

2013 FFSC Conference Photo Highlights



Dr. Barbara Wheeling, (left) Montana State University Billings, addresses the group on Recommendations on Using Financial Information with emphasis on Benchmarking. She noted that benchmarks on the productions side are common. She stressed that explanations of the differences between a farm's data and the benchmarks are necessary to truly understand what can be controlled by the farm manager. Tom Gillaspay, Ph.D., with Gillaspay Demographics, discussed opportunities that are coming because of demographic change. He noted that on an international basis there will be more mouths to feed and they will be looking for better and richer diets. This means that water, climate



and disease will be of major concerns. There will also be greater emphasis on reducing waste in the supply system as new technology develops. "The winners will be those who will change the rules of the game."



Bob Craven (left) with the University of Minnesota's Center for Farm Financial Management, gave a presentation on "Evaluating the New Century Go-Go Farmer." He noted that these farmers are hard charging, focused on expansion, willing to take risks, consider liquidity an issue, and often times have gross income approaching or greater than their total assets.

Dale Nordquist (inset, below), also with the CFFM, moderated a panel discussion with (from left): Jeff Bushey, CPA, Nietzke & Faupel, Pigeon, Michigan; Gene Kuntz, FBM instructor with South Central College, Fairbault, Minnesota, and Kent Meister, Pioneer FBFM, Bloomington, Illinois. The panel had lengthy interchange with the audience on "Using Financial Information in Farm Benchmarking." Kent Meister (below, right) stresses a point during the discussion. Meister was the 2013 president of the Council.



Kudos



Outgoing FFSC President Kent Meister used his portion of the business meeting to extend special thanks to various Council members for their work on behalf of the Council. Clockwise from top left: George Moriarty, NW Iowa Farm Management Association, was cited for his years of leadership as chairman of the Marketing Committee; Todd Doehring, Centrec Consulting, was thanked for his continued work on the Technical Committee; Ron Swanson, a past Council president who is now retiring from the industry, was thanked for his years of leadership with the group both as president and as a member of the Board of Directors; Paul Neiffer, CliftonLarsonAllen, LLP, was also

cited for his work with the Council's Technical Committee.

An early flight from the airport prevented Jeff Bushey, Nietzke & Faupel, from being presented the Council's Workhorse Award. Meister noted the years Bushey has not only led the activities of the Technical Committee, but has also handled tax filings for the Council in preparing its annual reports for the Internal Revenue Service. Bushey is also a past president of the organization.



New Farm Financial Council Officers

Jim Kelm, center, was elected president of the Farm Financial Standards Council during its annual business meeting on August 1. He is principal of Kelm Management/Dairy Business Consulting, based in Red Wing, Minnesota and has been a member of the Council's board of directors since 2002. To his right is Barbara Wheeling, who was elected vice president of the group. Wheeling is dean of Business and Professional Accounting at Montana State University – Billings, Billings, Montana. She has served on the Council's board of directors since 2007. Elected as secretary/treasurer of the Council is Paul G. Neiffer, CPA, a principal with the AgriBusiness Group of CliftonLarsonAllen, LLP, Yakima, Washington.



Pro-Am Golf Tournament Winners

The winning team members of the 2013 FFSC Pro-Am Golf Tournament clutch their individual consumable trophies of Merrys Irish Cream. From left are: Ken Hilton, George Moriarty, Owen Thompson and Phyllis Parks. The individual bottles, this year offered in strawberry and traditional flavors, are flown in special from Clonmel, Ireland each year specifically for presentation to the winning team members.

Thanks, Kent!



2014 FFSC President Jim Kelm, left, thanks FFSC Outgoing President Kent Meister at the close of activities during the FFSC business meeting on August and presents him with a plaque citing his term as president of the Council. Meister has been attending FFSC meetings since 2001 and was first elected to the Board of Directors in 2004. Most recently he has served as the group's secretary/treasurer, vice president and president. He will remain on the Executive Committee for two more years.

He and his wife, Karen, opened their home to entertain conference attendees with opening reception/barbecues when the Council held it's meetings in Bloomington, IL in 2009 and 2012.