

NATIONAL FARM BUSINESS MANAGEMENT CONFERENCE



Building Value and Partnerships,
Sharing Knowledge, Growing Your Personal Value,
Looking to the Future

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

Conference Agenda

Monday, June 12

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

Tuesday, June 13

Host: John Jones

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

(Breakout Sessions continue on next page)

Tuesday, June 13, (continued)

1:00 PM **Breakout Sessions (continued)**

- “Selling Farm Management Services” —*South Bellaire*
— Ann Marie Lau, Senior Sales Development
- “Considerations for Building a Client Portal for Information Transfer”/ Ambrook Software —*Center Bellaire*

2:15 PM **Breakout Sessions, repeated**

- “Adding Value to Your Farm Analysis” —*Parlor A*
— Gary Schnitkey, University of Illinois, Urbana-Champaign
- “Depreciation Dos and Don’ts” —*North Bellaire*
— Anthony Barrett
- “Sell Farm Management Services” —*South Bellaire*
— Ann Marie Lau, Senior Sales Development
- “Considerations for Building a Client Portal for Information Transfer”/ Ambrook Software —*Center Bellaire*

3:15 PM **BREAK & Visit Vendors** —*Promenade*

3:45 PM NAFBAS Committee Meetings —*Parlor A*

NFRBMEA “Raising Our Brand” Planning Meeting —*South Bellaire*

4:45 PM Adjourn

Wednesday, June 14

Host: Laura Powers

7:00 AM Breakfast —*Parlor B*

8:00 AM “The Cherry on Top: Delivering Value” —*Parlor A*
(Family also invited to attend this event!)
— Steve Gilliland

9:30 AM Small Group Discussion: “How Do We Deliver the Value?” —*Parlor A*

10:15 AM **BREAK** —*Promenade*

10:30 AM “Young and Beginning Farmer Program: Bringing in the Next Generation” —*Parlor A*
— Sarah Campbell, USDA FSA

11:15 AM “Making the Transition to Social Security” —*Parlor A*
— Keri Mathie, Social Security Technical Expert

NOON 2024 Conference Planners’ Presentation —*Parlor A*

12:05 PM Lunch —*Parlor B*

1:00 PM “H2A Practices and Procedures” —*Parlor A*
— James Larsen, Farmer Law PC

2:00 PM “Making the Job Easier with Office Tools: Hardware and Software” —*Parlor A*
— Krista Robertson, IL FBFM

3:00 PM **BREAK** —*Promenade*

3:15 PM NAFBAS Business Meetings —*Parlor A*
NFRBMEA Annual Business Meeting —*Center Bellaire*

4:45 PM Adjourn

5:30 - 7:30 PM Family Picnic at Torch Lake Cellars Winery (**Sponsored by Ambrook**)
Limited parking available—carpooling is encouraged.

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