



## 2022 NFRBMEA Roll Call of States Submissions

### Minnesota

Farm Business Management (FBM) in Minnesota has just concluded its 69<sup>th</sup> year! Minnesota FBM had 67 instructors that submitted 2293 farm analysis that became part of the FINBIN database which is a 10 year high in database participation! Our 67 FBM faculty throughout the state provided FBM education to over 2700 farm businesses in FY22.

#### **Farm Business Management – Statewide Initiatives**

- 1. Faculty training and professional development:** Hosted professional development at MAAE Summer Conference, Ag Tech Conference, hosted Fall FBM Conference – 67 faculty, 7 colleges
- 2. Leveraging resources:** Received \$122,000 federal benchmark grant, \$275,000 cover crop grants (3).
  - Multi-state collaborative: MO, IL, WI, NC
  - The cover crop scholarship program has brought 88 farms into a special sort of cover crop economic analysis for the 2022 analysis.
- 3. Faculty retention and training – PEP (Professional Excellence Program)** 2 senior mentors. We have had tremendous success in retaining faculty in recent years. Additionally, we have had successful transitions with retiring faculty taking annuitant status for at least one year to mentor new faculty.
- 4. Beginning farmer programs:** Supported MDA partnership - \$500K beginning farmer scholarships, \$100K in water quality scholarships, \$450k tax credits for FBM tuition, and farm transition work.
- 5. Database growth:** Grew the 2022 database by 47 farms, organic by 23 farms, water quality by 28 farms to support farm financial benchmarking.
6. Supported **rural mental health counselors** for farmers and legislative action to reset the program in new operations umbrella.
- 7. Reaching new and diverse audiences:** Launching a new urban FBM program, expanding specialty crops program to diversify offerings farm types.
- 8. Conserving water and energy use in crop production:** Received funding to support farmers in adopting precision irrigation technology and expanding FBM reach to conserve water, energy and improve water quality. \$3.5 million
- 9. Provided \$865,650 in FBM tuition scholarships statewide.** a. Organic, Water Quality, Beginning Farmer, Cover Crops, Special Projects



## Missouri

### Number of Instructors in Missouri

Currently, 16 adult agriculture instructors are housed in 15 local school districts across the state of Missouri. They include “full-time” to all ranges of “part-time” adult assignments. Adult instructors must hold a B.S. in Agriculture and meet Adult Certification Requirements.

### Number of Students/Farms Served

Each local adult program serves an enrollment of 5 to 30 farms in our Farm Business Management Analysis program. This includes one-on-one farm visits, business management classes, and records and analysis using the FinPack program and RankEm for analysis, benchmarking and summary information. Cooperators and instructors use a variety of monthly accounting programs to compile data for taxes and year-end analysis, the most common being Pc Mars, Quicken, and Quickbooks.

Our instructors also coordinate and teach a variety of in-depth and topics adult agriculture classes for the local community with a typical enrollment of 30 to 100 producers. Each instructor advises and coordinates activities for a local chapter of the Missouri Young Farmers Association.

The Missouri State Record Summary for 2021 will have records from 100 farms. This compares to 107 in the 2020 summary, and 109 in 2019. FINAN is the primary component of FinPack used in our programs. All of our instructors have received training in all FinPack components.

### State Supervisor’s Name and Contact Information Committee

Bruce Fowler  
Instructor  
116 Gentry Hall  
University of Missouri  
Columbia, Missouri 65211  
Phone – (573) 882-7379  
Fax – (573) 884-4444  
e-mail – [fowlerb@missouri.edu](mailto:fowlerb@missouri.edu)  
web page – [adultaged.missouri.edu](http://adultaged.missouri.edu)

### Chairman, MVATA Adult Education Committee

Joe Dameron, Adult Agriculture  
Mark Twain High School  
21622 Highway 19  
Center, MO 63436-9648  
Phone – (573) 267-3397  
e-mail [jdameron@rallsr2.k12.mo.us](mailto:jdameron@rallsr2.k12.mo.us)

### **Accomplishments and Highlights from the last year**

1. The quality of our farm analysis and benchmarking program continues to improve with good participation across the state with 100 records in this year's summary. The consistent high quality of the state program is a direct result of the efforts of the instructors of Missouri.
2. Instructors are utilizing "Plan on a Page" instrument developed through USDA-NIFA Benchmarking grant to enhance farmer understanding of farm financial health.
3. We have continued developing a "Producer Notebook" provided to each farm included in the state summary.

### **Challenges we are facing in the next year**

1. Missouri's state budget continues to make funding decisions difficult for both local schools and our state program. Our programs have received approximately the same funding for the past 20-30 years. We have received a slight budget increase this year and anticipate a similar increase for the coming year. Receiving an award in the USDA-NIFA Benchmarking program has helped relieve some budget stress, but is not a long-term answer to the challenge.
2. Continued professional development of new and existing instructors to provide even better educational opportunities to our farmer-cooperators.

### **Goals/Opportunities for the coming year**

1. Preserve a program of high integrity by doing exemplary work with local producers that provides the kind of recognition and respect needed to maintain and procure decision-makers' support.
2. Grow our state summary to 150 farms, continue to increase the percentage of records with enterprise analysis and develop summary of small farms and farms utilizing environmentally sustainable practices.
3. Share program success with more segments of the agricultural community in Missouri and expand awareness of availability of Missouri FINBIN data with Missouri producers and agribusinesses.
4. Look for opportunities to expand adult education and farm management education in both the high school setting as well as possible community college opportunities.
5. Utilize grant opportunities to expand the reach of the FBMA program as well as well as encourage financial analysis of small farms and farms utilizing environmentally sustainable practices.

## North Dakota

North Dakota Farm Management Education continues to experience instructor turnover. On a positive note, a new instructor was hired to staff an office and rebuild the program in Northwestern North Dakota, which has been closed since 2014. All programs are administered by four of the state's two-year colleges. The last program administered by a local public school closed in spring of 2022 when the instructor resigned to pursue a different opportunity. The biggest concern with this is the loss of enrollees in the programs. Statewide, there are four fewer full-time programs than there were four years ago. This requires instructors to travel significantly more to reach producers or to use remote teaching tools. We continue to market the programs across the state and received grant funds through the North Dakota Department of Agriculture to assist new producers with tuition. The state's Ag Commissioner is very supportive of the educational programming we provide.

### Positives:

- North Dakota Farm Management Education continues to have strong support from the two-year colleges that administer our programs. Good relationships with outside businesses and agencies have maintained our public standing.
- North Dakota Farmers Union has generously provided us with a multi-year mentoring grant to help us transition to new instructors.
- We received funding from the USDA-NIFA Farm Business Management and Benchmarking Grant to help train new instructors, fund promotional and marketing activities, and support programs across the state.
- We are in the sixth year of an agreement with the North Dakota Department of Agriculture's Mediation Service to provide credit counseling.
- Qualified individuals have been hired to fill vacancies.
- As a member of Team Ag Ed we are able to work with other levels of ag education to promote and support our programs through the FFA Star Partner program.

### Challenges:

- Maintaining/increasing enrollment continues to be a focus for us. As in the past 3 – 4 years and with continued changes in instructors, we were down another 21 farms in our state averages. Adequate enrollment is needed for the health of the individual programs and to maintain our viability in the eyes of the public and funding agencies.
- Finding strong, qualified candidates for future instructor vacancies.
- Providing adequate education and training to new instructors.
- Adequate funding will remain a challenge for all programs. Our overall level of state funding has dropped and is likely to drop in the future, requiring the local educational agencies to pick up a larger share of expenses or accessing funding from outside sources. Maintaining good relationships with stakeholders throughout the state is important to continue providing quality education.
- Adapting delivery of our programs to accommodate the changing demographic on farms and ranches while maintaining the integrity and good-will built up in the past.

**New Instructors:**

Morgen Stutrud – Rugby (Dakota College) started July 2021

Jessalyn Bachler – Stanley/Williston (Dakota College) started April 2022

Harlee Kilber – Dickinson/Bismarck (Bismarck State College) will start July 2022

Mike Radig – Wahpeton (North Dakota State College of Science) started August 2021

**Instructor Retirements:**

Rodney Armstrong – Bottineau (Dakota College) Effective June 30, 2022

Steve Metzger (part-time) – Carrington (Lake Region State College) Effective June 30, 2022

**Instructor Resignations:**

Jeff Dragseth – Dickinson (Bismarck State College) Effective October 2021

Bayarbat Badarch – Devils Lake (Lake Region State College) Effective June 2022

Ron Egli – Glen Ullin (Glen Ullin Public School) Effective May 2022

Programs: 10

Instructors: 10

Enrollment: 413 farms, 677 students

Sponsoring Agency: North Dakota Career &  
Technical Education

State Supervisor: Craig Kleven, Bismarck;  
crkleven@nd.gov

# South Dakota

Two instructors covering Eastern and Central SD

1. Farm Business Management Program:
  - Consists of three certificate programs with 6 courses in each program
  - Currently have 70 full-time students
  - Submitted 50 farms to the FINBIN data base from students ranging in age from 22-70.
  - 2 full-time instructors and 1 contractor meets at the farm or through virtual technology.
2. Advanced Technical Education
  - Consulting/Analysis preparation
  - Former students along with farms with well documented information work with instructors on an hourly basis to complete year end analysis.
  - Trouble shooting of accounting systems and creating cash flows are billed on an hourly basis.
  - 17 farms completed annual analysis included in the FINBIN data base.
3. Financial Foundations Course
  - Meets the requirements for FSA beginning borrower training
  - Covers financing, record keeping, farm management principles, and risk management
  - 2 credit course which is completely online
  - Completers of this course are encouraged to enroll in a Farm Business Management Program. Usually, enrollment in the FBM Program happens 5-7 years after the Financial Foundations Course.
  - 13 enrolled for the 2021/2022 year.
4. Changes for SDCFRM
  - Contracting with retired instructor to grow the program through increasing enrollment. When growth hits 25 students, a full-time instructor will be hired by Mitchell Tech to work with those students.
  - Goal for adding the instructor is Fiscal Year 2022-23.

Submitted by Lori Tonak, FBM Instructor

# Utah

Submitted by: Jay Olsen, Snow College, Ephraim Utah [jay.olsen@snow.edu](mailto:jay.olsen@snow.edu), 435-283-7335

## **Program:**

5 FBM faculty at 3 community colleges:

1 Full-time Uintah Basin Technical College (UBTECH), Roosevelt Utah

1 Full-time Bridgerland Technical College (BTECH), Logan Utah

3 Part-Time at Snow College, Ephraim, Utah

- **Farm Businesses Served:** 80 Utah farm and ranch businesses enrolled during 2021–2022 school year. The number of farm businesses served is down approximately 20 from previous years. The FBM program at Snow College moved from academic oversight to the continuing education department which required a new process for enrolling farm businesses and in this early initiation phase resulted in fewer enrolled farms.

## **Challenges:**

- Increased work load for other college assignments, academic teaching, administration, and grant work is a particular challenge at Snow College where the faculty split duties between Farm Business Management and teaching 25 to 30 credits of agriculture classes in a significantly growing Ag Business program, and in administrative roles.
- Administrative support for the program at all our colleges is a continual effort to maintain and strengthen.

## **Opportunities:**

- The Snow College FBM team developed an asynchronous online delivery with some face-to-face consultations of FBM courses to reach into the un-served areas of Utah.
- We are beginning work with Western Ag Credit (Utah's Farm Credit System) to provide these online courses to borrowers throughout the state.
- With FBM courses being online this opens opportunities for Utah State University County Extension agents to use these courses as they work with producers in every county throughout Utah.

## **Successes:**

- FBM work is a foundation for teaching application of farm records, benchmarking, and strategic business planning in all of the academic agriculture classes at Snow College. Students have the opportunity to accompany professors on FBM visits to see application of what is taught in the classroom being applied on the farm.
- The Farm Business Management program and annual report is sought out by the Utah Department of Agriculture and Food, local political leaders (city, county, state and even representatives and Senators) for a baseline Utah agriculture information.



## Wisconsin

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 20 years, our instructor base has shrunk from nearly 30 to 9.

The FBPM instructors commit to meet at least 2-3 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.

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 – 90 farmers and/or industry workers. Not all farmers take advantage of the farm financial analysis but there are more instructors providing this training and service than in previous years. Several instructors also have teaching responsibilities on-campus, due to retirements and other positions not being filled.

This past year Wisconsin Technical Colleges were a subrecipient of the USDA Farm Business Management and Benchmarking Grant titled: *Collaboratively Breaking Down Barriers for Farm Financial Benchmarking to Grow the National Database*. Other collaborators in the grant are: University of Missouri, Minnesota State, SW Minnesota Farm Business Management Association, Illinois Farm Business Farm Management Association and North Carolina A&T. Our accomplishments this past year included, increasing the number of farm analysis submitted to the FINBIN database. In the 2021 analysis season, 135 farms were submitted.

Submitted by

Sara Maass-Pate, FBPM Instructor, Fox Valley Technical College