

Dear Friend of Agriculture,

I would like to inform you of our upcoming National Farm Business Management Conference which is being held June 11 – 13, 2024 at La Crosse, Wisconsin. Our website is at <https://www.nfbm-conference.org/2024/>.

Each year this conference is held in a different state to highlight the state's agricultural producers and industry. As our conference will be in your neighborhood this time around, we would like to give you the opportunity to support farm business management education while promoting your business.

The National Farm and Ranch Business Management Education Association (NFRBMEA) is an organization of Farm Business Management instructors. In general, instructors work from community colleges and state universities.

The National Association of Farm Business Analysis Specialists (NAFBAS) is an organization of agriculture professionals who are, in general, either self-employed or who work for regional associations or land grant universities.

NAFBAS and NFRBMEA members work with and consult with farm and ranch managers. Income tax preparation, business planning, farm analysis, farm financing, cash flow projections, farm accounting, tax planning, financial ratios, financial benchmarking, farm transitions, commodity marketing and production concerns are among topics that may be included.

Together, these two organizations have over 200 members who reach out to over 40,000 farm families. This includes representation of the following 12 states through our membership: Ohio, Oklahoma, Colorado, Oregon, Illinois, South Dakota, Kentucky, Minnesota, Utah, Missouri, North Dakota and Wisconsin.

The National Farm Business Management Conference has been a joint effort of these two organizations since 2006. This annual conference is designed to:

- Provide opportunities to exchange ideas and methods
- Promote opportunities for additional training and instructional technology
- Cooperate with other organizations and educational institutions
- Include peer education sessions, well-known speakers, farm and ag business tours, and other varied educational opportunities
- Trends and programs in farm and ranch business management education
- Instruction in management principles, ag policy and leadership



Speakers at past conferences include:

- Dr. Michael Swanson, Wells Fargo
- Dr. Michael Duffy, Iowa State
- Dr. Roger McEowen, Iowa State
- Dr. Elwyn Taylor, Iowa State
- Dr. Robert L. Thompson, University of Illinois
- Dr. Phillip Harris, University of Wisconsin
- Dr. Ron Hanson, University of Nebraska
- Dr. Ron Plain, University of Missouri
- Representative Collin Peterson
- Dr. Danny Klinefelter, Texas A & M
- Jason Henderson, Purdue University
- Dr. Michael Boehlje, Purdue University
- Dr. Temple Grandin, Colorado State University

Locations of past conferences have been Omaha, NE, Rochester, MN, Fresno, CA, St. Louis, MO, Fargo, ND, Nashville, TN, Bloomington, MN, Overland Park, KS, Salt Lake City, UT, Rochester, NY, Sioux Falls, SD, Des Moines, IA, Harrisburg, PA, Sheboygan, WI, Hilton Head Island, SC, Fort Collins, CO and Bellaire, MI.

Partnership Opportunities

Opportunities for sponsorship are enclosed, however we are open to a variety of options you may be able to offer our conference such as:

1. Your business may spend a day with us for \$500. Set up a table display, hand out brochures, etc.
2. We offer specific events during our conferences that you may wish to sponsor. These events include breakfasts, luncheons, picnics, breaks, receptions, speakers, etc. For specific sponsorship events and levels please read below or feel free to contact me at denise.reeser@southcentral.edu or 218-330-7355.

Valued sponsors of past conferences have included: CHS, John Deere, Case IH, and National Crop Insurance Services.

As information becomes available for our La Crosse, Wisconsin conference we will be adding updates to the website I mentioned earlier. An overview of past conferences is available for your review at www.nfrbmea.org/conferences.html#past-conferences.

We offer sponsorship levels that range from \$500 (Seed Sower) to \$10,000 (BinBuster) depending on the level of contact you would like.

Thank you for your time and consideration. I'm sure you would find working with the National Farm Business Management Conference a valuable experience.

I look forward to working with you. Please call or e-mail me for more information.

Sincerely,

Denise Reeser
218-330-7355
denise.reeser@southcentral.edu
South Central College
Farm Business Management Instructor



2024 Sponsorship Levels

SEED SOWER: \$50-\$500

- Company name listed on conference material
- Company name listed on conference website



CULTIVATOR: \$501- \$999

- Includes a Single Day Pass (Tuesday or Wednesday)
- Distribute company brochure at event
- *Company name listed on conference material*
- *Company name listed on conference website*



HARVESTER: \$1,000- \$1,999

- Company listed on agenda as break sponsor
- Company announced prior to break and representative introduced
- Includes Two Single Day Passes (Tuesday or Wednesday)
- *Company name listed on conference material*
- *Company name listed on conference website*
- *Distribute company brochure at event*



BARNRAISER: \$2,000-\$2,999

- Company listed on agenda as meal or bus tour sponsor
- Company announced prior to event and representative introduced
- Includes Two Single Day Passes (Tuesday or Wednesday)
- *Company name listed on conference material*
- *Company name listed on conference website*
- *Distribute company brochure at event*



RAINMAKER: \$3,000- \$4,999

- Company listed on agenda as special event sponsor
- Company announced at special event and company representative introduced
- Includes Two Single Day Passes (Tuesday or Wednesday)
- *Company name listed on conference material*
- *Company name listed on conference website*
- *Distribute company brochure at event*



BINBUSTER: \$5.000 +

- Company listed on agenda as day sponsor (Includes all breaks and lunch)
- Company announced at all breaks and lunches and representative introduced
- Includes Three Single Day Passes (Tuesday or Wednesday)
- *Company name listed on conference material*
- *Company name listed on conference website*
- *Distribute company brochure at event*



NFRBMEA is the fiscal agent for the National Farm Business Management Conference and is a 501(c)3 non-profit corporation.

Please make sponsorship checks payable to NFRBMEA and mail to:

Denise Reeser, South Central College, 29748 171st Ave. New Prague, MN 56071