

Minnesota State Farm Business Management Fall Conference

Sponsored by: Minnesota State Agricultural
Centers of Excellence

WIFI: Connect to IHG Connect

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Centers of Agricultural Excellence



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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



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Benckmarking 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 | Denied! | \$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 | | | |



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Beginning Farm Grants

- Becky Balk at MDA continues her work as she shared at summer conference
 - Please minimize contact
 - About 50% spent.
 - Please use what you request or return prior to May 1.
- Include Brad or Keith in discussions around issues.



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2018 Advisory Team

- Brad Schloesser
- Del Lecy
- Jim Retka
- Keith Olander
- Kristina Keller
- Mike Kutzke
- Paul Lanoue
- Kari Schwab
- Pauline Van Nurden
- Sarah Dornink
- Bob Roesler
- Bob Stommes
- Craig Will
- Jim Molenaar
- Josh Tjosaas
- Ken Thiesen
- Kent Janssen
- Kyle Huneke
- Peter Beck
- Sara Ahrenholz
- Vern Becker

- Nate Converse
- Paul Filzen
- Roybn Beck
- Alison Rickeman
- Chad Vanbeck
- Chris Petersen
- Jerry Hurrle
- Josh Fiedler
- Judy Barka
- Karen Stettler
- Kirk Newman
- Mark Stenson
- Matt MCDevitt
- Mo Durham
- Darrell Larsen
- Heidi Kasella
- Mike Hoernemann

Curriculum

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

PEP Update

- Renewed with the MAELC funds –\$45,000
- Betsy Jensen– Director
- Ron Dvergsten– Asst Director
 - Also set up Webex FBM webinars
 - Continue “Weeklyish” FBM email
- Fund mentors
- Specific training needs
- Adding a training in January at CFFM.

Highlights of this Year

- 18 participants. They represent 28% of our entire Minnesota State FBM faculty.
- We met 4 times in group sessions this past year. St. Cloud, Alexandria, St. Cloud, Faribault
- 5 participants from ND/SD.



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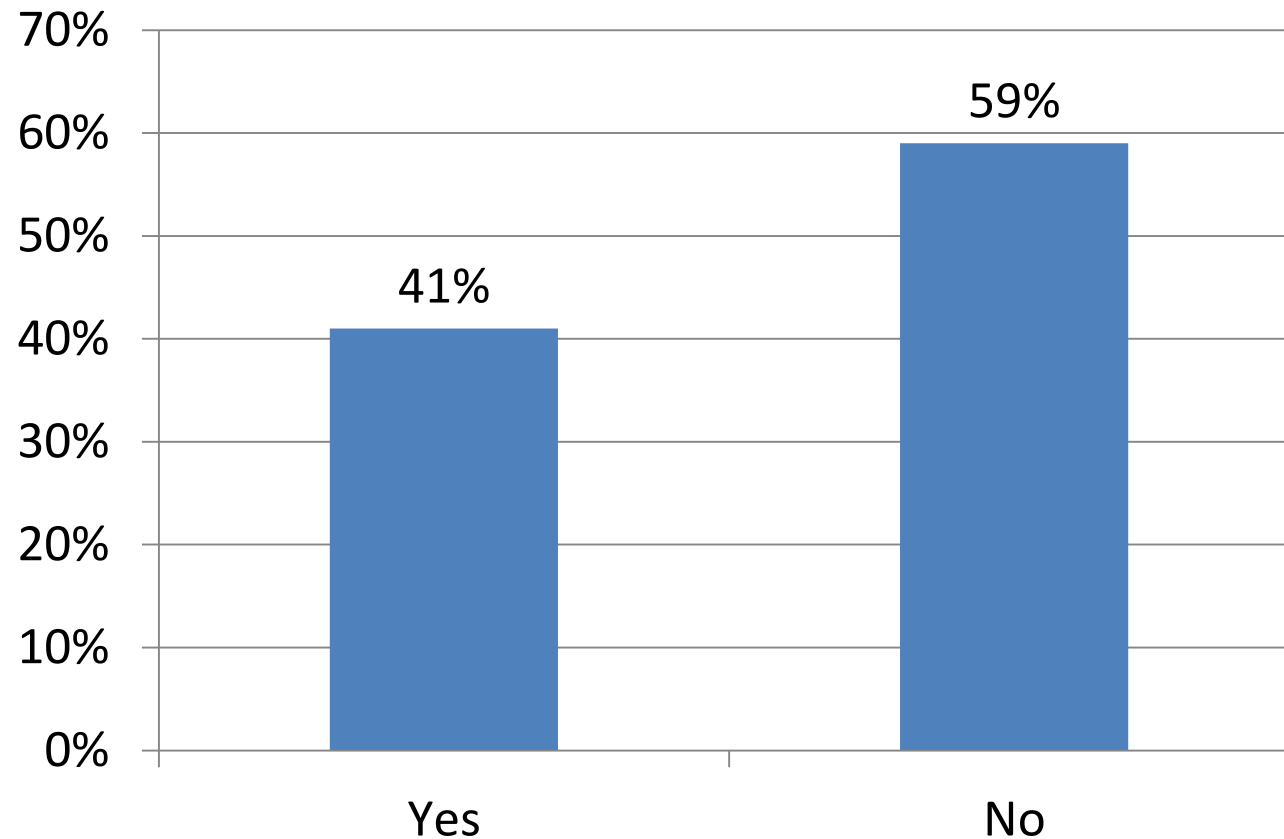
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FBM Survey:

1. Are you actively involved in a mediation?

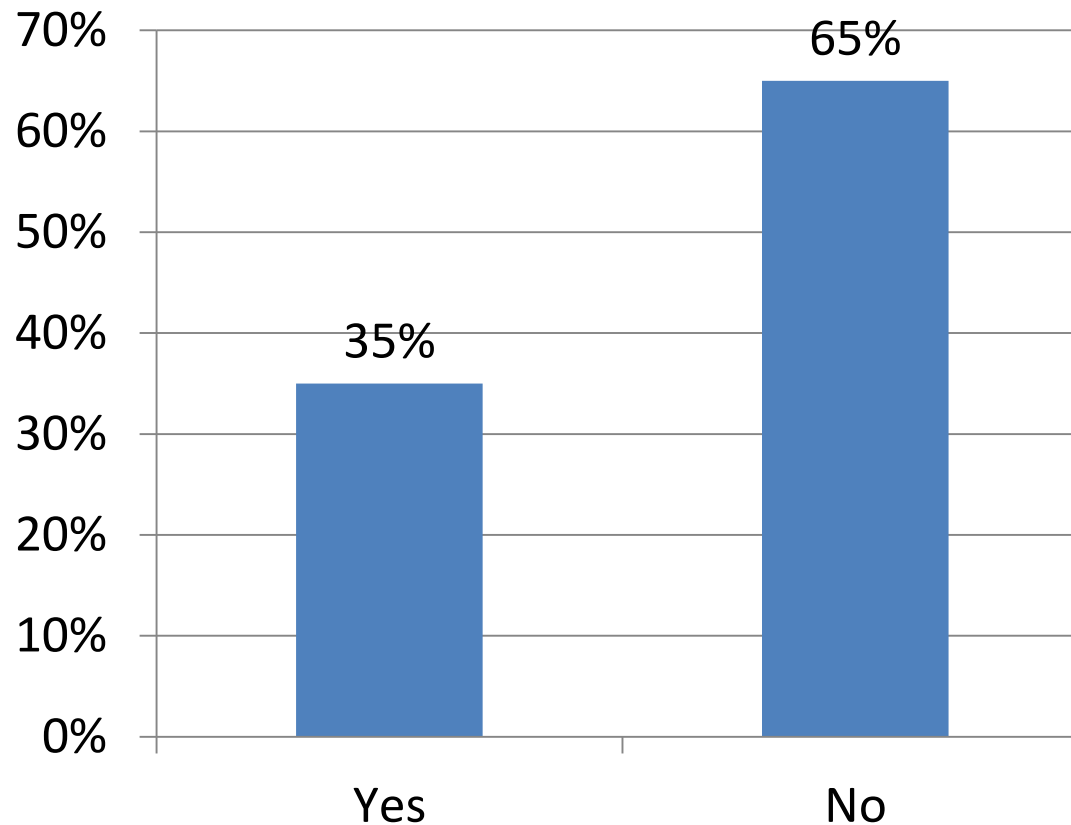
- Yes
- No



FBM Survey

2. Are you actively involved in bankruptcy

- Yes
- No



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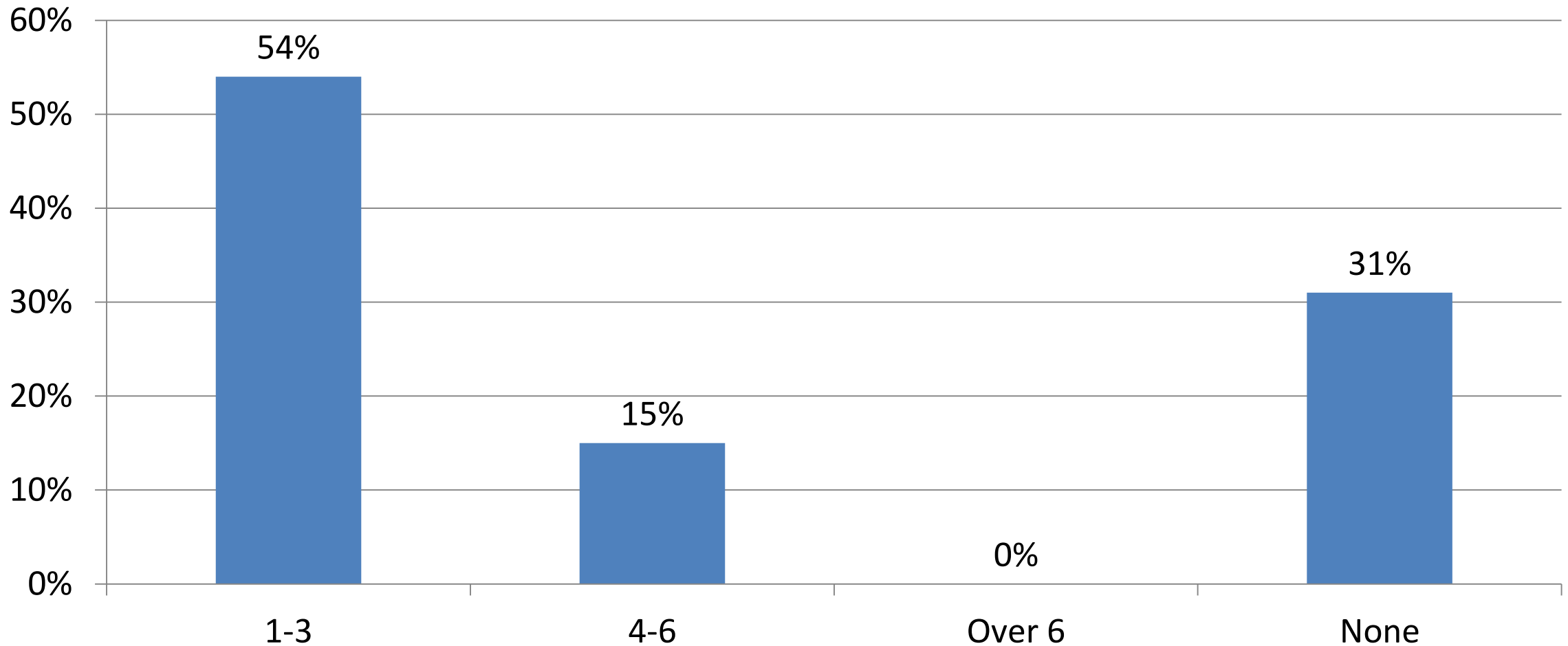


FBM Survey

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?



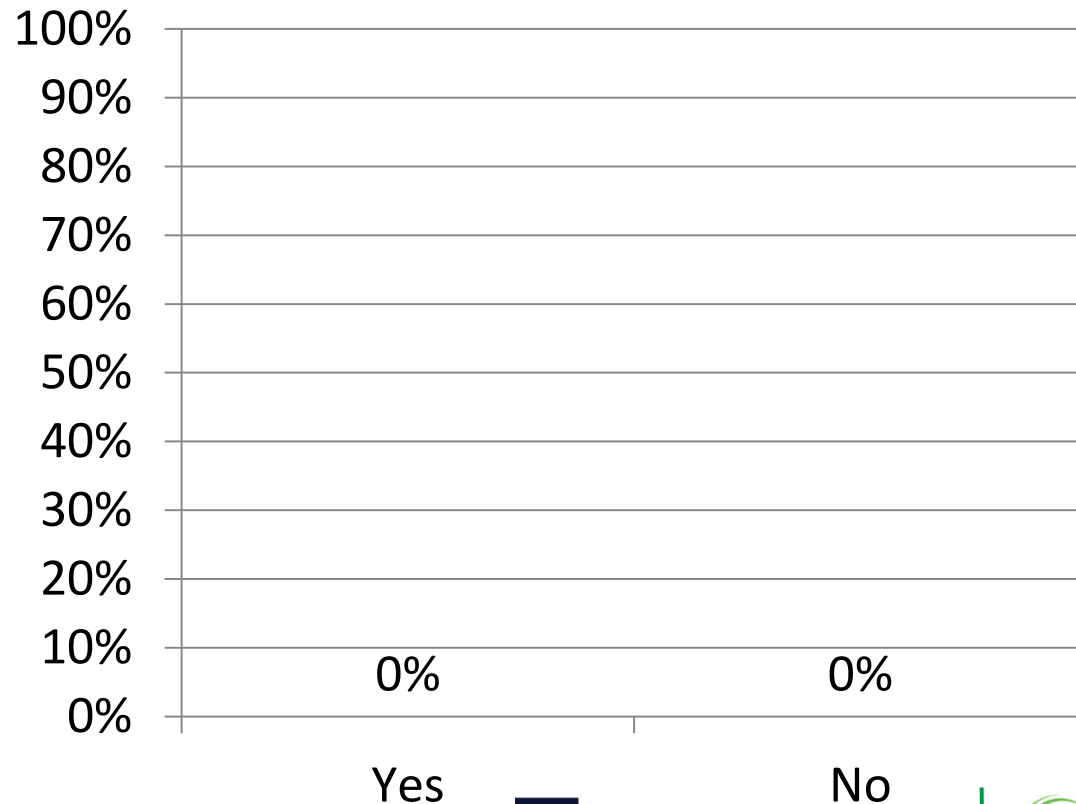
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FBM Survey

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

- Yes
- No



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FBM Survey

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

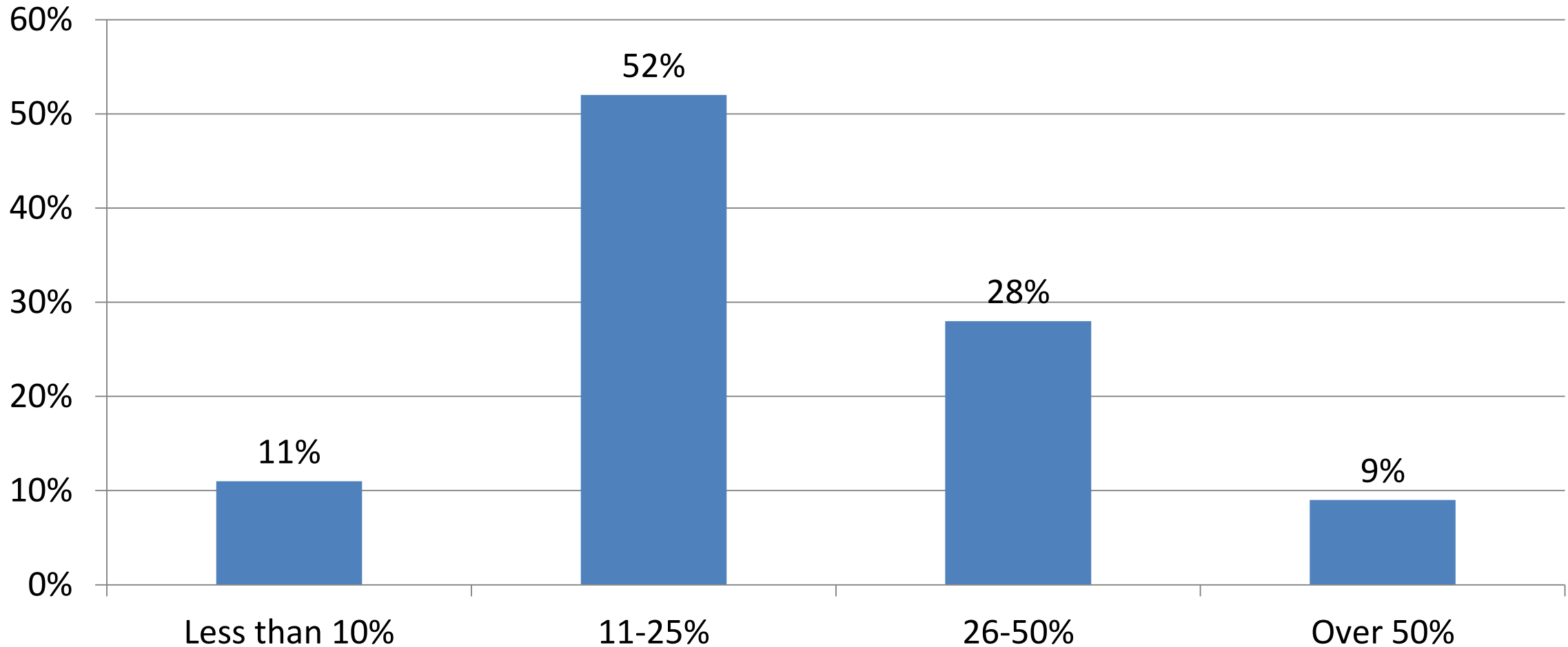
- Less than 10%
- 11-25%
- 26-50%
- Over 50%



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



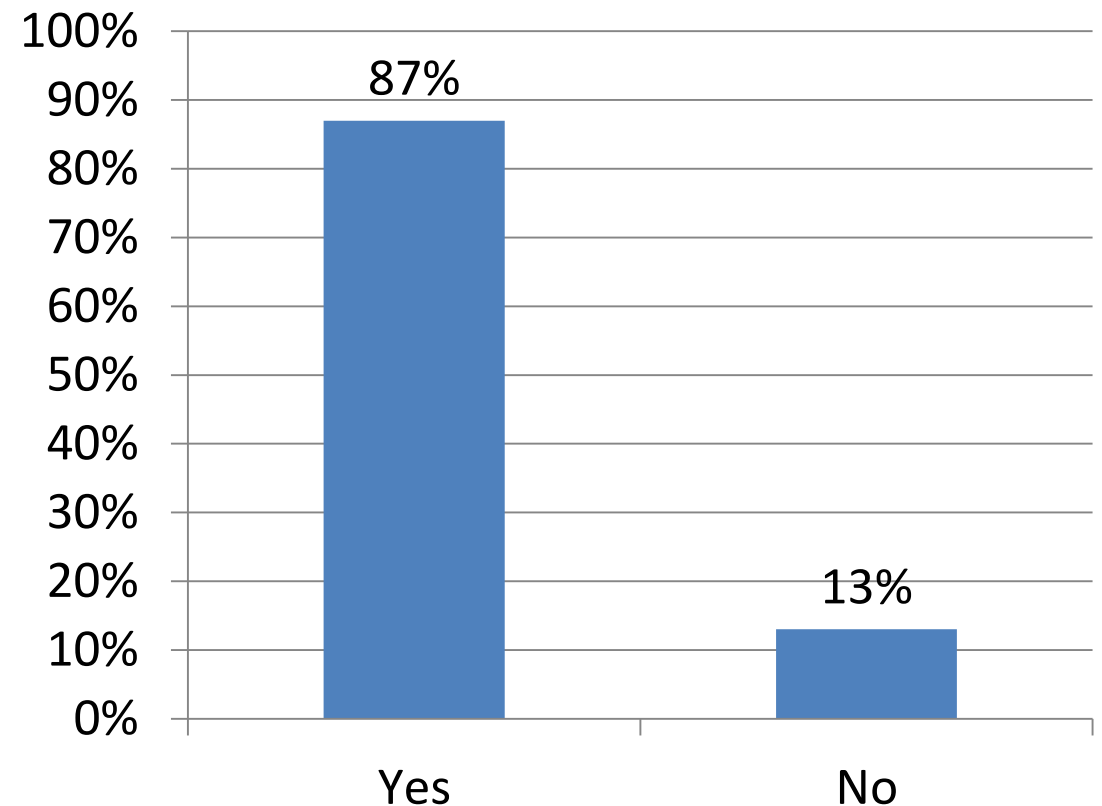
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FBM Survey

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

- Yes
- No



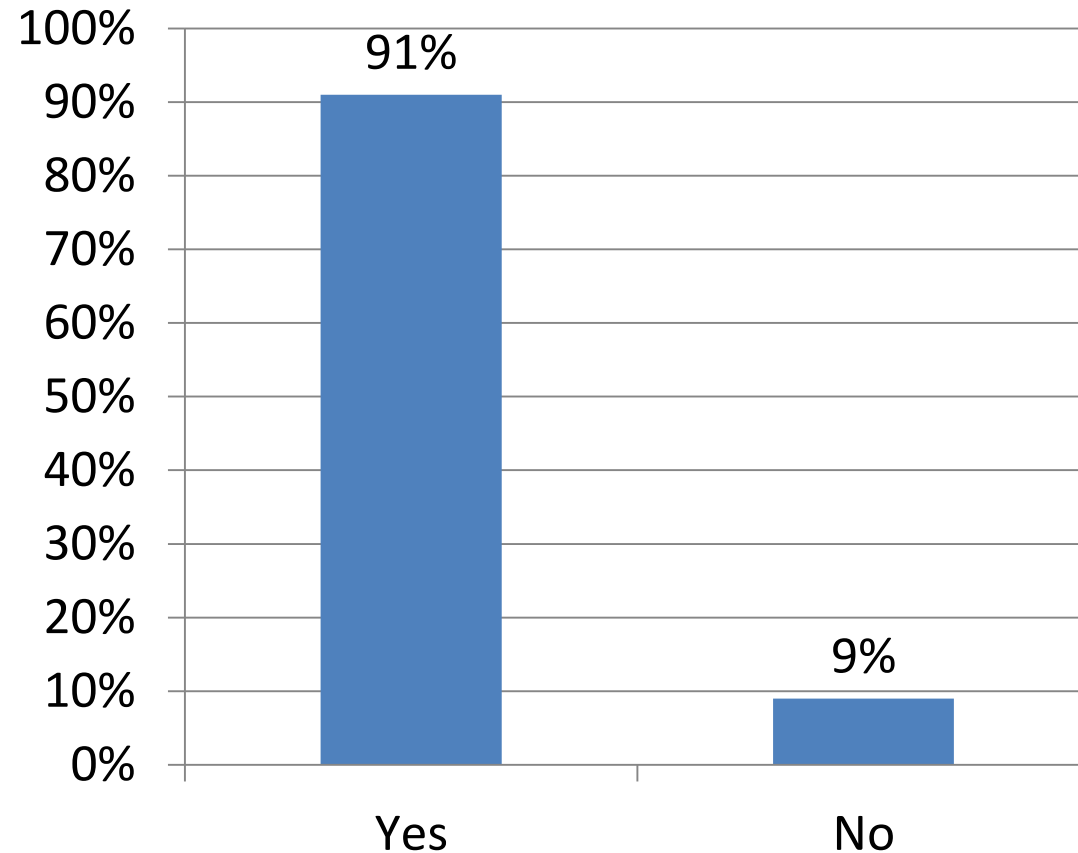
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FBM Survey

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

- Yes
- No



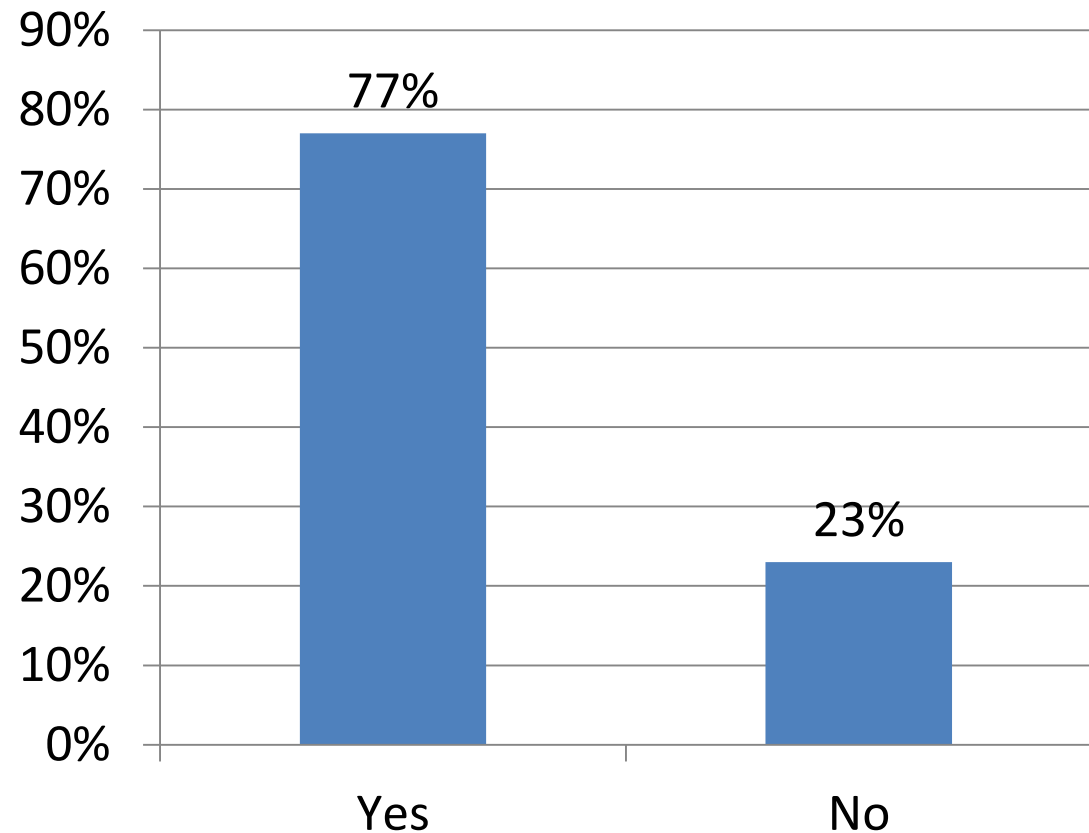
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FBM Survey

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

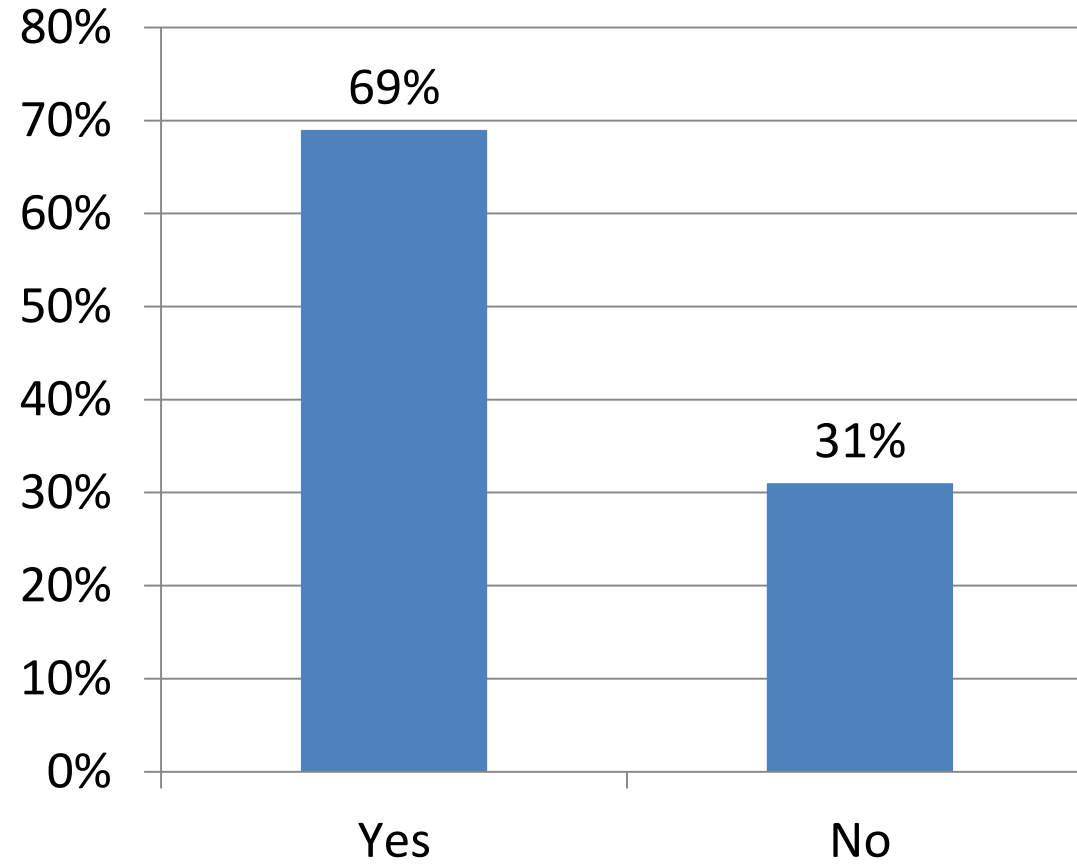
- Yes
- No



FBM Survey

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

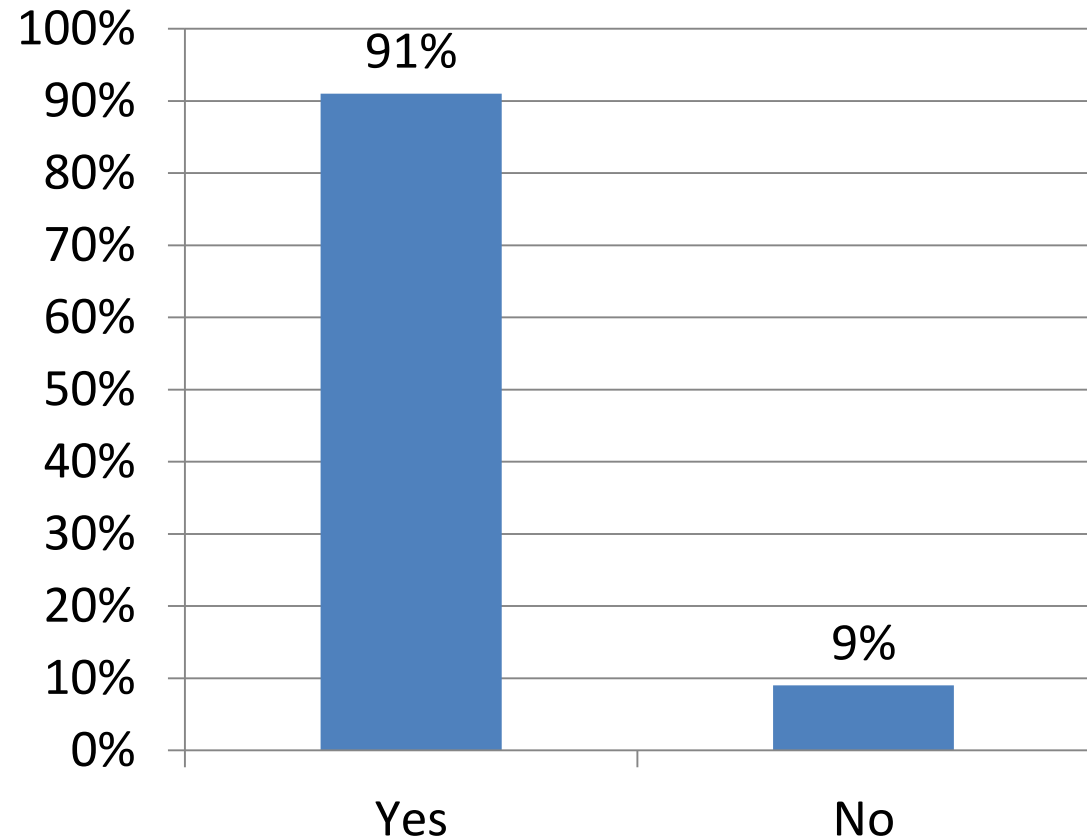
- Yes
- No



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)

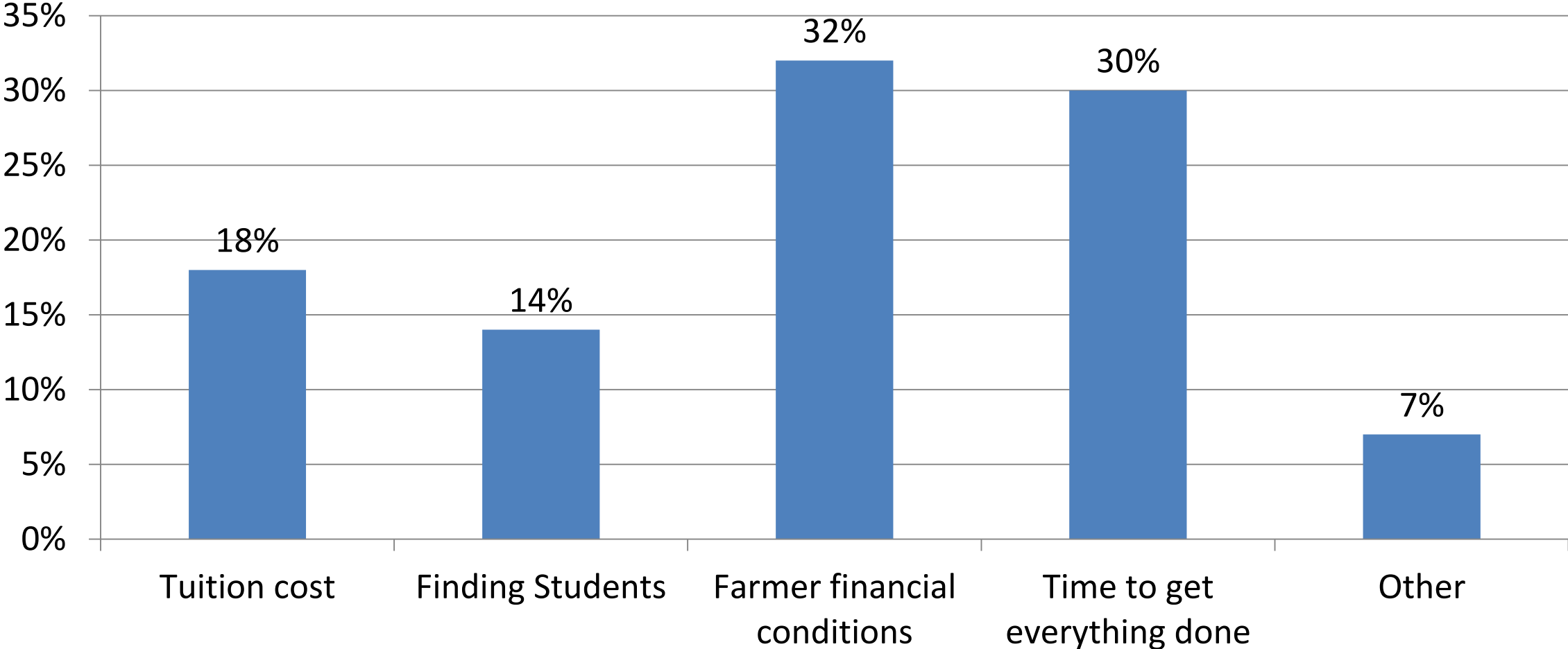
- Tuition cost
- Finding Students
- Farmer financial conditions
- Time to get everything done
- Other



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Biggest Obstacle





FBM Priorities

- Meet in groups as a college.
 - Review the FBM portion of blueprint.
 - Review the advisory notes.
 - Elect a recorder.
 - Elect a spokesperson.
 - Discuss what the priorities for FBM should be in FY19.
 - Consider also the current research projects:
 - Top Farmer/DHIA/Rural Mental Health
 - What are the 2-4 priorities for MN FBM for this year and beyond?
 - Record and be ready to report.