

NATIONAL INVITATIONAL CONFERENCE ON FARM MANAGEMENT
FARIBAULT AREA VO-TECH INSTITUTE, FARIBAULT, MINN, 55021

June 12, 13 and 14, 1973

SUMMARY CONFERENCE REPORT

The National Invitational Conference on Farm Management was instigated and planned by Dr. Edgar Persons and Ralph Palan (on leave from the Faribault Public Schools as Adult Agriculture instructor) both from the Agricultural Education Department of the University of Minnesota.

Invitations were extended to educators in those states directly involved with the Minnesota - Agricultural Records Cooperative Farm Business Analysis program in Farm Management. The States of Alaska, Connecticut, Idaho, Iowa, Nebraska, North Dakota, Oregon, South Dakota, Washington and Wisconsin were invited as well as State Department Staff, teacher trainers and area agriculture coordinators from Minnesota and representatives of Agricultural Records Cooperative from Madison, Wisconsin.

The stated purposes of the Conference were:

1. To review the status of Farm Management Education in cooperating states.
2. To share Farm Management ideas and educational materials that have been successful
3. To disseminate teaching material for Farm Management Education.
4. To develop a common format for the cropping section of the Analysis report.
5. To review the need for future improvements in all the sections of the analysis report.

The general plan for the conference called for sharing ideas, working on improvements, and conferring on outcomes. Spinoff benefits of the conference were planned to be dissemination of new ideas, improved understanding of each others problems and the farm business analysis as well as recommendations for immediate and future revisions in the farm business analysis.

Advanced arrangements were made for living accommodations in a commercial dormitory situated near the Faribault Area Vo-Tech Institute at a cost of \$4.00 per night including breakfast or in a commercial motel at regular rates. Eighteen participants chose the dormitory option, five chose the motel, while others were in attendance only one day or commuted daily.

Conference participants were:

Full Time:

1. Odell Barduson, State Supervisory Staff, Minnesota
2. Jesse T. Davis, Farm Management Instructor, Washington
3. Bill Dicas, Farm Management Instructor, Washington
4. Larry Germer, Vo-Ag Instructor, Nebraska
5. William Guelker, Area Vo-Ag Coordinator, Minnesota
6. Leslie Gullickson, Vo-Ag Instructor, North Dakota
7. Clark W. Hanson, Teacher Trainer, South Dakota
8. Wally Hoffman, Program Section, Head, Ag Records Coop, Wisconsin
9. Delbert Hodgkins, Area Vo-Ag Coordinator, Minnesota
10. Marvin Kleen Research Associate, North Dakota
11. Mac Dean Kump, Farm Management Instructor, Idaho
12. Duane Lemon, Adult Agricultural Instructor, Minnesota
13. Allen Linster, State Department Consultant, Wisconsin
14. Edward O'Connell, Area Vo-Ag Coordinator, Minnesota
15. Charles Painter, Vo-Ag Coordinator, Minnesota
16. Ralph Palan, Adult Agricultural Instructor, Minnesota
17. Rodger Palmer, Area Vo-Ag Coordinator, Minnesota
18. Edgar Persons, Teacher Trainer, Minnesota
19. Peter Probasco, Extension Farm Management, Alaska
20. Joe V. Raine, Area Vo-Ag Coordinator, Minnesota

21. Lynn Schlockebier, State Coordinator, Nebraska
22. Ronald W. Scott, Farm Management Instructor, Oregon
23. Ed Sisler, Area Vo-Ag Coordinator, Minnesota
24. Kenneth Stassen, Adult Agriculture Instructor, Minnesota
25. John Thell, Area Vo-Ag Coordinator, Minnesota
26. Dennis Wittenbogaard, Adult Agriculture Instructor, Minnesota
27. Donald Walker, Area Vo-Ag Coordinator, Minnesota

Part Time:

28. Paul M. Day, State Supervisor, Minnesota
29. Ray Freund, Local AVTI Director, Minnesota
30. James Koschkee, Systems Programmer, ARC, Wisconsin
31. John Murray, Area Vo-Ag Coordinator, Minnesota

Visitors:

32. Norman Bohmbach, Adult Agriculture Instructor, Minnesota
33. Roland Peterson, Teacher Trainer, Minnesota
34. R. Paul Marvin, Teacher Trainer, Head, Minnesota
35. John Zweibel, Adult Agriculture Instructor, Minnesota

The first session began at 8:00 A.M. on June 12 with registration, introduction of participants and a welcome to Faribault and Minnesota.

Purposes of the Conference as stated earlier in this summary and plans for action were outlined by Dr. Edgar Persons. Following this a representative from each State reported on the extent and scope of the program, the financial support plan for farm management being used, costs of the program and anticipations for growth and development in the future.

The second session included a general discussion and interchange of ideas relative to suggestions for the improvement of all sections of the analysis report except those directly related to crops. Participants were then divided into five workshop groups for the purpose of coming up with specific suggestions for future improvement in the analysis report. The five workshop groups then reported their

discussions to all participants. Major discussions concerned the following:

Group 1. Whole Farm Business Tables 1, 2 and 3.

1. The need for additional lines for specialized equipment and other new categories resulting from pending revisions
2. Calculations of an internal rate of return
3. Treatment of numbers as well as dollars on table 2.
4. Treatment of additional operators on tables 2 and 3.
5. Revised programming to incorporate line 19, income from labor off farm with line 31, labor on table 3.

Group 2. Tables 4, 5, 6 and 8.

1. Possible addition of a separate line for accounts receivable on table 5.
2. An internal rate of return on table 5
3. Possible addition of a depreciation charged line on table 6a.

Group 3 Hogs - Beef

1. The need for additional breakdown of beef enterprises into breeding, other beef, stockers and feeders.
2. The addition of weight and value for market animals sold in each market enterprise
3. The need for total listed costs of production by enterprise and by unit.
4. The possibility of feedlot records.

Group 4 Dairy- sheep - poultry

1. The need for % calf crop for dairy
2. The need for % turnover of the dairy herd.
3. The need for a separate line report for haylage.
4. The need for weight and price of lambs sold.
5. The need for flock in-out records similar to lot records for other enterprises.

Group 5 New enterprises

1. Mink or other fur bearing enterprises to follow the general format of sheep table.
2. Milk goats to follow the general format of dairy tables.
3. Horses to follow the general format of beef breeding tables
4. The possibility of identified enterprises to be handled in other productive livestock slots.

No definite consensus resulted from these reports. Further exploration of these ideas is needed before major revisions will be made in the analysis reports.

The evening session was devoted to an informal look at the local adult Agriculture Program carried on in the Faribault Community. Ralph Palan, Kenneth Stassen and Dennis Jittenbogaard presented ideas on recruitment, course content, on-farm instruction, community benefit field demonstrations, class tour experiences and ideas on filing of materials for use with individual families.

June 13 and the fourth session began with participants from each State sharing ideas and materials which they have found useful in effective farm management instruction. Analysis summary reports as well as other teaching materials were made available to all participants. Other materials brought in single copies were later duplicated with secretarial help from the Faribault Vo-Tech Institute and distributed to all participants.

A general discussion of the crop sections of the analysis report raised a number of issues for consideration by the group.

1. The need for the allocation or assignment of additional crop costs.
2. The division of machinery costs into ownership and operation categories.
3. Special provisions for special treatment of irrigation costs.
4. The determination of net increases for crops as shown in table 3.
5. The expansion of the program to handle high value crops that have returns per acre of \$1,000 or more.

6. The need for additional specified crops
7. The assignment of fallowing costs to future crops.
8. Work unit assignments of crops.

Dr. Ed Persons raised the question of the purpose of a work unit. What is it? The general consensus of participants was that the work unit should continue to be a measure of farm business size as contrasted to how much time is required to accomplish a job. After much discussion the consensus of the group was that a "cost allocation factor" could be developed and applied to work units for the purpose of allocating power and machinery costs to the various crop enterprises. Points were raised relative to the inequities in the allocation of these costs to the various crops when the labor requirement is not proportional to the machinery use. The application of a "cost allocation factor" to individual crops should be helpful in removing inequities.

The following items were outlined by Dr. Ed Persons as the immediate concerns of the Conference.

1. What is the array of crops needed
2. Tentative work units assignments for each crop under the work unit as a measure of size concept.
3. The need for designation of irrigated crops and dryland crops
4. The need for revised work units for irrigated crops.
5. Can rented land be treated separately from owned land?
6. How should crops be grouped for averaging?
7. The validity of table 8 measures!
 - a) Index of crop yields
 - b) Index of crop selection
 - c) Gross return
8. What crop sales categories are appropriate for tables 2A and 6A?

9. How should crops be arrayed on table 9.
10. The development of a special table to show index of crop yields for individual crops.

Group discussion determined that 999 different slots for crops would be inadequate to handle all of the desired individual crops. James Koschkee and Wally Hoffman indicated that this number could be expanded to 9999.

Participants were divided into workshop groups 1) Small grains 2) cultivated crops 3) Roughages and 4) Special Crops with the assignment of coming up with possible solutions to the immediate concerns outlined earlier. Groups continued to work on their assignment until 3:45 P. M. at which time participants were divided into groups to tour one of four farms: Crops-Beef breeding, Hog-Corn, Dairy-Crop or Beef-Hogs-Crops. On the farm tours participants had opportunity to view the farm and farmstead and visit with the family about their particular farm business and their views of farm management education.

The group dined at the Evergreen Knoll Club from 6:30 to 8:00 P. M.

The Wednesday evening June 13 session was devoted to the computerized depreciation schedule with a presentation on the guidelines for its use and an application problem concerned with inputting information. Samples of both the tentative and final depreciation schedule of Faribault Cooperators were made available to Conference participants for study.

The final session of the Conference, Thursday morning, June 14, was devoted to finalizing plans for the farm business analysis improvements and discussion of the implementation of the plans.

The array of crops thought to be needed by conference workshop groups along with suggested work units and a suggested unit of production was turned in for further evaluation and arrangement in anticipation of changes in the crop sections of the 1973 analysis reports.

Dr. Persons indicated that he would take the responsibility of developing the needed documentation, developing and revising of new data forms, developing a system for averaging the grouped crops and making preparations for a pilot run of the revised program in time for the running of the 1973 farm business records.

When the anticipated program becomes a reality the farm business analysis will include the customizing of up to 26 crops per farm from a selection of 9,999 different crops with the option of applying a cost allocation factor in a range of .01 to 10.00. Power and machinery costs will be allocated in categories of depreciation and operating costs. Only minor programming changes will be attempted in sections of the farm business analysis not affected by crops.

Financial Arrangements:

This Conference was planned and carried out with no funds or budget. The facilities and secretarial work during the Conference were provided by the Faribault Area Vo-Tech Institute. Living accommodations were arranged with the Faribault Vo-Tech dorm to provide a minimum cost alternative for the participants. All participants provided their own transportation, housing and meals through whatever funding that was available to them. Preconference secretarial and postage funds were provided by the Agricultural Education Department, University of Minnesota.

April 25, 1973

Dear :

We are hosting a national invitational conference on farm management education on June 12, 13 and 14. Since your state has a program in full swing, we would like to invite you and one or two teachers to attend. Our invitation is to you. You may invite teachers if you would like - they are welcome to attend.

The purposes of the conference are:

1. To review the status of management programs in each of the states using the A.R.C. analysis format.
2. To share ideas and activities that have proven successful in the various states.
3. To disseminate teaching materials that have been developed.
4. To develop a format for revision of the cropping section of the business analysis.

The enclosed flyer provides some of the detail. I hope you can join us.

Sincerely,

Ed Persons, Associate Professor

Ralph L. Palan, Instructor

EAP:RLP: js

Enclosure

NATIONAL INVITATIONAL CONFERENCE ON FARM MANAGEMENT EDUCATION

June 12, 13 and 14, 1973

Area Vocational-Technical Institute

1225 S.W. 3rd Street

Faribault, Minnesota 55021

Living accommodations are available in the Vo-Tech Dorm, 1150 S.W. 3rd Street, Faribault, Minnesota, which is a new private dormitory across the street from the Area Vo-Tech Institute. Rooms are set up for two students each but may be reserved as singles for those who wish. A section of the dormitory will also be set aside for married couples. Cost of this housing is \$4.00 per person per day including breakfast, linens, towels and soap.

Motel facilities are also available at the Galaxy Motel at a cost of \$18.50 for singles, \$20.50 for two persons - one bed, or \$22.50 for two persons - two beds. If you wish these accommodations, please make reservations directly with the motel. A return card is enclosed for your convenience.

A modern "Dakota" campground is located about three miles from the conference site for those who may be camping or trailering.

Informal activities are being planned for ladies who wish to come to Minnesota.

Please return reservations to Ralph Palan, Agricultural Education Department, 208 Old Horticulture Building, University of Minnesota, St. Paul, Minn. 55101, prior to May 25 for Vo-Tech Dorm space. Motel reservations should be made as soon as possible, preferably before May 15.

During office hours you may contact us by phone at 612-373-1022. After office hours you may contact Edgar Persons at 612-645-7296 or Ralph Palan at 507-334-6166.

Please complete Page 2 and return.

Please reserve the following the the Vo-Tech Dorm:

Evenings of June 11 _____, June 12 _____, June 13 _____, June 14 _____

Single _____ With Roommate _____

Name of Preferred Roommate _____

Married Couple _____

Name _____

Address _____

Position _____

Will make reservations directly with the Galaxie Motel _____.

Will be camping _____.

Have other arrangements for living accommodations _____.

If you are coming to the conference b y air, you will arrive at the Minneapolis-St. Paul International Airport. Taxi or limousine service to Faribault is not practical so we will arrange private transportation for you to Faribault.

Please indicate the day of arrival _____

Time _____

Airline _____

Flight Number _____



UNIVERSITY OF MINNESOTA
TWIN CITIES

Department of Agricultural Education
Division of Vocational and Technical Education
College of Education
208 Horticulture Building
St. Paul, Minnesota 55101

May 25, 1973

Dear Conference Participant:

The plans for the National Invitation Conference in Farm Management Education are shaping up. Enclosed is a copy of the proposed agenda. Note that it is subject to change if the conferees decide some other format would be more productive.

Just a few general notes and instructions:

Please bring with you:

- 25 copies of the analysis report summary from your state. If you have more than one report in your state, please bring 25 copies of each report. (Minnesota coordinators bring copies from your own area).
- 25 copies of all instructional materials you wish to share with others. Many of you are doing some very innovative and worthwhile things with instructional materials. Others would like to know about it!
- 1 copy of the account book used in your area. If you are representing a state where more than one form of account book is used, please bring a single copy of each.

Copies of resource materials on such topics as work unit assignment, crop selection ratings, cost allocation to enterprises and any other materials that would be of interest to others or useful in accomplishing the purposes of the conference.

Select a spokesman from your State to report to the conference on:

- 1. Show and Tell
- 2. Sharing ideas and materials

During the first day (Show and Tell) we would like each state to report on the progress and prospects of management education in their respective states.

This report should include the following items:

- 1. When and how the program got started.
- 2. How the program is financed.
- 3. Current enrollments and plans for growth.
- 4. How the program is organized on the local level.
- 5. How teachers in your state get trained to assume responsibilities as management instructors.

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May 25, 1973

Perhaps you can aid your spokesman in compiling a report. (Overhead projectors, slide projectors, tape recorders will be available - other equipment upon requests received by June 8).

A word about living accommodations. We have made arrangements for the new Vo-Tech dorm to be open for the conference with either single or double occupancy rooms. Room rate includes breakfast. The dorm is close (1/4 block) from the FAVTI and very new - in fact, some of the rooms have never been occupied. But we need at least 12 people there to hold it open for us. If you have not yet made reservations, please consider staying at the dorm.

We will also provide transportation to Faribault from the airport (Minneapolis-St. Paul) if you need it. Give us the flight number and E.T.A. and we will be there to meet you. Give us a call or drop a note our way if you need a ride. Call us at 612-373-1020 (campus phone) or call my home at 612-645-7746 to arrange for travel.

We are looking forward to a good conference.

Sincerely,

A handwritten signature in cursive script that reads "Ed Persons".

Ed Persons

Conference organizers - Ralph Palan and Ed Persons, Ag Ed Department, University of Minnesota.

EAP:js

NATIONAL INVITATIONAL FARM MANAGEMENT CONFERENCE
FARIBAULT AREA VOCATIONAL TECHNICAL INSTITUTE

June 12, 13, 14

-PROPOSED PROGRAM AGENDA-

8:00 - 8:30 A.M.	Registration and Coffee
8:30 - 8:45 A.M.	Introduction of Participants
8:45 - 9:00 A.M.	Welcome - Mr. Ray Freund, Director, FAVTI
9:00 - 9:15 A.M.	Objectives and Plan for the Conference
9:15 - 11:45 A.M.	Show and Tell - Progress and Expectations Minnesota Washington Nebraska North Dakota Oregon South Dakota Alaska Other States A.R.C.
11:45 - 12:00	Agenda Changes - Additions or Deletions
12:00 - 1:30 P.M.	Lunch
1:30 - 2:00 P.M.	Suggestions for Changes in the Business Analysis (except crops)
2:00 - 3:00 P.M.	Workshop Sessions on Analysis Revisions
3:00 - 3:20 P.M.	Coffee Break
3:20 - 4:30 P.M.	Summarizing - Finalizing Analysis Changes
4:30 - 7:00 P.M.	FREE TIME
7:00 - 8:30 P.M.	A View of a Local Program - FAVTI - Stassen, Palan, Uittenbogaard

WEDNESDAY - June 13

8:00 - 9:00 A.M.	Sharing Ideas and Materials for Effective Management Instruction
9:00 - 10:00 A.M.	News and Views on Crop Analysis
10:00 - 10:20 A.M.	Coffee Break
10:20 - 12:00	Workshop Groups on Crop Analysis - 1) Small Grains 2) Cultivated Crops 3) Roughages 4) Special Crops
12:00 - 1:30	Lunch Break

Wednesday - (Cont.)

1:30 - 3:30 P.M. Workshop Groups - Crop Analysis

3:30 - 3:45 P.M. Coffee Break

3:45 - 5:30 P.M. Farm Tours - Management in Action.

 Dealers Choice:

 Crops - Beef Breeding

 Hog - Corn Farm

 Dairy - Crop Farm

 Beef - Hogs - Crop Farm

6:30 - 8:00 P.M. Consumers in Action - We Dine!

8:00 - 9:30 P.M. New Tools of the Trade

 The Computerized Depreciation Schedule

 Allocating Specialized Machinery and Equipment

 (Irrigation and other special equipment).

THURSDAY - June 14

8:00 -12:00 Workshop Group Reports

 Finalizing the Conference

 - Summary

 - Conclusions

 - Plans for Implementation