

Maryland Farm Bureau
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Chesapeake Bay Farm & Food

A Maryland Farm Bureau Publication

Winter 2019

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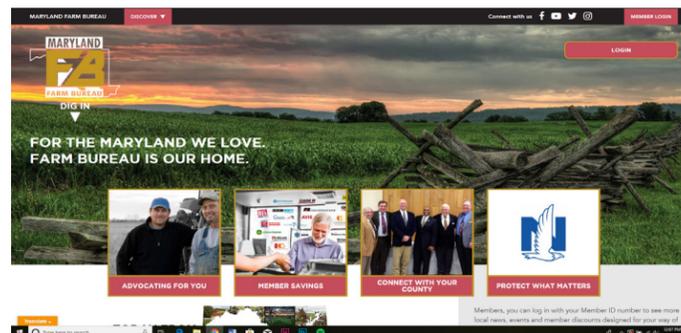


Winter 2019

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Do you have a farm stand, agritourism business, brewery, winery, or other direct marketing program? Register your farm on our "Connect with Producers" page! Contact Emily Solis at esolis@mdfarmbureau.com for more information.



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Maryland Farm Bureau Priorities Make Their Way to Annapolis

Colby Ferguson, Government Relations Director

With the 2019 Legislative session in full gear, Maryland Farm Bureau has worked with several legislators to introduce bills that help Maryland farmers. We listened to your concerns this past year, and we made sure these concerns would be addressed by the Maryland General Assembly during this 90-day session.

During the 2018 MFB Convention, voting delegates reviewed and ranked their top priorities for the upcoming year. We will use the top 3 to lead our course of action for 2019. This year's top 3 priorities are agriculture education, wildlife management, and land preservation. Several bills have been introduced in these top priority areas.

See **Annapolis**, page 6



Colby Ferguson speaking with Delegate Hornberger and a representative from Andy Harris' Office

Lower Shore Awards \$10,000 in Doe Harvest Challenge

Trish Bucci, Eastern Shore Regional Director

Farmers everywhere feel the burdensome effects of the deer population. In August, a meeting of the three lower shore counties was held to assess the severity of deer damage across the region. In collaboration with the three county Farm Bureaus, Maryland Farm Bureau, and the Maryland Department of Natural Resources, maps of the three counties were provided to identify areas of excessive damage. It didn't take long to realize that the "targeted areas" of severe damage encompassed the entire lower shore, particularly in areas adjacent to publicly-owned lands. Seeing a need to address these concerns, a Doe Harvest Challenge was created.

See **Challenge**, page 11

Zipline: 2018 Farm Bill Delivers Wins for Farmers and Ranchers

Zippy Duvall, AFBF President

The 2018 farm bill was a much-needed win for farm and ranch country. For the first time in a long while, the farm bill was passed in the same year it was introduced, and we got the new farm bill signed into law well before spring planting begins. Farmers and ranchers are ready now for the bill to get implemented, and we know Secretary Perdue and his team at USDA are just as eager to get to work making that happen. In today's Zipline, I'd like to take a look at the improvements we all have to look forward to with the implementation of the 2018 farm bill.

See **Zipline**, page 10

A Message from the President

As a farmer, I see first-hand the hardship that today's economic conditions present to our members. A strong U.S. dollar is good for many sectors in our country, but it makes it hard to sell our commodities. New trade deals are needed to jump-start overseas sales.

As a dairy farmer, I have experienced a third-straight year of low prices, just like many of you. The cost of production is more than we receive in our monthly milk checks. In the past, the downturn has not lasted this long. Low prices for a cycle are usually followed by higher milk checks that allow us to recover, pay off our loans, and save a little for the next downturn. This is not the case now.

The drop in the number of dairy farms in our state is not surprising. We are at 364. We lost over 30 in the last 15 months. Many more are asking for government help.

I believe there is a real correlation between the decline in fluid milk sales and the federal mandate enacted 10-years ago requiring schools to stock only low-fat milk. Whole milk and flavored milks are wholesome, nutritious and tasty. Low-fat milk tastes weak and drives kids away from milk products altogether.

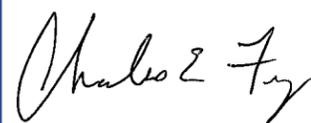
Health and nutrition experts say that fat and protein from products like whole milk are necessary for brain development in children. I applaud Secretary Sonny Perdue's work to bring back at least 2% milk in cafeterias, but I think we all agree it is time to bring whole milk back as an option in schools.

An equally important federal change must come from accurate labeling of milk products on the store shelves. It is imperative that the Food and Drug Administration ensure consumers have correct information about the food they consume. Juice products derived from almonds, soybeans, rice, and coconuts are not "milk." Milk is a food product with an established standard of identity that is defined in federal regulation as coming from a cow and possessing certain nutritional qualities.

Consumers should certainly have the right to choose. I am proud that so many products are made available by American farmers, but recent surveys show that without accurate labeling and education, consumers mistakenly believe plant-based juice products mirror milk in their nutritional content. Most are unaware that milk has 8-times the amount of protein and no added sugar.

Finally, the programs made available in the Farm Bill to assist dairy farmers must be rolled out quickly. I urge my fellow dairy farmers to visit FSA offices to sign up for the highest-level coverage in the new Dairy Market Coverage program.

Hopefully, this investment along with efforts to increase milk consumption, provide accurate labeling, and encourage sales overseas will pull us through and drive an upturn in milk prices. That is my sincere hope.



Charles E. Fry
President, Maryland Farm Bureau



Challenge

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The challenge ran January 4th through the 6th during the last 3 days of firearm season for whitetail deer. Financial support was primarily provided by the three lower shore County Farm Bureaus, Maryland Grain Producers, Farm Credit, and the Maryland Food Bank. For each doe or antlerless deer harvested and turned in at a designated check-in station, hunters received a ticket and a place in the drawing. At the conclusion of the event, ten tickets were drawn for \$1,000 each. Participating check-in stations included Longhorn Butcher Shop and Off The Neck Game & Butcher Shop in Wicomico County, Sea Hawk Sports Center in Worcester County, and Winks Sporting Goods in Somerset County.

"All the butcher shop folks were extremely happy as all experienced a huge increase in business," said Charles Wright IV, President of Wicomico County Farm Bureau.

Ten winners were randomly selected and represented turn-ins from all of the check-in locations. Winners varied from local hunters, those visiting from the western shore, and two children. A total of 364 deer were harvested through the challenge. Participants in the challenge who donated their antlerless deer to the Maryland Food Bank had their processing fee paid for by the challenge. Approximately 1,000 pounds of venison was donated to the Maryland Food Bank.

Farmers on the lower shore greatly appreciated the participation and support from the community during this challenge. The challenge looks forward to continuing its mission of promoting responsible deer management to decrease the pressure of crop damage on agricultural land for years to come.



Charles Wright presenting prize money to a challenge winner

New Orleans

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MFB President Chuck Fry, who was re-elected to a two-year term on AFBF's Executive Committee, presented the Distinguished Service Award to Senator Orrin Hatch and the Farm Bureau Founders Award to Dick Newpher.

Matt Tefteau of Talbot County represented Maryland in the Young Farmers & Ranchers (YF&R) Discussion Meet competition. Topics discussed included the rapid dissemination of information and opinions about agriculture with modern technology and being more inclusive of all types of agriculture.

A spotlight was shone on various other MFB members during the annual convention for their various involvements. Paula Linthicum, a member of the Grassroots Outreach (GO) Team, and Jamie Tiralla, a Partners in Advocacy Leadership (PAL) fellow, shared with the general session crowd the impact that Farm Bureau has had on them.

Shelby Watson-Hampton, a newly appointed YF&R Committee member, led a breakout session entitled "Keeping Your Roots while Spreading Your Wings." Shelby shared her insight on honoring family farm history, but still moving forward to be viable in modern agriculture.

The 101st American Farm Bureau Convention & IDEAg Trade Show will be held January 17-22, 2020 in Austin, TX.



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John Draper, Second Vice President
Valerie Connelly, Executive Director

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Zipline

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First and foremost, the 2018 farm bill brings America's farmers and ranchers another five years of certainty in a time when many are struggling to hold on through a down farm economy. The starting point for every farm bill is to protect our country's ability to grow a safe, sustainable and affordable food supply. Farm Bureau has been in the room from our country's first farm bill all the way up to this newest one, and we are proud of the work our lawmakers have achieved to bring improvements to our risk management tools and protect crop insurance.

Risk management tools such as Agriculture Risk Coverage and Price Loss Coverage programs were improved upon in the 2018 farm bill. Our lawmakers count on hearing from each of us on what works and what doesn't with programs like these. That's why Farm Bureau's Farm Bill Working Group spent nearly three years considering what changes were needed to provide farmers with the risk management tools that work best for individual businesses. Support levels were adjusted in both ARC and PLC to respond to changes in the market, and farmers will have greater flexibility to change programs at designated enrollment times to be sure they have the best tools for their business.



Speaking of farm businesses, this farm bill expands the definition of actively engaged to reflect the variety of business models across rural America. This was much needed, and beginning this year, extended family members such as first or second cousins who contribute to the farm will be eligible to receive risk management support from the farm bill.

The farm bill also modernized Marketing Loan Rates, which hadn't been changed in 10 years. Outdated loan rates, in some cases half of today's crop value, didn't make good business sense for farmers seeking post-harvest loans and it was bringing real challenges to family farms across the country. With the 2018 farm bill, those rates will be updated and modernized so that farmers and ranchers can keep moving their businesses forward.

The 2018 farm bill also addresses one of the fastest-growing concerns in farm country—how we'll get young people back to the farm. We need to find ways to share our passion for growing crops, raising animals and caring for the land with the next generation: The food security of our nation depends on it. Agriculture is the greatest industry around, but it can be costly to get started and hard to absorb the challenges of changing markets and weather in those early days. Thanks to the 2018 farm bill, beginning farmers and ranchers and veterans returning to the farm will have greater access to risk management programs and loans to help them get a sure footing as they're starting out.



We must remember, however, that none of these tools would be available to us without the hard-working men and women at USDA and FSA offices across the country. I hope you will thank these public servants as you go into your county offices this week. I know we're all grateful for the long hours they have put in, without pay, over the last several weeks to ensure farmers and ranchers are able to access the services we need to keep up our good work of growing the best food, fuel and fiber in the world. They have remained true in the mission laid out by Secretary Perdue, and helped us fulfill ours, to "do good and feed people."



Vincent "Zippy" Duvall, a poultry, cattle and hay producer from Greene County, Georgia, is the 12th president of the American Farm Bureau Federation. You can follow him on Twitter @ZippyDuvall.

A Message from the Executive Director

Recent reports from local farmers have raised concern about an up-tick in inspections from the U.S. Department of Labor (DOL). Make sure you are straight on the laws that apply to you and your workforce - and keep up with your paperwork to avoid fines.

One recent case involves a farmer who employs both H2A and local workers. We all know that H2A workers must be paid the Adverse Effect Wage Rate (AEWR), an hourly rate established by the federal DOL that is often higher than the average pay scale in order to encourage employers to hire locally. But, if a farmer has an H2A worker and a local worker doing the same job, he or she is required to pay all workers the higher rate. An inspector can require the farmer to issue back-pay checks for several years and can assess a significant fine.

For a refresher on the laws that apply to farms using H2A Visa workers, you can tune in on February 26th for a free webinar presented by the UMD Ag Law Education Initiative (ALEI) and the state Department of Labor. If you miss the webinar, the ALEI staff is also creating resources so employers are better prepared to deal with audits. Visit their website at umaglaw.org to learn more.

During a recent meeting of the MFB Labor Advisory Committee, members discussed the spike in H2A worker requests - up 41% in recent years. Farmers are turning to the complicated federal Visa program to bring in foreign workers because local workers are not available. Some members in the aquaculture processing industry (using the H2B version) could not get any workers in 2018, demonstrating that the program is broken.

Our staff is working with AFBF to foster change to federal immigration laws. We are particularly focusing on worker Visa programs to eliminate the complicated, time consuming, and punitive nature of existing law. Hopefully, the 116th Congress will come together to pass reasonable change. Let us know your thoughts.

Valerie P. Connelly

Valerie Connelly
Executive Director,
Maryland Farm Bureau



County Farm Bureau Membership Report

As of January 31, 2019.

Based on Membership year July 1, 2018-June 30, 2019

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

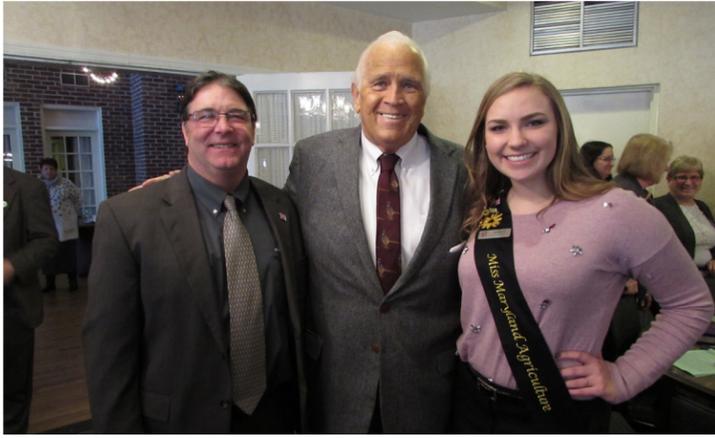
If you need to renew your Farm Bureau membership, call 410-922-3426, ask your regional field representative for a form to mail in, or go online to www.mdfarmbureau.com.

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

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

County	YTD Voting Members Paid	YTD All Members Paid
Allegany	54	72
Anne Arundel	341	1140
Baltimore	151	1163
Calvert	130	234
Caroline	251	352
Carroll	363	624
Cecil	185	305
Charles	101	247
Dorchester	121	233
Frederick	409	715
Garrett	85	122
Harford	200	498
Howard	103	342
Kent	143	171
Montgomery	141	947
Prince George's	108	518
Queen Anne's	157	249
St. Mary's	162	259
Somerset	100	157
Talbot	139	229
Washington	121	241
Wicomico	197	324
Worcester	124	208
Maryland Totals	3886	9323

Farmers Talk Ag Education, K Tags with Legislators



MFB President Chuck Fry with Senate President Mike Miller and Miss Maryland Agriculture Bailey Riggs



Frederick County delegation with Delegates Dan Cox and Jesse Pippy

Nearly 100 Maryland Farm Bureau members traveled to the state capitol on Wednesday, January 30th for the organization's annual Day in Annapolis. Farmers from across the state engaged with their legislators over breakfast to discuss pressing issues in agriculture following a briefing by government relations staff. The event was sponsored by MFB's Young Farmers and Women's Leadership committees.

"We welcomed 60 new legislators to the Maryland General Assembly this year, so it was especially important that our members took the time to talk with their representatives about the issues most important to them," said Chuck Fry, MFB President. "The more they understand how and why we operate the way we do, the more they will consider our operations and the agriculture industry when drafting and voting on bills."

Maryland farmers gathered in Annapolis for breakfast to discuss top priority issues with their legislators regarding agriculture viability, education, transportation, and the environment. Following breakfast, many traveled to legislative offices for further discussion.

Maryland Farm Bureau thanks the members of the Maryland General Assembly who took time to speak with our members and for their continued support of agriculture.

MFB Hires Lindsay Stine as Communications Intern

Maryland Farm Bureau recently hired Lindsay Stine from Frederick, MD as the Communications Intern for the 2019 spring semester.

As the Communications Intern for MFB, Stine will be assisting with media inquiries, online accounts, publications, and marketing materials to effectively communicate membership benefits and agricultural policy to MFB families and community members.

"I am very excited for this opportunity to work with Maryland Farm Bureau and aid in their mission to preserve agriculture," she said.

See **Stine**, page 5

The Future of the Farm

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

Our attention is pulled in a lot of different directions; and that is especially true in our busy seasons. Finding time to talk to your family about the future of the farm may be difficult. You may also be uncomfortable with the thought of selling your farm or handing over control to family members.

Just as you plan every spring so that your farm can have a successful year; you should consider planning long-term so your farm can be successful for years to come. Developing a solid transition plan for your farming business will help ensure that your family's wishes are met, and emotional stress is minimized.

See **Nationwide**, page 7

Annapolis

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- HB 331 & SB 133: Farm Area Motor Vehicles – Registration and Authorized Use**
 In addition to these bills, another time-sensitive issue is to make sure farmers don't lose the Farm Area K-Tag mileage expansion from 10 miles to 25 miles that was created 5 years ago. When that law passed, there was language added to allow the expansion to sunset after 5 years. That sunset deadline is fast approaching, and a bill is needed to remove the sunset and make the 25-mile radius permanent. Delegate Jay Jacobs representing the upper Eastern Shore and Senator Jason Gallion from Harford County introduced a bill to make the 25-mile radius permanent.
- HB 880: Counties and Municipalities - Transportation of Animals - Limitation on Authority**
 MFB met with the Maryland Association of Agriculture Fairs & Shows (MAAFS) and learned of an issue that the fairs around the state are very worried about. There is real concern that animal rights groups from around the country are targeting some Maryland counties and municipalities to try to pass laws that ban the transportation of animals to and from fairs. They have started with circus animals, but have shown interest in targeting other animals such as livestock and equine. Delegate Lauren Arikan from Harford County has introduced a bill that would prevent the state, county, or town from passing any law that bans the transportation of livestock or any other animals to and from a fair, show, or festival.
- HB 815: Agriculture - Milk and Milk-Based Products - Labeling**
 The final bill we worked with legislators on is one that our dairy farmers have asked for at the federal level, but has not yet happened. Until then, we will work to have the law enacted in our state to make sure products labeled as milk were derived from a mammal. Delegate Jay Jacobs has introduced this bill.



MFB government relations staff will be in Annapolis full-time during session working to get these bills passed. We encourage you to reach out to your legislators and let them know about your farm and how these bills will help. Legislators want to hear from their constituents about legislation that affects their district.

You can get involved by coming to Annapolis between now and April 9th to speak with your legislator and/or testify on a bill that directly affects your farm. We will be there alongside you, but some of the most effective testimony is when someone explains how the bill could affect their personal farming operation and business. Telling your story is as good as it gets in Annapolis!

If you can't make it to Annapolis this time of year, a phone call and/or email directly to your representative is very effective as well. Most of you are very busy and taking a day off to spend in Annapolis is not feasible.

This is your call to action. Now is the time to let your voice be heard. MFB can provide the tools you need to share your story, but we need you to tell it. Our staff will continue to ensure Maryland agriculture is well represented in Annapolis and the lines of communication between farmer and legislator are open.

Stay up-to-date with what's happening in Annapolis - sign up to receive the weekly "Hotline" newsletter with upcoming bills of importance by visiting www.mdfarmbureau.com/our-voice.



FordFarmBureauAdvantage.com

FARM BUREAU MEMBERS GET \$500 BONUS CASH*



*Farm Bureau Bonus Cash is exclusively for active Farm Bureau members who are residents of the United States. This incentive is not available on Shelby GT350®, Shelby® GT350R, Mustang BULLITT, Ford GT, Focus RS and F-150 Raptor. This offer may not be used in conjunction with most other Ford Motor Company and Lincoln 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. Visit FordFarmBureauAdvantage.com or LincolnFarmBureauAdvantage.com or see your authorized Ford or Lincoln Dealer for qualifications and complete details.

Convention

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“Through the Farm Bureau organization, we will work to put in place policies in Washington to improve trade agreements and sure up risk management with the new Farm Bill. In Maryland, we will work to protect the economic value of our crops with better wildlife management and weed control,” said Fry.

MFB’s annual Awards Banquet was held Monday night of convention. Awards were presented to the following members:

- Young Farmer Discussion Meet winner: Matt Tefteau, Talbot County
- Young Farmer Collegiate Discussion Meet winner: Bethany Meyers, Garrett County
- Silver Bowl Awards: Queen Anne’s and Frederick counties
- Distinguished Service to Farm Bureau Award: Betty Moore, Cecil County

The 104th Annual Maryland Farm Bureau Convention will be held from December 8-10, 2019 at The Clarion Resort Hotel in Ocean City, MD.



Upcoming Events

February

- 2/22: Caroline Co. Banquet
- 2/26-3/2: Frederick Co. Tire Amnesty
- 2/27: Chicken Day in Annapolis

March

- 3/1: Dorchester Co. Banquet
- 3/1-3/11: Cecil Co. Tire Amnesty
- 3/2: Somerset Co. Banquet
- 3/2: Charles Co. Banquet
- 3/9: St. Mary’s Co. Banquet
- 3/12: Talbot Co. Banquet
- 3/16: Cecil Co. Banquet
- 3/16: Queen Anne’s Co. Banquet
- 3/16: Wicomico Co. Banquet
- 3/18: Grow by FarmHer
- 3/23: Prince George’s Co. Banquet

April

- 4/8: Sine Die

Visit www.mdfarmbureau.com/event-calendar for more details and an updated schedule of events.

Women in Ag on the Moo-ve

Ryan Zimmerman, Western Maryland Regional Director

The Maryland Farm Bureau Women’s Leadership program held their “Women in Ag Day” event on October 6th, visiting many beautiful farms in Anne Arundel County. The group traveled to Holiday Memories Farm in West River, a local family Christmas tree farm. They also visited Obligation Farm, an equestrian farm in Harwood, that offers a wide variety of boarding, riding, lesson programs, and more to horse enthusiasts. The stop at the Anne Arundel County Farmer’s Market was a big hit with the group exploring the local produce options from area farmers. The day ended with lunch at Homestead Gardens in Davidsonville.



Exploring Holiday Memories Christmas tree farm

It was an incredible opportunity to see the local agriculture that Anne Arundel County has to offer! We want to thank everyone who participated, along with the many farms that hosted us. We hope to see many of you next year as we visit another county to see the diversity of Maryland agriculture.

MFB Hosts 103rd Annual Convention



The Maryland Farm Bureau (MFB) held its 103rd Annual Convention from December 2-4 at The Clarion Resort Hotel in Ocean City with over 400 voting delegates, members, and guests in attendance.

“It has been a challenging year for farmers, with the rain and low prices. But coming together as Farm Bureau has re-energized us,” said Chuck Fry, MFB President. “I look forward to working with the Farm Bureau family in the year ahead.”

Committee meetings were held Monday, including dairy, wildlife management, field crops, and communications. Several guest speakers from various Maryland departments and organizations were in attendance to brief committee members on issues of importance. During the business sessions on Monday and Tuesday, Farm Bureau voting delegates from all 23 counties reviewed the organization’s policy on issues pending before government. The 2019 policy positions that were adopted by the delegate body will provide direction for the Farm Bureau lobbying team in Annapolis and Washington.

See **Convention**, page 8

Stine

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Stine is currently taking online classes through Oklahoma State University, where she is majoring in Communications. She is in her junior year and plans to graduate May 2020. She grew up actively involved in agriculture, showing beef cattle and market hogs. While she loved showing her cattle, she also pursued her interests in livestock judging as well. She earned her associate degree in Animal Science from Murray State College, where she participated on the Livestock Judging Team. She was also involved in the Aggie Ambassador Club, Collegiate FFA, and the Show Team.

Stine started at MFB on January 16th and will work through May. She can be reached at 410-922-3426 or lstine@mdfarmbureau.com.



Washington Co. Fire Department Wins Grain Bin Safety Contest

Ryan Zimmerman, Western Maryland Regional Director

The Funkstown Volunteer Fire Company was one of 29 fire departments across the country chosen as a winner in Nationwide's annual "Nominate Your Fire Department" contest, as part of Grain Bin Safety Week. As a selected winner, they received a specialized grain bin rescue tube and training.

The training course was held on October 24th in Funkstown. The purpose of the training is to prepare rescue crews in the incidence that someone becomes trapped in a large grain bin. Incidents like this happen each year, and it is important that rescue crews are well-equipped to handle the situation. Dan Neenan with the National Education Center for Agricultural Safety demonstrated how the grain bin rescue tube worked. There were many local farmers in attendance to learn more about safety when working in grain bins. The event was sponsored by Reeder Insurance and Financial Agency and Washington County Farm Bureau.

This year, Grain Bin Safety Week will be held February 17th through the 23rd. County Farm Bureaus are encouraged to enter their local fire departments in the annual contest for the chance to receive a grain bin rescue tube and safety training. For more information, visit www.grainbinsafetyweek.com.



Annapolis

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• **HB 255 & SB 407: Public Schools – Agricultural Education Programs**

This bill was introduced by Delegate Shoemaker from Carroll County and Senator Jason Gallion from Harford County. It defines a Certified Agriculture Education program in Maryland public schools and encourages county school programs to adopt and use this definition in their existing ag education programs or when they are creating new ones. Each county Board of Education is encouraged to implement an agricultural education program that prepares students for:

- classroom and laboratory instruction relating to agriculture, food, and natural resources;
- supervised agricultural experiences (SAE), which may include service or work-based learning; and
- leadership experiences and involvement in student organizations with an agricultural focus (FFA).

• **HB 20 & SB 344: State Agricultural Land Transfer Tax – Non-Agricultural Use Exemption – Repeal**

Another bill introduced to address one of MFB's top priorities is a bill introduced by Delegate Eric Luedtke and Senator Craig Zucker from Montgomery County. This bill repeals a loophole that is being used by several developers in many counties around the state to bypass paying the Agriculture Transfer Tax when agricultural-assessed land is transferred to another use such as residential or commercial. Because of this loophole, county agriculture land preservation programs are not receiving needed funding to continue a viable ag land preservation program to protect the county's most prime and productive farmland.

See **Annapolis**, page 9

Maryland Celebrates AFBF Centennial in New Orleans

Over 60 Maryland Farm Bureau (MFB) officers, members, and staff attended the American Farm Bureau Federation's (AFBF) 100th Annual Convention & IDEAg Trade Show in New Orleans, LA from January 11-15. Farm Bureau leaders from all 50 states collaborated to vote on national policy, learn about new agricultural trends and technologies, compete for Young Farmers & Ranchers awards, and celebrate agriculture in the U.S.

President Donald Trump returned to the Farm Bureau stage for the second consecutive year to address the crowd on pressing issues, including the government shutdown, labor reform, and trade with China.

"Our nation was founded, settled, and built by farmers," he said. "Farmers have always led the way." Trump remained optimistic of the future of agriculture in spite of the many challenges they currently face, proclaiming that "the greatest harvest is yet to come."

Voting delegates from across the nation approved resolutions that will guide AFBF in their advocacy efforts in Washington. Issues of importance included the government shutdown, trade, cell-based food, rural broadband, and substance abuse and mental health.

See **New Orleans**, page 11



Here are a few things you should know about transition planning:

- **Transition planning is different from estate planning.** Estate planning is concentrated on tax liabilities and ways to lessen your tax burden. Succession plans have a broader focus and that is on planning for the future of the farm. Estate planning can be just a piece of a larger succession planning effort.
- **At retirement a farm succession plan can include many things.** This can include an arrangement to sell or transfer ownership to a family member, and a plan to liquidate farm assets like equipment, livestock or land at auction. A transition plan may also include other options for your land like renting or leasing.
- **You can plan for your desired result.** By concentrating on the desired outcome, you can feel comfortable and confident in the plan to achieve that outcome. The proper transition plan puts you in control now of the decisions that may be needed in the future. You can plan for your own retirement by deciding what involvement you'd like to continue to have and what income you may need as your retirement age nears. You can also gain assurance that the needs of your spouse, your children and your farm are considered down the line.
- **An effective transition plan is able to identify the next generation of operator.** If you have a family member who could and may want to take over the operation, you should be comfortable that they have the knowledge and skills to run it profitably. If it's being passed down to children, you may ask yourself if they all have an interest in having an active role; and if not, how should they be considered.
- **Getting it right the first time.** Succession plans sometimes fail because certain risks were not considered during the planning stages. These can include inadequate cash flow, liquidation of some assets to provide for retirement, poor farm estate planning and unresolved issues between family members or a successor who's not prepared to lead and manage the farm business.

It's important to enlist the help of qualified professionals who don't have a stake in the final decisions. They can help you make sound, unbiased decisions for your farm estate. Qualified professionals may include your banker, your accountant, your personal attorney or a financial or estate planner who specializes in farm estate planning. If you have questions about transition planning or would like help in finding a qualified professional to speak with, contact the Nationwide® Land As Your Legacy® team at LAYL@nationwide.com or toll-free at 1-855-529-2729.

Neither Nationwide, nor its employees, its agents, brokers or registered representatives gives legal or tax advice.