

North Central Farm Management Extension Committee

October 3-4, 2005

Kansas City, MO

Attending: Dwight Aakre, Don Breece, Dale Nordquist, Damona Doye, William Edwards, Steve Harsh, Ray Massey, Steve Isaacs, Rodney Jones, Doug Jose, George Patrick, Burton Pflueger, Gary Schnitkey, Dave Goeller

Steve Isaacs, Chairman, opened the meeting at 1pm. Mark Bailey was not able to join the meeting, however indicated: “the latest info I have received as of Tuesday, September 27th, was that the Administrator of CSREES has noted that we may be working with a reduced budget of 20% less than FY 2005. Hence, while I will be including the meetings of the North Central Farm Management Extension Committee in my budget request, it may turn out that I will be unable to attend your meeting this coming fiscal year. If that turns out to be the case, perhaps I will be able to join you via a conference call or paper reports.”

The minutes from the May 2005 meeting were provided, William Edwards moved the corrected minutes be accepted, second by Rodney Jones, motion passed.

Working Group Reports:

Facilitating Communications (Pfleuger, Chair) and response to May '05 action to move NCFMEC website to CFFM. Dale Nordquist demonstrated a mock-up of a site, including the National Ag Risk Library Publications link. Discussion followed about whether the committee should provide a “stamp of approval” on publications, should a full list of state publications be included, and how would outdated publications be monitored? Dale commented that 90% of Ag Risk publications are linked back to the institution. Burton suggested that an archive feature would be useful to hold outdated work. Committee suggestions for the site included: Under the committee section put a calendar or schedule feature and a archive for committee minutes, add a list serve of farm management educators with specialties noted, open the site with a national page and than select the regional pages, and have a feature section for resources in an issue area such as Transition Planning, perhaps with reviews. The State Reports that the committee members submit twice a year should include a section for farm management publications to be featured on the web site. Furthermore, Dale was asked to add a short statement of the committee’s purpose on the opening page and to list the additional contributing states to the NCR map. CFFM should continue to work with the Facilitating Communications sub-committee, with a goal of having the completed web site at the spring meeting.

The *Regional Collaboration* (Edwards, Chair) report featured a discussion of transition planning efforts, potential for regional collaboration and the sharing of materials, lead by Dave Goeller. The National Farm Transition Network membership will meet in Des Moines, Iowa. Dave sees three kinds of Transition programming: Educational efforts on economic topics, planning strategies, and communications; Linking programs that match retiring farmers with beginners; and one-on-one consultations. States reported as follows:

Nebraska- has a four day Returning to the Farm program for \$2-300, a two day Farming Together program for \$100, and Estate Planning with many sponsored by lenders.

Iowa- has an Ag Link program and a Beginning Farmer Center in Des Moines.

Ohio- has an Estate Planning web site, <http://ohioline.osu.edu/estate>.

MN- has a "Transferring the Farm Business-Beginning the Process" publication and a series of fact sheets.

MI- the district farm management specialists conduct workshops ranging from a 3 hour overview to a four day workshop with follow-up visits. Roger Betz has gathered a very complete resources notebook for the effort.

KS- has resources and workshops on Successful Family Business Transfers.

IN- has a Farming Together workshop patterned after Nebraska, including notebook. Uses Myers Briggs in communication sessions.

The Canadian Farm Business Management Council- developed a publication "Managing the Multi-Generational Family Farm."

As a committee, we support the Risk Management Grant efforts of Dave Goeller to include writing of Letters of Commitment for participation in the grant.

Rodney will re-submit the southern region conference proposal to the summer AAEA meeting.

Continuing Education (Patrick, Chair) committee report featured the 2007 Triennial Conference with NAFBAS and NFRBMEA by Gary Schnitkey. The conference is June 11-14, 2007 in Rochester, MN, at the Kahler Hotel. Gary shared a tentative agenda and will contact the western region, southern region, and NE Risk Management Center about the conference. He will also contact the Farm Foundation for financial support of a key note speaker and/or for the proceedings. At the spring meeting of the committee, we will collect ideas for speakers. Carry-on Gary with the help of Arlin, Dale, and Mark Bailey. Damona will assist with the papers.

Doug Jose reported on the NC RME activities (provided a glossy, four page 2005 report and a power point presentation) to include last years successful grant recipients, results of focus groups, and indicated that pre-proposals for 2006 would be due 15 December. He is looking for several replacements for the RC RME Advisory Council, such as a farmer or a representative from a farm organization. He will send a brief job description to the committee to assist with recruitment.

Dave Goeller provided information about the Trade Adjustment Assistance act (TAA) and reported on activities thus far. Concord grapes in NY, PA and OH became eligible last year and he demonstrated the short time period required to develop a curriculum. TAA training for the clientele must be completed within 180 days. He suggested that sugar beets may become eligible in the future. A web site for further information is www.aaafarmers.org.

Dinner Break:

Via telephone, Rick Klemme provided the advisors report. He asked that we provide input on the development of multi-state program outcomes and indicators. There are three areas: 1) Federally funded programs such as IPM, Risk Management, or PAT; 2) Stakeholder Driven like the Master Gardener program, for Farm Management or Specialty Crops; and 3) Emerging Issues such as Bio-security or Renewable Energy. He also discussed eXtension and recommended that farm management should consider a Community of Practice (examples so far include Master Gardener and Extension Disaster Network). It was suggested by the committee that our Fall 2006 meeting overlap, at the same location, with the AD meeting.

William Edwards provided a Midwest Plans Service update and this written report: Some realignment of personnel has occurred. Jack Moore, director, has retired and taken a part-time teaching job in Maine. His position was eliminated. Jay Harmon, Iowa State University Extension Ag Engineer, is handling administrative duties, and Bill Koenig is taking care of project management. Susan Lucke is employed half time in marketing and Kris Wilson is a part-time secretary. MWPS continues to lose money, but is being supported for the time being by the Ag and Biosystems Engineering Department at ISU. Positive news:

- MWPS received four Blue Ribbon awards for educational aids from the American Society of Agricultural and Biological Engineers (ASABE).
- Seven schools with equine management curricula have adopted the MWPS Horse Facilities Handbook as a textbook. Five more are considering it.
- Direct sales revenue for May through August of 2005 was up \$14,418 over the same period in 2004.
- Seven one-minute radio spots promoting MWPS have been recorded and circulated to the north central states through the MWPS steering committee.

MWPS (actually Susan Lucke, the marketing director) would like to have all pre-2000 NCR publication “updated,” so they can market them as new versions. Would this be a good time to consider changing the “look” as well as the content? The lease forms continue to be free download, but MWPS will convert them to electronic “fill in the blank” format. Would it be a good idea to revive the set of commodity marketing fact sheets that the defunct NC Producer Marketing Committee developed in the 1980s?

At 8:30 pm the committee adjourned for the evening.

Meeting resumed at 8 am on 4 October.

It was moved by William Edwards, seconded by Damona Doye that the Center of Farm Financial Management become a permanent member of the committee, motion passed. Dale Norquist will serve as representative for the CFFM.

A brief discussion was held about the future of the farm management program area.

William Edwards volunteered to host the **next committee meeting at Ames, Iowa on 9-11 May 2006**. He should be able to arrange for airport pick-up at Des Moines for attendees.

William Edwards reported on the AAEA Extension Section. A call for proposals has gone out via the e-mail newsletter for next years meeting in Long Beach, CA, and are due 1 November. A new award was given for less than ten years Extension service, thanks to Gary Schnitkey for chairing the awards selection effort. Tips were offered by Gary for submitting for the group award. Over 100 people attended the Extension luncheon at the AAEA meeting in RI. William is President-elect of the AAEA Extension Section.

Topical Issue discussions were held:

As a follow-up to Rick's question about regional impact indicators, it was suggested that we incorporate this idea into our semi-annual reports.

Damona shared Regional Livestock Leasing materials she found through a Google search and indicated that the list lacks a bull leasing reference.

The Farm Management Committee response to eXtension discussion lead to a suggestion that when the next proposal comes out, the group should submit joint proposals for Machinery Economics and for Farm Records.

Damona said that on November 1st a call for proposals would be released for the National Women in Agriculture Conference, held 6-7 April 2006. It will follow a similar format to the RM Conference.

Fuel prices and its impact were discussed. Missouri is looking at manure value in light of fertilizer prices and trucking costs, in a partial budget form. Gary will compile a list of resources and references on the subject and will soon send an e-mail to the committee for input.

Ag Mediation programs, Steve Isaacs requested information from the group about various state programs.

Damona indicated that there was an on-line data base for custom operators and will send a link to us from the Nobel Foundation web site.

Steve Isaacs showed the information about the Cooperative Extension Curriculum Project, sponsored by the Southern Region, a web based training program for Extension Agents: <http://cecp-online.org>.

Damona will forward a link to the committee about the Homestead Act.

Discussion was held about anticipating the farm bill, "be prepared to act when it comes out in two years" (Edwards).

A brief discussion was held concerning the Hurricane response by Extension.

Meeting adjourned at 2pm, motion made by Roy-unanimous second by standing.

Submitted by Don Breece, Secretary