

Minnesota State Farm Business Management Fall Conference

Sponsored by: Minnesota State Agriculture
Centers of Excellence



Centers of Agricultural Excellence



Brad Schloesser
Southern Cntr of Ag Director
1920 Lee Boulevard
North Mankato, MN 56
507-389-7263
Brad.Schloesser@southcentral.edu



Keith Olander
AgCentric Director
1830 Airport Rd
Staples, MN 56479
218-894-5163
kolander@clcmn.edu



Farm Business Management

Professional Development

Provide 3 programs annually for technology and program updates, we provide a mentorship program for faculty with less than 4 years of experience

Brings 8 colleges working in harmony with one curriculum to serve our states farmers (nearly 3,000)

Benchmark Database(FINBIN)

Collate data from faculty to regional and state database with specialty sorts for lender and public policy use

Annually, over 2,000 producers provide accurate data that receives over 35,000 queries annually

Farmer Producer Needs

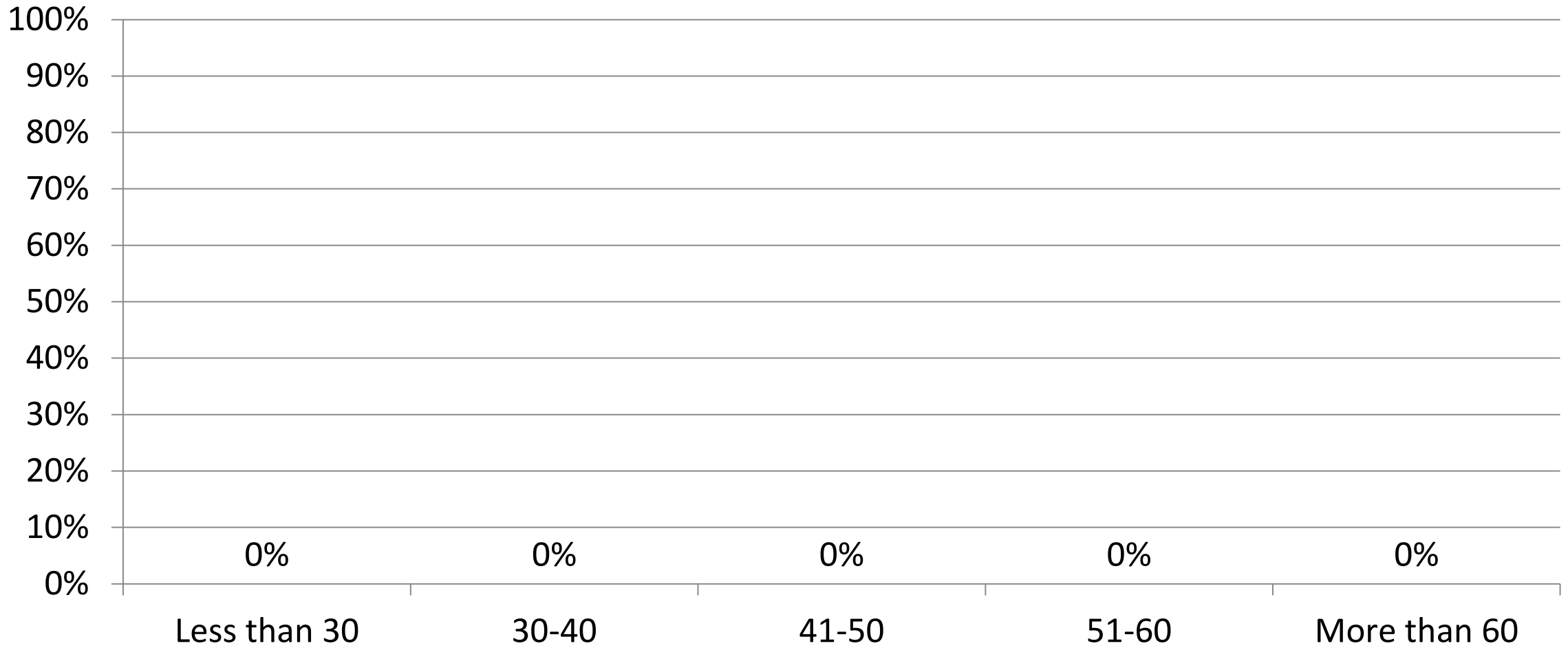
FBM Program collaborative works with partners to meet student needs in areas such as farm transition, expansion, mediation, and loan process guidance

66 faculty act in many capacities meeting with farmers typically 6-8 times per year to problem solve with them for farm sustainability in both the short and long term

FBM Survey

- **2016 Analysis Per Instructor**
 - Less than 30
 - 30-40
 - 41-50
 - 51-60
 - More than 60

Analysis Per Instructor



Benchmarking Grant History

- Funded by federal farm bill
- Supported strategically by CFFM.

MNSCU Benchmark Grant Spending Summary 2010-->					Grant I	Grant II	Grant III	Grant IV	Grant V	Grant VI	Grant VII	Grant VIII	Total
Total Grant Award					\$124,995	\$114,500	\$76,000	\$51,500	\$136,260	\$71,225	Denied	Pending	\$574,480
Hosted at:					Northland	Northland	Northland	CLC	CLC	CLC			
Managed by:					Ron D.	Ron D.	Ron D.	Del L.	Del L.	Del L.			
Year					2010-11 Grant	2011-12 Grant	2012-13 Grant	2013-14 Grant	2014-15 Grant	2015-16 Grant			

Beginning Farm Grants

- Becky Balk at MDA continues her work as she shared at summer conference
 - Please minimize contact
 - Please note – she is on vacation September 18-29th.
 - No Scholarships will process during this time.
- Include Brad or Keith in discussions around issues.

2017 Curriculum Review

Curriculum Team –

- Brad Augustin - SCC
- Mike Boersman - MN West
- Susan Bremer – CLC **
- Eric Deters - Riverland
- Ron Divergsten - Northland
- Greg Ervin – Ridgewater **
- Don Fischer - Northland
- Don Hermanson – SCC **
- Bill Januszewski- Alex
- Kristina Keller - SCTC ** \$\$
- Mike Kutzke – Ridgewater \$\$
- Paul Lanoue - MN West \$\$
- Shawn Meyer - Ridgewater

- Jim Molenaar - SCTC
- Gregg Raisenan – Alex \$\$
- Jim Retka – Northland \$\$
- Bob Rick - CLC
- Al Roesler – SCC
- Jennifer Smith - Riverland
- Bob Stommes - Ridgewater
- Ken Thiesen - SCTC
- Ed Uhlenkamp - CLC
- Judy Barka - AgCentric
- Brad Schloesser – SCC \$\$
- Keith Olander - CLC \$\$

\$\$ - Dean

**** - AASC**

2017 Curriculum Review

Advisory Team –

- Ken Thiesen - SCTCC
- Jim Molenaar - SCTCC
- Chad VanBeck - Sr Business Lender, Pine Country Bank
- Brad Burklund - Ag Banker, Bremer
- Jerry Hurrle – FSA, Farm Loan Manager
- Sarah Roerick - MN Dairy Initiative, Producer/Student
- Darrell Larsen - FSA Retired, Producer/Student
- Kristina Keller – Dean, St. Cloud Tech
- Dan Hoffman - Interim Director, Riverland
- Kyle Huneke - Riverland
- Paul Filzen - Ridgewater
- Bob Stommes - Ridgewater
- Sara Koscielniak – Student, Ridgewater
- Nate Converse - CLC
- Moe Durham - Senior Lender, F & M Bank Pierce
- Gregg Raisenán - Senior Dean of AAT Studies, Alex
- Bill Januszewski - Alex
- Jim Retka - Dean, Northland
- Josh Tjosaas - Northland
- Brad Augustin - SCC
- Paul Lanoue – Dean, MN West
- Ryan Roles - Sr. Loan Officer, Rural Finance Authority
- Matt McDevitt - Lending Manger, Rural Finance Authority
- Kevin Klair - Extension Economist, CFFM
- Del Lecy - CLC
- Mark Koch - AgStar
- Ted Matthews - MDA
- Craig Roerizk - Roeriizk Dairy
- Brad Schloesser – Dean, South Central
- Keith Olander - Dean, CLC
- Judy Barka – AgCentric



Curriculum Review

- <http://agcentric.org/education-training/fbm-curriculum/>
- Syllabus

Website Update

- Early September we were notified that MNSCU FBM webpage needed to move to accommodate web domain changes
- We are in transition – completed by Ag Tech
- <http://www.fbm.mnscu.edu/>
- AgCentric page is being completely re-done
 - Southern Center will have a “mirror” page
- Final stage of 3-year “hand-off”



PEP Update

- Renewed with the MAELC funds – increased to \$45,000
 - (from 40K)
- Ron Dvergsten – Director
- Betsy Jensen – Asst Director
 - Also set up Adobe Connect FBM webinars
 - Continue “Weeklyish” FBM email
- Fund mentors
- Specific training needs

Highlights of this Year

- Largest group ever with 18 participants. They represent 29.5% of our entire Minnesota State FBM faculty.
- We met 4 times in group sessions this past year. St. Cloud, Hutchinson, St. Cloud, Park Rapids
- We added some additional sales training activities this year to assist the instructors building programs with low enrollment.
- Below is FY17 PEP group during a break at fall training in Hutchinson

Minnesota State FBM Professional Excellence Program (PEP) Fall Training

The Minnesota State FBM Professional Excellence Program (PEP) met for its fall training session on November 1 and 2 in Hutchinson at the AmericInn. All eighteen FBM PEP instructors were able to attend at least a portion of the PEP training.

The PEP Training sessions are designed to provide FBM specific instruction on topics that FBM instructors see on a regular basis. Networking amongst the early career FBM instructors is another point of emphasis of the program. Each of the FBM PEP instructors are assigned one or



Photo of 2016-17 FBM PEP Instructors at the Fall Training

Front Row: Todd Stencel, Brent Roiger, Jim Velde, Lori Van Overbeke, Kami Schoenfeld, Jessica Hanson, Linda Carter, Betsy Jensen, Jeff Schultz

Back Row: Doug Lind, Kyle Huneke, Ed Uhlenkamp, Kraig Nelson, Kelly Klinkhammer, Eric Kinsley, Mike Boersma, Ron Dvergsten, PEP Coordinator

Not pictured: Robyn Beck



FY17 PEP Survey Results

- PEP Training Program Content and exposure to FBM on the job tools? Rating (7.61)
- PEP/College assigned FBM mentor (8.08)
- Social/networking value of the PEP training (8.46)
- Overall rating of your FY17 PEP Training Experience (8.15)



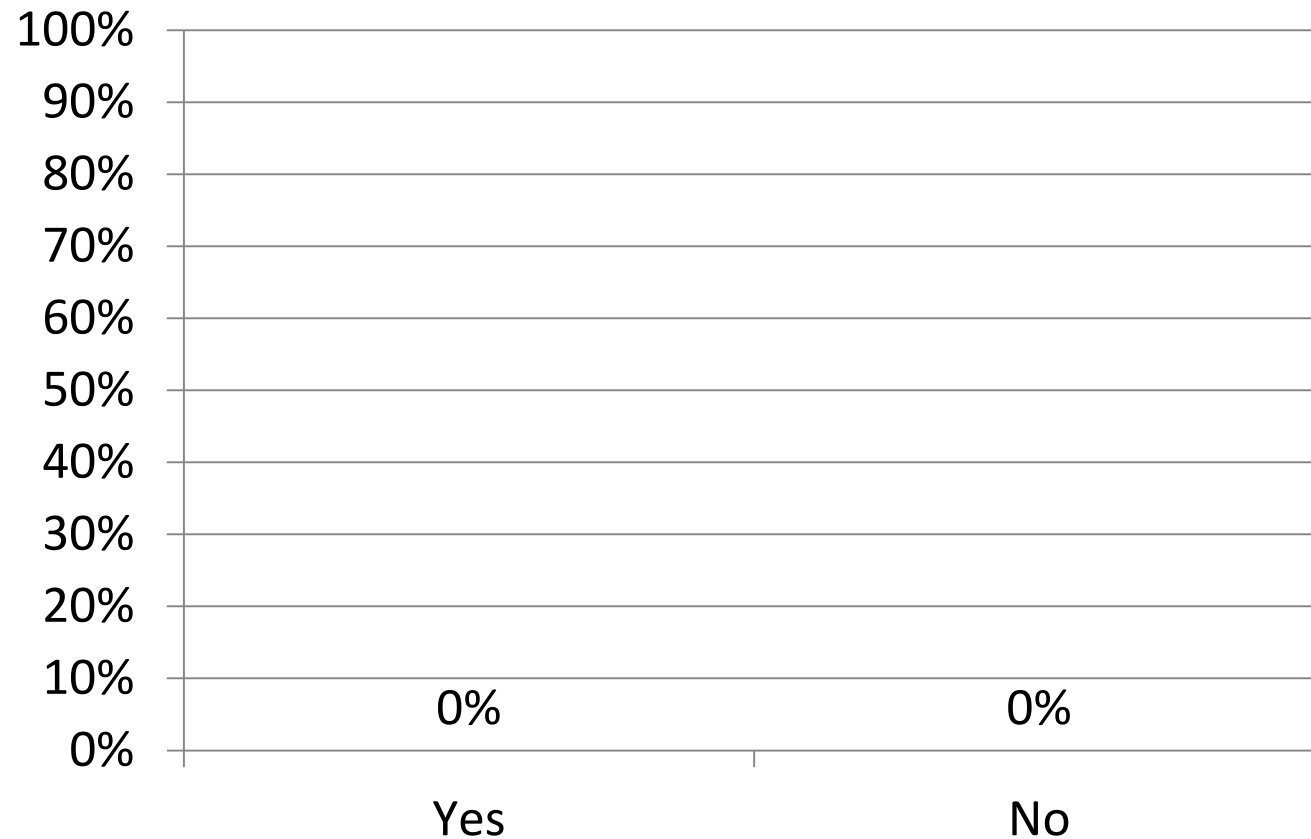
The 2017 PEP Group at the Lamb Weston Potato Processing Plant in May as a part of our 2017 Spring PEP Training event



FBM Survey:

1. Are you actively involved in a mediation?

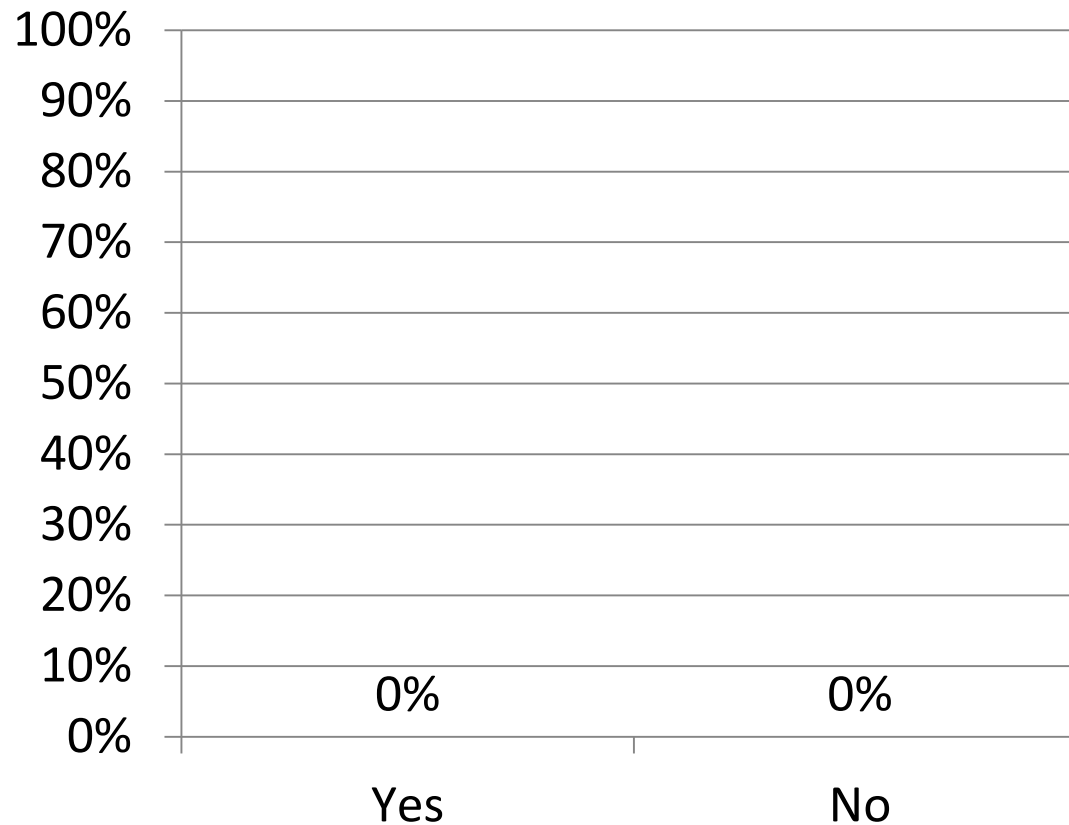
- Yes
- No



FBM Survey

2. Are you actively involved in bankruptcy

- Yes
- No

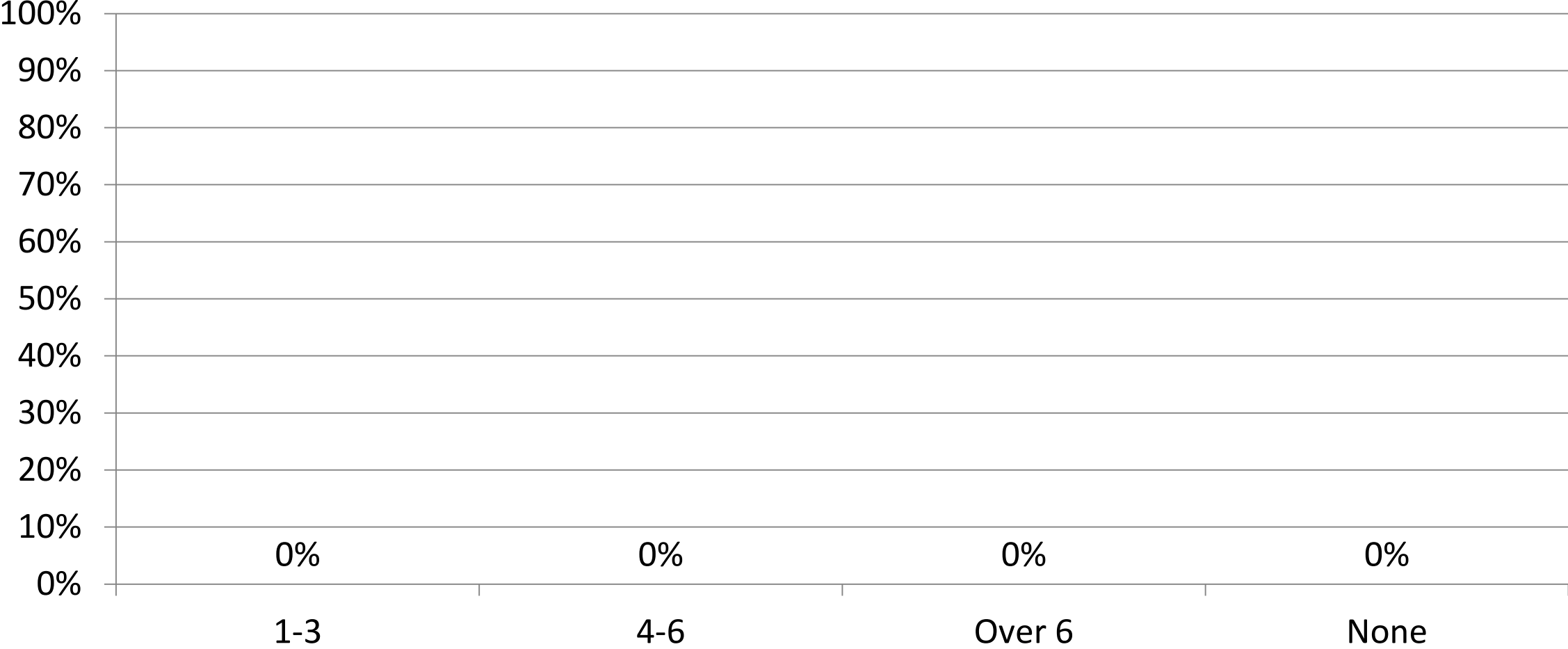


FBM Survey

3. In the last 12 months how many mediations have you been involved in?

- 1-3
- 4-6
- Over 6
- None

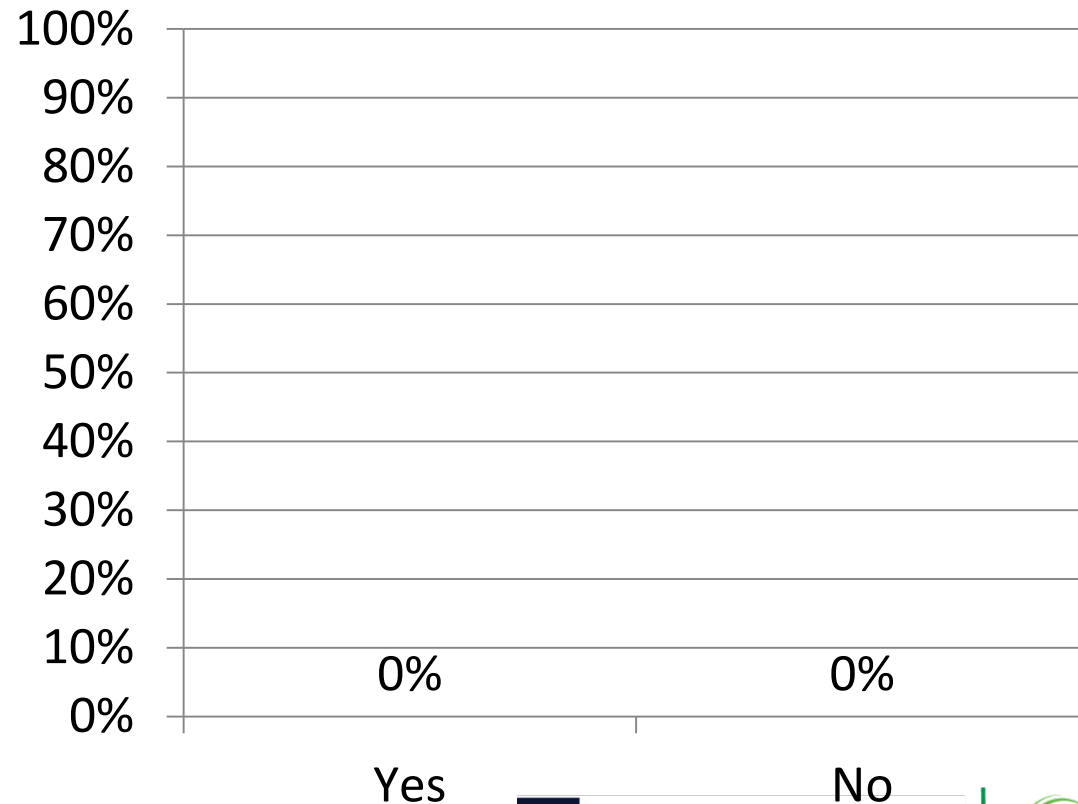
How many mediations have you been involved with in last 12 months?



FBM Survey

4. Due to economic conditions, are you finding your job more challenging to do compared to the last 5 years?

- Yes
- No

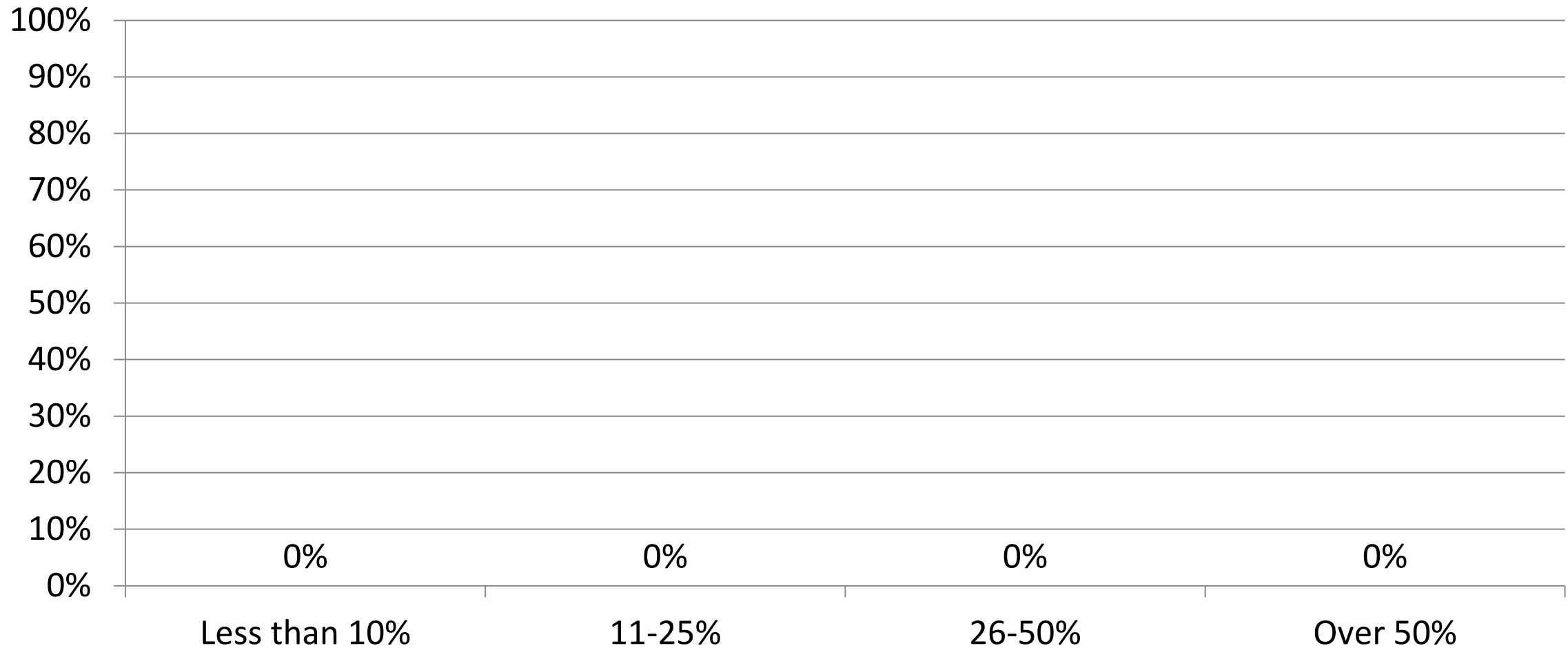


FBM Survey

5. What percent of students have you worked with to re-structure debt due to hardship?

- Less than 10%
- 11-25%
- 26-50%
- Over 50%

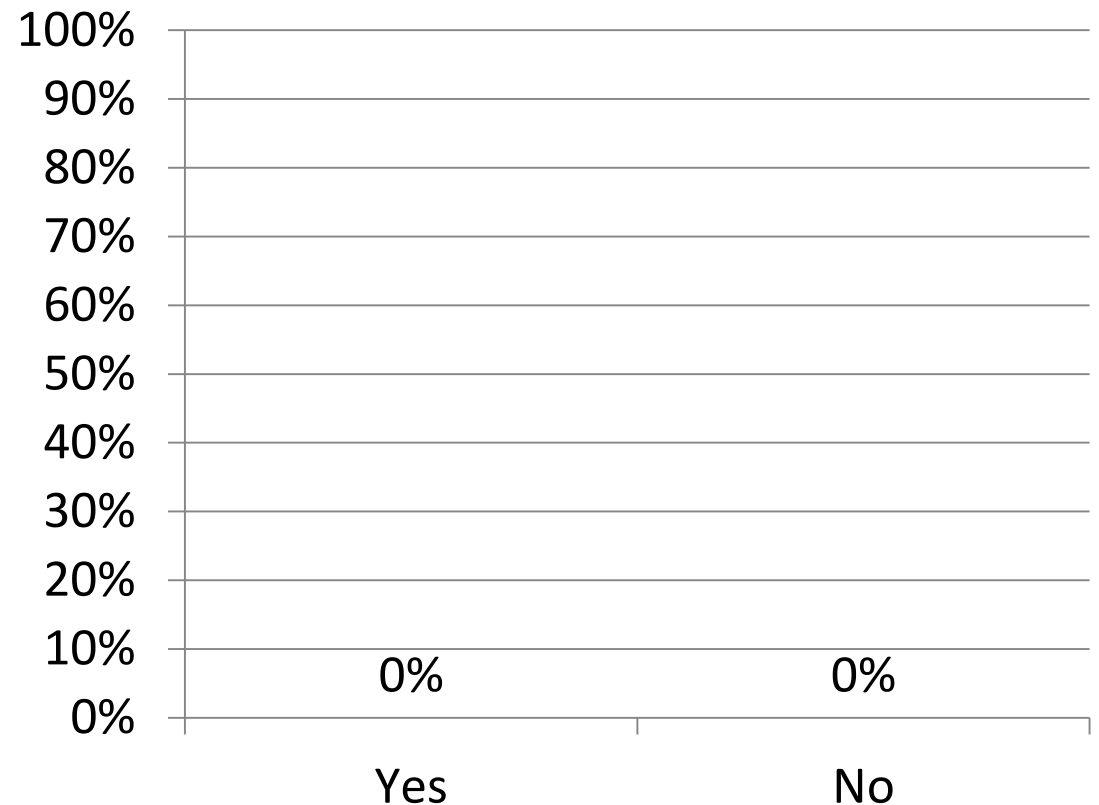
5. What percent of students have you worked with to re-structure debt due to hardship?



FBM Survey

6. Do you expect to lose students due to financial hardship (unable to pay tuition)?

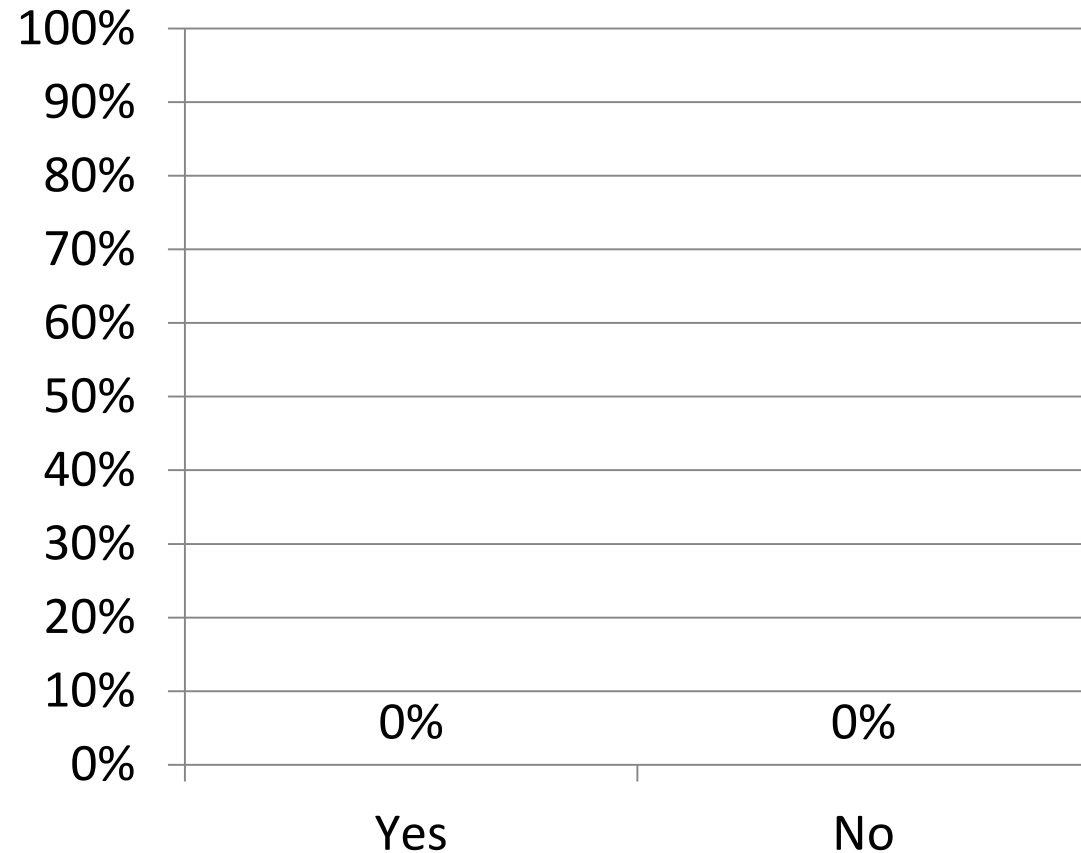
- Yes
- No



FBM Survey

7. Do you expect to lose students due to financial hardship (going out of business)?

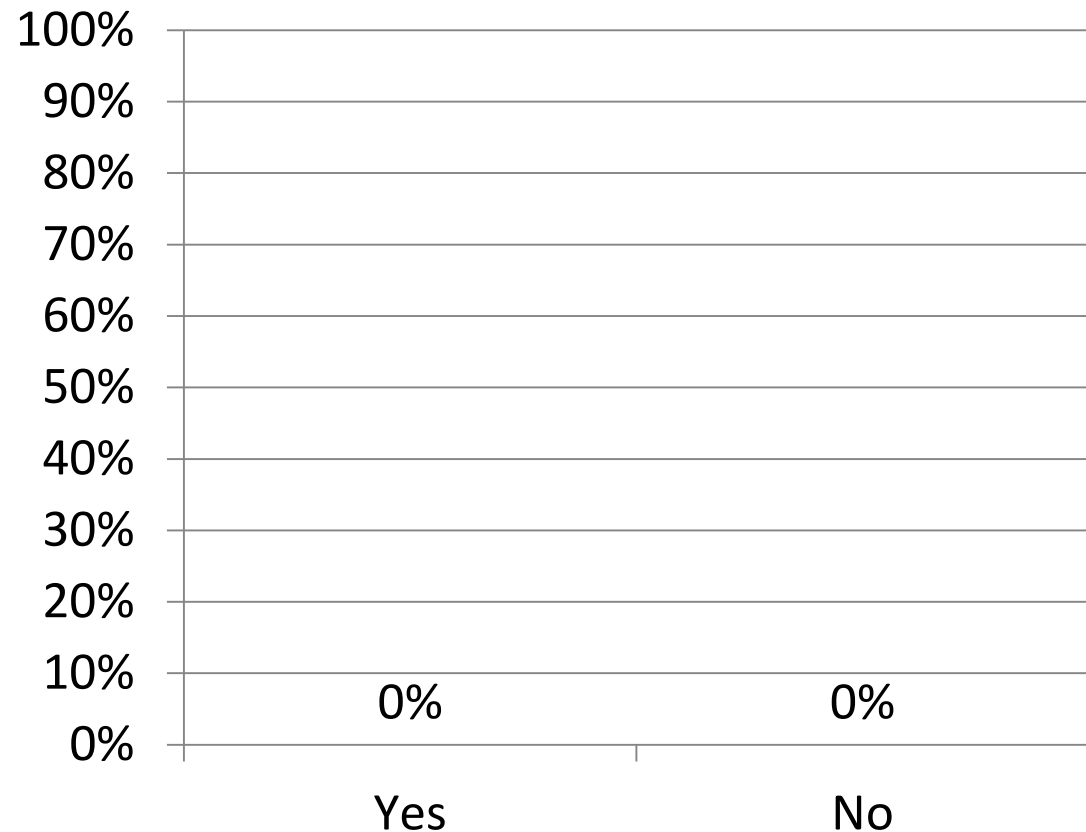
- Yes
- No



FBM Survey

8. Do you expect to gain students due to economic conditions?

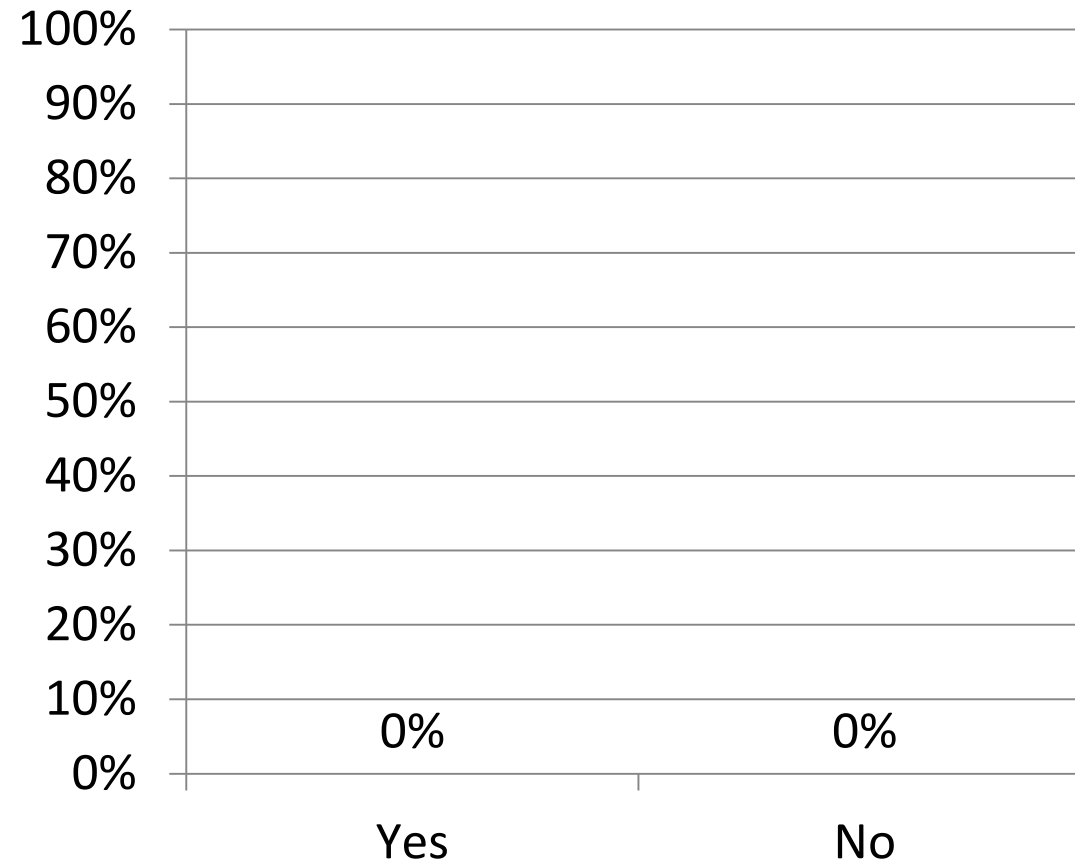
- Yes
- No



FBM Survey

9. Do you feel adequately supported to do your job at your local college?

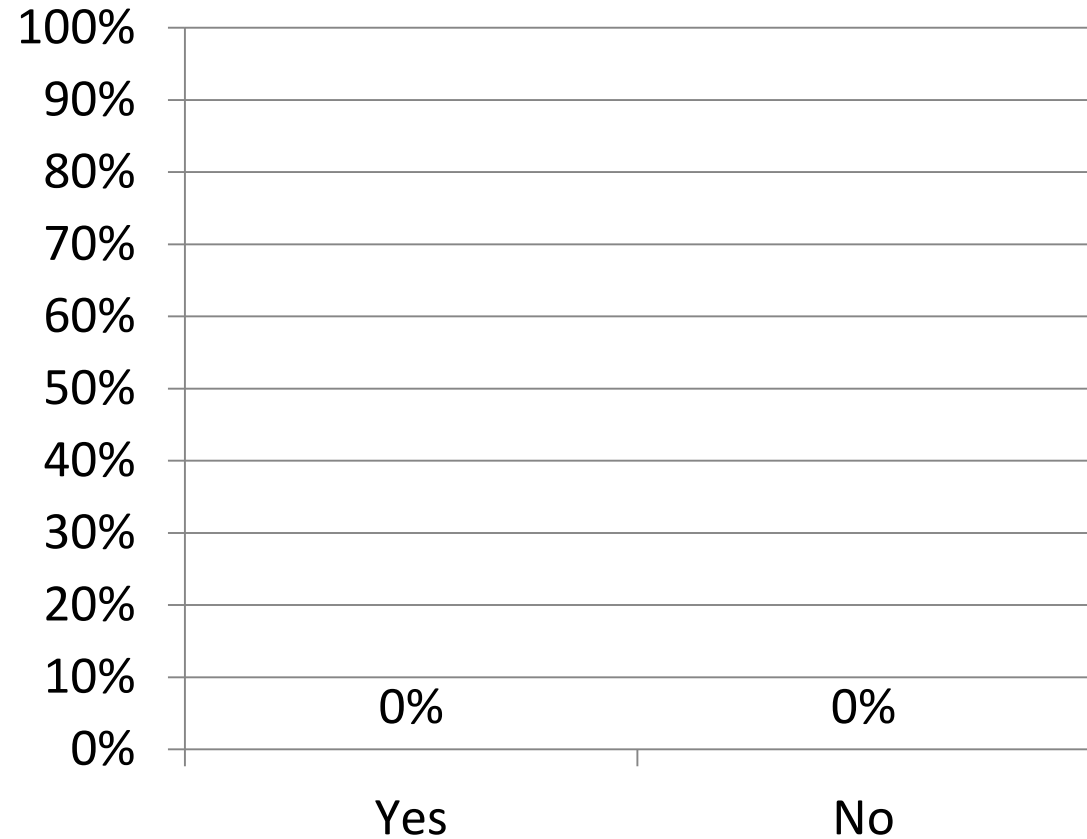
- Yes
- No



FBM Survey

10. Do you feel adequately supported from the Centers of Excellence to do your job?

- Yes
- No

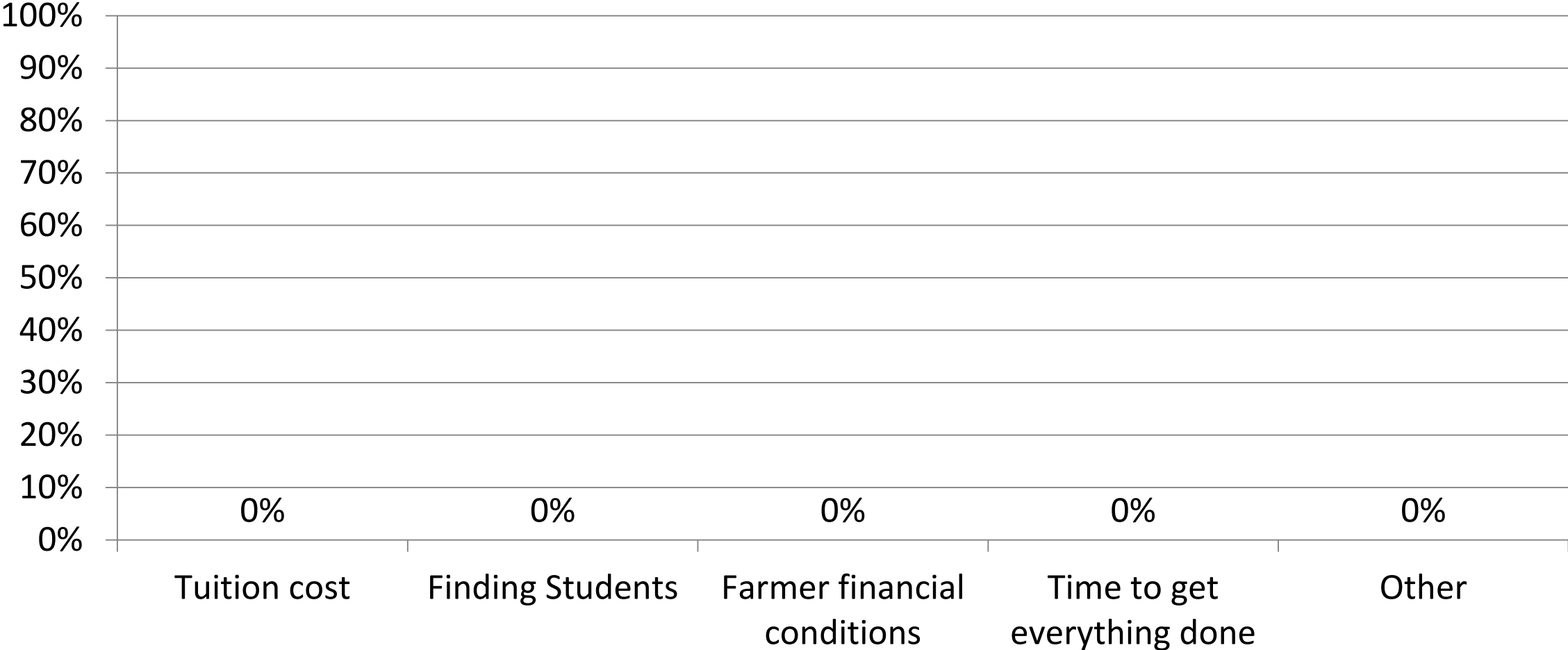


FBM Survey

11. The biggest obstacle to me doing my job is: (pick one)

- Tuition cost
- Finding Students
- Farmer financial conditions
- Time to get everything done
- Other

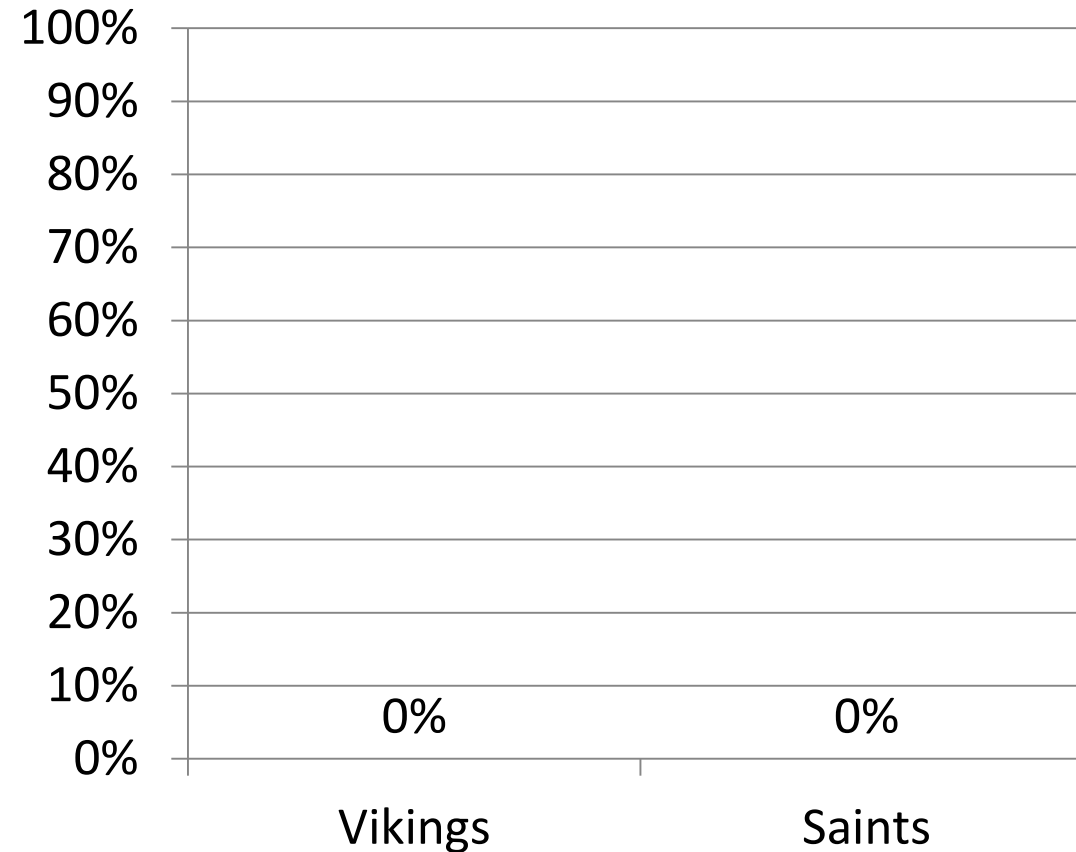
Biggest Obstacle



FBM Survey

12. I expect tonight's winner of the game to be:

- Vikings
- Saints



Small Groups

Work from 7:00 – 8:00

- Meant to be small group discussions
- Provide recommendations for future action – report tomorrow morning – email recommendations to Brad & Keith
- Group #1 – Rural Mental Health – Leader – Ted Mathews
- Group #2 – Farm Transition – Leader – Jim M
- Group #3 – Dairy App – Kota & Mike M., Dale Nordquist
- Group #4 - Virtual/On-line FBM – leader – Curtis M.
- Group #5 - Tools for FBM – web and others – Bob Rick