

**Farm Business Management
Advisory Council Minutes
November 27, 2002**

-Meeting was called to order at 8:00am by chairman Tom Scholin.

-Breakfast was ordered off the menu.

-The minutes of the previous meeting were reviewed and approved on a motion by Ron, 2nd by Steve.

-Since Bob Bollesen had to leave the meeting early, he covered/updated the group on parts of the agenda as follows:

-Marketing: overall program marketing has gone well. Radio blitz already took place for the second fall during the sugarbeet harvest. Another round of radio ads will hit the airwaves in January as well. The Farm Management Minute(FMM) news articles have continued on a weekly basis with positive feedback. We have also utilized pens, pencils, letter openers, etc. as marketing aids at some of the area Ag. Shows as in past years.

-Tuition Subsidy: should hit the legislature this year, was too late to do anything last year. Would take slightly over 1 million dollars to bring tuition subsidy back to the 30% of total tuition where it was when originally instituted. Minnesota Association of Agriculture Education lobbyist, Jerry Schoenfeld, will be working on this. We as instructors and farmers alike need to be in contact with our area legislators as well.

-On-line Education: Bob reviewed DTN courses that had been offered 3-4 times in the past. Ron and Greg Tullis have completed two on-line courses covering balance sheets and income statements that are ready to go on-line. These need to be marketed better. Also, Ron and Gerald Ausmus are working on two more courses on cash flow planning and business analysis. On-line distance education is a current statewide push which would also include course enhancements to be used with existing students.

-Outstanding Post-Secondary Award: Bob mentioned that our northwest region of Farm Business Management Education was recognized not only with the state award, but also with the national award recognition of excellence. This is the first time any farm management organization in the area has won this recognition.

-Prairie Grains Conference: Joel Osowski talked about the pda (personal digital assistant) workshop that he and Greg Kalinoski will be presenting at the upcoming conference. Ron mentioned that there would be two other workshops presented at the conference by FBM instructors as well. It was also discussed by the whole group that it would be great to have students in the booth at the conference as an added marketing effort.

-Current Topic Meeting Ideas:

- Tile Drainage – Zach Fore
- Precision Ag/GPS/variable rate application – Gary Wagner
- AgriBiz, Business Plan 1 hour along with business strategic planning issues
- Profitable Farm Data Session – Instructors

-Annual Analysis Meeting:

We hope to cover results of profitable farm questionnaire and give the meeting somewhat of a new look. Instructors will work on this as the time approaches.

-E-Learning:

Ron and Gerald Ausmus have been given the go-ahead on developing two more on-line courses, by our state committee on distance/on-line education, in addition to the two courses already developed on-line by Ron and Greg Tullis.

-Farm Bill Options:

Greg mentioned that we are already working with producers on determining their best options for the new farm bill sign-up, and will be continuing with this effort through the sign-up period. We will be selling credits to producers not in the farm management program that want to work with us on calculating their best options.

Greg agreed to send a letter to all council members and students regarding the potential subsidy drive to encourage individuals to write letters to the appropriate people. This will be initiated by our MAAE lobbyist and Greg will wait for the go-ahead from Bob as to when to send out a letter to students.

Member Bryan Grove updated the group to the fact that he is currently a member on the MN Ag. and Rural Leaders group/council, starting this November through April of 2004. Congratulations Bryan to being accepted to serve on this important task force.

With no further business and upon a motion by Bryan, 2nd by Greg, the meeting was adjourned.

Respectfully,
Greg Dvergsten
Council Secretary