

## **Farm Business Management Advisory Council Minutes November 18, 2004**

**Members Present:** Glenn Bergeron, Curt Swanson, Steve Hamre, Linda Hanson, Bryan Grove, Tom Harlow, Hans Kandel, Ron Dvergsten, Danie Packard, Greg Dvergsten and special guest Bob Bollesen.

Chairman Curt Swanson called the meeting to order at 8:05, after everyone was allowed to order off the menu.

Introductions were first with everyone introducing themselves around the table. Even though unable to attend, Jeff Thomas was introduced as the new Dean of Academic Affairs at the Thief River Falls campus.

Minutes were approved as mailed on a motion by Bryan, 2<sup>nd</sup> by Tom and unanimously carried.

### **Agenda Items:**

**New Dean of Management Education at NCTC:** Ron talked about the busy summer he experienced with becoming the interim Dean of Management in mid-June following cancer surgery to Dean Bob Bollesen. We were pleased to have Bob with us at the council meeting as a special guest following his official retirement on October 14, 2004. Bob has gone through a lot this past year after doctors discovered a cancerous brain tumor in early February of this year; we wish Bob and his family all the best and are very grateful to Bob for his many years of dedicated service to the management programs and NCTC as a whole. Ron became the interim Dean just days after taking the gavel as the new President of the Nat. Farm and Ranch Bus. Mgmt Education Association in Wisconsin at the national convention. Ron officially was hired as the new Dean of Mgmt in early August. A new instructor (Jon Christianson) was hired as Ron's replacement as of October.

**Prairie Grains Conference:** Will be held on December 9, 2004 at the Alerus Center in Grand Forks. FBM will have a booth there again and have been invited to provide four of the educational break-out sessions again this year. They are: Best Management Practices for Crop Producers, Farmer Friendly Spreadsheets, Marketing Strategies, and How to Use IPAQ's for Precision Ag. Greg handed out a copy of the brochure to the council. We are very happy about the excellent working relationship that Farm Management has had with the Wheat Growers, especially since Dave Torgerson has been there. We also consider this involvement as part of our winter current topic meeting schedule.

**Update on Lender Forums held in June:** Greg handed out copies of the lender evaluations that were completed by those in attendance. The overall evaluation was quite strong and it was felt to be a really good public relations with area lenders. We covered farm management highlights for the lenders that weren't real familiar to the program and also the Best Management Practices survey data was gone through with the area lenders. We

were also very pleased to have Hans Kandel and Zach Fore with the MN Extension Service with us to provide an agronomy and technology update as well as the economics of tile drainage. It was the feeling of the council to continue such events in the future at least on an as needed basis, maybe every other year or when there is information to be shared.

Winter Current Topic Sessions: The anticipated topics for the upcoming winter meeting schedule were reviewed with the council by the faculty along with dates. Topics discussed were: tax management, disaster program details, livestock risk program, impact on cash flow to expansion, EQIP, basic marketing concepts, cost of production, farm transfer issues, etc. Hans mentioned that it would be a good idea to get these dates listed on the smallgrains website so they would be open to any producer whether a current student or not. It was felt that this could be a good marketing idea and possibly could bring some new students into the college.

Linda mentioned that the soil and water conservation board that she is on is involved with some of the (CSP) Conservation Security Program issues and the focus for the year in Pennington County is on Feedlots. She indicated that \$297,000 was funded through the program last year.

Much discussion took place regarding the annual meeting. It was discussed that the information presented is really good for the lenders and extension staff that are there, but maybe some changes could be looked at to entice students interest in the annual meeting more. Maybe a breakfast meeting with more producer specialization; meaning that maybe we could have a Dairy Day, and a valley crop day and a non-valley crop day, etc. This is an on-going discussion from year to year with no immediate changes specified.

Ron gave an update on the Dr. Kohl informational articles. He has been contracted again by the state FBM to write another six articles for our organization to be shared with our students. We will also have 2-4 articles being written by Hanson and Baker on family communication issues as well as farm transfer and estate planning, etc. There was some positive comments from students last year that they enjoyed the information contained in these articles.

Ron also gave an overview of the six legislative initiatives contained in the chancellors recommendations for this coming biennium. The biggest of these is an initiative which would double the current tuition subsidy to management students and another proposal that would funnel extra dollars to the colleges that have Management Programs to help accommodate for our added cost on a per student base due to our individual delivery system.

NCTC newly derived strategic goals were reviewed as well with a correlation as to how the FBM program fits into these goals.

Hans and Bryan brought up the fact that it might be good for our local program area to consider issuing a friends of FBM award or something along those lines. Dave

Torgerson with the Wheat Growers is a name that was mentioned as being a good candidate for such recognition. We do have a business and industry award issued annually on a statewide basis by the MAAE organization, but local recognition may also be a good idea to look at.

With no further discussion and upon a motion by Bryan, 2<sup>nd</sup> by Linda, the meeting was adjourned at 10:15am.

Respectfully submitted,

Greg Dvergsten, Council Secretary