## Maryland Farm Bureau

3358 Davidsonville Rd.
Davidsonville, MD 21035

## Chesapeake Bay Farm \& Food

A Maryland Farm Bureau Publication

## Visit Maryaland Farm Bureau at the $136^{\text {th }}$ Maryland State Fair

The Maryland Farm Bureau Young Farmer's biggest fundraiser of the year is the Dairy Bar at Maryland State Fair. During the " 11 Best Days of Summer," the Young Farmers manage the Dairy Bar; selling ice cream, milkshakes and milk. All of the money raised from Maryland State Fair helps support the activities of the Young Farmer program throughout the year. This includes trips to Leadership Conferences, AFBF Convention, educational workshops and much, much more
We will feature 7 flavors from Hershey's Ice Cream; Vanilla, Chocolate, Butter Pecan, Mint Chocolate Chip, Cookies N' Cream, Moose Tracks and Peach. In an effort to support the local dairy industry within the state, the Dairy Bar features "Flavors of the Day," which is ice cream from Maryland creameries. We are happy to have the support of South Mountain, Rocky Point, Prigel and Keyes on board so far for 2017.

The success of the Dairy Bar would not be possible without all of the committed Young Farmer groups throughout the state who volunteer their time to this fundraiser. Hope to see many of you at the booth and in line to get ice cream in a few weeks!


The Miss Maryland Agriculture Contest has been a part of the Maryland State Fair since the 1930's and its mission has remained the same: "Surfacing young women with an agricultural background to serve as leaders to promote our industry and the Farm Bureau organization throughout the year and in the future."

Eligible participants include ladies between the ages of 16 and 19 who are either Maryland Farm Bureau members ortheir families are members in good standing of one of our 23 county FarmBureaus. During the State Fair, contestants participate in a two-day contest consisting of professional interviews, round table discussions and our on-stage contest. They are judged by out-of-state judges on their ag and Farm Bureau knowledge, presentation and speaking ability.

Contestants are provided with a variety of opportunities in agriculture education, career preparation and public relations to enhance their agricultural, professional and personal lives. The ladies are also given scholarships from the Miss Maryland Agriculture Contest to assist them as they continue to develop into leaders of our industry. Contestants give back to our community by visiting the Ronald McDonald House in Baltimore, working with the Maryland Food Bank and other organizations in the state throughout the year.


## A Message from the President

Maryland Farm Bureau Officers Chuck Fry, President wayne Stafford, First Vice President john Draper, Second Vice President Valerie Connolly, Executive Director

## District Directors

District 1
(Allegany, Frederick, Garrett, Washington) Billy Bishoff
Larry Howard

## District 2

(Carroll, Howard, Montgomery) Jason Myers
Paula Linthicum
District 3
(Anne Arundel, Calvert, Charles, Prince George's, St. Mary's) Mill Welsh James Raley, Jr.

## District 4

(Baltimore, Cecil, Harford) Jonathan Quinn William Amos

## District 5

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## District 6

Dorchester, Somerset, Wicomico, Worcester) Bill Edwards Larry Thomas

Women's Leadership Committee Jennifer Cross, Chair Prince George's County

Young Farmers Committee Jamie Tiralla, Chair Calvert County

Newsletter Editor Katie Ward kward@mdfarmbureau.com $410-922-3426 \times 402$

Thank you for being a member of Maryland Farm Bureau! We hope you recognize our support to continue growing safe, local food and being good stewards of the land

Our Associate members have been supporting Maryland farmers in many ways this summer; like buying and eating local food.

July was National Ice Cream Month, which is near and dear to my heart as a dairy farmer and ice cream producer. Maryland has an Ice Cream Trail that consists of 9 creameries in the state. If you visit all participating creameries before September 25 and fill out the Passport, you may be named
Maryland's 2017 Ice Cream Trail Blazer! My family's farm and creamery in Frederick County, Rocky Point, is one of the 9 stops on the trail. Wed love to see you this summer!

July 22-30, 2017 was also the Maryland Buy Local Challenge. This was a personal commitment to support farms by eating at least one thing from a Maryland farm every day during Buy Local Week. Many of our members took the pledge and shared their food photos to let friends know they are committed to eating local, healthy food.

If you're heading down to the Maryland and Delaware beaches along Route 50 on the Eastern Shore this summer, check out one of our featured Produce Pit Stops. These produce stands are owned and operated by
Maryland Farm Bureau members who are dedicated to growing the best food for your family. Members have tagged us in their photos at these stops with \#MFBProducePitStop to support Maryland farmers.

Enjoy your summer and know that the high quality food you grow for Maryland families is very appreciated!


## Charles E. Fry

## President, Maryland Farm Bureau

According to U.S. census data, the average age of a farmer is 57. While few are planning to retire at that time, farmers and ranchers should begin thinking about how they would like to live in retirement and how that can be achieved. Financial planning can be intimidating, so here are some things to consider as you begin to think about the retirement in your future and what that means to your farm.

- Knowing how much money is enough. Considering the rising cost of living, increased health care costs and possible decreases in Social Security benefits, farmers and ranchers can see a lower standard of living in retirement. Realistic and effective financial planning can help solve for these issues and lead to a more secure lifestyle in retirement and peace of mind. Keep these principles in mind: spend less than you make, budget to save at least $10 \%$ of your net income, manage credit wisely, pay yourself first and avoid procrastination.
- Plans and portfolio. One of the best and most efficient ways of acquiring wealth is to take advantage of retirement plans established under IRS regulations for the self-employed. They include IRAs, Keogh Plans and Simplified Employee Pensions (SEPs). Beyond a single plan, consider creating a diverse portfolio of investment assets. The key is to start early and invest continuously at a level of risk that is appropriate to your situation.
- Land and equipment. Determine your plan for your land and equipment. Farmers and ranchers may want to sell these assets in order to generate income or they may go to the next generation of owner/operator. Each option has many considerations including taxes and more planning in the form of business succession planning.
- Renting or selling out. If you consider renting your land and operation you should create a plan to transition from an operating farm or ranch to an income-producing investment. This also comes with additional considerations like determining how much rental income will be needed to fund retirement and estate planning for the extended future of your business and assets. When selling, the best way to determine the farm or ranch's value may be to get an appraisal based on the amount of acreage, the value of machinery or equipment in the operation and the crop or livestock the farm is able to send to market. The appraiser might help pinpoint problems that could negatively affect the property's value and may suggest changes to improve the operation and its overall value. Be sure to keep your files in good order, such as tax returns, licenses, permits and employee records

Lastly, it's important to enlist the help of qualified professionals who don't have a stake in final decisions. Qualified professionals may include your banker, your accountant, your personal attorney or a financial or estate planner. If you would like to help in finding a qualified professional to speak with, contact the Nationwide ${ }^{\oplus}$ Land As Your Legacy ${ }^{\ominus}$ team at LAYL@nationwide,com or toll-free at 1-855-529-2729.

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## Nationwide is on your side

## Maryland Farm Bureau Membership Benefit

## Welcome to Member Savings Advantage

This exclusive discount program offers unique, members-only deals on everyday purchases at thousands of popular restaurants and retailers.

## WEB:

1. Go to www.mdfarmbureau.com.
2. Click on the "Member Savings Advantage" icon.
3. Register with your Farm Bureau ID and begin saving immediately!
4. Download our free "My Deals" mobile app
5. Log in using your email and password from the website.
6. If you have not set up your email and password, click "Setup Account" and enter 200655-Farm Bureau ID as your Mobile Password.

Any problems? Contact Member Savings Advantage support at 888-279-5224

## August

8/5-12: Howard County Fair
8/12: Fundraiser Dinner, Queen Anne's County Fair, 4 pm
8/12: Harford County Ag Celebration, Ripken Stadium, 5 pm
8/15: Maryland Farm Bureau Board of Directors \& Council of Presidents, Davidsonville, 9 am
8/18: Harford County Summer Picnic, Clear Meadow Farm, 6 pm
8/21: Baltimore County Policy Development, Baltimore Ag Center, 6 pm
8/23-24: Miss Maryland Agriculture Contest, Maryland State Fairgrounds
8/24-9/4: Maryland State Fair, Timonium

## September

9/8-11: Damascus Community Fair
9/11: Carroll County Policy Development \& Annual Meeting
9/13-17: Anne Arundel County Fair
9/14: Harford County Policy Development, Harford Extension Office, 7:30 pm
9/14-17: Charles County Fair
9/15-23: The Great Frederick Fair
9/21-24: St. Mary's County Fair
9/25: Washington County Policy Development, Washington Ag Center, 7:30 pm
9/26: Allegany County Policy Development, Allegany Fairgrounds, 7:30 pm
9/27: Garrett County Policy Development, Garrett College, 6 pm
9/27-10/1: Calvert County Fair

## A Message from the Executive Director

The 2018 Farm Bill is currently being drafted by Congress. And I have never seen AFBF more prepared to negotiate on behalf of our members.

More than a year ago, AFBF President Zippy Duvall appointed the Farm Bill Working Group to analyze all sections of the Farm Bill, identify programs that worked and those that did not. The Working Group included staff from 16 state Farm Bureaus, the AFBF policy experts and our economic team.

Over the course of the last year, the Working Group produced over 40 background papers on various topics ranging from the Agricultural Risk Coverage (ARC) program to conservation issues, crop insurance, dairy issues and specialty crop needs.

The AFBF Board of Directors has been able to take positions early on critical issues that will make the next Farm Bill more effective for today's farmers.

AFBF is well positioned to be the go-to group for all members of Congress as critical decisions are being made.

We are certainly Farm Bureau Proud! of the work accomplished through the partnership between AFBF and state Farm Bureaus. To view the numerous position papers and economic analysis about the Farm Bill, check out the AFBF website at www.fb.org/issues/farm-policy.

And while you're there, log onto the Advocacy Page to comment on the WOTUS Rule repeal and Share Your Story on the many issues that impact your farming operation. Thanks for being a member!

Valerie Connelly
Executive Director Maryland Farm Bureau

## County Farm Bureau Membership Report

Based As of June 30, 2017.
County Farm Bureau Membership Goals are based upon voting members, represented in the second column.The third column reports the total members paid, including both voting and associates.

If you need to renew your Farm Bureau membership, call 410-922-3426, ask your regional field representative for a form to mail in, or go online to www.mdfarmbureau.com.

When you join your county Farm Bureau, you are also becoming a member of the Maryland Farm Bureau and American Farm Bureau Federation. AFBF represents more than 6.2 million member families in over 2,800 counties.

As a member of MFB you have access to many discounts, services and programs. We invite you to take full advantage of all your Farm Bureau membership has to offer!

| County | YTD Voting <br> Memberss Paid | YTD All <br> Members Paid |
| :--- | :---: | :---: |
| Allegany | 101 | 167 |
| Anne Arundel | 728 | 4,325 |
| Baltimore | 314 | 5,706 |
| Calvert | 235 | 799 |
| Caroline | 409 | 770 |
| Carroll | 755 | 1,841 |
| Cecil | 336 | 958 |
| Charles | 205 | 1,233 |
| Dorchester | 249 | 680 |
| Frederick | 962 | 2,230 |
| Garrett | 183 | 269 |
| Harford | 377 | 1,881 |
| Howard | 212 | 1,479 |
| Kent | 255 | 354 |
| Montgomery | 289 | 4,137 |
| Prince George's | 218 | 3,058 |
| Queen Anne's | 290 | 648 |
| St. Mary's | 343 | 789 |
| Somerset | 224 | 408 |
| Talbot | 243 | 644 |
| Washington | 244 | 693 |
| Wicomico | 350 | 851 |
| Worcester | 211 | 558 |
| Maryland Totals | 7,733 | 34,478 |

## DAIRY INDUSTRY

We strongly support the combined efforts of Maryland Farm Bureau with the MD Dairy Industry Association and the Dairy Industry Advisory Council to develop a program that will enhance the transparency of the pricing of milk to producers, raise milk prices and increase the stability and viability of the dairy industry in Maryland. '10
Ne urge the state to fund the Maryland Dairy Farmer Emergency Trust fund with a minimum of $\$ 5$ million per year. '16

We support the Maryland Dairy Industry Association and urge farmers to join. '09 Milk Marketing

Maintaining consumer confidence in dairy products is critical to the viability of the dairy industry. Dairy product labeling should be truthful, accurate and be able to be substantiated.' 07
All references to unpasteurized milk should be termed as "raw milk" only. '09
We believe schools should not sell milk to students after the sell-by date. ' 07
We support placing milk vending machines in all schools. '14
We urge Maryland Public Schools to remove skim milk for the lunch option and replace with no less than $2 \%$ milk. '15
Dairy Inspection \& Regulation
We oppose new or increased fees for dairy farmers, haulers and cooperatives. '04
We support current Maryland Law for the prohibition of raw milk sales. We support legislation that would prohibit the use of cattle-share or farm-share agreements as a means to circumvent existing raw milk sales laws. '13 Maryland should allow farmers to produce and process raw milk cheese on their farms and sell it from the farm after the federally required 60 day aging period. ' 06

## Maryland Dairy Industry Background:

Depending on what numbers your look at, Maryland currently has between 415 and 430 working dairies left. The milk prices to the farmers have been at or below production cost since 2015 and there looks to be little improvement in price in the near future. Only a small fraction of the dairy farms in the state have been able to diversify their dairy operation through on-farm creameries and/or bottling facilities. Currently, there is a Maryland Dairy Farmer Emergency Trust Fund, but it has never been funded. Due to state budget constraints, this doesn't look to be funded through general funds anytime soon. The 2014 Federal Farm Bill created the Margin Protection Program (MPP) as a way to create a safety net for dairy farmers if the price for milk fell below a certain margin when compared to the feed cost. Unfortunately, grain prices fell at the same time milk prices fell. Therefore, the margin threshold hasn't been reached even though the price of milk has gone below the actual cost of production. The dairy industry makes up a large part of Maryland's Ag industry with it being a priority industry in counties such as Washington, Frederick and Carroll.

## Questions:

Are there any MFB policy changes or additions needed to better assist MFB with improving the dairy industry? What innovative ideas could MFB promote and/or advocate for to improve Maryland's dairy industry?


## Visit Maryaland Farm Bureau at the $\mathbf{1 3 6}^{\text {th }}$ Maryland State Fair

 Continued from cover.The 2017 Miss Maryland Agriculture contest will be held in the Cow Palace at the Maryland State Fair on August 24 at 8:00 pm. A plated dinner will be held before the contest at $6: 30 \mathrm{pm}$ and is open to the public. Tickets are $\$ 30$ and can be purchased in advance by contacting Mary Amoss at MissMDAg@aol.com or filling out the form below.

| 2017 County Farm Bureau Misses | Harford: Belle Dallam |
| :--- | :--- |
| Allegany: Malakia May | Howard: TBD |
| Anne Arundel: Sophie Chance | Kent: Elizabeth Goetz |
| Baltimore: TBD | Montgomery: Lauren Dallas |
| Calvert: Katie Burroughs | Prince George's: Jessica McKnew |
| Caroline: Morgan Bartz | Queen Anne's: TBD |
| Carroll: TBD | St. Mary's: Rachael Riche |
| Cecil: Mackenzie Underwood | Somerset: TBD |
| Charles: Lilly Collins | Talbot: Kara Hutchinson |
| Dorchester: Jill Koski | Washington: Magdalene Green |
| Frederick: Amanda Farmer | Wicomico: Elizabeth Williams |
| Garrett: Sara Carr | Worcester: Chloe Holland |



2016 Miss Maryland Agriculture Contestants with the Peterson Farm Brothers

Miss Maryland Agriculture Celebrating 78 Years of Young Women and Maryland Agriculture 6:30 p.m. Thursday, August 24, 2017 Maryland State Fair - Cow Palace Show Arena
Name:


Miss Maryland Agriculture


Guest List

# Western Maryland Membership Drive 

By Emily Snyder, Western Maryland Field Rep.
Garrett County Farm Bureau held a unique two-month membership campaign targeting local 4-H clubs. For every family that joined Farm Bureau, GCFB gave $\$ 10$ back to the 4 -H club that the family is involved with.

GCFB leaders visited with some of the clubs in person and sent mailings to 4 - H club members with a flyer outlining the program as well as a membership application and benefit brochure. The flyer highlighted the county scholarship, MFB scholarship, county Miss program, the MAEF trailers that GCFB sponsors, and the financial support they provided to local 4-H and FFA. They are looking to continue this membership drive annually and will likely offer the $\$ 10$ incentive for renewals in the future.

## Maryland Farm Bureau Hosted Indiana Farm Bureau ACE Participants

Maryland Farm Bureau hosted four members of the Indiana Farm Bureau Agricultural Culture Exchange (ACE) Program from July 17-21. Mark and Janet Boyer from Tipton County and Jonathan and Derika Spaetti from Spencer County, Indiana toured more than 15 Maryland farms during their week with us. The four participants also attended Governor Hogan's annual Buy Local Cookout in Annapolis to kick off the Maryland Buy Local Challenge.

The Boyers and Spaettis were selected from a strong pool of candidates by the Indiana Farm Bureau after completing an application with essays and personal interviews. The participants got to see how diverse Maryland agriculture is and why we are known as "America in Miniature." We are very honored that Indiana Farm Bureau chose Maryland as the host state for this year's ACE program!


Clear Meadow Farm, White Hall



Governor Hogan’s Buy Local Cookout


## LIVESTOCK AND POULTRY

Government officials and inspectors must be required to follow stringent biosecurity practices and respect private property rights at all times when visiting farms. '08

We oppose co-permitting of the integrators and the livestock and poultry growers. ' 07
We urge MDA to work with USDA to review and clarify the tagging process under the Premise ID program for all livestock producers. '14 POULTRY INDUSTRY

We oppose all efforts to require poultry companies to control a farmer's poultry litter. '10
We oppose the mandatory covering of poultry litter during transport except within a cost-share program, such as the Poultry Litter Pilot Transportation Project. We oppose the mandatory covering of spreaders under any circumstances. '07

We oppose any effort to move ALL poultry litter off the Delmarva Peninsula. '08
We oppose mandatory or state-subsidized burning of poultry litter for energy generation. ' 11
Poultry litter is an excellent fertilizer that if not available as fertilizer would have to be replaced with an expensive non-renewable resource that is mined or manufactured somewhere in the world and shipped to Maryland farms. '08

For broiler litter, we recommend the scientific and research based guidelines for field storage of broiler chicken litter developed by the Poultry Litter Experts Science Forum in October 2008, be adopted by MDA, MDE and EPA. ' 08

We oppose government regulations that would require chicken grower/poultry company layout policies. '12
We encourage Maryland Department of Agriculture to work with Delaware Department of Agriculture and Virginia Department of Agriculture to develop a unified poultry litter transport program for litter transported within or exported off the Delmarva Peninsula. '15

We support Delmarva Poultry Industry's (DPI) best management practices for good neighbor relations, which cover house location on property, manure handling practices, carcass disposal system, vegetative buffers, odor prevention \& control, and contact with neighbors. '16

## Maryland Poultry Industry Background:

The poultry industry is the number one agricultural industry in Maryland, accounting for over 40 percent of Maryland' total cash farm income. Broiler production on the Eastern Shore makes up the vast majority of this production. Over the last few years, many poultry growers have decommissioned old, outdated houses and replaced them with more energy efficient as well as larger houses. In addition, the poultry processors have improved their plants to more efficiently process birds, which has increased the demand for poultry production on the shore. This increase in production demand has lead to increased new farmer production and more families getting into raising poultry. This expansion in the industry has not been fully appreciated by the citizens that live on the Eastern Shore. These concerns have led to movements to change/increase county land use zoning as well as increased concerns with potential water and air quality issues. Even though these facilities are permitted by state and federal CAFO permits, these concerns continue. This spring, Worcester County completed their county zoning requirements for large scale poultry facilities, and now there are other Eastern Shore counties, such as Cecil, that are looking at zoning requirements for possible revision. Because of the regionalism of the industry, Maryland's laws continue to be different than the neighboring state's laws when it comes to poultry production and the use of the litter.

## Questions:

Are there any MFB policy changes or additions needed to better assist MFB with improving the poultry industry? What additional areas of concern are on the horizon for Maryland's poultry industry and what can MFB do to either prevent them or greatly reduce the negative impact of these areas of concern? What MFB policy is needed to address these solutions?
Are there any potential opportunities for Maryland's poultry industry and what can MFB do to help facilitate these opportunities? Is their MFB policy needed to address these solutions?

Contact Colby Ferguson at cferguson@mdfarmbureau.com or 410-922-3426 to discuss these top two issues of concern.

GOAL Participants Visit Maryland Representatives in D.C.
The 2017 GOAL (Growing Our Agriculture Leaders) Team visited Washington, D.C. on July 11 to to meet with Maryland Representatives and understand Farm Bureau's involvement in the national legislative process. The purpose of the GOAL program is to prepare current members to take leadership positions at the County and State Farm Bureau.

The GOAL Team joined AFBF's Council of Presidents Meeting in the morning and heard from AFBF President Zippy Duvall, U.S. Secretary of Interior Ryan Zinke and EPA Administrator Scott Pruitt. Participants then visited with staff from the offices of Sen. Chris Van Hollen, Rep. John Delaney, Rep. Andy Harris and Rep. Jamie Raskin to discuss agricultural issues they face on their farms. The afternoon ended with a tour of the AFBF office and a reception with AFBF staff and State Farm Bureau Presidents.

Members talked with Maryland Representatives about the 2018 Farm Bill, Dairy Revenue Protection, Immigration and Ag Labor, Tax Reform and other priority issues for action on Capitol Hill. The GOAL Team will visit farms on the Eastern Shore on August 16 and Western Maryland in the fall to dive further into the diversity of Maryland agriculture and Farm Bureau membership.

## 2017 GOAL Team:

 Allison Jones Zach Brendel Andrew Isaacson ustin Watt Jesse Rohrer Kayla Griffith Ben Wood
## 苗GOAL Growing Our Ag Leaders



L to R: Allison Jones, Andrew Isaacson, Jesse Rohrer, Zach Brendel, Kayla Griffith, Justin Watt and Ben Wood


AFBF President Zippy Duvall and Justin Watt

NOW is your chance io help DITCH THE RULE


EPA has announced a proposal to REPEAL THE 2015 WATERS OF THE U.S. RULE.
The rule was a huge land grab - the Obama administration's attempt to control how - or even if - farmers and ranchers could use their land for any productive use.

## YOU CAN HELP DIICHIHERULE

## Go to fl.org/wotus-comments to odd your comments todoy!

Help us Dith The Rule ond let EPA know that you support repeal of the 2015 Waters of the U.S. RULE.

