

MARYLAND FARM BUREAU®

# 2019

ANNUAL REPORT



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**1st Vice President,** *Wayne Stafford*  
**2nd Vice President,** *John Draper*  
**Executive Director,** *John Torres*

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**District 5**  
*Marshal Cahall and Tom Jackson*

**District 6**  
*Mary Lou Brown and Larry Thomas*

**Women’s Leadership,** *Chris Catterton*

**Young Farmers,** *Katie Stevens*

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*Emily Solis*  
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*Cathy Kaptain*  
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*Lisa Storm*



**PRESIDENT’S MESSAGE**

Farm Bureau Friends:

The last year was a year of change for Maryland Farm Bureau. New leadership, a new staff structure, a new magazine, and two new podcasts – just to name a few. Change can take time to adjust to, but it’s fundamental for continued growth and advancement.

Big changes also took place in Annapolis with 60 new legislators stepping into office. So many fresh faces brought challenges – like less knowledge of agricultural issues. Nonetheless, our government relations team saw many successes during the legislative session, covering issues like milk labeling, noxious weeds, and K-tags.

Our members engaged with legislators through email, face-to-face meetings, and testimonials at the State House. Nearly 100 members joined us in January for our annual Day in Annapolis to discuss our top priority bills with representatives. Several members also ventured to Capitol Hill for the American Farm Bureau’s Advocacy Fly-In conference to speak with members of Congress about federal issues.

County Farm Bureaus have also been hard at work advocating on local issues. Pesticide bans, solar sitings, agricultural education in public schools, regenerative agriculture on county-owned lands, and land preservation have been hot topics of discussions in many communities.

Membership continues to be a top priority. We are committed to providing the best experience for our members. Over the past year, we joined Nationwide in partnering with Aimpoint Research, a marketing research firm, to better understand the needs of our Farm Bureau members today and our farmers of the future. By better understanding the future needs of our members through data analytics, we will be better able to grow and add value to membership in Maryland Farm Bureau.

One of the factors that made all of this possible is our relationship with Nationwide. While the terms of our partnership have changed, the commitment to mutual support is as strong as it has been for over 100 years.

Thank you for your continued support of Maryland Farm Bureau as we reflect and celebrate the accomplishments we have achieved together over the past year.

*Charles E Fry*

# ADVOCATING FOR YOU

**M**aryland Farm Bureau is your voice - for you, your family, and your way of life. The direction of our advocacy efforts are outlined by our members through our grassroots policy development process. Our top priority issues included agricultural education, wildlife management, land preservation, labor, regulatory reform, trade, and rural broadband.

## AGRICULTURAL EDUCATION

Agricultural education is vital to a society that continues to grow farther removed from the farm. Maryland Farm Bureau has been closely following the Commission on Innovation & Excellence in Education - also known as the Kirwan Commission. This past year, we amended a bill related to the commission to expand the opportunities for science-based

certified agricultural education in both high schools and career and technology centers.

## WILDLIFE MANAGEMENT

Crop damage from wildlife is an issue Maryland farmers struggle with each year, and is an issue we continue to engage with at the state level. In the summer, the Department of Natural Resources (DNR) took public comments as they worked to update their Deer Management Plan. Maryland Farm Bureau submitted comments on the plan, encouraging better wildlife habitat on federal, state, and county-owned property, expanding hunting dates, improving herd management, and encouraging hunting on private land.

## LAND PRESERVATION

During the 2019 legislative session, Maryland Farm Bureau worked

to address a loophole related to the state's Agricultural Transfer Tax. Existing legislation allowed developers to bypass the tax when farm properties were transferred, developed, or taken out of agricultural-use designation. The passage of the 2019 bill ensures that all properties taken out of agriculture will now have to pay the Agricultural Transfer Tax.

We also supported full funding of the Maryland Agricultural Land Preservation Foundation (MALPF) and the Next Generation Farmland Acquisition Program (Next Gen). To reach smaller-scale farmers, we assisted the Maryland Agricultural and Resource-Based Industry Development Corporation (MARBIDCO) in crafting a small acreage option to allow properties with less than 50 acres to be eligible for the Next Gen program.

## LABOR

Farm Bureau has also been monitoring and advocating for issues at the federal level. Labor continues to be a top priority issue, but the politics of immigration make labor reform difficult. Farm Bureau is pushing for extensive reform, while supporting incremental improvements wherever achievable. The American Farm Bureau (AFBF) submitted comments to the Department of Labor's (DOL) Notice of Proposed Rulemaking for the H-2A program. The rule requiring farm employers to publish seasonal job openings in local newspapers was removed and replaced with a new DOL seasonal jobs website. AFBF is working to build a strong farm coalition to support one meaningful approach to guest worker programs.

## REGULATION

We saw a major win when the Environmental Protection Agency (EPA) and the Corps of Engineers announced the final rule rescinding the 2015 Waters of the United

States (WOTUS) rule, under the Clean Water Act. This achieved AFBF's first goal and was the culmination of years of advocacy by AFBF and state Farm Bureaus to create regulatory uniformity and the end of a massive federal land grab. The repeal of the 2015 rule is a huge win for farmers, paving the way for a new clean water rule that will provide clarity and certainty on a nationwide basis.

## TRADE

Trade is critical to agriculture and benefits the economy with a trade surplus in agricultural goods. Free trade agreements have been used to benefit American farmers by reducing tariffs and non-tariff barriers to U.S. farm goods sold around the world. The U.S. and Japan recently reached an agreement on agricultural and industrial tariffs and digital commerce. A new agreement on the importation of fresh tomatoes from Mexico was also reached, reinstating the suspension of the anti-dumping investigation by the U.S. Farm Bureau continues to

work toward progress on the U.S.-Mexico-Canada (USMCA) trade agreement.

## RURAL BROADBAND

Rural broadband is a critical pathway to global markets for agriculture and other industries. Farmers depend on broadband just as they do highways, railways and waterways, to maintain their competitive advantage. Broadband initiatives and funding were included in the 2018 Farm Bill. The Broadband Data Improvement Act was also introduced in the House to improve the accuracy of broadband coverage maps and better direct federal funds for broadband bailout. A new process for collecting broadband data was also approved, called the Digital Opportunity Data Collection. In Maryland, Governor Hogan announced a \$9.9 million funding package to provide reliable internet access in rural Maryland - part of the first wave of a five-year plan.



Credit: Executive Office of the Governor



Credit: American Farm Bureau

# GRASSROOTS IN ACTION

The legislative session is an important time for Maryland Farm Bureau to advocate for legislation that supports our farmers and rural life. Thanks to the outstanding efforts of our grassroots advocates, we saw many successes with the creation and passage of several bills that benefit our members, including accurate labeling of milk products, repealing the non-agricultural use exemption for the agricultural land transfer tax, and

making permanent the 25-mile radius for K-tag usage.

Impact is not only made within the walls of the Maryland General Assembly.

Impact can also be made within our communities. We saw this accomplished through partnership with state agencies and our grassroots network.

## POULTRY CAFO PERMIT

After several years of battling with MDE and the Calvert Neighborhood Alliance - a group of local neighbors and

environmentalists - Zion Acres, a farm owned by Farm Bureau members Galen and Crystal Horst - finally found success in obtaining a Concentrated Animal Feeding Operation (CAFO) permit for their poultry farm. A several-year-long fight came to an end when Governor Hogan stepped in following a discussion with the Maryland Farm Bureau Board of Directors. A meeting was arranged with Maryland Department of the Environment (MDE) Secretary Grumbles and Farm Bureau leaders, and a permit was granted to the Horst family shortly after.

## STORMWATER REGULATIONS

Maryland Farm Bureau submitted comments to MDE in February to address changes in stormwater

management regulations. The proposed changes would allow soil conservation plans to also serve as a stormwater management plan. The Secretary of the Environment adopted the amendments, which took effect July 29th.

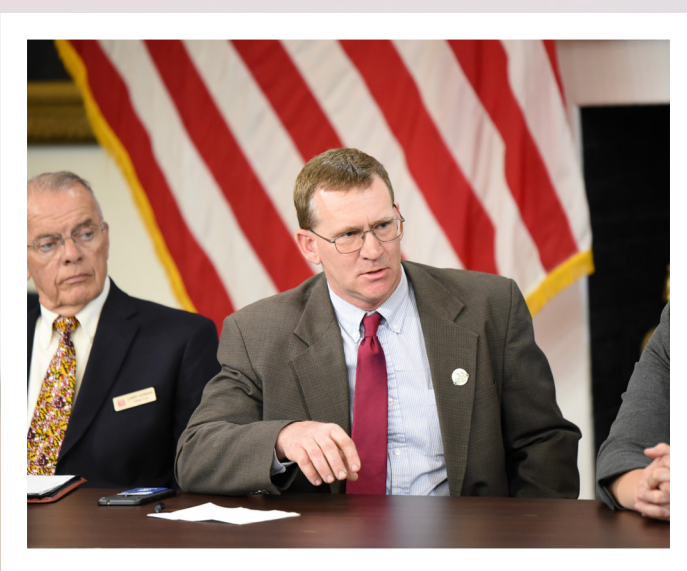
## DAIRY MARGIN COVERAGE ASSISTANCE

Dairy farmers in Maryland and beyond have been struggling to keep afloat in the current market space. Maryland Farm Bureau sent a letter to Governor Hogan asking for assistance. We also assisted the western and eastern shore delegations in crafting a similar letter. With Governor Hogan behind us, we worked with the Maryland Department of

Agriculture (MDA) to come up with a solution - an assistance package for farmers to enter into the Dairy Margin Coverage program at little cost to protect against declining markets.

## TIRE AMNESTY

One of our most popular initiatives is the tire amnesty program that we were able to continue this year, through support and funding from MDE, Maryland Environmental Services, county government officials, and local facilities. Four counties (Carroll, Cecil, Frederick, and Harford) were able to participate in the program. Counties were selected based on need. Approximately 1,700 tons of agricultural tires were collected.



Credit: Executive Office of the Governor

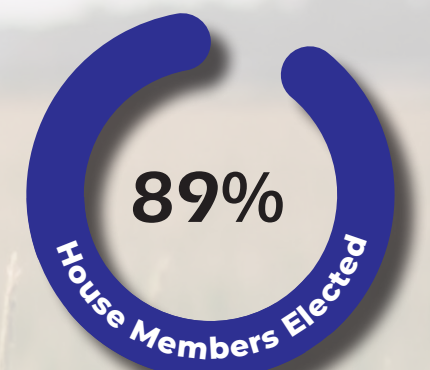


# PAC RESULTS

2018 General Election



**104**  
endorsements



# HOME GROWN LEADERS

The strength of Maryland Farm Bureau comes from the engagement and active participation of our grassroots members. The work done at the national, state, and local levels is important, but it all starts with dedicated individual members.

Prince George’s County member Shelby Watson-Hampton was appointed to the American Farm Bureau’s Young Farmers & Ranchers Committee (YF&R) to serve through 2021. Shelby will assist with program planning, which includes the coordination of YF&R competitive events and the Harvest for All program.

Prince George’s County president Phil Miller was recognized by Maryland Farm Bureau as a “High Roller” at this year’s Council of Presidents’ meeting. The award recognizes members that go above and beyond in signing

new members. Phil signed more than 25 new members in his local community.

Anne Arundel County member Chris Catterton and Howard County member Danielle Bauer were recognized as graduates of American Farm Bureau’s Women’s Communications Boot Camp this summer. Chris and Danielle completed an intensive four-day course comprised of hands-on sessions related to public speaking, working with the media, and messaging.

Maryland Farm Bureau also celebrated homegrown winners following the 2018 General Election. Nine Farm Bureau leaders were elected to office at various levels of government.

On the Eastern Shore, Delegate Charles Otto was elected to a third term in District 38A. Caroline

County Commissioner Wilbur Levensgood, Jr. was re-elected as well.

Newly entering the elected office arena straight from county and state board service are: BJ Bowling of Charles County as Commissioner; Buddy Hance, former state Farm Bureau president, as Calvert County Commissioner; David Hancock of Charles County as Board of Education member; Charles Laird of Somerset as Commissioner; Tom Mason of Kent County as Commissioner; Al Miller of Cecil County as County Councilman; and Stuart Pittman of Anne Arundel County as County Executive.

The Farm Bureau family is proud of our members who are using their talents and expertise to serve the larger community.

# FROM THE GROUND UP

Farm Bureau members work from the ground up to make a difference. We are inspired by the action happening at the county level to promote agriculture, find solutions, and grow the strength of our organization.

**WHITE-REINHARDT GRANT**  
Baltimore County Farm Bureau was among 10 communities selected by the American Farm Bureau Foundation for Agriculture to receive a \$1,000 White-Reinhardt mini-grant. The grant will be used by the county to expand an existing program that currently serves elementary schoolers in Baltimore County and Baltimore City.

**DOE HARVEST CHALLENGE**  
Wicomico, Worcester, and Somerset County Farm Bureaus

teamed up to hold a “Doe Harvest Challenge” during the last 3 days of firearm season in January to address the growing issue of deer crop damage. A total of 364 deer were harvested, and approximately 1,000 pounds of venison was donated to the Maryland Food Bank. Ten hunters were selected from a drawing to receive \$1,000 each.

**MEMBERSHIP PICNIC**  
The Carroll County Young Farmers held a family-friendly summer picnic in July in hopes of gaining a few additional members and getting the younger generation more involved. All members were invited to attend and encouraged to bring prospective members. The Young Farmers raised almost \$500 and signed 15 new members.

**SAM GROW CONCERT**  
Harford County Farm Bureau hosted country star Sam Grow in February for two nights of fun and live music. The Bull & Shrimp Roast was held as a fundraiser for the county Farm Bureau, and the second concert night was used to celebrate agriculture and local family farmers.

**FARM TO TABLE DINNER**  
Montgomery County Farm Bureau held a farm to table dinner at Waredaca Farm and Brewery in the fall. Over 150 guests and farmers enjoyed a meal featuring local protein, cheeses, vegetables, fruit, wine, and beer in a pasture field. Farmers and guests dined together, engaging in conversations about agriculture and local food.



Credit: American Farm Bureau

# NEWS & VIEWS

Our communications channels were refreshed this year to bring more engaging content to our membership. In the digital media age, focus was put on providing timely, mobile, and easily accessible information.

New vessels of communication in the form of talk radio-style podcasts were launched this summer: *The Corn on the CobCast* and *The Voice of Maryland Agriculture* podcasts.

We also produced three videos this year for use on social media, county meetings, and advertising purposes.

A short video encouraging dairy farmers to sign up for the Dairy Margin Coverage program was published in June. Prior to policy

development season kicking off, a video explaining the policy development process was shared with members. An advertisement for Charles County Farm Bureau to share at the county fair was also produced.

The quarterly *Chesapeake Bay Farm & Food* newsletter was replaced this fall with a newly-designed magazine, *The Feed*. This new publication features the news and views of Maryland Farm Bureau.

We partnered with Custom Media Options to publish this new magazine. Key features include member profiles, seasonal recipes, legislative information, local food, upcoming events, and more!

Our traditional newsletters, the *Government Relations Bulletin*

(GRB) and the *Hotline*, continued this year to deliver members regular updates on changes in policy and regulation.

In addition to communications with members, we also published several opinion pieces to local media outlets.

President Fry submitted an editorial in January discussing the newly proposed Clean Water Rule and Maryland farmers' continued commitment to improving the health of the Chesapeake Bay.

An opinion piece by Colby Ferguson, our government relations director, addressing misconceptions about antibiotic usage in animal agriculture was published in several media outlets in the fall.

## The Policy Development Process



## Sign Up for Dairy Margin Coverage



## Join Charles County Farm Bureau



# TUNE IN!



Join us as we share some kernels of truth about the food we eat and the farmers who grow it! Check us out on Spotify, Apple Podcasts, and Google Podcasts.



Dig deeper into the issues affecting agriculture in Maryland. This podcast is sent out by email to active members, so keep a lookout for new episodes!



# MARYLAND FARM BUREAU, INC.

## Consolidated Statements of Financial Position (unaudited)

ASSETS	2019	2018
Current Assets		
Cash and cash equivalents	\$685,068	\$1,238,050
Accounts receivable	\$6,388	\$2,392
Current portion of note receivable	\$232,444	\$7,626
Inventories	\$391	\$813
Prepaid expense	\$88,040	\$89,637
Income taxes receivable	\$599	\$1,551
<b>Total Current Assets</b>	<b>\$1,012,930</b>	<b>\$1,340,069</b>
Investments		
Marketable securities	\$2,591,867	\$1,697,065
Note receivable, net of current portion	-	\$232,444
	\$2,591,867	\$1,929,509
Property and Equipment		
Land	\$375,599	\$375,599
Building and improvements	\$982,111	\$982,111
Furniture, fixtures, and equipment	\$113,515	\$111,590
Computer equipment	\$170,670	\$170,670
Automobiles	\$179,146	\$184,396
	\$1,821,041	\$1,824,366
Less accumulated depreciation	(\$533,771)	(\$483,715)
	\$1,287,270	\$1,340,651
<b>Total Assets</b>	<b>\$4,892,067</b>	<b>\$4,610,229</b>

LIABILITIES AND NET ASSETS	2019	2018
Current Liabilities		
Current portion of long term debt	-	\$28,793
Accounts payable and accrued payroll	\$143,850	\$100,587
Income taxes payable	\$5,433	-
Deferred revenue	\$314,061	\$488,795
<b>Total Current Liabilities</b>	<b>\$463,344</b>	<b>\$618,175</b>
Long Term Debt	-	\$262,176
<b>Total Liabilities</b>	<b>\$463,344</b>	<b>\$880,351</b>
Net Assets		
Without donor restrictions	\$4,363,621	\$3,677,179
With donor restrictions	\$65,102	\$52,699
<b>Total Net Assets</b>	<b>\$4,428,723</b>	<b>\$3,729,878</b>
<b>Total Liabilities and Net Assets</b>	<b>\$4,892,067</b>	<b>\$4,610,229</b>

# MARYLAND FARM BUREAU, INC.

## Consolidated Statements of Activities (unaudited)

	Without Donor Restrictions		With Donor Restrictions		Total	
	2019	2018	2019	2018	2019	2018
Support and Revenue						
Dues	\$865,649	\$1,197,341	-	-	\$865,649	\$1,197,341
Sales, citrus	\$12,039	\$14,788	-	-	\$12,039	\$14,788
Interest	\$16,563	\$15,052	-	-	\$16,563	\$15,052
Nationwide sponsorship and royalty income	\$1,330,008	\$820,303	-	-	\$1,330,008	\$820,303
Insurance administration fee income	\$2,816	\$3,063	-	-	\$2,816	\$3,063
Rental income	\$3,500	\$3,400	-	-	\$3,500	\$3,400
Rebate programs and other	\$15,209	\$25,586	-	-	\$15,209	\$25,586
Convention revenue	\$113,407	\$121,308	-	-	\$113,407	\$121,308
Gain (loss) on sale of property and equipment	\$11,906	(\$6,321)	-	-	\$11,906	(\$6,321)
Contributions						
Young Farmers Committee	-	-	\$54,491	\$53,247	\$54,491	\$53,247
Legislative Legal Fund	-	-	\$1,718	\$1,922	\$1,718	\$1,922
Scholarship Fund	-	-	\$13,075	\$14,700	\$13,075	\$14,700
Women’s Committee	\$7,411	\$3,740	-	-	\$7,411	\$3,740
Other	-	-	-	\$875	-	\$875
Net assets released from restriction by satisfaction of program restrictions	\$56,881	\$67,470	(\$56,881)	(\$67,470)	-	-
<b>Total Support and Revenue</b>	<b>\$2,435,389</b>	<b>\$2,265,730</b>	<b>\$12,403</b>	<b>\$3,274</b>	<b>\$2,447,792</b>	<b>\$2,269,004</b>
Expenses						
Program services	\$1,179,817	\$997,418	-	-	\$1,179,817	\$997,418
Management and general	\$728,861	\$743,092	-	-	\$728,861	\$743,092
Fundraising	\$2,000	-	-	-	\$2,000	-
<b>Total Expenses</b>	<b>\$1,910,678</b>	<b>\$1,740,510</b>	<b>-</b>	<b>-</b>	<b>\$1,910,678</b>	<b>\$1,740,510</b>
<b>Operating Income</b>	<b>\$524,711</b>	<b>\$525,220</b>	<b>\$12,403</b>	<b>\$3,274</b>	<b>\$537,114</b>	<b>\$528,494</b>
Investment Return, Net	\$161,731	\$56,117	-	-	\$161,731	\$56,117
<b>Change in Net Assets</b>	<b>\$686,442</b>	<b>\$581,337</b>	<b>\$12,403</b>	<b>\$3,274</b>	<b>\$698,845</b>	<b>\$584,611</b>
Net Assets, Beginning of Year	\$3,677,179	\$3,095,842	\$52,699	\$49,425	\$3,729,878	\$3,145,267
Net Assets, End of Year	\$4,363,621	\$3,677,179	\$65,102	\$52,699	\$4,428,723	\$3,729,878



## FROM CENTURY FARM TO CEO

*Nationwide's new leader credits farm roots for path to success*

**I**t's 6 a.m. on a crisp autumn morning as a young Kirt Walker finishes the last of his chores, tending to a barn full of livestock before breakfast, then school. Growing up on his family's Century Farm in Iowa instilled the values of hard work and responsibility that Walker carries forth today in his new role as CEO of Nationwide.

"I wouldn't be here if it weren't for farming," says Walker. "Ag runs deep in my family, through farming and other related professions for more than 100 years."

As an active youth member of 4-H and FFA followed by the Block and Bridle Club at Iowa State University, Walker honed valuable

leadership and business skills, along with a focus on personal growth and development.

"My brother and I were officers in 4-H and FFA, and my dad was a 4-H leader for more than 20 years," shares Walker. "Those experiences helped me understand that leadership is ultimately about serving others."

As he accepts responsibility for the reins guiding Nationwide, Walker says, "Nationwide will evolve for the future, but our relationship with the Farm Bureau and the agricultural community will remain a vital part of our foundation. Organizations like the Farm Bureau helped build Nationwide into the company we are today."

Nationwide's earliest roots were established in 1926 by the Ohio Farm Bureau when it founded the Farm Bureau Mutual Automobile Insurance Co. that eventually became Nationwide. "We were started by farmers to support rural communities, and we'll always honor that heritage," says Walker. Nationwide's first salespeople and customers were farmers who believed in the cooperative spirit of the company and that more could be accomplished together than alone.

Walker says that belief still drives the company, but it's much broader product offerings allow it to offer even more protection today. "Nationwide protects people, businesses and futures,

and something that makes us special is the extraordinary care we bring to that mission."

Walker points to Nationwide's commitment to farm safety. The company established Grain Bin Safety Week in 2014 to raise awareness about the dangers of grain bins. Since that time, Nationwide has provided lifesaving grain rescue tubes and training to 111 fire departments across 26 states. "It's important to give back to rural communities by helping people protect what matters most. Nothing is more important than people," he says.

Nationwide is the largest insurer of farms and ranches in the U.S., but Walker sees an opportunity to do even more for the agricultural community by innovating and offering new solutions. "We'd like to be the number one financial services provider for farmers and ranchers across America," says Walker. "Too often, retirement planning and farm succession planning take a back seat to the day-to-day realities of managing a farm." Nationwide is working to change that through programs like Land As Your Legacy® and Your Ag Financial Legacy<sup>SM</sup>.

"At the end of the day, farming is a part of who we are as a company," affirms Walker. "Our relationships with Farm Bureaus across the country are among the most important partnerships we have. That will never change."

## IS ON YOUR SIDE®

Nationwide® is proud to be the exclusive insurance provider of the Maryland Farm Bureau. Since 1926, Nationwide has been providing insurance and financial services to Farm Bureau members and remains committed to protecting what matters most.

### PROTECTION TAILORED TO YOUR FARM

Get protection tailored to your farm's needs with an AgriChoice® policy. AgriChoice offers broad coverage that can be customized to fit you, including home and contents, outbuildings, livestock, machinery, equipment, stored commodities and liabilities. We continuously update our policies to meet the changing needs of agriculture with benefits like:

- **Equipment breakdown** for the systems built into your farm structures and used to maintain your home.
- **Rental reimbursement** on your farm equipment damaged by accident.
- **Unwarranted allegations of animal cruelty** coverage which helps cover costs to defend against baseless claims.
- **Drone liability** coverage for agricultural uses of unmanned aerial vehicles.

### PROTECTION FOR YOUR LOVE OF EQUINE SIDE

We understand that every equine farm is different. Nationwide can customize your policy to fit your farm's specific insurance needs. Equine protection includes coverage of broad causes of loss for livestock, newly acquired livestock, liability risk coverage, and limited property damage coverage for equine owned by others, but in your care, custody, or control.

### PROTECTION FOR BREWERY BUSINESSES

As one of the country's leading business insurers, Nationwide understands the risks inherent to the brewery industry and offers a broad range of insurance solutions to help business owners guard against them. From business and liability coverage to access to industry-leading loss control services and market-specific experts, Nationwide has what you need.

For more information on your Farm Bureau member benefits with Nationwide, visit [Nationwide.com/MFB](https://www.nationwide.com/MFB).



*Nationwide CEO Kirt Walker  
with his dad's farm truck*

# MEMBERSHIP HAS ITS BENEFITS

*New discounts available to members*



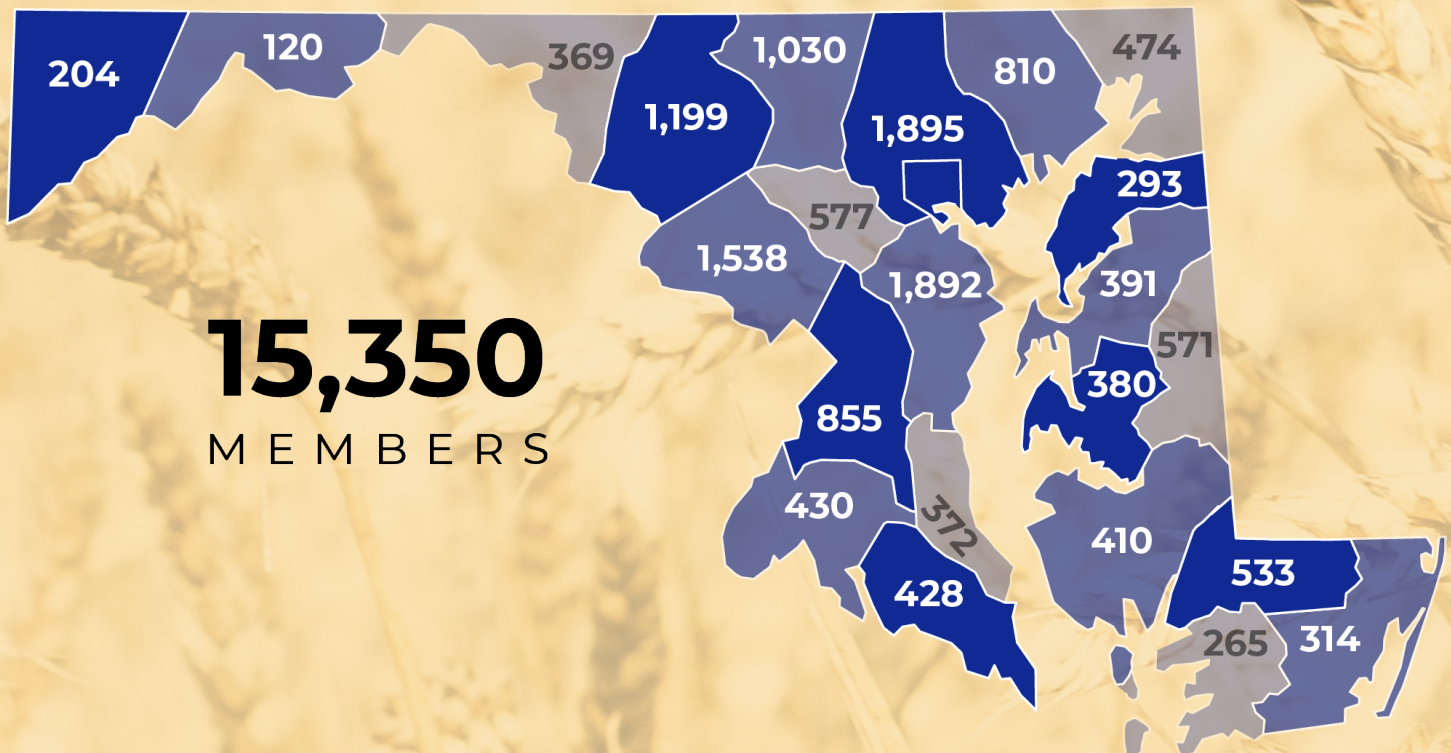
**Partner  
Recognition**  
**X-Plan** Vehicle Pricing



THE LINCOLN MOTOR COMPANY

**PARTNER RECOGNITION**  
**X-PLAN VEHICLE PRICING**

**xerox**™



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