



MARYLAND FARM BUREAU®

2022

ANNUAL REPORT

PRESIDENT'S MESSAGE

Setting New Goals Alongside a New Administration

I would like to begin by thanking my fellow officers and board members who serve on various committees for their time and dedication to this organization. As always, it is Farm Bureau's purpose to represent all of agriculture and to protect members' best interests. I would also like to share my appreciation for the Maryland Farm Bureau staff. Their passion for agriculture is truly evident and they have often gone beyond expectation: Thank you!

This year, I finally had the opportunity to attend various member functions around the state in person, including banquets, legislative tours, fairs and other meetings. I always find the dedication, compassion and hospitality very gratifying.

In early spring, our area saw the return of avian influenza (HPAI). We're deeply grateful for the quick action taken by state agriculture departments in Maryland and Delaware to work jointly to stop the spread of HPAI and get our poultry farms back in production.

In late summer, the MDFB board of directors kicked off developing an in-depth strategic plan for the future of Farm Bureau. For the next several months, we will be working with Mariner Management for a refined purpose and direction for our organization. First, we will host a series of focus groups around the state to hear directly from members what they feel and need from Farm Bureau.

In September, county presidents and board members visited Washington, D.C. In those two days, we had a very enlightening update on various topics that AFBF is tackling on our behalf and very important Capitol Hill visits. County presidents had the opportunity to present "Friend of Farm Bureau" awards to legislators that met the key vote criteria set by AFBF.



Wayne Stafford



Once again, I want to take the opportunity to thank Governor Hogan for his eight years of excellent leadership for the State of Maryland and our rural and farming communities. We look forward to working with Governor-Elect Wes Moore and his administration to yield the same positive results.

Our government relations team along with the legislative committee was very active and successful during the past legislative session. Next session will be even busier with a third of the legislators being new. This will make Day in Annapolis even more important for everyone to participate. So, please mark your calendars for February 8, 2023 and plan to attend.



For over 90 years, MDFB has been in a partnership with Nationwide® Insurance, and what a success story it has been! Nationwide has been committed to developing and designing risk management and financial solutions for Maryland farmers. I've had the pleasure of serving on Nationwide's Board Council and being a part of those solutions.

Thank you again for the opportunity to be a part of this great organization. I look forward to having a successful convention and a great New Year in 2023.

God bless,

Wayne Stafford, President
Maryland Farm Bureau, Inc.

MDFB OFFICERS & DIRECTORS

President

Wayne Stafford, Cecil County

Stafford's family raises black Angus cattle, row crops, and hay in Elkton, Maryland. He served as a board member for Maryland Farm Bureau for several years prior to being elected as first vice president in 2014.



First Vice President

John Draper, Queen Anne's County

John Draper is a row crop farmer in Centreville, Maryland, and also works as the farm manager for the University of Maryland's Wye Research and Education Center in Queenstown. He has served as a member of Farm Bureau's board of directors since 2013.



Second Vice President

Jonathan Quinn, Kent County

Jonathan Quinn farms in Kent and Cecil counties and grows grain and spinach. Quinn previously served on the Maryland Farm Bureau board of directors from 2013 to 2018.



MDFB Directors

Billy Bishoff, *District 1 Director*

Matthew Schnebly, *District 1 Director*

Ashley Barber, *District 2 Director*

Putt Willett, *District 2 Director*

Jamie Tiralla, *District 3 Director*

James Raley, Jr., *District 3 Director*

Jo-Ann Chason, *District 4 Director*

Allison Jones, *District 4 Director*

Marshal Cahall, *District 5 Director*

Tom Jackson, *District 5 Director*

Mary Lou Brown, *District 6 Director*

Lee Richardson, *District 6 Director*

Chris Catterton, *Women's Leadership Committee Chair*

Katie Stevens, *Young Farmers Committee Chair*

EXECUTIVE DIRECTOR'S MESSAGE

With a Little Help from our Friends

Before reflecting on the past year, let's first reflect on the past eight and the work we accomplished together with our friend, the Honorable Larry Hogan, Governor of the great state of Maryland. It was eight years ago when then-candidate Hogan declared that he would put an end to the war on rural Maryland if elected to the governor's mansion.



John Torres

Since his first inauguration, Maryland Farm Bureau (MDFB) has worked with the Hogan administration to reduce and repeal overburdensome regulations on farmers and people living in rural communities, invest in critical infrastructure and services such as the expansion of rural broadband, and enhance vital conservation management programs like the Manure Transport Program and the Maryland Agricultural Water Quality Cost-Share Program (MACS). He mindfully prioritized the farming community and food workers for COVID-19 vaccination during the height of the pandemic. Beyond all the work that we have done together to protect and grow Maryland agriculture and preserve rural life, we have built a great friendship with someone who was and has been committed to making sure that Maryland is open to agribusiness. Governor Hogan, thank you for your leadership and most importantly, thank you for your friendship. We wish you and your family all the best.

We are excited to work with Governor-Elect Wes Moore and his cabinet, Attorney General-Elect Anthony Brown, Comptroller-Elect Brooke Lierman, and all the returning and new members of the Maryland General Assembly. Thank you for the work that all twenty-three county Farm Bureau candidate evaluation committees put in during this election season along with the members of the MDFB Political Action Committee. Your PAC is how Farm Bureau exercises its political engagement in Maryland by supporting candidates who have the backs of our state's farming community. While elections come around once every four years, the work of the PAC is never ending. Thank you to those who contribute to the PAC through your membership renewals. Your support does not go unnoticed.



Following our first Annual Convention & Meeting of Delegates last year at the Hyatt Regency in Cambridge, our legislative affairs committee and public policy team got to work advocating for our member-supported policies in Annapolis. Remnants of COVID-19 weighed heavily as the Maryland Senate opened its session in a virtual format. Yet, as business returned to being back in-person, we were able to achieve some great wins for our farming community including legislation to provide better support for urban agriculture, wildlife management and conservation funding.

Two programs that met some major policy objectives of the organization came together this year with the establishment of the Maryland black culture depredation permit program administered between the U.S. Fish and Wildlife Service and MDFB, and the return of the ag tire recycling program with our partners at the Maryland Department of the Environment and the Maryland Environmental Service. Our team is working hard to bring both popular programs back in 2023 and expand the scope of the tire recycling program statewide.

Organizationally, we were excited to see our two new MDFB Ag Ambassadors, Xavier Cox and Jaclyn Bryant, along with all of the county Ag Ambassadors, learn and grow throughout the year and share the story of food, farming and agriculture across the state. With the support of Merck Animal Health, we were able to provide a unique Washington, D.C. experience for our Ag Ambassadors to



It's no secret that the work done on farms and ranches across the country is some of the most challenging and dangerous work in which anyone can be engaged. We are once again proud to partner with our heritage partner, Nationwide® and several others, to support the important work of the National Education Center for Agricultural Safety (NECAS) by supplying grain bin rescue tubes to fire stations across the state. This year, eight tubes were distributed in Maryland. We hope these life-saving pieces of equipment never have to be used, but are glad that our first responders in rural communities have the tools they need when someone's life is in danger due to a grain entrapment.

Congratulations to all of our scholarship recipients, Young Farmer competitive events participants, county award winners, and elected leaders of Maryland Farm Bureau for another year full of success and achievement. As we set our sights on 2023, I leave you with this challenge: Ask. Ask your family. Ask your friends, your neighbors, and the people you go to work and church with every day. Ask everyone to belong and become a member of your county Farm Bureau. One hundred and seven years strong is a legacy that very few organizations ever achieve. We will have another one hundred and seven because farmers ask everyone they know to join them in their mission to protect and grow Maryland agriculture and preserve rural life. The person you ask today may be the person we need to carry our legacy into the future. ■

Happy New Year & God Bless,

*John J. Torres, CAE
Executive Director / Corporate Secretary - Treasurer*

learn about policy development at the national level this past summer.

County Farm Bureaus did an outstanding job bringing back legislative farm tours once again. I can't begin to tell you how beneficial these farm tours are as you bring our policy issues to life with legislators and community leaders. It's one thing to talk about our challenges with wildlife damage, road safety, rural broadband, personal property rights, taxes and so on, in a committee hearing when the legislature is in session, but you take the discussion to a whole new level when you can show them what you are talking about right there on your farms. These unique experiences that bring our elected leaders and our farming community together in person are what grassroots advocacy is all about.

One of the special farm tours of the year was the tour of Persistence Creek Farm in Charles County, home to our inaugural 2021 Leopold Conservation Award winner. Thank you to Francis and Kevin Warring and their family for putting on display for us their conservation ethic. We can't wait to find out who our second Leopold Conservation Award winner is at this year's convention with the support of our friends at the Sand County Foundation, the Keith Campbell Foundation for the Environment, the Maryland Association of Soil Conservation Districts, and many others.



ADVOCACY: STATE

State-Level Grassroots Advocacy Leads to a Successful 2022 By Colby Ferguson

Maryland Farm Bureau works diligently to ensure our members' voices are heard throughout the year — especially during the legislative session — to protect and grow Maryland agriculture. Here is a summary of our advocacy efforts and the legislative session that affected the farming community in 2022.

Grassroots Advocacy

Farm tours have proven to be an effective way for legislators and local elected officials to see firsthand the many issues that affect Maryland farmers. This past summer, county Farm Bureaus held farm tours throughout the state that focused on issues like exempting farm electricity use from the state sales and use tax, wildlife damage and right to repair. From these interactions at the county Farm Bureau level, both state and national policy resolutions will be discussed and voted on at the Annual Meeting of Delegates in December. Many of these policies will set the focus for 2023 as policy priorities for state and federal legislation.

MDBF hosted two legislative session update webinars in the spring. The first webinar discussed the priority bills approaching “crossover,” which is an important date during session for Maryland’s General Assembly when each chamber (House and Senate) sends bills it intends to

pass favorably to the opposite chamber — increasing their likelihood to pass. The second webinar covered the priority bills that crossed over from one chamber to the other. These webinars, sponsored by Nationwide, were well-attended and provided up-to-date information and next steps on current ag-related legislation.

A New Congressional Map

The 2022 legislative session started with a December special session to review and vote on a new congressional map — which caused some changes this year to the process of setting policy — and ended with many wins for Maryland farmers.

After a long journey of vetoes and lawsuits, in late March, the congressional map was deemed unconstitutional due to gerrymandering, and the judicial branch gave the legislature five days to redraw the map to address the issues. The map was redrawn and passed on party lines.

Even though redistricting dominated the early session, there was plenty of time for nearly 2,500 bills and nearly 600 bond initiatives to be introduced and go through the 90-day process. MDBF followed 138 of the bills and submitted testimony on a total of 75 bills, including the budget.

Priority Ag-Related Bills

With 2022 being an election year, MDFB worked with key legislative sponsors to introduce seven priority bills to assist farmers. Two of the bills were to help urban farmers. The first was to address the cost of installing water and power infrastructure on vacant lots and urban green spaces that are to be used for growing food. The second was a comprehensive grant fund to assist urban farmers with technical assistance, capital improvements, and securing real property. The water and power infrastructure bill passed and was signed into law by the governor.

During the 2021 summer policy development process, farm camping was discussed and new Farm Bureau policy supporting farm camping as an agritourism activity was passed. We were able to get a bill sponsored — and passed — to add farm camping to the state definition of agritourism. In addition, Baltimore County Farm Bureau asked for help to pass a bill to remove the requirement of a hunting license to shoot groundhogs on private property. The bill passed.

Another issue that came forward during the policy development process was a state attorney general’s opinion that removed the use of deer management permits (DMPs) on state-owned land throughout most of the state. MDFB worked to have legislation introduced to allow the use of DMPs on state-owned land. The bill passed.

A bill that was brought to us from the Department of Natural Resources was to clarify in the recreational statute that a landowner has liability protection if they invite, with or without charging fees, hunters to hunt on their property. The bill passed and was signed into law to address the landowner liability concerns.



Finally, we partnered with the Delmarva Chicken Association to introduce legislation to exempt farm electricity use from the state sales and use tax. Currently, residential users and manufacturers are exempt. However, farms that have electric meters that are not tied to their residence are paying a commercial rate and are also paying the 6% sales and use tax. This bill would have exempted those farms currently paying the tax. Unfortunately, the legislation did not advance. MDFB kept this topic a priority of the summer farm tours so legislators better understand the issue and, hopefully, reintroduce and pass this legislation in 2023.

MARYLAND 2022 ASSEMBLY



**136 STATE BILLS
FOLLOWED**



**75 BILLS ON WHICH
MDFB SUBMITTED
TESTIMONY**



**ONLY ONE BILL
MDFB OPPOSED HAD
MOVEMENT**

ADVOCACY: STATE

Continued



Other Legislation

Another bill of concern addressed the Maryland Department of Assessment and Taxation's current reassessment of several value-added ag operations from ag to commercial. Several buildings used for on-farm breweries, wineries, and creameries have been reassessed to a commercial use. This bill would make these buildings remain as ag structures. The bill was changed to a summer study to better understand the issue and find the correct legislation needed to address the reassessments.

MDFB worked to keep the negative ag bills from getting out of committee. The only legislation that MDFB opposed was the Family Medical Leave Act. There was a delayed implementation date put on the bill to allow the state more time to figure out how to implement this very complicated law. There will be legislation in 2023 to address many of the major concerns.

Ag Program Funding Continues

With a large surplus in the state treasury, working through the budget process was easier than in years requiring budget cuts. Priority ag programs, such as cover crop, Maryland Ag Cost Share, Land Preservation, Rural Maryland Council, Southern Maryland Ag Development Commission, and Maryland Department of Ag, were fully funded. The governor added funding for another round of ag tire recycling program for the rest of the state, as well as funding for urban ag.



We Say Farewell to Governor Hogan

The MDFB board met with Governor Hogan to have their annual fireside chat at the statehouse to discuss Agricultural Education, High Pathogen Avian Influenza, ag tire recycling, wildlife crop damage, reinstating the state meat inspection program, and urban agriculture. Governor Hogan has kept his campaign promise to end the war on rural Maryland and agriculture. We thank him for his eight years of support of the Maryland farming community.

MDFB had a successful year of advocating for the interests of not only our members, but all who are a part of Maryland's agriculture, food, farming, forestry and natural resources community. We thank everyone who volunteered their time and talent to testify during session, call, email, or meet with their local and state legislators and elected officials, and open their farms to show lawmakers how legislation and regulation affects our lives and livelihoods. ■

ADVOCACY: NATIONAL

Taking Our Advocacy Beyond the State By Pat Wolff, CAE

The strength of Maryland Farm Bureau is on full display when farmers speak with one united voice and come to the table to address the challenges they face at the national level. Issue advocacy can take many different forms, from phone calls and personal meetings to submitting comments to federal agencies. This year, MDFB took several significant actions to influence public policy outcomes on pressing national issues.

In September, MDFB leaders took the farmer's message on the next Farm Bill, taxes, rural broadband, and poultry and livestock issues directly to Capitol Hill. County Farm Bureau presidents and state board members visited the offices of six representatives and met with both Maryland Senators. These visits were part of the expanded two-day Council of County Presidents Leadership Summit that was held at the American Farm Bureau Federation headquarters in Washington, D.C.

MDFB filed comments on a proposed USDA Packers and Stockyards Act rule concerning poultry contracts. We focused on the list of disclosures and information that live poultry dealers must furnish to poultry growers upon making agreements. MDFB supported transparency, such as financial disclosures, facility modification disclosures, and minimum stocking density, in order for growers to make an informed decision before contracting with integrators.

MDFB also filed comments urging the Environmental Protection Agency to withdraw its proposed Waters of the U.S. (WOTUS) rule that would have put in place a vague and complicated regulatory scheme that would have resulted in increased permitting requirements and expanded federal jurisdiction. MDFB said that WOTUS jurisdiction should be limited to navigable waterways and not ephemeral drainage.

GO (Grassroots Outreach) Team members are AFBF's elite team of grassroots advocates on federal matters. GO Teamers support Farm Bureau's positions by telling stories



to elected officials and the media about the real-world ramifications of legislative action — or inaction. This year, 10 Maryland Farm Bureau members joined the ranks of AFBF's premier grassroots lobby team, bringing the total number of Maryland GO Team members to 19.

In addition, rank and file MDFB members participated in several nationwide calls to action:

- Opposing EPA's proposed revisions to rules that could change the way farmers are allowed to use Atrazine.
- Opposing the Securities and Exchange Commission (SEC) proposal to require companies to disclose climate-related information that could include potentially invasive and burdensome information about farms.
- Supporting legislation to expand broadband coverage so that more farmers can use cloud-connected equipment for targeting fertilizer and crop protection and plant seeds for optimal yield.
- Opposing EPA's proposed changes to the WOTUS rule that would have resulted in increased permitting requirements and expanded federal jurisdiction. ■



All MDFB members are invited to become a grassroots advocate by signing up for federal Action Alerts at <https://www.fb.org/advocacy/grassroots-and-political-advocacy/sign-up-for-action-alerts/>.

HOMEGROWN LEADERS

Notable National Honors



Young Farmers Successes

Katie Stevens will represent Maryland in the Excellence in Agriculture Competition at the 2023 AFBF Annual Convention in Puerto Rico. At the same convention, Emmy Dallam will represent Maryland in the Achievement Award competition – Maryland’s first national competitor in that in six years. We also acknowledge Logan Yearsley who won the MDFB Discussion Meet at the Maryland Farm Bureau convention last year.

Frederick County Farm Bureau

Frederick County was selected as a winner in the AFBF County Activities of Excellence (CAE) program for their Soil Smart Farm Day Tour of four agricultural operations in the county. The tour was designed specifically for the county executive and county council members along with elected state government representatives. Frederick County also invited county-appointed members from committees relating to the environment and climate concerns and other special guests. Members of the county Farm Bureau felt it was imperative that they engage with elected officials about what happens in the local farming community and provided them with quality resources to refer to when working on agriculturally related issues. Attendees visited a well-established winery, a highly productive grain and hay farm, a dairy, and a local orchard recognized for its conservation practices.

American Farm Bureau Federation Committees

Maryland Farm Bureau members represent us on various national committees at the American Farm Bureau. Jennifer Cross was re-elected to serve a two-year term on the Women’s Leadership Committee (WLC). AFBF Issue Advisory seats are as follows:

- Jennifer Debnam, Animal Care Issues Advisory Committee
- Chris Catterton, Organic, Food Safety and Direct Marketing Issues Advisory Committee
- Billy Bishoff, Energy Issues Advisory Committee

State Successes

2021-2022 Maryland Farm Bureau Ag Ambassadors Jaclyn Bryant and Xavier Cox finished their year as the first Maryland Farm Bureau Ag Ambassadors. Cox and Bryant traveled to Louisville, Kentucky, for the AFBF Young Farmers & Ranchers Leadership Conference, represented the state at various networking events, and traveled to Washington, D.C., to meet with congressional staff. Each received a \$1,500 scholarship.



Evelyn Wilcom



The Tibbses

AgriWoman of the Year: Evelyn Wilcom

The purpose of the Agri-Woman of the Year award is to recognize outstanding women in agriculture through efforts on the farm, in the community, and/or through leadership roles. In this third year of the award, Evelyn Wilcom has a resume that exemplifies the meaning of advocacy and passion for agriculture. Perhaps a line taken straight from her application sums it up best: “Her accomplishments and dedication to her church, family, Farm Bureau, agriculture, and her community are endless. It is uncertain whether she ever had time to sleep, but if she did, it is certain she was dreaming of ways to educate the public about agriculture.”

Distinguished Service to Farm Bureau Award: Bob Tibbs

The Distinguished Service to Farm Bureau Award recognizes the unsung heroes who have dedicated their lives to making Farm Bureau a better and stronger organization. Our Distinguished Service Award recipients are all long-time members who have volunteered year-after-year to help run local Farm Bureau events. Bob Tibbs has devoted decades of service to the Maryland farming community, among various organizations.

In 2006, the Harford Soil Conservation District honored his Shadow Springs Farm for outstanding accomplishments in conservation of soil and water resources, where it continues to use Best Management Practices for stream

crossings, waste storage structures, heavy use areas, and watering facilities. The farm has been no-till planting cover crops since 1980.

Tibbs was recognized as a Harford Living Treasure. Because of his major contributions to the local fire department, his church, and more, Tibbs’s lifetime experiences and contributions will be permanently recorded to become a part of the Oral History Collection of the Harford County Public Library.

Tibbs was the Harford County Farm Bureau Farmer of the Year in 2007. Throughout his Farm Bureau career, Tibbs has served a number of leadership roles from county president to state director. ■

PROGRAM COMMITTEES

Whether it's volunteering at the local, state, or national level, Maryland Farm Bureau is proud of our members' accomplishments and commitment in advancing our mission and serving the greater community to become homegrown leaders. In 2022, Maryland Farm Bureau members used their time, talent, and expertise to make positive impacts from earning recognition in competitions to being appointed to serve the Farm Bureau family on a national scale. Here, we highlight the achievements of our program committees and leaders in the ag community.

Young Farmers Committee

The Young Farmers Committee kicked off its program year by hosting the Fill-A-Ford-Truck Food Drive in partnership with the Maryland Food Bank and Preston Ford at MDFB's annual convention. In total, the effort raised over \$1,000 and collected 597 pounds of food.

Kayla Griffith and Katie Stevens represented Maryland in the Young Farmers & Ranchers competitive events at the American Farm Bureau Convention in Atlanta in January. Both advanced to the semi-final round in their respective competitions, with Griffith earning third place in the national Excellence in Agriculture Competition.

In late February, eight members traveled to the AFBF Young Farmers & Ranchers Leadership Conference in Louisville, Kentucky. Olivia Scuderi competed in the Collegiate Discussion Meet competition. MDFB Ag Ambassadors Xavier Cox and Jaclyn Bryant attended, as well.

Over the summer, the state Young Farmers committee hosted a Maryland Farm Bureau night out at Camden Yards where we saw the Orioles beat the Tampa Bay Rays. The 50 members in attendance were also treated to a free post-game concert by Flo Rida.

The end of summer brought the return of the Dairy Bar at the Maryland State Fair and a new schedule that had the fair open for three consecutive weekends. This year, the committee added new signage to the Dairy Bar to inform fairgoers about all of the conservation work that Maryland farmers do to protect our natural resources. The signs were made possible by a national strategic action plan grant from the American Farm Bureau. The Dairy Bar happily served over 10,000 customers during the 2022 state fair.



As the year winds down, the committee is looking forward to supporting the second MDFB Ag Ambassador contest, a new memorandum of understanding with Maryland 4-H, and the first-ever Young Farmers Next-Gen Summit co-hosted with the MDFB ag education and extension advisory committee.

2022-2023 MDFB ADVISORY COMMITTEES & CHAIRS

Agricultural Education & Extension — Barb Glenn
Animal Care — David Hancock
Annual Meeting — John Draper
Audit — Jay Rhine
Budget & Finance — John Draper
Environmental Affairs — Beth Hill
Field Crops & Vegetables — Marshal Cahall
Governance — Wayne Stafford
Labor — Jay Rhine
Legislative Affairs — Jonathan Quinn
Membership & Public Relations — Paula Linthicum
Nationwide Sponsorship — Wayne Stafford
Scholarship & Recognition — Kayla Griffith
Specialty Crops & Direct Marketing — Weida Stoecker
Wildlife Management — Bill Rasche, Jr.



Women's Leadership Committee

The Women's Leadership Committee (WLC) kicked off the year by sending delegates to the American Farm Bureau's Annual Meeting of Women in Atlanta. This event, along with the committee's year-long philanthropic service of making blankets, assembling movie goodie bags, and collecting personal items to be donated to the Baltimore Ronald McDonald House, was just the beginning.

Throughout the year, the committee encouraged ag literacy. Committee members read ag books to school classes and planted seedlings. At one school, children planted zucchini seeds to parallel the book "How To Grow A Monster." Many county WLCs donated ag-related books to schools and local libraries.

In June, members attended the AFBF WLC ACE (Advocate Cultivate Empower) Summit in Washington, D.C. Attendees Chris Catterton, Valarie Brinsfield, Connie Palmer, and 2022 MDFB Ag Ambassador Jaclyn Bryant also visited with legislators on Capitol Hill in conjunction with the summit.

WLC members also advocated for agriculture at county fairs, as well as dipped ice cream during the Maryland State Fair, and participated in July's Buy Local Week by tracking money spent on hundreds of local products across the state.

WLC was affiliated with UMD Extension's Women in Ag Conference, which focused on farm safety and held or attended town meetings, legislative visits, and farm tours with prospective candidates for the general election in Maryland. ■

COMMITTEE CHAIRS

KATIE STEVENS

Chair, Young Farmers Committee

Stevens, along with her family, operates Daysland Acres where they raise registered Milking Shorthorns that they show on the state and national levels. They also grow corn, soybeans, hay, and wheat. During the day, Stevens is the associate director of agriculture business development for the Frederick County Office of Economic Development. Her primary focus is promoting agricultural opportunities and assisting agricultural businesses and farmers. She is a 2009 graduate of Virginia Tech with a degree in Dairy Science. Stevens and her husband, Michael, live in Frederick County with their daughters, Bailee, Aubree, and Hadlee.



CHRIS CATTERTON

Chair, Womens Leadership Committee

Catterton lives on a now fifth generation farm in Harwood, Maryland. She and her husband, Skip, have been happily married for 32 years. They have three children — Mary, Ben, and William — and three grandchildren — Bryce, Katherine, and Mackenzie.



Along with her family, Catterton operates "On The Hill" farm, where they grow produce, beef cattle, and hay. Like many farms in southern Maryland, it began as a tobacco farm in the early 1900s. This experience has earned her a seat on the American Farm Bureau's Food Safety Issue Advisory Committee.

In addition to her extensive Farm Bureau involvement, Catterton is also a supervisor on the board of directors for the Anne Arundel County Soil Conservation District.

NEWS, VIEWS & OUTREACH

Maryland Farm Bureau continued to hold more in-person meetings and events in 2022. Last December, our Annual Convention & Meeting of Delegates, which was held at the Hyatt Regency Chesapeake Bay for the first time, was a huge success. Our annual Day in Annapolis grassroots advocacy event was once again pushed to a virtual gathering where we were able to hold several meetings with members of the Maryland General Assembly. In March, we were able to hold our in-person fireside chat with Governor Hogan at the statehouse – an annual tradition.

We continued our partnership with TSN Communications providing turnkey public relations, marketing and targeted outreach for the organization. The work we did together resulted in an increase in social media engagement and editorial placements. We introduced new communications techniques and strategies during the past year, including:

- Social media reels and “stories”
- Online member spotlights
- Biographies on all board members and leaders to supply for media and speaking engagements
- Cohesive branding for MDFB and its annual convention
- New sponsorship opportunities
- Targeted, artificial intelligence communications and campaign systems



MEDIA & COMMUNICATION



9 HOTLINE NEWSLETTERS



8 GOVERNMENT RELATIONS BULLETINS



8 FARM BUREAU BULLETINS

68 STATE NEWSLETTERS AND ACTION ALERTS
(UP FROM 55 IN 2021)



244 COUNTY NEWSLETTERS

SOCIAL MEDIA

TOTAL SOCIAL MEDIA IMPRESSIONS
(UP 9.1% 2021)



31,098

31,098 TOTAL ENGAGEMENTS
(UP 53.1% FROM 2021)



2,997 TOTAL POST LINK CLICKS
(UP 43% FROM 2021)



TOTAL AUDIENCE
(UP 7.8% FROM 2021)



1,133 TOTAL MESSAGES SENT (POSTS)
(UP 52.7% FROM 2021)

TOTAL MESSAGES RECEIVED (COMMENTS)
(UP 108.6% FROM 2021)





Other Events

Maryland Farm Bureau was able to advocate for and help implement the return of the ag tire recycling program with events held at select waste collection facilities on the eastern part of the state in conjunction with the Maryland Department of the Environment and Maryland Environmental Service. MDFB took the lead in distributing emails and a direct mail campaign to promote the return of the program. In total, the program collected and recycled 1,728 tons of tires.

MDFB-issued press releases on items like this in the past year garnered 99,889,959 circulation/impressions and an ad value equivalent of \$301,577.24.

Fourteen webinars with about 300 attendees were held during the winter and spring focusing on MDFB issues of concern, Farm Bureau member benefits, leadership development and much more. These webinars were held in conjunction with Nationwide and other affiliated organizations to provide access to subject matter experts and invaluable information to members.

We were proud of Anne Arundel County Farm Bureau member, Kayla Griffith, who was accepted into and graduated from the American Farm Bureau's Women's Communications Boot Camp in the spring.

Youth Support, Advocacy & Community Engagement

As we have done for many years, we continue to offer our annual youth scholarship program. Ten thousand dollars in scholarship money was awarded to Maryland Farm

Bureau youth. In addition, we had a successful first year of our new MDFB Ag Ambassador program as our inaugural ambassadors, Jaclyn Bryant and Xavier Cox, traveled the state promoting the value of Farm Bureau.

With 2022 being a big election year, the Maryland Farm Bureau Political Action Committee (PAC) was busy evaluating candidates seeking election to Maryland's top public offices. The PAC produced a new Voter Guide detailing those candidates who had earned Farm Bureau's support.

We brought to Maryland a new federal tool to help farmers better manage wildlife damage by partnering with the U.S. Fish & Wildlife Service to access black vulture depredation permits to help prevent vultures from preying on livestock. We communicated our public comments to the United States Department of Agriculture regarding new proposed federal rules on tournament pricing transparency in poultry markets for a new proposed rule on inclusive competition and market integrity under the Packers and Stockyards Act.

MDFB continued its partnership with Nationwide to sponsor the grain bin safety program put on by the National Education Center for Agricultural Safety. Grain bin rescue tubes and training on how to properly use the rescue tubes were delivered to the awarded fire stations across the state.

In its second year, the Maryland Leopold Conservation Award presented by the Sand County Foundation will be awarded highlighting the stories and dedication to

NEWS, VIEWS & OUTREACH

conservation management by Maryland farm and forestry families at this year's annual convention awards banquet. Thank you to the organizing partners including the Keith Campbell Foundation for the Environment, the Maryland Association of Soil Conservation Districts and all of the award sponsors including the Maryland Department of Agriculture and Horizon Farm Credit for bringing this valuable recognition to our state.

Technique Updates

In 2022, we delivered two issues of The Old Line Farmer and one magazine-style annual report to MDFB members as a print publication. We continue to keep members and stakeholders informed about the happenings in Annapolis and Washington, D.C., with our new weekly Farm Bureau Bulletin (formerly the monthly Government Relations Bulletin) as well as our Hotline newsletters during the legislative session. Farm Bureau Bulletin runs on an artificial intelligence algorithm, which delivers more pertinent news to individuals. We continue to offer the Action Center on our website for grassroots advocacy where members can directly contact their legislators regarding important pending legislation and regulation.

In addition to the new technology used for the Farm Bureau Bulletin, we also adopted a new email platform and association management system to better manage membership records that will allow for improvements in



email blasts, legislative communications, county alerts and Hotline newsletters. The systems working together will allow the organization to reach more individuals and provide more useful tools to keep the membership better informed and engaged.

We are very thankful for all of the member involvement, leadership, and grassroots activity out in the counties that you engage in so that we can share those accomplishments and stories with the membership, media and those interested in farming and rural lifestyles in Maryland. We will continue to make your voices heard to inspire change. ■

Farm Bureau members receive

\$500

EXCLUSIVE CASH REWARD*

ON AN ELIGIBLE NEW MAVERICK™, RANGER®, F-150® OR SUPER DUTY®

We value our long-standing partnership with Farm Bureau and are proud to offer you exclusive savings.



FORD MAVERICK FORD RANGER FORD F-150 FORD SUPER DUTY

Visit fordfarmbureauadvantage.com today!

*Farm Bureau Exclusive Cash Reward is exclusively for active Farm Bureau members who are residents of the United States. \$500 Exclusive Cash Reward on the purchase or lease of an eligible new 2021/2022/2023 Ford Maverick, Ranger, F-150 or Super Duty. This incentive is not available on F-150 Lightning™, F-150 Raptor®, F-650 and F-750 Super Duty. This offer may not be used in conjunction with most other Ford Motor Company private incentives or AXZD-Plans. Some customer and purchase eligibility restrictions apply. Must be a Farm Bureau member for 30 consecutive days prior to purchase or lease and take new retail delivery from an authorized Ford Dealer's stock by January 3, 2023. Visit FordFarmBureauAdvantage.com or see your authorized Ford Dealer for qualifications and complete details. Note to dealer: Claim in VINCENT using #38326



FARM BUREAU ADVANTAGE
How We're Driving Change.



DONATE TO  **MARYLAND 4-H
FOUNDATION**

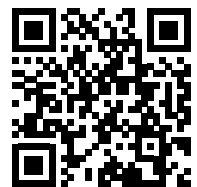
**Inspire 4-H youth to be their best.
Donate today.**

“4-H impacted my career path and helped me to discover and develop my passion for caring for living things. While in 4-H, I had the privilege to raise and care for livestock. At times, raising livestock was challenging, but I gained satisfaction and a sense of accomplishment with my projects.” – 4-H’er, Carl

TO DONATE VISIT:

<https://go.umd.edu/donate4h> • 301-314-7835

**Thank you Maryland Farm Bureau
for your support!**



FINANCIAL REPORT

Consolidated Statements of Financial Position ▼

JUNE 30, 2022
AND 2021

ASSETS	2022	2021
CURRENT ASSETS		
Cash and Cash Equivalents	\$ 898,204	\$ 1,281,957
Accounts Receivable	4,131	16,626
Prepaid Expenses	159,461	97,428
Total Current Assets	1,061,796	1,396,011
INVESTMENTS	2,699,964	2,861,455
PROPERTY AND EQUIPMENT		
Land	369,599	375,599
Building and Improvements	982,111	982,111
Furniture, Fixtures and Equipment	109,931	107,095
Computer Equipment	150,750	136,795
Automobiles	221,289	221,289
Subtotal	1,833,680	1,822,889
Less: Accumulated Depreciation	(575,267)	(511,404)
Total Property and Equipment	1,258,413	1,311,485
Total Assets	\$ 5,020,173	\$ 5,568,951
LIABILITIES AND NET ASSETS	2022	2021
CURRENT LIABILITIES		
Accounts Payable and Accrued Payroll	\$ 170,341	\$ 191,270
Paycheck Protection Plan Loan	-	158,552
Deferred Revenue	213,234	215,687
Total Current Liabilities	383,575	565,509
COMMITMENTS		
NET ASSETS		
Without Donor Restrictions	4,606,423	4,942,878
With Donor Restrictions	30,175	60,564
Total Net Assets	4,636,598	5,003,442
Total Liabilities and Net Assets	\$ 5,020,173	\$ 5,568,951



**Consolidated
Statements of
Activities ►
YEAR ENDED
JUNE 30, 2022
AND 2021**



2022

	Without Donor Restrictions	With Donor Restrictions	Total
SUPPORT AND REVENUE			
Nationwide Sponsorship and Royalty Income	\$ 1,335,701	\$ -	\$ 1,335,701
Dues	439,879	-	439,879
Paycheck Protection Plan Loan Forgiveness	158,552	-	158,552
Convention Revenue	75,400	-	75,400
Dairy Bar Sales	53,520	-	53,520
Scholarship Fund	-	21,724	21,724
Rebate Programs and Other Income	21,131	-	21,131
Rental Income	4,500	-	4,500
Legislative Legal Fund	-	1,757	1,757
Interest	-	-	-
Loss on Disposal of Property and Equipment	(5,000)	-	(5,000)
Net Assets Released from Restrictions	53,870	(53,870)	-
Total Support and Revenue	2,137,553	(30,389)	2,107,164
EXPENSES			
Program Services	1,397,289	-	1,397,289
Management and General	915,275	-	915,275
Total Expenses	2,312,564	-	2,312,564
OPERATING INCOME	(175,011)	(30,389)	(205,400)
INVESTMENT LOSS, NET	(161,444)	-	(161,444)
CHANGE IN NET ASSETS	(336,455)	(30,389)	(366,844)
Net Assets - Beginning of Year	4,942,878	60,564	5,003,442
NET ASSETS - END OF YEAR	\$ 4,606,423	\$ 30,175	\$ 4,636,598

2021

	Without Donor Restrictions	With Donor Restrictions	Total
SUPPORT AND REVENUE			
Nationwide Sponsorship and Royalty Income	\$ 1,328,833	\$ -	\$ 1,328,833
Dues	511,827	-	511,827
Paycheck Protection Plan Loan Forgiveness	-	-	-
Convention Revenue	3,120	-	3,120
Dairy Bar Sales	-	-	-
Scholarship Fund	-	2,899	2,899
Rebate Programs and Other Income	15,591	-	15,591
Rental Income	3,500	-	3,500
Legislative Legal Fund	-	1,015	1,015
Interest	9,428	-	9,428
Loss on Disposal of Property and Equipment	-	-	-
Net Assets Released from Restrictions	23,154	(23,154)	-
Total Support and Revenue	1,895,453	(19,240)	1,876,213
EXPENSES			
Program Services	1,004,667	-	1,004,667
Management and General	809,300	-	809,300
Total Expenses	1,813,967	-	1,813,967
OPERATING INCOME	81,486	(19,240)	62,246
INVESTMENT LOSS, NET	347,983	-	347,983
CHANGE IN NET ASSETS	429,469	(19,240)	410,229
Net Assets - Beginning of Year	4,513,409	79,804	4,593,213
NET ASSETS - END OF YEAR	\$ 4,942,878	\$ 60,564	\$ 5,003,442

LET'S TALK ABOUT LAND

Because the future of your farmland matters most

Nationwide, the Nationwide N and Eagle, and Nationwide is on your side are service marks of Nationwide Mutual Insurance Company.
© 2022 Nationwide

The following information is provided by Nationwide®, the #1 farm and ranch insurer in the U.S.*

The farmland market is red-hot. Though such a bullish marketplace is a boon for landowners, it also changes the game for tenants who depend on rented land for a large share of their crop revenue. High prices make it even more important to make sure everyone involved has the right insurance coverage in place.

Complicating the equation for lessees is the recent rise in absentee farmland ownership. According to a USDA report**, around 40% of the land farmed in the U.S. is rented. Of that share, around 31% is owned by an absentee or non-operator, a number that continues to rise, especially as active farmers retire and sell land.

The combination of these trends creates year-over-year operational and managerial challenges for leasing farmers and their landowners. One of those is ensuring both parties are adequately managing the risk of a land lease for which the two parties may be thousands of miles apart.

Sharing insurance responsibilities

In most cases when a farmer rents land from an absentee landowner, risk management responsibilities are split between the two parties. Each lease should spell out who is responsible for different operational and management responsibilities. And what is fair is not always equal.

For example, if adding improvements like tile drainage can boost the long-term productivity of a field, installation costs should be shared based on the equity it creates. If a lessee anticipates only renting the land for one year, he or she should not bear as much cost as the landowner, who will likely see greater value in the form of higher rents over time as a result of the improvement.

But if such improvements are part of a multiyear leasing strategy in which the lessee will remain in the picture, he or she will likely pay a larger share of the cost. In general, the duration of a lease often is a major contributor to how land improvement costs are spread between the landowner and renter.

Think about how land is used

There are several factors that influence how farmland is insured. First, it's important to consider the basics of the property and its intended purpose. Some land is obviously for cropping. But grassland or pasture land may have multiple uses. All of a piece of land's intended uses should be accounted for in both the written lease as well as the chosen insurance coverage.

Coverage options also vary widely based on lease land's use. A basic homeowners policy rarely covers all of the operational risk of leased farmland. Sometimes endorsements cover those specific risks, but in other cases, altogether different policies specifically designed for farmland are the best solutions.

Especially with an absentee leases, it's always a good idea to have regular meetings during which the lessee can update the landowner on all activities on the leased land and how they impact things like lease price and optimal insurance coverage options.

Talk with your insurance agent

No matter how you're involved with farming – whether you're currently farming or new to owning or renting farmland – it's important to talk with your local Nationwide Farm Certified agent. Nationwide is the only farm insurance company that trains and certifies its agents. When you see that an agent is Nationwide On Your Side Farm Certified, you can be confident you've found a trusted, knowledgeable advisor.

*A.M. Best Market Share Report 2021.

** <https://www.ers.usda.gov/webdocs/publications/74672/eib-161.pdf?v=2462.1>

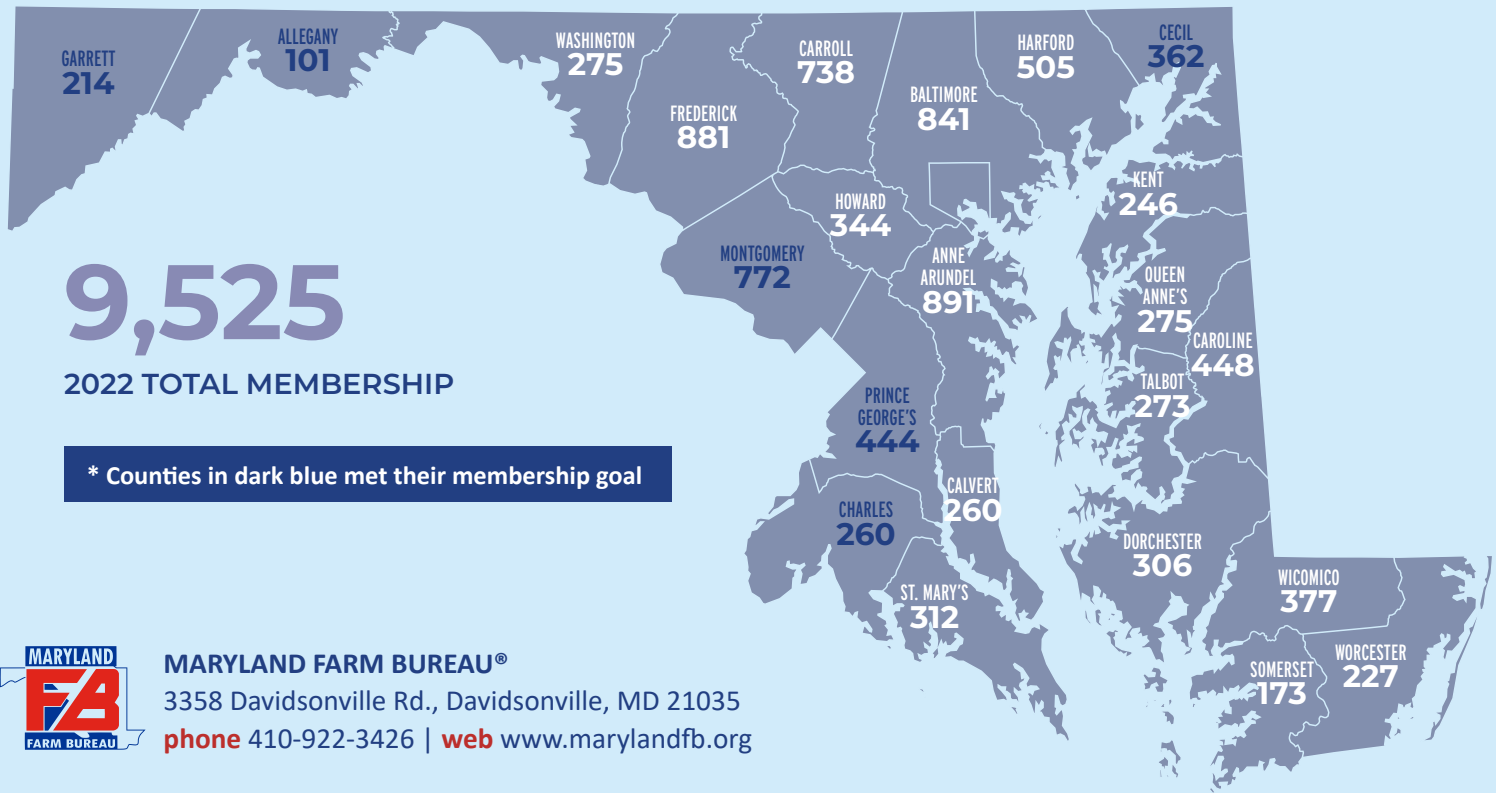
Visit Us Online

Visit aginsightcenter.com/farmlandownership to download our free Farmland Ownership Protection Guide and to learn what we know about farmland.



MEMBERSHIP

2022 Farm Bureau Membership by County



MARYLAND FARM BUREAU®

3358 Davidsonville Rd., Davidsonville, MD 21035

phone 410-922-3426 | web www.marylandfb.org

MDFB STAFF



SUPPORT MDFB PAC

MARYLAND FARM BUREAU POLITICAL ACTION COMMITTEE (PAC) NEEDS YOUR SUPPORT



HELP FARMER-FRIENDLY CANDIDATES BY CONTRIBUTING TO THE MDFB PAC

The MDFB PAC is the political action committee of Maryland Farm Bureau. It is the leading farm-related political action committee in Maryland supporting a diverse range of candidates who fight for farm families.

FARMERS DECIDE WHO WILL BE ENDORSED.

Maryland has hundreds of political action committees. There are a handful that are bipartisan and even fewer that focus on agriculture. MDFB PAC is uniquely run by a bipartisan board of directors comprised of working farmers from across the state. Candidates are evaluated on a host of criteria, including their voting records and input from county Farm Bureaus.



ELECT CANDIDATES WHO WILL FIGHT FOR AGRICULTURE IN ANNAPOLIS.

Contributions to the PAC are used to support farm-friendly candidates running for the Maryland General Assembly and statewide offices. While supporting individual candidates is effective, your contributions to the MDFB PAC will allow your resources to help a wide range of candidates who are supportive of Maryland's farming community.

FRIENDS OF MDFB NEED SUPPORT.



MDFB PAC is one way that we can support those who fight for us. Lawmakers who earn our endorsement can say they have the backing of our farming community in their campaigns. The name recognition, and modest contributions we provide, help our friends with the very real needs of running and funding a campaign.



THE MDFB PAC RECORD SPEAKS VOLUMES.

MDFB PAC has supported members of the Maryland General Assembly for more than 20 years. We have an excellent track record of backing candidates who have earned the support of farm families. Eighty-eight percent of the candidates we endorsed in the general election won their election contests in 2018. We endorse candidates who have stood up for farm families throughout their legislative careers and are invested in the future of Maryland agriculture. Your financial contributions make a difference!



If you want to keep friends of Maryland agriculture in state government, support MDFB PAC.

Cut off this section of the form and send in.



HELP FARMER-FRIENDLY CANDIDATES BY CONTRIBUTING TO THE MDFB PAC

Name: _____ County: _____

Address: _____

Phone: _____ Occupation: _____

Email: _____

Make checks payable to: MDFB PAC, 3358 Davidsonville Rd., Davidsonville, MD, 21035

Donations can also be submitted online at <https://members.mdfarmbureau.com>.

Please contact the Maryland Farm Bureau office with any questions at (410) 922-3426.

Enclosed is my contribution:

\$ _____ Advocate (\$250 or more)

\$ _____ Promoter (\$100-\$249)

\$ _____ Supporter (\$50-\$99)

\$ _____ Other



Protect your next with the Ag Insight Center

We feed your need for insights and information with access to the Ag Insight Center, providing members with the latest resources, innovations and information to help drive your future business success.

Scan here to
learn more:



Nationwide and the Nationwide N and Eagle are service marks of Nationwide Mutual Insurance Company. The Farm Bureau and FB are trademarks of the American Farm Bureau Federation and are used with permission under license by Nationwide. © 2022 Nationwide CMO-1329MD.1 (10/22)

