Farm Business Analysis and Benchmarking Education Fun, Dianne Shoemaker, Ohio State	Profitability of Northeast Organic Dairy Farms, Robert Parsons, Vermont	Design Your Succession Plan, Willie Huot, NDSU

Concurrent Sessions Schedule

Room	Palisades I & II	Palisades III	Falls
Tuesday June 14			
Moderator	Barry Ward	Bill Lazarus	Diane Shoemaker
	Helping Landlords Find the Right Tenant, Damona Doye, Oklahoma State	Accepting Debit/Credit Cards: Is It Right For You, Kenesha Reynolds-Allie, Rutgers	FarmAnswers.org - A Resource for Beginning Farmers, Curtis Mahnken, CFFM, UMN
1:00 - 2:00	Missouri Farm Leasing Curriculum, Brent Carpenter, Missouri	Long-Term Health Care Planning: A Subset of Farm Transition Programming, Gary Hachfeld, UMN	Do Agricultural Producers View the Cost of Financing Production Activities and Capital Costs the Same as Other Input Costs? Robert Preston, Northern State University
	Evaluation Report of Iowa Farm Leasing Meetings, Alejandro Plastina, ISU	Affluenza and How Does It Affect My Farmers/Ranchers, Lance Brower, James Valley Career and Technology Center	Expectations and Expert Opinion Surveys: Empirical Tests Using a Panel of Iowa Land Value Survey Responses, Wendong Zhang, ISU
	Using FairRent to Arrive at a "Fairer" Land Rental Arrangement, Dale Nordquist, CFFM, UMN	Finding Revenue in your Berry Business, Daniel Welch, Cornell University	Financial Performance of Your Business, Charles Brown, ISU
2:00 - 3:00	Crop Budget Analyzer Spreadsheet, Ken Williams, UW	Cost Segregation Depreciation for Poultry Houses, Robert Page, Alabama Extension	Solutions for Success: Using Farm Financial Case Studies, Steven Johnson, ISU
	Flexible Cash Lease Provisions: Profit and Protection, Tim Lemmons, UNL	Vermont Maple: Establishing a Benchmark to Enhance Management Decisions, Mark Cannella, UVM	Teaching Financial Risk Management Utilizing Western Kentucky Case Study Grain Farms, Tyler Mark, UK

Doug Berven

Vice President of Corporate Affairs

Doug Berven joined POET in March 2003 and has served the organization in several roles since then. In his current role as Vice President of Corporate Affairs, Berven promotes the corporate objectives of POET, the importance of agriculture, and the benefits of ethanol domestically and internationally.

Berven sits on several of POET's ethanol plant Boards of Directors, BIO's Industrial and Environmental Section of Governing Board, and serves on the Board of ACORE. Berven also manages strategic corporate relations for POET, promotes state, regional and national policy objectives for the industry, and is a recognized authority on ethanol, renewable energy and agriculture.

Prior to joining POET, Berven held various roles in banking, real estate development and medical consulting. Berven received his Bachelor of Science degree in Business Administration from Augustana College in Sioux Falls, S.D., where he currently resides with his wife and two children.



POET®

ABOUT POET:

POET, one of the world's largest ethanol producers, is a leader in biorefining through its efficient, vertically integrated approach to production. The 25-year-old company has a production capacity in excess of 1.6 billion gallons of ethanol and 9 billion pounds of high-protein animal feed annually from its network of 27 production facilities. POET, through its joint venture with DSM, also operates a commercial-scale cellulosic ethanol plant in Emmetsburg, Iowa.



BIO

ATTORNEY SCOTT P. MILLER is the founder and managing attorney of Miller Legal Strategic Planning Centers, P.A. Scott began his practice in 1996 in Anoka, MN and then moved his family and practice to Tyler, MN in 1999.

Attorney Miller is a graduate of Cleveland Marshall College of Law and is licensed to practice law in the state of Minnesota. Miller received his B.S.B. from the University of Minnesota, Carlson School of Management.

He is a Graduate of the Esperti Peterson Advanced Studies Institute, Teton Institute, and Business Enterprises Institute. Miller has presented at the Teton Institute and taught many Continued Education Courses for Financial Advisors, Insurance Professionals, Accountants, Farm Business Managers and Nursing Home Social Workers. Attorney Miller was a keynote speaker at the 2012 National Farm Business Management Association conference, 2014 and 2016 MN Buffalo Association annual conference. He has been featured in the book *Wealth Management Teams*, *The Dairy Star*, a monthly publication for the Dairy Industry, and in the "The Land" magazine. In addition, Miller Legal has a monthly column entitled, "Farm and Family" in Minnesota's premiere farm publication, "The Farmer".

Publications authored by Attorney Miller include the Medical Assistance Reference Manual. Miller is a member of Wealth Counsel, Minnesota State Bar Association Probate and Trust Law Sections, and the Hennepin County Medical Assistance Committee.

Miller established Miller Law Offices in 1996, with a name change to Miller Legal Strategic Planning Centers, P.A. in 2004 to more accurately reflect the nature of the firm's business and focus. Miller Legal currently has offices throughout Minnesota, including Tyler, Dawson, Rochester and Rosemount, as well as a network of Farm Business Managers, Ag Lenders, CPAs, and Financial Advisors of which our firm works to offer clients the best service possible.



Miller Legal Strategic Planning Center, P.A Mission & Vision Statement

The firm's Mission is to guide farmers, business owners, and committed clients to identify and reach their family goals by creating customized plans that incorporate wealth preservation, business and transition planning, complex estate and tax saving strategies, and real estate solutions, while protecting relationships and minimizing conflict.

The firm's Vision is its enduring purpose, the fundamental reason for its existence beyond just making money. It is a direction, a general heading, a perpetual guiding star on the horizon. It does not change over time. It is generally abstract and can never be achieved, only pursued. A Vision is a picture of a desired future that supports the mission, or an image of the future we seek to create.

Miller Legal's goal is to develop customized estate planning and business succession plans to help their clients achieve their goals, dreams and aspirations.



Heather Gessner, has worked for SDSUS Extension since 2001 and is currently the Livestock Business Management Field Specialist, based out of the Sioux Falls Regional Extension Center.

She has been part of the extension economics staff that provides enterprise analysis, livestock budgets, financial worksheet creation and analysis, marketing education and implementation as well as estate and transition planning education and assistance.

1997 B.S. Animal Science, SDSU

2016 M.S. Economics, SDSU

Jack Davis has worked with SDSU Extension for 22 years. He currently serves as the Crops Business Management Field Specialist from the Mitchell Regional office. His responsibilities include Developing & delivering educational programs on business matters facing producers. Jack works with team members on publications and programing including land market survey, Farm Financial Trends of South Dakota Farms, crop planning cost of production budgets, SDSU Extension Ag Profit Team, Ag CEOs Lenders Conference, South Dakota Farm Economic Summit, and Sustaining the Legacy estate planning.

Jack also serves as the academic Vice President for American Society of Farm Managers and Rural Appraisers.





Don Kettering :: Legacy Consultant
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Alan Hojer
Legacy Consultant
“Keep Farmers Farming” (A division of First Dakota National Bank)

Alan Hojer is Manager and Legacy Consultant of “Keep Farmers Farming”, a division completely focused on Estate Planing and Legacy Transition of Farmers and Ranchers across SD and bordering states. Most recently, Alan was certified as a “Certified Estate Planner.”

After graduation from SDSU in 1981, Alan joined Land O’ Lakes as a Sales Manager for Milk Procument for SD, NW Iowa and SW Minnesota until his chance to come back to the Family Farm presented itself in 1989. In 1994, a decision was made by Alan and his wife Pam to start Hojer Gelbvieh Ranch. Starting with 10 cows and \$25,000, they have survived the tests of Mother Nature, a Catastrophic Fire and many other similar challenges that all 1st Generation Family operation experience.

Today, Hojer Ranch LLC consists of 500 Registered Gelbvieh, Balancer and Angus Females, a 900 head feedlot with base operations at Lake Preston, DeSmet and Miller, SD. The operation is run by Blake and Christian Hojer, Alan and Pam’s sons. Other family include their daughter Nikki who is married to Micheal Kroupa from Kimball and Blake’s wife Jennifer. They are also blessed with four grandsons, Jace, Jaden, Daniel and Liam.

Alan contributes their 1st generation success not just to hard work but to “Thinking Non Traditionally” when times were tough to find solutions. As a result, Alan has been employed for the last 14 years in the Agribusiness Sector as part of a strategy to allow their sons to have carreer opportunities on the Ranch.

Alan is a proud Alumni of SDARL Class VII but relishes in the Day that he and Pam will get to work day by day next to their Children and Grand Children at their family operation.

Some of his hobbies are Hunting, being actively involved in the local community but most of spending time with his family, planning how to continue the Legacy that started with just 10 cows in 1994.

Alan joined First Dakota National Bank in April of 2014 and was given the opportunity to work extensively with Farm/Ranch Estate Planning and Transition. This has been the most Challenging and Rewarding Experience but he feels blessed to being part of this great effort. You can expect the information today, to be thought provoking and moving.



John R. Baker

John R. Baker is the Staff Attorney for the Iowa Concern Hotline, an information and referral service of Iowa State University Extension Service.

In 1991 he created the Ag Link project which links farmers and landowners with beginning farmers. He is a founding member of the National Farm Transition Network and serves as its President. In 1993 he drafted the legislation that created the Beginning Farmer Center and serves as its Administrator. In 1994 he initiated the Returning to the Farm seminar for those returning to the farm family business. In 1995 he created the Farm Savvy manual that contains material on the transition of a farm business to the next generation and is widely used throughout the nation. In 1999 Baker and Professor Andrew Errington founded the Farm Transfers international research project and serves as a co-director. This research has been conducted in numerous European countries, Canada, Australia and Japan. In 2004 he proposed the Beginning Farmer Tax Credit that was adopted by the Iowa Legislature. In 2012 he created the Certified Farm Business Succession Coordinator course that has certified individuals throughout the US, Canada, Ireland and New Zealand.

He earned a Bachelor of Science degree in Business Administration, a Masters of Business Administration and a Juris Doctorate from Drake University in Des Moines, Iowa.



National Association of Farm Business Analysis Specialists

Achievement thru Better Records

2016 NAFBAS Committees: Sioux Falls SD 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: Don Nitchie (MN) Vice President: Mark Wood (KS) Past President: Jim McCabe (IL)
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: Don Nitchie (MN)	Amanda Jenkins (KY)	David Marr (IA)	Robert Page (AL)
Kent Ruppert (IA)	Michelle Greenlee (NE)	David Yandell (IL)	Charles Wilken (KS)
Heidi Brown (IL)	Dale Heinkel (IL)		

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)	Johanna Hooks (IL)	
Brad Zwilling (IL)	Mark Wood (KS)	Dan Entile (IL)	Mitch Fickling (IL)
Kayla Peterson (NE)	Joel Marquardt (WI)		

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: Ruth Ann McGrew (IL)	Alissa Fosdick (IL)	Debra Lueloff (WI)	Brian Pulley (IL)
Tarrah Hardin (KY)	Jared Gonnering (WI)		

Professional Papers

Recognize efforts by members to submit professional papers for review at the NAFBAS annual meeting.

Chair: Kent Vickre (IA) Michael Harer (WI) Dwight Raab (IL)
Jerry Pierce (KY) Kevin Herbel (KS)

National Farm Financial Standards

Serve as the NAFBAS representative on the FFS committee, keep our members updated on the developments and issues related to FFS, and carry our concerns and positions to FFS.

Chair: Kent Meister (IL) Dale Nordquist (MN) Anthony Barrett (NE) Roberta Boarman (IL)
Charles Wilken (KS) Renee Setzer (WI) Bob McHugh (IA) Jonathan Shepherd (KY)

USDA Committee – Joint Committee with NFRBMEA & North Central Extension

Ira Beckman (MN) Doug Wertish (MN) Gary Schnitkey (IL) Charles Wilken (KS)
Kevin Klair (MN) Gregg Ibendahl (KS) Jeff Johnson (IL)

Conference Resource & Fundraising

This committee works with NFRBMEA to solicit funds for conference support.

Kent Vickre (IA) Brett Goodwin (IL) Jim McCabe (IL) Wayne Pike (MN) Will Walter (SD)

2016 Conference Planning

Alissa Fosdick (IL) Don Nitchie (MN) Bob Rhea (IL)

2017 Conference Planning

Kent Vickre (IA) Kent Ruppert (IA) Tom Thaden (IA)

2018 Conference Planning

Need to select during the 2016 business meeting



National Association of Farm Business Analysis Specialists

Achievement thru Better Records

2016 National Conference
Sioux Falls, SD
Committee Activities Tuesday June 14 3:30 pm

Program

1. Information is needed to evaluate success of 2016 conference.
2. Update on 2017 conference; topics, presenters, tours; planning committee
3. Selection of 2018 site and planning committee members needed.
4. Discussion of 2019 location
5. Suggestions about new on-line conference registration process.
6. Comments on pre conference early career activity.
7. Discussion of electronic notebooks vs. paper notebooks

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 websites do staff often utilize? Are states' websites fresh?
4. What tax prep, accounting software is being used among states?
5. How are staff best utilizing data protection methods?
6. Are there specific Lacerte tax topics we'd like to discuss Wednesday?

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?



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

Holiday Inn City Centre, Sioux Falls, SD

3:30 PM Tuesday June 14, 2016

Reconvening at 10:15 A.M. Thursday June 16, 2016

1. Call to order..... Will Walter
2. Approve Agenda..... Will Walter
3. Secretary's Report..... Rodney Armstrong
4. Treasurer's Report/Audit Report..... Myron Oftedahl
5. Roll Call of States..... Rodney Armstrong
6. Communications Director's Report..... Deb Pike
7. Office Nominations Past Presidents
8. NFRBMEA Annual Report..... Will Walter
9. Conference Sponsorship Coordinator Report Wayne Pike
10. Report on CHS Scholarship Program Mark Holkup
11. National Council for Ag Education Report..... Josh Tjosaas
12. 2016 National Conference Report..... Will Walter
13. 2017 Conference Report, Des Moines TBD
14. Election of Officers and Board Members..... Will Walter
15. Other Business.....
16. Adjourn

Conference Tours

Wednesday is Tour Day. Buses will load at 8:30 AM and return at 4:30 PM, and **lunch is included on all tours**. Here are this year's tour options:

- **Green TOUR 1: "University Research with focus on Livestock"**
Leave hotel at 8:30 AM for South Dakota State University Research Farm in Brookings, SD. Morning: Tour complete dairy plant run by students, commodity trading room and newly-constructed Beef Research Unit for research. Lunch at the Straw Bale House at McCrory Garden, followed by tour of the gardens. Afternoon: Tour Animal Disease Research and Diagnostic Laboratory, which does large animal diagnostics and worked with the Avian Influenza outbreak. Return to hotel 4:30 PM.
- **Pink TOUR 2: "Culture & Unique Industry"**
Leave hotel 8:30 AM, arrive Oaklane Colony, a Hutterite community, at 9:45 AM. Tour their grain and livestock operations, special lunch with colony members at their dining hall. Travel to Lyons, SD and tour Roenbauer South Dakota where they manufacture fire trucks. Also see Central Farmers Co-op rail spur operations in same town. Return to hotel 4:30 PM.
- **Orange TOUR 3: "Production Ag"**
Leave hotel 8:30 AM, arrive at the Vanzanten "concrete slat" dairy finisher at 9:30. Travel to Johnson Farms organic grain operation at 11:00 AM, with lunch provided on site. Travel to Cottonwood Ridge Dairy, which is the first dairy in South Dakota with robotic milkers and also use robots for waste removal and to groom the cows. Return to hotel 4:30 PM.
- **Purple TOUR 4: "Technology and Industry"**

Leave the hotel 9:00 AM, arrive at Rosenbauer Fire Truck Manufacturer in Lyons. Tour form 9:30- 11:00.
11:15-11:30 tour Central Farmers Coop elevator/rail spur facility while staying on bus with step on guide.
12:00 arrive at Terrace Park with picnic shelter & playground in Sioux Falls (just south of arena and convention center) for box lunch, relax. Veteran's memorial park and Covell Lake (home of the infamous year around geese) are right close to browse if eat fast.
1:15 Load bus
1:30-3:00 Tour Raven Industries (Aerostar, Engineered Films) in industrial park south of airport (A short drive from park)
3:15 back at hotel.....



BIOGRAPHICAL SKETCH

John D. Lawrence

October 2014

John serves as the Associate Dean, Extension Programs and Outreach in the College of Agriculture and Life Sciences and Director, Agriculture & Natural Resources Extension at Iowa State University. In this position he leads the extension and outreach programs to farmers, agribusiness and natural resource managers in the state of Iowa.

John has written extensively for professional and trade journals, extension publications, and given over 700 formal presentations in 24 states and 5 Canadian provinces, Mexico, Korea, The Netherlands, and Australia. In 2009 he was named by *Iowa Farmer Today* magazine as one of the 25 most influential people in Iowa Agriculture over the past 25 years, 1984-2009.

He was raised on a crop/livestock farm Iowa and operated this farm in the late 1970s before attending Iowa State University. His formal education includes:

- B.S. in Animal Science (1984), Iowa State University
- M.S. in Economics (1986), Iowa State University.
- Ph.D. in Agricultural Economics, (1989) University of Missouri

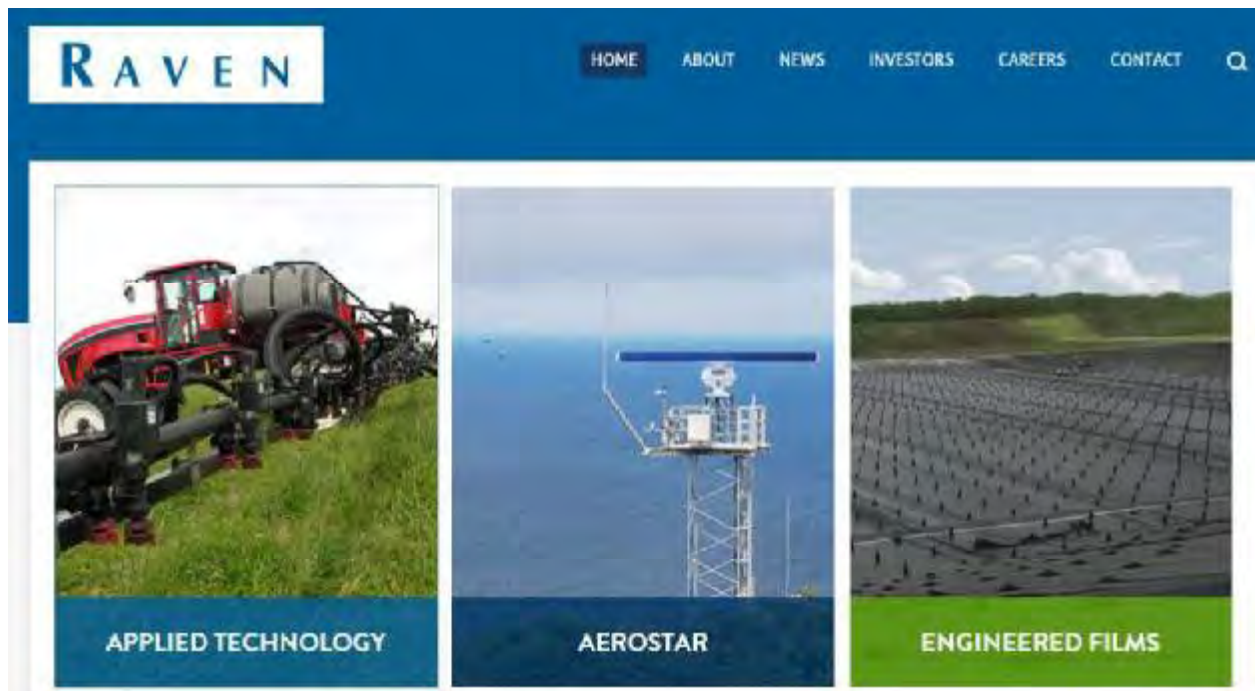


Ted Matthews

Ted Matthews is a counselor and the director of Rural Mental Health for the Minnesota Department of Agriculture. His credentials include experience in crisis intervention, post-traumatic stress disorder (PTSD), family mediation, individual, family and group therapy, outreach training, administration, public speaking, domestic abuse and compulsive gambling.

He has served as chief trainer for several natural disasters. He has been featured in several newspapers, radio, magazines and television programs advocating the importance of mental health awareness.

Matthews works with groups and individuals to help address mental health issues that may be affecting their personal well-being as well as the operation of their business. His focus is first, and foremost, that of a therapist working with marriage counseling, domestic abuse, families and individuals.



Raven was founded in Sioux Falls, SD, in 1956 as a manufacturer of high-altitude research balloons for the American space program to help solve a great challenge in space exploration. From that single product line, we grew into a successful publicly traded corporation. Raven solves great challenges by giving rise to new technology that improves lives. Today, we are focused on these Great Challenges: feeding a growing population, protecting our natural resources, and protecting and connecting the world. Utilizing our strength in engineering, manufacturing, and technological innovation, Raven is a leader in precision agriculture, high performance specialty films, and situational awareness markets. Visit www.ravenind.com for more information.



Dr. Dennis Todey has been the state climatologist for South Dakota since 2003. He is also an Associate Professor in the Department of Agricultural & Biosystems Engineering at South Dakota State University. He conducts research on long term climate trends and their impact on and interaction with agriculture and water and develops tools for utilizing data in ag and water decision-making. He is a frequent speaker on long range outlooks, climate trends and general climate, variability and change information.

Degrees Awarded

BS	1988	Iowa State University	Meteorology
MS	1990	South Dakota School Mines &	

Technology		Meteorology	
PhD	1995	Iowa State University	Agricultural Meteorology

<p>NAFBAS MEMBERSHIP BUSINESS MEETING Holiday Inn City Centre, Sioux Falls, SD Thursday June 16, 2016</p>

Agenda

Call to Order

Secretary Report

Treasurer Report

2015-2016 Results

2016-2017 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

Conference Planning Committees: 2017, 2018

Old Business

New Business

2017 Conference Planning

2018 Conference Site Selection

2019 Conference Site Discussion

Member Topics

State Reports

Adjourn

NAFBAS General Session Minutes

June 18, 2015

Jim McCabe called the NAFBAS general session to order at 10:10 am at the Hyatt Regency Hotel in Rochester, NY.

Secretary/Treasurer Report

The minutes from the last meeting were reviewed. Brad Zwilling moved to accept the minutes as presented and Jerry Pierce seconded with the motion carrying. Anthony Barrett presented the 2014/2015 Treasurer's Report. Anthony noted that the projected loss was not as much as budgeted. The treasurer then presented a 2015/2016 budget that was approved by the Board of Directors. This budget is showing a \$5,950 loss in using the excess funds for further enrichment. The budget can change pretty quickly with the shared profits of the previous conference. Don Nitchie moved to accept the budget, seconded by Adam Drinkel and motion carried.

President's Report

Jim McCabe thanked all help that had a hand in putting on a successful conference. The new registration system worked well and will probably continue to be used along with an electronic notebook.

Executive Director Report

Bob noted that the MOA is continuing with Farm & Ranch. It was previously updated to an ongoing agreement rather than every 3 years to be renewed. With two years notice from either group to the board this MOA can be ceased.

A multi-state analysis report is still of interest to the USDA.

State coordinators will meet in St. Louis in August 2016. This is 1.5 days of good ideas and brainstorming.

The early career training had a large attendance in Overland Park. There was less in Salt Lake City and seven in Rochester.

Our webmaster, Mitch Fickling, had some issues with the website this year. The hosting service that he had been using quit. This left us with three options.

1. Stay as is without a host. This is the cheap option. If this is chosen, Mitch will be stepping down as webmaster.
2. Spend \$400 for a new host and Mitch will continue as webmaster.
3. Have Deb Pike do our website work for \$2,000 per year.

These options will be voted on in the technology committee report.

Bob went on to thank the committees that met during the week for their work. There was lots of good brainstorming. The participation is always appreciated.

Is there an opportunity to build a link with USDA & have sharing on our website? This will let USDA know who we are and what we do to help America's farmers and ranchers.

Several states were represented in Rochester. Some of the newer states are AL, MI, and VT.

Bob touched on conference fundraising. There were lots of local additions this year. These local additions help to put on a good conference and also help with the conference profits. CFFM kicked in \$1,000 since they did not do the registration this year. PCMars also contributed \$1,000 since the notebook was electronic this year. Bob asked that members write thank yous to sponsors. These go a long ways for future sponsorships.

Program Committee

Don Nitchie said the committee shared suggestions with the conference committee. Some of these brainstorming ideas for future conferences are antibiotic use in livestock, water quality, soil drainage, big data, human resources, and stress management.

Technology Committee

Rob Holcolmb said their committee wonders about NAFBAS using social media such as Facebook and Twitter. These media outlets are neat and great resources but the issue is who maintains them? The Guidebook App used at the conference seemed to work well and was a good idea. There were comments that some people still like to have some form of paper copies. Tax programs used but associations were discussed as well as analysis software. Some website resources used were discussed such as Farmdoc, CFFM, and CALT. Rob has worked several years to try to get something together and going for a multi-state database. This involves data ownership issues, different calculations among programs for different ratios, and release of data. Rob would welcome just publishing a link to reports themselves for any state interested. Jerry Pierce made a motion on this and was seconded by Alissa Fosdick. Motion passed.

A motion was made by Roberta Boarman to choose option 2 for the website issues presented earlier. This was seconded by Adam Drinkel and motion carried.

Administration

It was noted that a news release was needed. This will be available electronically via the website. The membership list was reviewed. Please let a committee member know if any changes need made. The treasurer's books were audited and looked good. A motion was made by Mike Bruns to accept new members and extend lifetime membership to retirees. This was seconded by Brett Goodwin and motion carried.

New Members:

MN---Tonya Knorr

KS---Camille Claassen, Greg Reiger, David Richardson, Sandy Myers, Jordan Steele

IL---Tony Stirling, Jonathan McGuire, Dale Heinkel, Angela Westen, Jake Hileman, Andrea Hosto, Cody Stewart

IA---Gary Wright

Retirements:

KS---Kent Miller

IL---Garry Knoblett

Professional Papers

Kent Vickre stated that the committee would like to see more participation of professional papers. The sharing of data is great and valuable. He has asked to increase to budget to allow for more awards. These new amounts will be weighted on categories. There will also be a new category for presenters at the conference.

Winners were as follows:

Individual Newsletter---Scott Newport, IL

Educational Aids---No Submission

Association Newsletter---Pioneer FBFM, IL-Lowell Stoller

Professional Paper---No Submission

Assoc. or Individual Program Enrollment---No Submission

Association Analysis Summary---Lowell Stoller, IL

Financial Standards Committee

Jonathan Shepard said that the council is trying to update examples and flow better. Our groups are the bridge between council guidelines and producers so the committee should be important to us. The website is FFSC.org. The membership is \$50 and gets you a reduced registration cost. This council is a volunteer group so you if this is of interest to you, get involved. The council is starting a weekly blog with Farm Futures. This blog can be found on the Farm Futures website. The committee again asked for the \$1,300 line item in the budget to cover the cost of attending the annual meeting.

Joint Committee/USDA

Bob covered this in his report.

No old business.

New Business

Alissa Fosdick is on the 2016 planning committee for the conference to be held in Sioux Falls, SD. The hotel has been booked. Tours and speakers are being lined up. Suggestions are being taken.

We are looking at Des Moines, IA as the 2017 site. Brad Zwilling made a motion to accept Des Moines, IA as the 2017 site. This was seconded by Mike Bruns and motion carried.

The 2018 site is still being decided. Some thoughts are San Antonio, Gulf Shores, the Carolinas, and Washington State.

Election of Officers was recognized.

President---Don Nitchie, MN
Vice President---Mark Wood, KS
Sec/Treas---Anthony Barrett, NE
Exec. Director---Bob Rhea, IL

Jerry Pierce wondered if the unused money from the CHS scholarship could be used to help pay for the early training sessions. It was noted that this option will be checked into but the thought is probably not.

A notation was made that Del Wilkins passed away this past year.

The individual state reports are in the notebook so be sure to check them out when you have time.

A motion to adjourn was made by Brett Goodwin and seconded by Roberta Boarman. The motion carried joyfully and the meeting was adjourned.

Respectfully submitted,
Anthony Barrett, Secretary

NAFBAS

Annual Meeting History

<u>Year</u>	<u>State</u>	<u>Town</u>	<u>Site</u>	<u>Reg. Fee</u>	<u>Staff Attend.</u>	<u>Room Cost</u>	<u>President</u>
2017	Iowa	Des Moines	Embassy Suites			118	Don Nitchie
2016	South Dakota	Sioux Falls	Holiday Inn	375	168 total /62 naf	99	Don Nitchie
2015	Illinois	Rochester NY	Hyatt	375	120 total /75 naf	109	Jim McCabe
2014	Utah	Salt Lake City	Radisson	325	97 total / 46 naf	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 Bengé
1973	Illinois	Galesburg					Mervyn Helfert

NAFBAS State Reports



Illinois Farm Business Farm Management Association

Illinois FBFM – NAFBAS Report

June 1, 2016

In the eight months prior to March 2014, Illinois FBFM conducted a Strategic Planning study to plan for the future of Illinois FBFM on behalf of our cooperators and our staff. Along with other activities, that exercise included focus groups to elicit input from our members and our staff.

In March 2014, Illinois FBFM put in place a Strategic Planning document that is our guide to carrying out the activities needed to ensure the long term success of Illinois FBFM as we seek to be recognized as the leading resource for financial and business consulting services to farmers throughout Illinois.

Four areas of immediate development identified by the Strategic Plan as key drivers were addressed in the summer of 2014 by four separate groups that included field staff and members. Those four key result areas are: Staff Development, Standardization and Management, Structure and Organization, and Data & Risk Management.

Those four groups achieved significant progress as a result of their efforts. One example of that progress is the implementation of server technology statewide for the use of our analysis program and the Lacerte program.

Again as part of the Strategic Plan, the directors of the Illinois FBFM Association created a job description for a Chief Executive Officer and then authorized a search to fill this position. At the conclusion of the search and interviews, Dwight Raab was hired to fill this position.

The directors of the Illinois FBFM Association also authorized hiring Regional Operations Managers to assist in fulfilling the implementation of the Illinois FBFM Association Strategic Plan. These individuals will lead efforts in their assigned region related to performance management, positive employee relations and the overall success of Illinois FBFM. They will take a proactive role in shaping the local work environment to encourage improvement, ensuring employee job satisfaction and driving results in quality, service, productivity and people.

The search process resulted in the hiring of Roberta Boarman, Johanna Hooks, Brandon Tate and David Yandell to serve as Regional Operations Managers for Illinois FBFM. Roberta Boarman and Brandon Tate will begin their new duties on or about June 1, 2016. Johanna Hooks will begin on February 1, 2016 and David Yandell will begin on April 1, 2016.

Roberta Boarman has been filling the needs of cooperators since December 1983 and works from the Toulon office of Western FBFM. Roberta is a 1983 Animal Science graduate of the University of Illinois.

Johanna Hooks is from a farm in the rural Effingham/Fayette county area and is a 2003 graduate of McKendree College. Johanna brings experience as a professional development trainer and implementation coordinator with Teaching Strategies, LLC.

Brandon Tate has been serving cooperators since August 2011 and works from the Bloomington office of Pioneer FBFM. Brandon is a 2002 Agricultural Education graduate of the University of Illinois and completed his MS in Agricultural Education in 2005.

David Yandell is from a farm in Johnson County and is a 2008 graduate of Southern Illinois University in Agribusiness Economics. David is currently working on a Master of Agribusiness degree from Kansas State University while he works full-time for Elanco Animal Health.

Based on the timing of adding the regional managers to our staff, it is estimated that the added cost of this endeavor is approximately \$82 per cooperator for 2016. The full year cost of this effort is expected to be approximately \$117 per cooperator in 2017.

The geographic areas for the four regional managers can be seen on the attached map. It is expected that the demand for our regional managers will change over time, and it is also expected that the four regional managers will cross the boundaries of those geographic areas to fill that need.

Dwight D. Raab
Dwight.raab@fbfm.org
217.333.5511



Regional Operations Manager

Illinois Farm Business Farm Management Association

Position Purpose:

To lead efforts in the assigned region related to performance management, positive employee relations and success of the Illinois FBFM organization. The selected candidate will take a proactive role in shaping the local work environment to encourage improvement, ensuring employee job satisfaction and driving results in quality, service, productivity and people.

Job Overview and Scope

The newly created Illinois FBFM Regional Operations Manager is responsible for providing a leadership role to assigned employees (Field Staff and Support Staff) within a specific area in Illinois. This person will engage in the management and servicing of Field Staff and their members in the specific area. This position will work closely with the FBFM leadership team in coordinating all aspects of employee relations including, but not limited to, coaching, setting goals, evaluating performance and individualized instruction and training for each employee. The Regional Operations Manager is responsible for overseeing and supporting the operation of FBFM offices and their employees within the assigned area to ensure the efficient operations and compliance with FBFM policies as well as remaining profitable. The focus of this position is to ensure proper and effective staffing, personnel selection and practices, manpower planning, and skills development. Therefore, the Regional Operations Manager will design and execute strategies to increase organization, team and individual performance as well as provide appropriate supervision to staff as it relates to cooperator service, employee relations and daily operations. Illinois FBFM is seeking to fill Three Regional Operations Manager positions to serve northern, central and southern Illinois respectively. The specific office location for these three positions is to be determined.

Duties:

- Build and maintain relationships with staff within assigned region as well as other FBFM Regional Operations Managers.
- Determine staff needs by asking questions, listening and responding promptly.
- Work with the FBFM State Leadership Team to approve, retain and as necessary terminate Field Staff.
- Promote and support FBFM products and services at various networking functions and within the local communities that are part the specified region.
- Create, distribute and coordinate timely and effective communications to staff as needed.
- Assess the local office working conditions and determine needs for support staff; best management practices; etc.
- Perform evaluations and utilize metrics to be used to measure success among assigned staff.
- Assist in the development of performance goals with all staff in specified region.
- Manage and enforce continuous employee improvement initiatives.
- Evaluate overall Field Staff performance finding common success traits among assigned Field Staff and working to transfer these characteristics to underperforming Field Staff by motivating, coaching and leading.
- Organize, plan and conduct educational and informative meetings.
- Facilitate the orientation program for new employees.
- Communicate appropriate changes to cooperators in the region.
- Provide localized/individualized education and training to staff on approved FBFM techniques and processes for workload tasks.

- Counsel with management regarding salary planning, work performance, local issues and organizational needs.
- Motivate and assist assigned Field Staff to grow the number of cooperators in the region.
- Assist and support other FBFM Operations Managers as needed or when requested.
- Pursue continual personal development and learning opportunities.
- Perform administrative functions as required.
- Perform additional responsibilities related to the job.

ILLINOIS FARM BUSINESS FARM MANAGEMENT ASSOCIATION

cooperating with eight 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 --- 5,657 cooperating farmers and 64 field staff positions
July 1, 2015, distribution of cooperators by counties and associations

REGION 1

Jeffery L. Johnson
Alan A. Petersohn
Rodney B. Gieseke
David A. Goodell
Tonya M. Wiersema
Adam W. Drinkall
Sarah E. DeSchepper
Tony J. Stirling
Jim C. Bull
Taylor J. Endress
Robert L. Rhea
Miriam M. Mock
Mike R. Shepherd
Nathan P. Edlefsen
Ruth Ann McGrew
Brett W. Goodwin
Nathan R. Janssen
Roberta B. Boarman

REGION 3

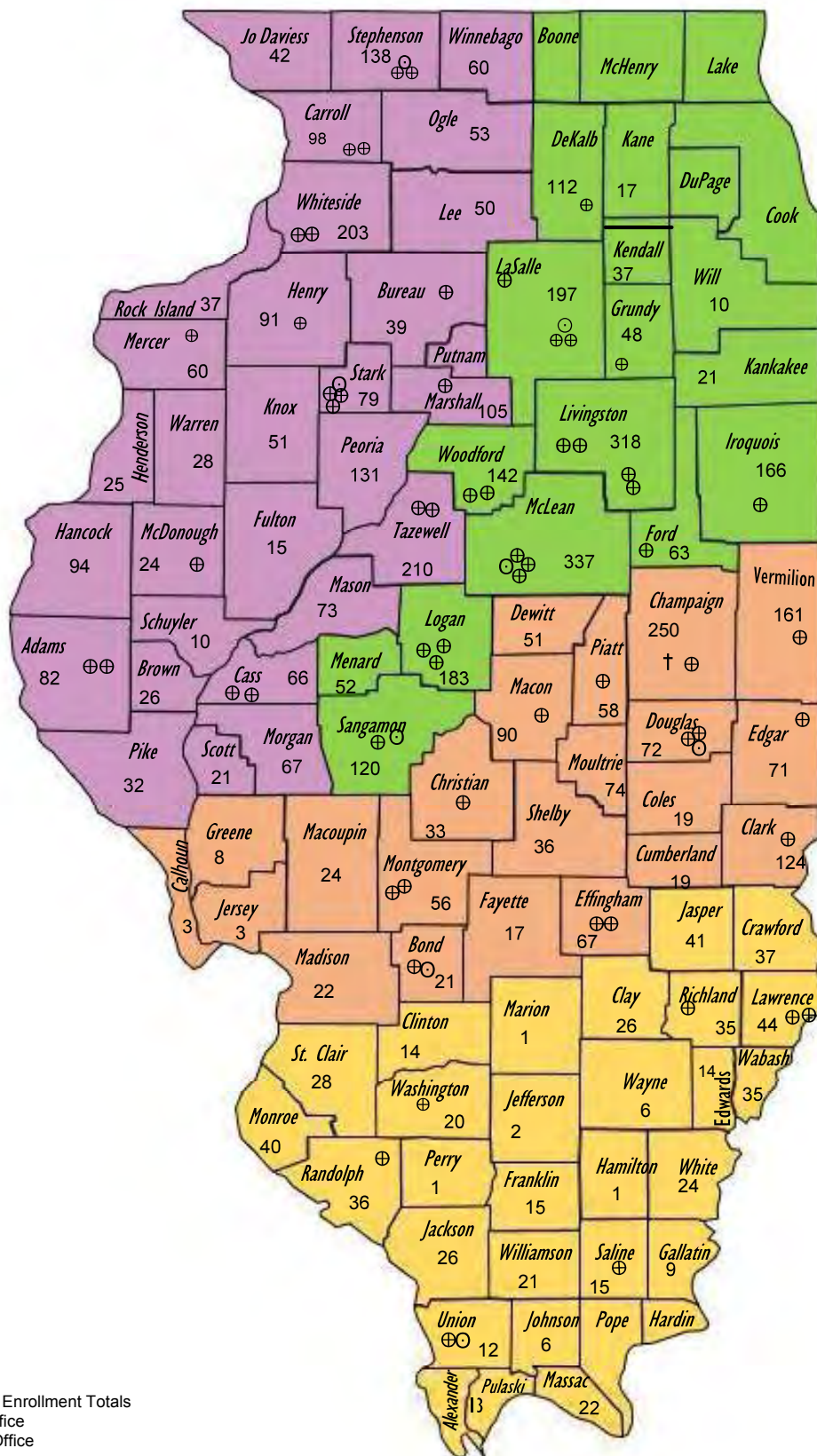
James E. Cullison
Mitchell A. Fruhling
Jeffrey D. Lewis
Robert D. Daggett
Richard C. Thomas
Christopher A. Leman
Michael L. Clark
Hannah L. Miller
Klayton M. Finley
Heidi E. Brown
Randall J. Harmon
Andrea L. Hosto
Cody V. Stewart
Dale J. Heinkel
Thomas J. Nolte
Jacob E. Hileman
Johanna E. Hooks

REGION 2

Scott M. Newport
John A. Hudson
Bradley G. Lenschow
James P. McCabe
Daniel G. Entile
Kent D. Leesman
James E. Phelan
Kevin E. Coultas
Jessie N. Shoopman
Brittany L. Gunther
Angela J. Westen
Jestun C. Nutter
Donald E. Becker
Michael C. Heiser
Brian J. Pulley
Kent V. Meister
Darren L. Bray
Nathan A. Waibel
Jeffrey A. Marquis
Lowell J. Stoller
Jacob M. Springer
Erica M. Frye
Carla S. Doubet
Jedediah D. Metzger
Bradley A. Carroll
Alissa D. Fosdick
Brandon M. Tate

REGION 4

Michael E. Schmitz
Dathel W. Davidson
Daniel A. Doan
Mitchel W. Fickling
Michael P. Bruns
Jennifer K. Nolting
Douglas E. Hileman
Jonathan T. McGuire
David M. Yandell





KANSAS FARM MANAGEMENT ASSOCIATION

Building Strong Relationships...Producing Excellence

Our Vision: The Kansas Farm Management Association Program (KFMA), through its affiliation with K-State Research and Extension, will be the valued and trusted provider of integrated data management systems to apply critical thinking and strategic business planning for farm and ranch decision makers; and will be the premier source of farm-level economic data in the world.

STATE REPORT – KANSAS 2016 NAFBAS ANNUAL MEETING SIOUX FALLS, SOUTH DAKOTA

Currently there are twenty-seven KFMA Economist positions in six associations working with 2,300 member-farm operations representing nearly 3,000 farmers or farm families. Each of the six associations is jointly directed by the KFMA Executive Director and a board of directors elected from the membership in each county. Since 1931, a primary goal of the KFMA program has been to assist each member in developing a sound farm accounting and analysis system which allows: integrating tax planning, marketing and asset investment strategies; comparing performance with other operations; and, improved decision making. Through this process of working cooperatively with KFMA members to develop and maintain accurate and detailed production and financial management information, a substantial data bank is available for research and applied studies in the Agricultural Economics Department at Kansas State University.

PERSONNEL

Two KFMA Economists joined the program in the past year and there was one retirement. After 36 years with KFMA SC, Timothy Stucky retired on June 3, 2016. Those joining KFMA in the last year include Jordan Dye, KFMA SE in Ottawa, as our first Associate Economist, and Amy Boline, KFMA NE, in Holton.

In the process of seeking to best position KFMA for the future we have made many changes in recent years. This has included adding KFMA Economist positions to allow better serving our membership and to reduce member load per position (increase of nine positions in past seven years); improved training and professional development through a new position at the state level (this was accomplished through creation of the KFMA Program Development Fund); continued development and implementation of the new K-MAR 105 Analysis System; administrative restructuring to gain efficiency and improve quality; and numerous other changes. In recent months we have moved to having our computer programming completed on a contract basis rather than with employee programmers to allow greater flexibility and focus to these efforts. Our primary programming efforts continue to be completed by Koren Roland who has worked with us in this area since 2010. This summer we will continue steps in the restructure of program administration at the state level with the release of the new position of Associate Director, KFMA Program.

Currently open positions include the state level position of Associate Director and four KFMA Economist positions. The economist positions include KFMA SC in Hutchinson (expansion to five economists in the association); KFMA SW in Dodge City or Garden City (expansion position to three economists in the association); KFMA SE in Chanute (replacement position opening in June); and, KFMA NE in Council Grove (replacement due to economist move to another association occurring in July). Our website provides further information regarding these positions.

KFMA Economists are faculty members in the Department of Agricultural Economics at K-State. Currently the economists serving in each association include the following:

Northwest – Mark Wood, Clint Milliman, Shane Ruff and Jordan Steele

Southwest – Doug Stucky and Sandy Myers

North Central – David Rempe, Will Feldkamp, Trenton Hargrave and Bob Kohman

South Central – Bryan Manny, Camille Claassen and Greg Regier

Northeast – Craig Althausen, Clay Simons, Travis Heiman and Amy Boline

Southeast – Charlie Wilken, Jim Huschka, Hannah Bourbon, Cody Holland, Scott Laird, Ashley Poston and Jordan Dye

2015 ANALYSIS SUMMARY

KFMA farms recorded a substantial drop in accrual net farm income for 2015 with the average net income at \$4,568, less than 5% of the net income level of \$128,731 in 2014. This is the lowest average level of nominal net farm income since 1985. The operating profit margin decreased from 11.96 to a negative (9.58). More than 44 percent of KFMA farms had a negative net income for the year which denotes the situation many farms are currently experiencing.

Value of farm production (VFP) averaged \$504,582 for the 1,159 member farms in the KFMA summary for 2015. This is a decrease in VFP of 20% from the 2014 level of \$631,171. While revenues declined sharply, operating expenses only declined slightly (1.3% decline from 2014 to 2015). Lower grain prices were a major contributor while yields were extremely variable. Some areas of the state experienced prevented planting due to a wet spring while dry conditions effected the later part of the summer in many areas. Some farms in the state, southwest Kansas, in particular, experienced very good fall harvest yields. State average yields were down for corn and were increased for wheat, grain sorghum and soybeans compared to 2014 levels. Income from crop sources was down \$32,206 (7%) per farm in 2015 compared to 2014. Weaker livestock incomes were found in 2015, particular from livestock feeding. The Value of farm production from livestock sources decreased by over \$94,000 (55%) for the average farm in 2015. This followed a substantial increase in livestock source income the prior year.

As previously mentioned, total farm expense decreased slightly in 2015 sliding from \$502,439 in 2014 to \$500,014 in 2015. Total operating expense decreased 1.3% to \$415,259 per farm. Crop production costs per crop acre were down slightly (\$1.35) at \$264.47 while machinery costs decreased 4.4% to \$95.32 per acre in 2015.

The current ratio declined from 2.73 to 2.22 during 2015, the lowest level since 2006. Working capital to value of farm production fell from 63.90% to 58.23% while the measure of working capital to operating expense plus interest expense fell from 91.64% to 67.38%. This indicates the tightening cash position for KFMA farms and is a direct result of low commodity prices and decreased profitability across both crop and livestock sectors.

The net worth change for the average KFMA farm from the beginning to end of 2015 was (\$51,295), a 2.4% decrease. This is the first net worth loss for KFMA farms since 2002. Debt levels increased by \$30,550 per farm with 59% of the increase in current debt and 41% in intermediate and long-term debt. Value of total assets decrease nearly \$21,000 during 2015. With these changes the debt to asset level increased from 20.2% to 21.5% for the average farm during the year. While profitability was dropped substantially in 2015, this still represents a strong balance sheet at the end of the year.

Additional whole-farm and enterprise data can be found on the KFMA web site (www.AgManager.info/KFMA) and on the K-State Department of Agricultural Economics Extension website (www.AgManager.info). The Ag Manager website is currently undergoing substantial changes which will include changes to the KFMA site. These changes will be implemented during July 2016.

KFMA – Mission and Purpose

- To work as an efficient team of economists, serving on the management team for KFMA member farms, as a farm business management resource.
- To provide high quality and timely farm recordkeeping, financial analysis and tax management.
- To achieve the goal of improved farm and family decision making, resulting in increased farm profitability and sustainability.

KFMA – Core Values

Relationships
Integrity
Service
Excellence

KFMA – Program Motto

Building Strong Relationships...
Producing Excellence

Kentucky Farm Business Management Program State Report 2016 Annual NAFBAS Meeting Sioux Falls, SD

The Kentucky Farm Business Management (KFBM) program is a joint venture between the University of Kentucky Cooperative Extension Service and four Area Farm Management Associations. The four associations are represented by the Kentucky Association of Farm Business Analysis Groups. Our mission is to provide a records-based information system to assist Kentucky farmers in defining and reaching their goals. This mission is extended to KFBM clientele through direct consultation and to the general population through research, education, and extension programs of the University of Kentucky.

The Kentucky Farm Business Management program has migrated from using a Quattro spreadsheet to an Excel spreadsheet. The Excel spreadsheet was first used by part of the specialists during the 2015 processing season and fully used by all specialists during the 2016 processing season. During the 2016 processing season, we were able to export the data from the spreadsheet and import it into the end of year analysis program (FBFM FARM). It cut down on the hours required for processing books.

Currently, there are four Farm Analysis Associations across the state, employing nine area specialists and one state coordinator. The program consists of 665 farmers on 374 farms enrolled as cooperators. Commercial Grain farms make up the majority of the farms serviced. Other farm types include Dairy, Beef, Tobacco, Hogs, and Poultry. KFBM Specialists and the coordinator retain a 10% extension appointment with the University, concentrating on using data for extension publications and area meetings. Specialists collaborate with Ag Economics Faculty in studies and articles using KFBM analysis. Graduate students and faculty use the KFBM data in research projects and farm analysis is used in some of the undergraduate Farm Management courses.

Grain farms continue to make up the majority of farms participating in KFBM. Poultry farms seem to be increasing participation in the program while hog, beef, and dairy numbers are decreasing. The current decline of grain prices has led to encouragement of farmers to join KFBM by their lenders. Most of the net gain in participation is due to field staff recruitment and reputation built up over relatively long tenures.

Profitability in agriculture is becoming challenging to maintain in the current market situation. Grain yields were higher in 2015 than they were in 2014 for the average Kentucky grain farm. Prices continue to decrease for grain crops in 2015. The increase in yield was not enough to offset the decrease in price; thus, net farm income for Kentucky grain farms fell from \$173,564 in 2014 to \$128,635 in 2015, a 29% decrease. Management returns for Kentucky grain farms fell \$41,980 to -\$54,844 in 2015.



Minnesota's State Report to NAFBAS
NATIONAL FARM BUSINESS MANAGEMENT CONFERENCE
Sioux Falls, SD June 12-16, 2016

Don Nitchie, UMN Extension Educator in Ag. Business Management, and
Field Staff for Southwest Minnesota Farm Business Management Association

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 University of Minnesota Extension. SWMFBMA is served currently by one University 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. The Association then contracts with four-five additional part-time individuals to provide services to all it's membership. This past year contractors were; Tonya Knorr & Connie Vander Poel who conducted all field staff functions; while Garen Paulson and Janet Froslan assist on a PT basis doing analyses work for members. Garen also serves as the primary lead for analysis and benchmarking data coordination with the Center for Farm Financial Management at the University of Minnesota.

The membership of the Association has been fairly stable to growing over the past few years, but has declined some this past two years. Several farms organized as an entity may have 2-3 members but, only one farm to analyze. Of the 124 members currently in the Association, the analysis of 103 were completed and included in our 2015 Report which can be found at; <http://www.cffm.umn.edu/> under the "publications" tab. Recruitment and retirements are on-going. New-membership enrollments had out-paced retirements the last few years except for 2014 & 2015.

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. There a significant number of contract hog finishing operations. As is the trend in the country, the livestock operations are becoming larger, but fewer. To maintain sufficient livestock numbers to publish comparisons, all Minnesota livestock data in FINBIN is now reported in the SW annual report.

Despite record crop yields, the average net farm income of the 103 farms included in the 2015 annual report of the Southwestern Minnesota Farm Business Management Association was the lowest in the past 14 years. The average farm earned \$59,841 in 2015, down almost 50% from the previous year. We have to go back to 2001 to find a year when average earnings were lower. The decline in profits was driven primarily by decreasing prices for virtually all major commodities produced by member farms. Unlike 2014, when profits earned by livestock producers offset reduced profits for crop producers, livestock producers shared the pain in 2015.

The 2015 analysis reports an average net farm income of \$59,841 and a median net farm income of \$56,546, the lowest levels since 2001. The decline in profits was driven by lower crop prices and lower livestock and dairy returns. The negative average crop profits were tempered by record yields and increased government payments. Net return per acre on cash rented ground was an average of -\$22.52 for corn and -\$37.17 for soybeans. Some larger crop farms with significant amounts of high cash rented acres were again in the low 20% profitability group in 2015.

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. Including all Minnesota livestock data; those who finish feeder pigs for others showed a net return per pig space, (before owner labor and management), of \$7.61. Those owning their own pigs had net returns before labor and management of -\$0.35 per head for all Minnesota Farms. Total direct costs for all Minnesota wean to finish hog operations in 2015 was \$80.28 per head. Average sales volume declined to about 9,930 hd. per producer once SW farms were combined with statewide data.

Dairy Farms across Minnesota averaged net returns of \$311.11 per cow before labor and management. While still positive, this was down substantially from 2014. Only a few of these dairies are in the SW association and are either smaller or substantially larger in cow numbers than the state average. Beef finishing was significantly negative compared to 2014 with a net return over labor and management of -\$327.87 per head. This was largely driven by the cost of feeder cattle purchased relative to the sale price of slaughter cattle.

SW Minnesota enjoyed ideal growing conditions for crops throughout 2015. Both corn and soybean yields were substantially above long-term yield trends as well as 2014 yields. Corn yields averaged over 203 bushels per acre and soybean yields averaged about 58 bushels per acre. The average cost of production for corn decreased to \$3.46 per bushel and was \$10.38 per bushel for soybeans. Government payment income primarily from ARC averaged about \$48/acre for corn and \$45/acre for soybeans. Analysis showed average crop prices received valued at \$3.28 per bushel for corn and \$8.30 per bushel for soybeans on an enterprise basis on cash rented ground. Most of this value was influenced by inventory values for un-priced grain at year-end.

Recent additions to educational activities made available to association members continue-as well as for 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 and others. We are also now providing additional services for a few members for extra fees such as; book-keeping (support staff) and quarterly management meetings.

The Board of Directors of the Association is committed to maintaining and growing 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. Recruitment efforts have been successful in signing up a number of new early-career members. Resources made available through the U.S.D.A./N.I.F.A. 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 transitions as smooth and seamless as possible.

NEBRASKA STATE REPORT

NAFBAS 2016

For the first time in over 20 years the Nebraska analysis program added over 10% to the total number of operations included in the averages. This growth has finally happened by stabilizing and growing the analysis staff. After years of contestant turnover, we are seeing the years of tenure and number of staff grow. We are hoping that this new turn will become the trend as we continue to serve Nebraska's Farms and Ranches.

PERSONNEL

There are now 5 full-time consultants on staff in Nebraska and 3 farm financial assistants. We have been working during the past 5 years to develop new consultants through our assistant program. We have successfully transitioned two staff members to full consultant level this way and have weeded out some prior employees who were not going to be long term through this position. We feel the ability to find out who is right for the job without assigning producers to them eases the transition to a new staff member. Our full-time staff is now the largest Nebraska has ever had.

<u>STAFF MEMBER</u>	<u>YEARS OF SERVICE</u>
Tina Barrett	17 years
Anthony Barrett	14 years
Michelle Greenlee	9 years
Kayla Peterson	6 Years
Amber Lovitt	5 Years
Clare Anderson	6 months
JuliAnna Capek	New Hire
Ethan Doyle	New Hire

ANALYSIS PROGRAM SUMMARY

We are continuing to focus on our beginning analysis program. This program allows a discounted fee for beginning farmers. We have two goals with this. One to teach our new staff on "easy" or simpler operations and secondly to train new and young farmers to have good financial management skills before their operations get too large.

We have seen growth in our program through more visibility of our group. We have been doing a lot of speaking, sharing the data we collect. We have also tried to focus more on writing articles, doing radio interviews and some local TV to make sure producers know we are available.

2015 ANALYSIS REPORT

2015's net farm income was down by over 80% from 2013 ad 2014 to just under \$30,000 on average. The major drop in profitability of the beef industry combined with another slight decline in the crop sector contributed to the decrease. We saw record high yields in most of Nebraska's major crops which kept incomes higher than expected. Even with that, we saw 44% of the farms record a negative net farm income and 56% of the farms experienced a net worth loss.

There were 118 farms included in the averages in 2015 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 2016 NAFBAS CONFERENCE

The majority of farms serviced by farm management associations in Wisconsin are dairy farms. Net incomes on dairies in Wisconsin are down to about \$100-\$500/cow in 2015 due to milk prices that averaged about \$7.00/cwt less than 2014. 2015 milk prices will average between \$16.00 and \$17.50 per hundredweight. Cost of production per hundredweight ranges from \$13.00 to \$18.00. Land prices and rental rates continue to be high due to the demand for feed and especially the demand for land to spread manure. 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 \$400 per acre and land prices from \$4,000 to as high as \$18,000 per acre. Right now milk prices have dropped for the first 5 months of 2016. Milk prices have averaged closer to \$15.00/ cwt. We started out a little cold and wet this spring but planting started around May 1st and most planting was completed by May 25th. 2015 yields were above average for grains and hay.

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 \$6,000.00 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. Our 1099 and W-2 software is Winfiler by Greatland, which we now have to pay per 1099 and W-2 form for e-filing, and are currently looking for other software options.

CONSULTANT STATUS:

Fox Valley staff:

Michael Harer – Manager
Lynn Kopitzke
Steve Verhasselt
Jessica Korb
Jared Gonnering

Lakeshore staff:

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

MEMBERSHIP STATUS:

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

NFRBMEA Roll of States



National Farm & Ranch Business Management Education Association, Inc.

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

Colorado State Report 2016

Program

The Colorado Agri-business Program has been reduced to only 3 participating community colleges but has expanded with written agreement into a 4th community college service area. There are nine certificates offered on a unique hybrid program; consisting of; one on one instruction at the agri-business location; on-line instruction and cooperative learning. Currently, these certificates consist of two 9 credit semesters. The instruction relates to everything from record keeping to marketing to entrepreneurship. There are 6 full-time instructors and 2 part-time instructors

Farm Businesses Served

127 farms (units) are instructed.

Challenges

Many of the students are on financial aid, and the federal criteria for aid are becoming increasingly more stringent for the part-time students in our program. The rising cost of tuition to the students makes it difficult to maintain the student base without student aid. Travel and cost of program are becoming increasingly higher to the colleges with the cut in state funds to the postsecondary level. The decreasing number of replacement instructors and increased costs every year initiates colleges drop programs or cut instructors that still cover an increasing area.

Opportunities

The greatest opportunities for Colorado Agri-business Program are the redesigning course structure to facilitate non-financial aid eligibility by providing/offering fewer credits per semester. The Colorado ABM program has taken each 9 credit course and has broken in down into 3 3credit courses. This allows students to take 3/6 or 9 credits per semester. The certificates will still be set at 18 hours for completion. This breakdown of credits will also allow an on campus ABM program presence with the ability to be utilize ABM content and instructors in conjunction to other Ag certificates.

Successes

Instructors, over the years, have gained satisfaction in informational and educational sharing of knowledge to the many farms. The beginning farmers and ranchers are normally a great success and seem to gain knowledge in a greater degree.

Goals

Instructors are looking forward to maintaining and expanding the service area and increasing student base at each of the institutions. The agri-business program is defining the ability to acquire grants to aid student tuition and program costs. The need to meet the growth in students is ever on the minds of the administration and instructors.

Submitted by:

Becky Gremillion

Instructor

Otero Junior College

La Junta, CO

719-252-9163

Becky.Gremillion@ojc.edu



National Farm & Ranch Business Management Education Association, Inc.

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

1. Annual turnover rate: _____% _1_ # of vacancies
2. State - wide program experiencing _____ decline in programs,
____x____ 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.
____x____ Agricultural Loan officer experience.
____ County Extension Educator experience.
____ Other (please list): _____
____ Unknown.

Most glaring needs for education:

__The Colorado ABM faculty find the greatest need making the cost of the program more affordable so that more students can enroll in the courses.

What are the individual state teacher certification requirements which apply to the profession?
Bachelors Degree with Agriculture Knowledge

Are the teachers expected to pursue a Master's Degree? *Not at this time*

What are the teaching certificate renewal requirements in the respective states?
36 credit hours of continuing education every 5 years.

Roll Call of States Report; Minnesota

2016 NFRBMEA Conference

Farm Business Management (FBM) in Minnesota has just concluded its fourth 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 53 instructors operating out of one of the eight colleges. We anticipate that number to increase by 5-8 instructor this upcoming year. We anticipate hiring 3 new instructors for the upcoming year to replace retiring instructors and 6 new positions will be starting this spring and summer with new legislative dollars that were appropriated during the 2015 Minnesota legislative year. This will be the first year in many that FBM instructor numbers in Minnesota will be increasing significantly.

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 worked with, but how many FBM instructional credits delivered. Based on historical trends I believe, that in FY15 between 2450-2550 farms were enrolled in FBM at one of the eight colleges. 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 that database. This past spring, 2,031 records were submitted to the CFFM from the MnSCU FBM programs for the 2015 data base. This is similar to 2014 numbers. On average, each Minnesota FBM instructor submitted just over 38 FINAN's to the database by March 10, 2016 which was the cutoff date for this year.

Expectations of the Minnesota FBM program leaders is to stay above the 2,000 farms going into the database each year. With 5 new positions being added, we hope to get closer to 2200 farms in a few years. The last two analysis years, Al Brudellie, Del Lecy and Ron Dvergsten have been hired by AgCentric to lead the MNNSCU Database efforts. Their salaries have been covered by USDA Benchmark grant funds. Others individuals involved in the database development, were Ag Center Directors, Brad Schloesser and Keith Olander; FBM program directors, Eric Deters and Paul Lanoue; and FBM instructor database reviewers, Jennifer Smith, Josh Tjosaas, Justin Williamson, and Ken Thiesen.

Last fiscal year, the Minnesota Department of Agriculture established an FBM beginning farmer scholarship program. \$350,000 was provided in FY15, and that amount was increased to \$405,000 in FY16 and a similar amount will be available for the upcoming fiscal year. FBM students that have been actively farming for ten years or less and have completed less than 40 credits of FBM coursework are eligible for the scholarship to cover 50% of tuition and fees for the year. This past year 497 beginning farmer FBM students received this tuition support.

The past two years FBM faculty along with our MAAE organization has been working diligently in obtaining new legislative funds to support FBM programming in Minnesota. The Minnesota legislature did authorize during last year's legislative session, \$2 million dollars to support FBM statewide. Over \$1.6 million of the funds go directly to the eight MNNSCU colleges with FBM programs, and the balance of funds are being used for new program startups, PEP and other professional development and curriculum enhancement endeavors. Great news for Minnesota FBM!

The Professional Excellence Program (PEP) was continued this past year under the coordination of Ron Dvergsten. Nine early career instructors from Minnesota and North Dakota took part in this program to provide specific training to meet the professional development needs of our 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. The 2015 legislative monies appropriate \$40,000 annually for this program.

Minnesota no longer has teacher licensing in the MNSCU post-secondary faculty positions. Several years ago, we changed to a credentialing model that established minimum qualifications for each teaching discipline. Below are the current minimum qualifications for FBM in the MNSCU system:

Minimum Qualifications:

Education Requirement

- Bachelor's degree in agriculture, agriculture education, business, finance, economics or accounting.

Occupational Experience Requirement

- Four full-time (or equivalent) years of verified related paid work experience in agricultural operations, agricultural finance, or agribusiness.

Recency Requirement

- One year of this work experience shall be within the five years immediately preceding the date of application for the credential field. The recency requirement shall be waived if the individual has two years of successful full-time (or equivalent) postsecondary teaching experience in the credential field within the last five years.

Teaching and Learning Competency Requirement

- course construction (credit course)*
- teaching/instructional methods (credit course)*
- student outcomes assessment/evaluation (credit course)*
- philosophy of community and technical college education (credit or non-credit course)**
- Faculty shall have a degree in education or three years of successful full-time (or equivalent) teaching experience prior to being hired, or shall be required to complete coursework in the above content areas (or their equivalent) prior to being granted unlimited status.

Our MnSCU leadership is really promoting the development of the Agriculture Centers of Excellence to meet the needs of the state's agriculture industry. With the decentralization of FBM, funding was provided to develop a Southern Minnesota Center of Agriculture. This past year, funds were redirected to support 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,

Northland FBM Instructor/ MNSCU PEP Program Coordinator/MN Database Lead

North Dakota State Report

NFRBMEA

2016

The North Dakota Farm Business Management Education Program (NDFBM) remains in good condition over the past year. The program has 12 sites and 16 instructor serving an enrollment of 1002 students involved in 602 farm and ranch operations. The State Board for career and Technical Education (NDCTE) is the state sponsoring agency coordinating the program. State Supervisor is Aaron Anderson. He can be reached at Agriculture Education, 15th Floor State Capitol, Department 270, 600 East Boulevard Avenue, Bismarck, North Dakota 58505-6010, aaronanderson@nd.gov, 701-328-3179.

Funding continues to remain stable for NDFBM over the past year. Much of the success remains with a good working relationship with NDCTE and the state board in the development of a transition plan to assist with instructor transitions due to retirements and new program start-ups. A partnership of NDCTE, NDFBM, along with the North Dakota Farmers Union continues to provide direction and funding for mentoring 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.farmanagement.com, equipment upgrades, assists with publication and distribution of state reports, and instructor in-service.

NDFBM continues as a proud partner with Team Ag Ed and its partnership with the ND 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. The goal is to coordinate strategies to guide agriculture education today and into the future.

NDFBM continues in its involvement in developing programs for agricultural producer's involved in traditional conventional agriculture along with working with developing programs for agriculture producers involved with organic and sustainable agriculture in opening more education opportunities. NDFBM continues a strong association with North Dakota State University in their role in handling producer data in development of local, regional, and state averages 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 funding will remain major problems for the state. North Dakota Instructors retiring and finding replacements will continue to be challenges. Along with retirements, North Dakota will be discontinuing a program site at Northwood. The NDFBM will be working to fill the instructor needs along with efforts to fill the gap left by a program closing to meet the needs of the stake-holders (producers) in these areas.

Adequate funding will remain a challenge for all programs. NDFBM will continue to work its stakeholders and a continuation in developing relations with all affected agriculture organizations in its efforts to meet the demand and changes in agriculture facing producers in the state.

New Instructors:

Dr. Jason Fewell – Lake Region State College

Levi Helmuth – Bismarck State College - Dickinson

2016 NFRBMEA Roll Call of States
Oklahoma Response

Presently, the Oklahoma Agricultural Business Management Program consists of 17 programs and instructors. These programs are administered through the Oklahoma Career and Technology Education system. We have 2 instructors serving in their first year. The Oklahoma ABM program has 5 female instructors.

Each of the programs in Oklahoma will serve approximately 30 farm families.

The Oklahoma State budget has seen two straight years of drastic decline. This causes issues for all facets of education in our state.

Mr. Jack Staats serves as our State Director. Mr. Staats can be reached via the Oklahoma State Department of Career and Technical Education, Stillwater, Oklahoma, 1-800-522-5810.

The Oklahoma ABM Programs continue to work closely with the USDA, Farm Service Agency. All programs serve as credentialed borrower/training programs for the State of Oklahoma.

Use this checklist to help you put together your report for the annual meeting:

1. Annual turnover rate: ____10__% ____0__# of vacancies
2. State - wide program experiencing ____decline in programs,
____X__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.
____X__ High School Agricultural Education experience.
____Agricultural Loan officer experience.
____X__ County Extension Educator experience.

_____ Other (please list): _____

_____ Unknown.

Most glaring needs for education:

What are the individual state teacher certification requirements which apply to the profession? Teaching certificates are not required. An Ag-Econ degree is preferred, but not required.

Are the teachers expected to pursue a Master's Degree? No

What are the teaching certificate renewal requirements in the respective states? None

Roll Call of States Report-Pennsylvania

2016 National Farm Business Management Conference

The following is a report of Penn State Extension Activities in the area of Agricultural Entrepreneurship and Community Economic Development Team

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

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

The Agricultural entrepreneurship educators are grouped in the Farm Business Management and the Marketing sub teams and includes 16 educators. The Economic and Community Development team consists of 17 educators.

A goal of our institution is to increase the online and web based educational program to access more audiences in synchronous and asynchronous ways. We have experienced more educational requests on topics in farm and local marketing and consumer needs for food safety. We continue to strive for revenue generation to hire more educators to have a greater representation of farm management educators across the state.

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

Courses and Workshops

Farm Business Management

Crop Insurance Education

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

Farming through the Generations

Your Future in Focus

Exploring Your Small Farm Dream

Marketing

Are You Crazy? Retail Farm Market Bus Tour

Direct Marketing

Retail Farm Market

Social Media and Mobile Technology for Agricultural Businesses

Social Media Boot Camp for Agricultural Businesses

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

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

This year Miguel Saviroff, Farm Management Extension Educator will be attending the NFRBMEA conference.

Regards,

Miguel Saviroff
Penn State Extension Educator
Farm Financial Management

**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 four full-time instructors.
- **Number of Students/Farms Served:**
 - Currently we have 50 students completing the Level 1 FSA Borrower Training with more likely to participate with the online capability throughout the year.
 - Currently we have 165 farms enrolled in the Level 2 Farm Management program.
- **Accomplishments or highlights of the past year:**
 - Continued expansion in the Western & NE portion of the state.
 - Increased enrollments, even with longtime students beginning to transition out of their businesses.
 - Participated in lender seminars, training of Dept. of Ag financial counselors, and educational events across the state.
 - Conducted educational seminars for new generation farmers on-site for some noteworthy Ag Business partners.
 - Facilitated a commodity marketing course and a beef artificial insemination seminar.
 - Utilized ever increasing technology capabilities for assisting and reviewing individual farm records.
 - Expanded our media presence with news releases and weekly farm management articles being published by multiple print and media outlets.
- **Challenges and goals facing your state:**
 - With the program's continued expansion, logistics offer a challenge in some areas as there is a lot of distance to cover.
 - 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 and endowments, we hope to add more instructors to expand coverage in outlying areas.
 - Our program is unable to fulfill all requests of serving as Ag Finance Counselors for SD Department of Ag's Mediation program. Demand far exceeds resources.
- **Mitchell Technical Institute Corporate Education Supervisor:**
 - Doug Greenway
Mitchell Technical Institute
1800 East Spruce Street
Mitchell, SD 57301

South Dakota NFRBMEA 2015 state report continued:

1. Annual turnover rate: 15% # of vacancies.
2. State - wide program experiencing decline in programs,
holding own, ☒X 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.
☒X High School Agricultural Education experience.
☒X Agricultural Loan officer experience.
 County Extension Educator experience.
☒X Other: Ag producers & former FBM clients. Ag Industry.

Glaring needs for education:

- With the ag production sector experiencing similar input costs but lower returns received on grain crops compared to recent years, an increased awareness of knowing cost of production, marketing, recordkeeping and whole farm financial analysis is crucial to the success of SD farms. A sense of complacency had developed through the cycle of higher commodity prices in prior years.

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?

- No.

Will Walter,
FBM Director/Instructor
1800 E. Spruce St.
Mitchell, SD 57301
1-800-684-1969
www.sdcfm.com
will.walter@mitchelltech.edu

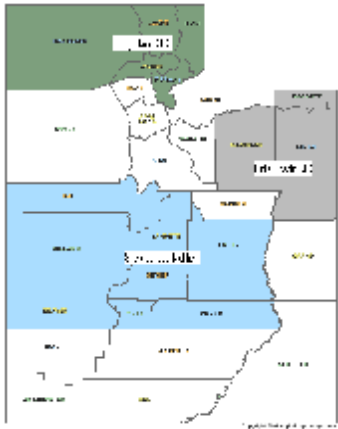
National Farm Ranch Business Management Education Association

2016 National Farm Ranch Management Conference
June 12-16, 2016

Utah State Report

Submitted by: Jay Olsen, Snow College, Ephraim Utah
jay.olsen@snow.edu, 435-283-7335, 435-893-2242

Program: 4 full time faculty at 3 community colleges (1 at Bridgerland Applied Technology College (ATC), Logan Utah, 1 at Uintah Basin Applied Technology College (ATC), Roosevelt Utah, and 2 at Snow College, Ephraim Utah).



FBM Service area, instructors & features:

Bridgerland ATC: 1 instructor (Kathryn Rawson) covers 5 counties, (9165 sq. miles with 5955 farm/ranches in the area)

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

Snow College: 2 instructors (Jay Olsen & Kendra Sagers) covers 7 counties, (19827 sq. miles with 4766 farms/ranches in the area)

Farm Businesses Served: 155 farm/ranch business enrolled during 2015 – 2016.

Bridgerland ATC will have one instructor retire at the end of June 2016 and the school is not planning to replace him.

Challenges:

- Instructor “windshield time” remains a challenge, four of the five instructors drive 20,000 -- 35,000 miles per year for farm visits.
- Increased work load for other college assignments, teaching, administration and grant work.
- Encourage the schools to replace retiring instructors.

Opportunities:

- Because we have impacted agriculture producers in the areas where FBM has a presence FBM programs have gained credibility and support. Although individual schools choose not to replace a retiring instructor the programs have support from the community.
- Building on this support, we would like to creatively find ways to offer FBM education in the un-served areas of Utah.

Successes:

- Successful with receiving a sixth grant from the Western Center for Risk Management Education, and a fifth benchmarking sub-award grant with University Nebraska, Lincoln and a coalition of other colleges and groups.

Goals:

- Increase the number of farm businesses in the 2016 Year-End Report by an additional 5 farms.



Roll Call of States Report

Wisconsin Farm Business & Production Management

NFRBMEA 2016 Conference

The Wisconsin Technical College System's Farm Business & Production Management (FBPM) programs provide instruction services/experiences for farmers in our representative districts. Not all districts have a program and over the last ten years our instructor base has shrunk from nearly 30 to less than 20. We seem to have plateaued but have not had any districts add the program or instructors.

The FBPM instructors commit to meet at least 3 times each year for fall and spring meetings along with our summer professional development conference held in June of each year. The conference is the Wisconsin Association of Agricultural Educators (WAAE) annual conference and includes high school, technical college and university Ag. Teachers. Each year this 4 day conference held at the end of June includes workshops, speakers, committee work and fun. The format is very similar to the National Farm Business Management conference but much more diverse in its offerings. The FBPM instructors have their own meeting room and usually end the conference with a farm tour.

The fall meeting rotates to different locations in the state and includes instruction for us from professionals in the area on timely topics. Again, we usually have business meetings and a tour of some kind during this 2 day meeting.

The spring meeting is usually devoted to compiling and correcting our analysis data and is held in a central location.

Our FBPM instructors offer instruction in agronomy, soils, animal production, nutrition, facilities & equipment, financial planning, record keeping and analysis and other more specific areas to meet the needs of the farmers in their districts. Instructors work with a range of 40 – 100 farmers so not all farmers take advantage of the financial analysis of what we do. Many do cash flow planning and balance sheet updates. Some of our instructors also have teaching responsibilities in the Ag. programs at their respective campus.

Our accomplishments this past year include having very good summer, fall and spring meetings that included great speakers and tours. We also had monthly conference calls that helped to keep everyone updated on a variety of topics and business. This year we should have 120 farm analysis submitted to the FinBin database. We have also had a few of our members earn recognition at the annual conference.

Challenges for the FBPM program and instructors have not changed much in recent years. Funding, adapting to technology, accommodating to niche farming areas and communicating.

Goals for the upcoming year include; 1. Continue providing good professional development opportunities for everyone and to help our new instructors more. 2. Utilize technology better for monthly communication. 3. Grow the number of farms that we are submitting to the database to 140. 4. Work on more effective ways to market our programs and tell our story. 5. Have more instructors become members of NFRBMEA. 6. Develop more scholarship funds for enrolling students.



Wisconsin FBPM Program Instructors

Blackhawk – ¼

Chippewa Valley – 2

Fox Valley – 2 ½

Indianhead – 2

Madison – 1

Mid-State – 1

Northeast – 3

Southwest – 3

Western – 3

Submitted by

Brad Sirianni, FBPM Instructor, Western Technical College



CATCH DES MOINES IN 2017

NAFBAS & NFRBMEA
Conference
June 11-15, 2017



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- Salisbury House & Gardens
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- Greater Des Moines Botanical Garden
- Iowa State Capitol
- West End Architectural Salvage
- Iowa Cubs AAA Baseball

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- One quarter of the United States' population live within a days drive of Des Moines



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2016 National Farm Business Management Conference

Press Release

"Adapting to Change" was the theme of the 2016 National Farm Management Conference held in Sioux Falls, SD June 12-16. The event was the 11th joint conference between the National Association of Farm Business Analysis Specialists and the National Farm and Ranch Business Management Education Association, Inc. and this year also featured members of the North Central Farm Management Extension Committee.

<Insert name and institution/agency here> attended the conference whose combined membership totals 400, who in turn work with 40,000 farm families across the United States. <Insert a couple of sentences identifying yourself and what you do>. <Insert your name> said, "The conference was the best I have attended because of the wealth of information I received about the changing risk environment of farm finances, the increasing use of technology, legal issues with farm transitions, and gathering perspectives from producers, lenders, economists, and educators". <Or some other quote.>

Educational workshops with university, industry and actual producers as speakers, helped conference participants better understand working with farmers in times of financial and business transition, challenging weather forecasts, and using leading edge technology advances. Tours to South Dakota State extension research farms, Hutterite colony, production farms, and innovative industries further enhanced the conference experience and educational opportunities.

*Notes for enhancements to the Press Release:

- Add a quote, if possible. It adds personalization and value to the experience.
- Pictures are the key. One good close-up picture of the participant on a tour or engaged in conversation with one of the speakers will draw readers to the article.