

## NCFMEC Spring Meeting

Dates: May 18-19, 2017

Location: Manhattan, KS

Meeting called to order by Michael Langemeier at 8:05 am May 18<sup>th</sup>, 2017

Attendees: Kevin Burnhardt (WI), Damona Doye (OK), Terry Griffen (KS), Jessica Groskopf (NE), Gregg Hadley (KS), Gregg Ibendahl (KS), Jim Jansen (NE), Kevin Klair (MN), Bill Lazarus (MN), Brad Lubben (NE), Tyler Mark (UK), Ray Massey (MO), John Molenhuis (ONT), Alejandro Plastina (IA), Mike Schutz (IN), Jordan Shockley (UK), Matt Stockton (NE), Mykel Taylor (KS), Barry Ward (OH)

1. Minutes from Spring 2016 meeting
  - a. Read and approved with minor revisions
2. KFMA summary and analysis highlights by Allen Featherstone and Kevin Herbel with extensive questioning by committee
3. Presentation by Mike S. and Gregg H. on 'Academy approach' to training extension personnel
  - a. Discussion of approach and that farm management is the next prioritized topic for an Academy-style training for county/area extension personnel
  - b. Will proceed with asking for funding from Risk Management Education Center
  - c. Requested all interested Committee members let Michael L. know of your interest so he can pass on to Gregg H. and Mike S.
4. Extension's reponse to farm financial stree
  - a. Presentations by Jordan Shockley, Mykel Taylor, Alejandro Plastina, and William Lazarus with general committee discussion.
5. Ag Lease 101 Updates
  - a. Review of all lease materials on the website so they can have a new "reviewed on" date
  - b. Materials will be reviewed and updated by fall meeting of committee
  - c. Ray M. will try to get the Word versions of the PDF's
    - i. Fixed and Flex Cash Leases: Michael L. and Alejandro P.
    - ii. Cropshare Leases: Michael L. and Alejandro P.
    - iii. Pasture Rent (writeup and excel worksheet): Ray M. and Matt S.
    - iv. Rental Agreements for Farm Buildings: Kevin B. and Mykel T.
    - v. Farm Equipment Leases: Jordan S., Gregg I., and Bill L.
    - vi. Beef Cow Leases (writeup and excel worksheet): Damona D. and Matt S.
6. Ag Lease 101 New Additions
  - a. Expansion of the materials on Ag Lease 101 was discussed and the following topic areas and teams were identified to develop new materials
    - i. Recreational leases: Peggy Hall (OH)
    - ii. Lease Negotiation and Communication: Mykel T. and Ray M.
    - iii. Cover crops and secondary forages: Jim J. and Jordan S.

- iv. Other leases including oil/gas, wind, and utilities: Damona D. will coordinate a search for existing lease materials we can refer to
- 7. Custom Rates surveys
  - a. Troy Marshall, OK State Statistician joined the meeting to discuss current progress
    - i. Right now, NASS is evaluating the methods and questions used by 6 states that have existing questionnaires. Their goal is to standardize the methods of sampling, data collection, and analysis for a multi-state project
    - ii. Committee members interested in joining this effort need to contact their state statistician to let them know they want to be included. Greater interest by state stats expressed to DC will further the project more quickly.
    - iii. Also consider contacting NRCS at state level as they may be interested in getting custom rates to inform their programs.
    - iv. Costs of the survey are not yet known, but overhead will be lower with more states involved
- 8. Brad Lubben presented for the Risk Management Education Center
  - a. Encouraged the committee to submit grant applications as a committee
    - i. This will help to make the committee more productive and can support travel expenses
  - b. The Center looks to continue supporting state travel to the annual farm management committee meeting up to \$500 per state per year with the expectation that states would participate in a needs assessment effort as part of local program evaluation/survey efforts and submit to the Center the responses to two questions. Thanks to Alejandro and the Iowa State folks for suggesting a minor edit that makes the question relevant for ag professionals to answer as well about their clients. The two questions to include in your evaluation/survey efforts as slightly edited are:
    - i. What is the most crucial risk management education need for your (or your clients') operation(s) for the coming year?
    - ii. What is the biggest challenge to the success of your (or your clients') operation(s) over the next 5-10 years?
- 9. Elections
  - a. Committee Secretary: Alejandro Plastina was nominated and accepted position (Michael L. moved and Matt S. seconded)
  - b. Committee Chair rotating in: Mykel Taylor
  - c. Committee Chair rotating off: Michael Langemeier
  - d. Committee Vice Chair: Gary Schnitkey
- 10. Set date for virtual meeting in Fall 2017
  - a. Will be done by Mykel Taylor and communicated as soon as possible.
- 11. Spring 2018 meeting
  - a. Ames, IA (Alejandro will confirm dates as soon as possible)

- b. Discussion on expanding the meeting to two full days (e.g. starting at noon on Day 1, full day on Day 2, ending at noon on Day 3). Everyone generally agreed on this.
  - i. Opens up morning of Day 1 for collaborative meeting time for sub committees and/or grant work
- c. Discussion on asking for a \$30-50 registration to cover the cost of coffee/donuts, lunch, etc. for longer meeting. Everyone generally agreed to this.

Meeting adjourned at 12:08 pm on May 19<sup>th</sup>, 2017