



Maryland Farm Bureau

2024

ANNUAL REPORT



Levi & Kristin Hayman, Caroline County

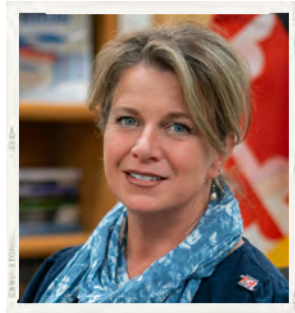
Meet Our Board



Jamie Raley
President



Jonathan Quinn
1st Vice President



Jo-Ann Chason
2nd Vice President



Wayne Stafford
Immediate Past President



Belinda Burrier
District 1 Director



Ian Reikie
District 1 Director



Howie Feaga
District 2 Director



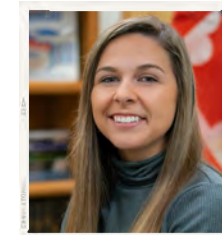
Jason Watt
District 2 Director



Jamie Tiralla
District 3 Director



Karl Shlagel
District 3 Director



Kimmi Doran
District 4 Director



Jennifer Debnam
District 5 Director



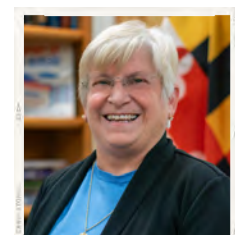
Marshall Cahall
District 5 Director



Far Nasir
District 6 Director



William Layton
District 6 Director



Chris Catterton
Women's Leadership Chair

Not Pictured:
Amanda Miller, District 4 Director
Rachel & Alan Eck, Co-Young Farmers & Ranchers Chair

Meet Our Staff



Parker Welch
Executive Director



Tyler Hough
Director of
Government Relations



Tonya Meachum
Director of Member
Services



Lisa Storm
Asst. Director of Member
Services & Event Planner



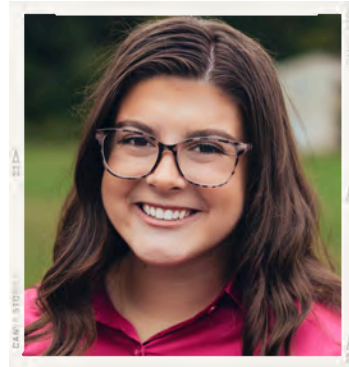
Jeb Burchick
Director of
Communications



Mitch Hopkins
Regional Field
Representative



Kara Hutchison
Regional Field
Representative



Kendall Abruzzesse
Regional Field
Representative

Not Pictured:
Erin Bouchard, Accountant

A Message From Leadership

Dear Maryland Farm Bureau Members,

We welcome you to our 109th Annual Convention and Meeting of Delegates, where we reflect on the incredible journey we've undertaken over the past year, and prioritize for the year ahead. The theme of this year's convention is "Evolve," remarking on the continual progress we've made as Maryland farmers. This evolution is a testament to the dedication and hard work of our staff, leadership, and most importantly, all of you!

Under guidance from our new strategic plan, we are proud to report that we closed Fiscal Year 2024 with a budget surplus and have passed another balanced budget for the upcoming year. This achievement is not merely about numbers; it's about our shared commitment to financial responsibility and our collective focus on enhancing member value. The strategic pillars of Membership, Finance, and Staffing & Administration will continue to guide our decision-making, ensuring that we remain steadfast in our mission to strengthen and grow Maryland agriculture.

We are particularly proud of the efforts made at the county level to retain and attract new members, even amidst a dues increase. While we fell just short of achieving membership growth, the work you do to provide value at the local level is incredibly worthwhile. The hard work of our county Farm Bureaus in maintaining strong membership is a shining example of what we can accomplish together. Your dedication does not go unnoticed, and we deeply appreciate all you do to keep our organization thriving.

At the heart of our organization lies the strength of our grassroots. It is here, within our county organizations, that the true power of Farm Bureau resides. Whether it's developing policy, advocating for our industry, or finding solutions for your farms, our collective voice is strongest when we work from the ground up. This grassroots approach remains the premier benefit of being part of the Maryland Farm Bureau, and it is the foundation upon which you can create your best farm future.

As we move forward into this next phase of our evolution, we remain committed to supporting you—our members—in every way possible. Together, we will continue to grow, adapt, and thrive as we uphold the mission of Maryland Farm Bureau.

Thank you for your ongoing dedication and support. We look forward to what we can continue to achieve together in the coming year.



Jamie Raley
President



Parker Welch
Executive Director

From the Committees

Women's Leadership Committee

Kara Hutchison, Regional Field Manager

The Women's Leadership Committee had a great year in 2024. We started our year with members attending the Women's Leadership Annual Meeting at AFBF Convention in Omaha, Nebraska. In March, members participated in AG Literacy Week, reading agriculture accurate books to elementary students all over the state. Over the summer, the committee visited the Ronald McDonald House in Baltimore where we held our business meeting, and then we received a tour for the first time since it was rebuilt.



MDFB's Women's Leadership Committee volunteering their time at the Ronald McDonald House in Baltimore

In September, we held a workshop with the Programs & Education Advisory Committee where Maegan Meredith led us in a board game that showed members how to Make Farm Bureau Magnetic for members and volunteers. We continued to support the MDFB AG Ambassador Program by attending and assisting with their orientation in October. We are excited to close out the year with our Annual Meeting and a day filled with activities at the 109th Annual Maryland Farm Bureau Convention!

Young Farmers & Ranchers Committee

Mitch Hopkins, Regional Field Manager



Frederick County's Cheyenne Van Echo made it to American Farm Bureau's Discussion Meet Sweet 16

2024 was a busy year for the Young Farmers and Ranchers (YF&R) Committee. The committee welcomed two new members, Emily Stamper and Alston Shipley from Washington and Carroll Counties. The Committee elected Alan and Rachel Eck as their new Chairs, with Greg Dell stepping down to serve on American Farm Bureau Federation's YF&R Committee. More than 20 Marylanders went to Harrisburg, Pennsylvania for the Young Ag Professionals Leadership Conference, where they met Farm Bureau members from across the Mid-Atlantic.

In March, multiple members were able to attend the AFBF YF&R conference in Omaha, Nebraska. Collegiate Member Cheyenne Van Echo made it to the sweet sixteen in the Discussion Meet. This summer, the committee revived the Summer Picnic and Farm Tours, helped with a sponsorship from Horizon Farm Credit. Over 30 members traveled to Carroll County where they got to tour unique farm operations and socialize. A big thank you to all who participated!

The Dairy Bar was back again at the Maryland State Fair, making over \$60,000 dollars in support of YF&R. In 2025, the Committee looks forward to sending more members to regional young Farmers Events, and the 2025 Summer Picnic and Farm Tours will be announced at this year's Convention.

Learn more about the YF&R program by visiting our website at mdfarmbureau.com/young-farmers.



Maryland Young Farmers & Ranchers tour the Lippy Brothers Farm in Carroll County

Government Affairs

Tyler Hough, Director of Government Affairs

The Power of Grassroots Advocacy

The power of the Maryland Farm Bureau membership showed true this past year. During the legislative session several bills required a call for action from the members, and their voices were heard loud and clear. During session our members engaged with legislators over 600 times helping push SB367/HB481 across the finish line and stopping SB193/HB357. Various counties hosted farm tours once again, providing those making decisions in Annapolis the opportunity to get on the farm and essential education. The topics focused on during the farm tours included utility siting, wildlife damage, tax assessments, and many other topics.



Governor Wes Moore signs SB367/HB481 into law



MDFB Executive Director Parker Welch, Legislative Intern Olivia Scuderi, and Government Affairs Director Tyler Hough outside the Maryland State House in Annapolis

Priority Ag-Related Bills

The 2024 Session was an extremely busy time for the Maryland General Assembly, with over 2,700 bills introduced. During that time MDFB followed 140 of those bills. MDFB opposed 13 bills and were able to defeat 12, while also supporting 18 bills with 10 of those bills passing and being signed into law by the Governor.

Three key victories emerged for the membership out of this year's session. After multiple years of trying, this year the Authorization of the Antlerless Deer Hunting Programs in Maryland passed. There were also bills introduced that would prohibit the selling of a pesticide that contained PFAS as an active ingredient and one that would require all egg layer operations in the state to convert to a cage-free system by 2026 and require all eggs sold in the state to be from a cage-free system. Both of these bills were ultimately defeated but are expected to return in 2025.

While celebrating these successes, MDFB acknowledges areas for improvement. Ongoing efforts include addressing excessive government assessments on certain value-added structures and barns. Additionally, MDFB is actively working on various topics that are important to our members for the upcoming legislative session.

We are incredibly grateful for the efforts of our members who testified, contacted their legislators, and opened their farms to showcase the impact of legislation. The organization remains dedicated to ensuring the voices of our members resonate in the legislative process.



Carroll County farmer Greg Dell testifies on the state of Maryland agriculture at a House of Delegates Environment & Transportation Committee



Maryland Farm Bureau members pose with legislators at MDFB's annual Day in Annapolis

Communications

Jeb Burchick, Director of Communications

The Maryland Farm Bureau achieved remarkable growth in its communications reach, thanks to a dynamic media strategy highlighting Maryland farmers. Over the past year, our social media content garnered nearly 700,000 views. Our social media content is being viewed by nearly 18,000 followers across each of our social media platforms.

Members also helped to amplify the message of supporting local farms through media appearances on WBAL, Fox 45, WJZ, and others, as well as contributing opinion pieces to prominent publications like The Baltimore Sun.



Baltimore County Farm Bureau President JT Albright speaks with WBAL on all that goes into running their family farm.



MDFB Director of Communications Jeb Burchick receives American Farm Bureau Award for Excellence in Communications

A standout success was our most critical communications initiative: mobilizing nearly 200 members to respond to action alerts by contacting their elected officials. This effort resulted in nearly 700 legislative contacts, achieving key victories such as blocking a proposed caged egg ban and advancing expanded deer management programs.

In May, the American Farm Bureau recognized our outstanding communications efforts by awarding us with three AFBF Excellence in Communications honors: Best Social Media Presence, Best Social Media Video, and Best E-Newsletter. Maryland Farm Bureau proudly outperformed some larger state Farm Bureaus to achieve these remarkable distinctions.

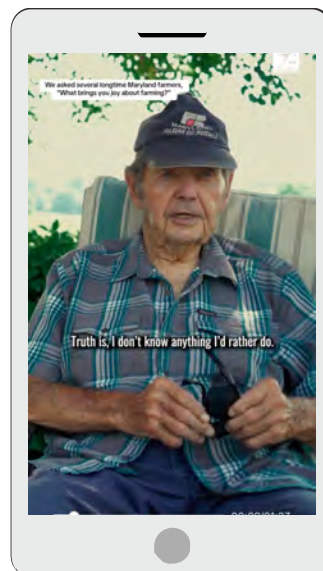
Social Media Highlights:

- 704,483 Impressions (32% increase from last year)
- 57,618 Interactions (48% increase from last year)
- 17,723 Followers (18% increase from last year)



#MemberSpotlight: Far & Val Nasir's Chicken Farm in Pockomoke City

- 46,465 Views
- 250 Interactions



VIDEO: Howard County Farmers Explain why they Farm

- 15,400 Views
- 1,242 Interactions

Membership

Total Membership:

7,772*

**Including 335
Brand New
Members!**

*Membership totals based upon fiscal year running 7/1/23 to 6/30/24



Clockwise L to R: Renee Wilson, Rhonda Patrick, Ashley Barber, Connie Palmer

Congratulations to the **Somerset County Farm Bureau** and **Charles County Farm Bureau** for making their membership goals!

Financials

ASSETS	<u>2024</u>	<u>2023</u>
CURRENT ASSETS		
Cash and Cash Equivalents	\$ 516,527	\$ 242,736
Accounts Receivable	21,771	13,989
Prepaid Expenses	<u>60,523</u>	<u>80,133</u>
Total Current Assets	598,821	336,858
INVESTMENTS	3,359,629	3,129,959
PROPERTY AND EQUIPMENT		
Land	369,599	369,599
Building and Improvements	982,111	982,111
Furniture, Fixtures and Equipment	109,931	109,931
Computer Equipment	240,129	150,750
Automobiles	<u>155,812</u>	<u>155,812</u>
Subtotal	1,857,582	1,768,203
Less: Accumulated Depreciation	<u>(629,649)</u>	<u>(561,148)</u>
Construction in Process	<u>93,112</u>	<u>77,401</u>
Total Property and Equipment	<u>1,321,045</u>	<u>1,284,456</u>
Total Assets	<u>\$ 5,279,495</u>	<u>\$ 4,751,273</u>
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts Payable and Accrued Payroll	\$ 91,738	\$ 88,823
Deferred Revenue	<u>206,799</u>	<u>181,269</u>
Total Current Liabilities	298,537	270,092
COMMITMENTS		
NET ASSETS		
Without Donor Restrictions	4,922,238	4,450,836
With Donor Restrictions	<u>58,720</u>	<u>30,345</u>
Total Net Assets	<u>4,980,958</u>	<u>4,481,181</u>
Total Liabilities and Net Assets	<u>\$ 5,279,495</u>	<u>\$ 4,751,273</u>
	<u>2024</u>	<u>2023</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in Net Assets	\$ 499,777	\$ (155,417)
Adjustments to Reconcile Change in Net Assets to Net Cash Provided (Used) by Operating Activities:		
Depreciation	68,501	77,352
Bad Debt Expense	2,469	-
Net Realized and Unrealized Loss	(198,902)	(59,234)
(Increase) Decrease in Assets:		
Accounts Receivable	(10,251)	(9,858)
Prepaid Expenses	19,610	34,368
Decrease in Liabilities:		
Accounts Payable and Accrued Payroll	2,915	(81,518)
Deferred Revenue	<u>25,530</u>	<u>(31,965)</u>
Net Cash Provided (Used) by Operating Activities	<u>409,649</u>	<u>(226,272)</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of Investments	(30,768)	(370,761)
Purchases of Property and Equipment	<u>(105,090)</u>	<u>(58,435)</u>
Net Cash Used Investing Activities	<u>(135,858)</u>	<u>(429,196)</u>
NET CHANGE IN CASH AND CASH EQUIVALENTS	273,791	(655,468)
Cash and Cash Equivalents - Beginning of Year	<u>242,736</u>	<u>898,204</u>
CASH AND CASH EQUIVALENTS - END OF YEAR	<u>\$ 516,527</u>	<u>\$ 242,736</u>
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION		
Income Taxes Paid	<u>\$ 20,269</u>	<u>\$ 40,370</u>

MARYLAND FARM BUREAU'S DAY IN ANNAPOLIS



SAVE THE DATE:

Wednesday, February 5th 2025
at Governor Calvert House in Annapolis

Meet your elected officials
and learn about legislation!



More info to come at
mdfarmbureau.com/day-in-annapolis



Protect your next

Whether you're focused on business success, family security or community prosperity, Nationwide® can help you constantly evolve to ensure a bright future.

To learn more, visit nationwide.com/mfb