



2015 ANNUAL REPORT

NATIONAL FARMERS UNION

National Farmers Union represents nearly 200,000 family farmers through 24 divisions covering 33 states

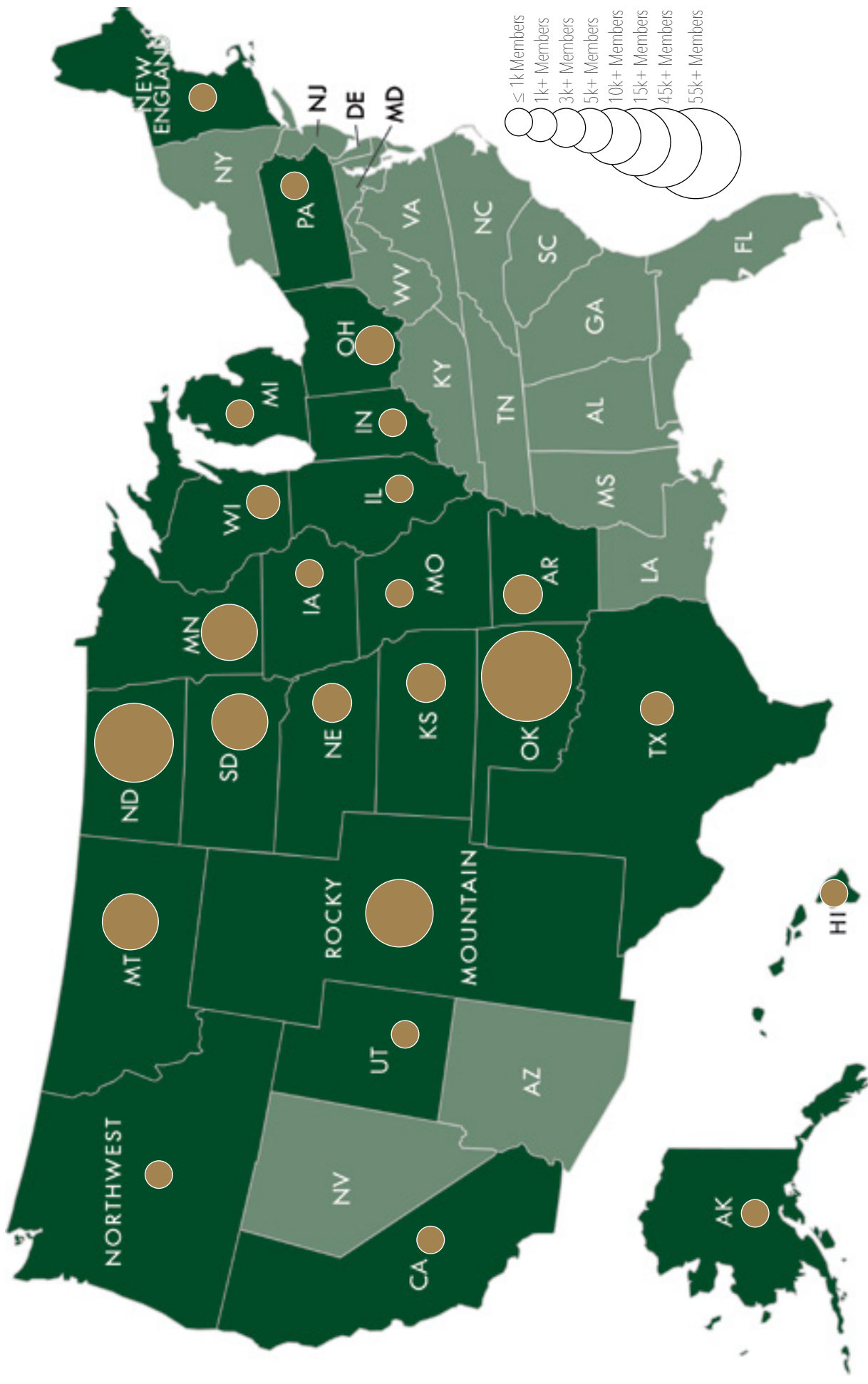


TABLE OF CONTENTS

4

Membership,
Convention & Planning

6

Communications

8

Education

10

Government Relations

11

NFU Service Association

12

NFU Financial
Statements

15

NFU Board & Staff

FROM THE PRESIDENT

The principles of education, organization, legislation and cooperation remain the North Star of National Farmers Union (NFU) 114 years after our founding in 1902.

As we've fought for these principles and worked to advance many of the ideals that they represent, we've learned that perhaps today more than ever, there remains a real need for a seasoned, rational and social justice-minded voice for the nation's farm families here in Washington, D.C.

We remain a very grassroots driven farm organization in the national debate. This report offers insight into the many fingers of the national organization, and demonstrates how we continue to use the many avenues and opportunities available to advance the causes we hold dear.

Over the past 12 months we've continued to expand the reach and diversity of NFU, tapping into the knowledge and skills of farm women and men of all ages, backgrounds and political philosophies. We have had numerous legislative victories, some of which we have been forced to defend even after passage, and new legislative and communications challenges that test our mettle on a daily basis.

If you are not currently a Farmers Union member, please pick up this book, familiarize yourself with our culture and the issues we hold dear, and consider becoming part of the NFU family. All that is good about America is embodied in the family



NFU President Roger Johnson addresses North Dakota Farmers Union Members opposing the passage of pro-corporate farming legislation.

farmers we represent.

We are committed to preserving an environment where family farmers continue to be the backbone of our great nation, representing the promise of America for all to see.

Sincerely,

A handwritten signature in black ink, appearing to read "Roger Johnson".

Roger Johnson
President

DEPARTMENT OVERVIEW:

MEMBERSHIP

The nearly 200,000 family farmers, fishers and ranchers that make up the grassroots membership of National Farmers Union are the driving force behind everything we do. Whether we are supporting legislation friendly to family farmers, developing exceptional educational programming, or securing new benefits to keep more money in their pockets; our members are the focus of what we do. We are focused on serving our existing members, while also developing new programs that will expand our membership and ensure that National Farmers Union continues to thrive.

Hawaii and North Dakota were two bright spots for membership growth in 2015. Membership in Hawaii had a robust 45 percent increase in 2015, as the Hawaii Board of Directors continues to deliver on their commitment to grow into a chartered state division in the very near future. North Dakota added 4,604 new members in 2015, strengthening their position as the largest and most well respected farm organization in the state.

NFU has continued to strengthen its relationship with the Hastings Mutual Insurance Company in Illinois, Indiana, Iowa, Michigan, Ohio and Wisconsin. Members in these six states receive a nine percent discount on their farmowners premium for select policies. This program also provides an important non-dues revenue stream as these states continue to expand their state-level education and advocacy programs. This partnership has

helped to increase membership in the six participating states by six percent since 2012. Michigan led all of the Hastings states with an 11 percent increase in membership in 2015.

The recently created Northwest Farmers Union continues to develop an active and engaged membership. NFU staff has been developing programs to aid the growth in the Northwest, including a three-day membership drive across Oregon, Washington and Idaho in October. Northwest Farmers Union recorded a 33 percent increase in membership in 2015. With the diversity of production and energetic leadership for the region, the future looks bright in the Pacific Northwest.

NFU's Development Grant program provides developmental assistance to our smaller state divisions. States participating in the program have benefited from newly available resources to hire staff, improve programs and expand membership. Participating states are required to create a 5-year plan that will lead to a stable and engaged board of directors, financial sustainability and growth in their overall membership. Quarterly reviews are held to ensure progress is being made toward the goals of the development grant and to certify the states for additional years of

participation. Investing our resources into growing states today will yield a bountiful harvest of new NFU members in the future. Currently there are four states - Hawaii, Indiana, Iowa and Pennsylvania - participating in the development grant program.

The larger Farmers Union state divisions continued their educational programs, legislative outreach, and promotion of cooperatives during the past year. This includes participation in the annual legislative fly-in, participation in NFU's annual All-States Camp, and sponsoring attendees to BFI, CCOC and the Women's Conference. In addition, these divisions remain leaders in their state capitols, while also providing exceptional services and education opportunities to their membership.

CONVENTION

NFU held its 113th Annual National Convention in Wichita, Kansas on March 14-17, 2015. The four-day event drew nearly 500 family farmers, ranchers and fishermen from across the



Members of the Ohio Farmers Union gather for a group picture during the 2015 NFU Annual Convention.



Delegates to the 2015 NFU Annual Convention in Wichita, Kansas debate and adopt the 2015 Policy Book of NFU. NFU's policy is always member-driven by the grassroots and acted upon in Washington.

country to write NFU's policy book for 2015, and included many informative speakers and education activities. The national convention continues to be the most impactful membership event for NFU.

Highlights of the convention included keynote addresses from United States Department of Agriculture Secretary Tom Vilsack, Environmental Protection Agency Administrator Gina McCarthy and Dr. Temple Grandin, whose movie was screened for participants eager to see it. But the heart and soul of this convention, like every convention, were the nuts and bolts of policy making, whereby NFU delegates from across this great nation debate and vote on driving the future of agriculture.

STRATEGIC PLAN

The NFU Board of Directors and staff continue to regularly review progress toward the goals and objectives outlined in the strategic plan for the organization. Growing and developing our membership remains the top priority, followed

by increasing and improving communications with our members and the general public. In August the staff met to update and refine the strategic plan for all areas of operations. A survey of NFU members was conducted in early 2015. This survey revealed that our membership is aging, with a significant minority of members entering retirement. This feedback was incorporated into the revision of the strategic plan to ensure we are seeking ways to appeal to younger members, while continuing to serve our existing membership.

In addition to updating the NFU strategic plan, membership staff conducted strategic planning sessions with the staff and board members in Arkansas, Hawaii, Indiana, Iowa, Michigan and Missouri. These planning sessions allow states to set a strong direction, stay focused on growing new membership and develop new programs for their existing members.



MEMBERSHIP DEVELOPMENT

13
State divisions recorded membership growth in 2015

45%
Membership increase for Hawaii, to lead all NFU states in percentage increase for 2015

4,604
New members in North Dakota, to lead all NFU states in total new members for 2015

COMMUNICATIONS

PUBLIC RELATIONS

NFU's policies and principles to strengthen the family farm will never achieve their potential if they are not backed up by a strong communications strategy. The communications team works to create a constant drumbeat of positive, proactive messaging about NFU's top priorities and to create media and hill communications assets. NFU communications also maintains a rapid response system to fend off negative legislation and explain our principles and values to the public forum. The team has also expanded the organization's presence on new media platforms to reach key target audiences.

TURNING UP THE VOLUME

NFU is a forward-looking organization with a very pro-American family farm agenda. Through the consistent placement of positive opinion editorials in journals large and small throughout the nation, NFU's policy priorities are always in the public arena.

- "You see, consumers have a right to know where their food comes from. They have a right to go to their grocery store and buy meat and fruits and vegetables from wherever they please without being deceived by misleading labels. If they like beef from Namibia, chicken from China or catfish from Vietnam, they have the right to have reliable information on that product's origin. Free markets work best

when buyers and sellers have access to this information. After all, consumers across the world know where their blue jeans, bicycles and watches come from. In an increasingly global economy, that information should be available at the grocery store too."

- Roger Johnson, The Hill, Dec. 3, 2015.

- "Currency manipulation has become our trade competitors' favorite maneuver for skirting massive trade deals as soon as they sign them, and it's about to happen again. Before these trade deals become effective, some of our trading partners devalue their currency, immediately reducing the cost of their goods to us and everyone else, and increasing the cost of our goods to them."

- Roger Johnson, Huffington Post, Sept. 30, 2015

- "The RFS has been a shot in the arm for rural America, ringing in a period of prosperity and increasingly fair prices for commodities that frankly, hadn't been seen in generations. The RFS created, in essence, a new domestic market for corn, and prices reacted accordingly. Looking at the period from 2008 to 2012, corn prices more than doubled from their pitiful historic average, reaching roughly \$5 per bushel. But as if that wasn't enough, other commodities benefited as well, with their values increasing right alongside those of corn."

- Darin Von Ruden, Eau Claire Leader-Telegram, Jan. 18, 2015

RAPID RESPONSE

In addition to a steady stream of positive messaging, NFU regularly issues responses and comments to the national media about important family farm issues and breaking news affecting farmers and ranchers.

- "NFU Denounces WTO COOL Arbitration Process"
- "NFU: U.S. Must Take Steps to Mitigate Climate Change, Provide Robust Risk Management Tools for Family Farmers and Ranchers"
- "Two New Reports Show TPP Has Major Agricultural, Environmental and Labor Deficiencies"
- "NFU Applauds the Passage of Positive Train Control"

BROADENING OUR FOOTPRINT

Heavy turnover in the nation's newsrooms has necessitated a systematic outreach to top media covering agriculture and related issues. NFU directly contacts the top 200 to 300 reporters covering general agriculture, farming or related issues to ensure that they turn to us for comment and explanations.

COORDINATED COMMUNICATION

Farmers Union Media Association (FUMA) is a media relations organization comprised of communications staffers from NFU and state divisions that meet via teleconference on a regular basis to discuss strategies, upcoming issues and areas of national concern.



NFU members participated in media training with NFU Communications staff during the 2015 Family Farm Forum in Des Moines, Iowa.

DEVELOPING NEW MEDIA STRATEGIES

NFU has put a renewed focus on boosting its presence on new media platforms for public relations and membership purposes. These platforms, such as social media and blogs, allow the organization to both maintain its public image and interact with NFU's target audiences - members, potential members, politicians, thought leaders and consumers. The type of communication involved is a two way street; these platforms allow NFU to get its message out to our audiences, and, importantly to listen to what these audiences have to say in response. In 2015, NFU created a new Instagram account to reach newer, primarily younger audiences.

DEVELOPMENT OF ISSUE ASSETS

It's important to have communication assets on hand to answer questions from reporters, Capitol Hill and prospective members. To ensure that these assets exist and remain up to date, NFU

keeps a set of updated, online fact sheets and backgrounders covering major policy issues of concern to the organization. These include:

- COOL
- Trade
- RFS
- WOTUS
- Immigration
- Dairy Farm Safety Net
- Beginning Farmers
- GIPSA
- CFTC
- Organic
- Credit
- REAP
- Crop Insurance
- Climate Change

DRIVING THE MESSAGE

32

Op-ed placements
in 2015 by NFU
Communications

40%

Increase in online
engagements through
expanded NFU social
media presence

200+

Ag reporters contacted
in 2015 by NFU
Communications

DEPARTMENT OVERVIEW:

EDUCATION

Education is essential to the success and growth of National Farmers Union. Education leads citizens that are engaged with their communities, their state, the nation and the world. NFU provides a variety of educational opportunities for youth and adults at the local, state and national levels. The following is a review of the national educational opportunities available to youth and adults.

BEGINNING FARMERS INSTITUTE

NFU's Beginning Farmer Institute leverages its ability to reach farmers and ranchers across agriculture and strives to cultivate the next generation of American farmers. Beginning farmers get the support, technical training and empowerment that they need to succeed. BFI brings farmers from all over the country who use different production techniques together to learn critical business skills and develop their leadership abilities.

For the past five years, NFU has operated a Beginning Farmer Institute (BFI) to provide new farmers and ranchers with the resources they need to meet our nation's demand for safe, wholesome, and nutritious food. Our focus for this national program is to develop beginning farmers from all geographic regions and backgrounds, as well as ages, levels of education, and commodity types. The program emphasizes business and financial planning.

The BFI helps build confidence in new farmers to enable them to run successful farms. It also encourages them to learn and apply leadership abilities to become actively involved in community organizations. The program is open to new farmers starting an operation of any size, though most applicants are forming small and medium sized farms.

WOMEN'S CONFERENCE

Women play a critical role in agriculture around the world and in Farmers Union. The annual NFU Women's Conference celebrates women in agriculture while offering them opportunities to deepen their leadership and business skills.

In addition to inspiring keynote presenters and speakers who focused on leadership the conference covered the 5 areas of risk management: production, financial, marketing, human, and legal. Breakout workshops focused on topics such as: direct marketing, estate planning, crop insurance, food safety, social media, balance sheets and business planning. The conference also includes a day of women-owned farm and business tours.

This event also provides wonderful networking opportunities where women can find mentors and peers in other producers from across the US. Conference attendees come from farms of all scales and sizes as well as all production types.

CCOC

Every February, students attend the Midwestern College Conference on Cooperatives (MCCOC). The event attracts students and presenters from around the country. More than 150 attendees from 25 states and Puerto Rico participated in the 2015 NFU College Conference on Cooperatives in Minneapolis, Minnesota.

Participants heard from cooperative experts from across the nation on why member-owned businesses are thriving in industries ranging from senior housing to healthcare. To bring cooperative education to life, students

toured a housing co-op, retail, and grocery cooperatives in Minneapolis and St. Paul. Students heard from cooperative leaders, farmers and government experts who explained current challenges they face.

ALL-STATES CAMP

Each summer, National Farmers Union (NFU) members ages 17-20, who have proven themselves to be leaders in their communities, are given the opportunity to attend NFU's All-States Leadership Camp, in Bailey, Colorado. Campers arrive from all over the United States, immersing themselves in newfound skills. Campers find themselves learning new curriculum everyday, including: identifying issues important to their generation, discussing their roles in effecting positive change throughout rural America and effective communication skills.

In addition to building leadership skills and participating in other learning opportunities, campers enjoyed hikes and outdoor games, a talent show, dances, a campfire, team-building exercises, and an outing to Breckenridge, Colorado. Campers also took part in cooperative activities and listened to several inspirational speakers.

NATIONAL YOUTH ADVISORY COUNCIL

Every year at All-States, campers select six of their peers to represent thousands of Farmers Union youth across the country as the National Youth Advisory Council (NYAC). Eighteen campers at this year's All-States camp applied for NYAC and six were elected by their fellow campers as 2015 representatives.

NYAC duties include representing thousands of Farmers Union youth



Campers engage in a leadership workshop with Oklahoma Farmers Union President Terry Detrick.

across the country, including working at the annual NFU Convention. These young Farmers Union members also hone their leadership skills at a session in Washington, D.C. and help plan the next year's NFU All-States Leadership Camp.

WORLD FARMERS' ORGANISATION

The WFO is an international organization that aims to strengthen farmers' positions within value chains, with a particular focus on small-holder and family farmers. The World Farmers' Organisation (WFO) General Assembly adopted a pronouncement of the world's farmers on the need to produce a food supply sufficient for the 9.2 billion people who will inhabit our planet in 2050 in a sustainable and environmentally conscious way. The assembly meeting, as well as the Faith, Agriculture, Food and the Environment symposium were held in Milan, Italy in June.

INTERNSHIPS

The NFU paid internship program allows college students with an interest in rural communities and agriculture to gain experience with NFU's grassroots initiatives. Focus areas include communications, cooperative education, economics, general education, membership marketing, policy research and political science. Interns worked in

the DC office and also participated in projects such as the College Conference on Cooperatives, All-States Leadership Camp, the Beginning Farmer Institute, the NFU Policy Book, Fundraising and Farmers Share. Graduate students or those looking for more extensive work experience are invited to apply.

CURRICULUM

The 2015 theme for National Farmers Union's education curriculum was "Diversity: It's What We Have in Common," and was used by Farmers Union education programs across the country. The free lesson plans are designed to engage students using a variety of activities. Multiple lessons are available for students in grades 1-2, 3-5, 6-8, and 9-12, along with separate curriculum for college students and adults.

EVENING FOR EDUCATION

The sixth National Farmers Union Foundation (NFUF) "Evening for Education" fundraiser was held in conjunction with the NFU annual convention. The event generates funds for NFUF, which supports all of the education programs. The program for the evening included presentations by NFUF program alums.

NFU SCHOLARSHIP PROGRAMS

National Farmers Union Foundation annually distributes thousands of dollars of scholarships to students furthering education at a two- or four-year college or university.

4

Stanley Moore \$1,000 scholarships were awarded to Brittany Dunnum of Wisconsin, Jonathan Linke of South Dakota, Kali Schwartzenberger of North Dakota and Hayley Siroky of Montana.

1

Hubert and JoAnn Seymour \$2,000 scholarship was awarded to Abigail Donkers of South Dakota.

GOVERNMENT RELATIONS

2015 yielded a Congress whose productivity was on an upswing, after two successive Congresses that enacted the fewest- and second-fewest laws in at least four decades. Family farmers were both the target of harmful legislation and the beneficiaries of meaningful reform. Using its grassroots-based policy NFU worked for common-sense solutions on issues that have proved problematic for the family farmer and rancher.

As the last of the 2014 Farm Bill programs rolled out, NFU worked closely with USDA to ensure that these programs worked for family farmers. During this process NFU helped correct several problems across a number of programs for the benefit of its members. As problems arise with these new programs, we work with our members and USDA to correct areas of concern.

National Farmers Union faced a devastating policy loss this year. After more than twenty years of advocacy for mandatory country-of-origin labels (COOL), the World Trade Organization (WTO) ruled for the final time that the labels on muscle cuts of beef and pork were trade discriminatory to Canada and Mexico. Canada and Mexico aggressively lobbied Congress and threatened billions of dollars in retaliation on a number of agriculture and manufactured products. The House of Representatives passed an expansive repeal bill with overwhelming bipartisan support, repealing mandatory COOL for all products, some of which were not even in the WTO dispute. Anticipating swift Senate action to fully repeal COOL, NFU's Board of Directors made the difficult decision to support a voluntary COOL bill. This bill, the Hoenen-Stabenow bill would have compelled USDA to establish a voluntary program for muscle cuts of beef and pork, but more importantly would have

codified that a "Product of the U.S." could only go on meat from animals born, raised, and slaughtered in the U.S. It was a compromise that would have maintained the integrity of the U.S. label and brought the U.S. into compliance with our trade obligations. Despite bipartisan support, the Hoenen-Stabenow bill did not have sufficient support for passage. After the WTO decided that Canada and Mexico could retaliate more than \$1 billion, a rider was included on the omnibus funding bill that fully repealed COOL for muscle cuts of beef and pork, ground beef and ground pork. If there is anything that is certain, consumers continue to demand and receive more information about their food. These trends will continue, and this is not the last we will see of COOL.

In an unfriendly political landscape, NFU has worked to protect the interests of family farmers and ranchers and will continue to represent your interests to Congress and the Administration.

ADVOCACY & ACHIEVEMENTS

- No reopening of the 2014 Farm Bill after multiple attacks on its programs through the budget and appropriations process.
- No cuts to crop insurance. After a secret budget deal was reached that cut \$3 billion from crop insurance, NFU and its allies were successful in restoring those cuts through the FAST Act (P.L. 114-110).
- The reauthorization of the Grain Standards Act with reforms that provide for timely inspection of exports while also ensuring that federal inspectors are not privatized.
- Reauthorization of Mandatory Price Reporting, an important producer-oriented law for price discovery.

- Congressional recognition for the issue of currency manipulation in trade agreements, as well as a side agreement in the Trans-Pacific Partnership on currency.
- Passage of the Surface Transportation Reauthorization Act (P.L. 114-94), which provides for reforms to the way in which freight rail is regulated in the U.S.
- Passage of the FAST Act, which provides 5 years' worth of highway funding alongside provisions that will improve the nation's highway freight policy, resources to improve the multimodal freight network, and hours of service exemptions for livestock and poultry transports.
- Recommitment to cooperative services from USDA as well as an expansion of the services.
- Improvements to final Clean Water Rule.
- No legislative interference with the Renewable Fuel Standard (RFS).

LEGISLATIVE FLY-IN

270
Members of Congress
were visited during fly-in

249
NFU members
participated in fly-in

62%
Of participants were
attending their first fly-in

NFU SERVICE ASSOCIATION

The National Farmers Union Service Association (NFUSA) engages in business activities to serve NFU members and generate revenue for the operations of the NFU organization. Business investments range from various insurance initiatives to restaurants.

NFUSA is a shareholder of Midwest Regional Agency, an insurance agency headquartered in Lincoln, NE. Midwest Regional Agency is the exclusive marketer for Farmers Union Insurance in Nebraska and Kansas.

NFUSA is invested in the Eagle Agency which offers insurance products through the Arkansas Farmers Union Mutual Insurance Company. Efforts are underway to expand Farmers Union Insurance branded products in Arkansas and Missouri through the Eagle Agency.

The business relationship between Hastings Mutual Insurance, NFUSA

and select state Farmers Union organizations continues to focus on expansion. This initiative generates membership and revenue to state Farmers Union organizations and NFUSA through an insurance premium discount provided by Hastings to Farmers Union members. The program operates in the states of Illinois, Indiana, Iowa, Michigan, Ohio and Wisconsin.

NFUSA continues to work closely with Farmers Union Insurance and its parent company, QBE. Expansion of products and sales territory, marketplace competitiveness, and improved customer service are mutual goals that are being pursued.

The “Farmers” brand restaurant investments continue to perform very well. NFUSA recently purchased additional membership units in Agraria, LLC and purchased shares in Farmers & Distillers, which is scheduled to open in late 2016.



The Washington, D.C. Founding Farmers location is pictured above.

SERVING UP SUCCESS

#1

Founding Farmers DC is the top requested restaurant on Open Table

30,000

Customers are served every week at the four “Farmers” branded properties

3

New locations are in development, with the 5th property opening in fall 2016



Every location is meeting or beating projections for sales and growth

NFU FINANCIAL UPDATE

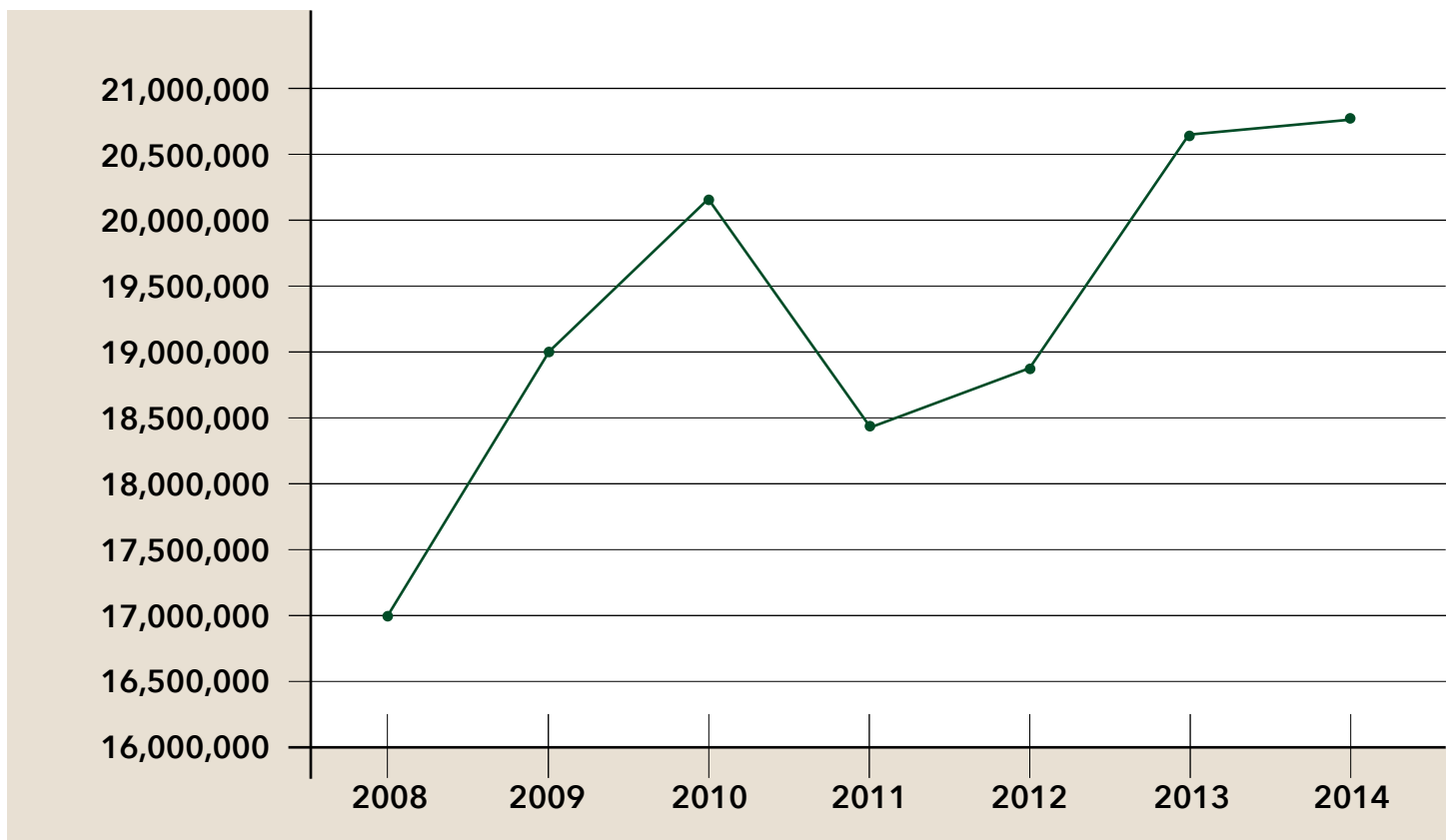
THE FARMERS EDUCATIONAL AND CO-OPERATIVE UNION OF AMERICA AND AFFILIATES CONSOLIDATED STATEMENTS OF FINANCIAL POSITION DECEMBER 31, 2014 AND 2013

	2014	2013
ASSETS		
CURRENT ASSETS		
Cash and Equivalents	\$ 1,118,246	\$ 736,603
Accounts Receivable - Other	177,112	170,456
Accounts Receivable - Use of Name Fees	122,198	127,965
Prepaid Expenses and Deposits	109,013	97,899
Notes Receivable	14,295	46,348
Total Current Assets	1,540,864	1,179,271
NOTE RECEIVABLE	2,085,782	1,022,702
PROPERTY AND EQUIPMENT, NET	631,583	703,857
LONG-TERM INVESTMENTS	21,284,550	20,927,070
Total Assets	\$ 25,542,779	\$ 23,832,900
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts Payable	\$ 58,394	\$ 144,795
Accrued Expenses	136,163	149,472
Life Member Earnings Payable	8,163	12,403
Deferred Dues	6,234	16,017
Deferred Grant Revenue	178,208	-
Deferred Convention Revenue	71,885	16,985
Deferred Rent - Bailey Center	100,500	-
Accrued Pension Obligation	263,822	240,074
Total Current Liabilities	823,369	579,746
NON-CURRENT LIABILITIES		
Accrued Expenses	70,071	74,476
Life Memberships Payable	644,625	639,625
Accrued Pension Obligations	804,434	238,056
Deferred Lease and Improvement Allowance	393,935	416,259
Loan Payable	2,028,330	1,006,008
Funds Held for Insurance Initiatives	-	268,604
Total Non-Current Liabilities	3,941,395	2,643,028
Total Liabilities	4,764,764	3,222,774
COMMITMENTS AND CONTINGENCIES		
NET ASSETS		
Unrestricted	20,728,594	20,407,074
Temporarily Restricted	49,421	203,052
Total Net Assets	20,778,015	20,610,126
Total Liabilities and Net Assets	\$ 25,542,779	\$ 23,832,900

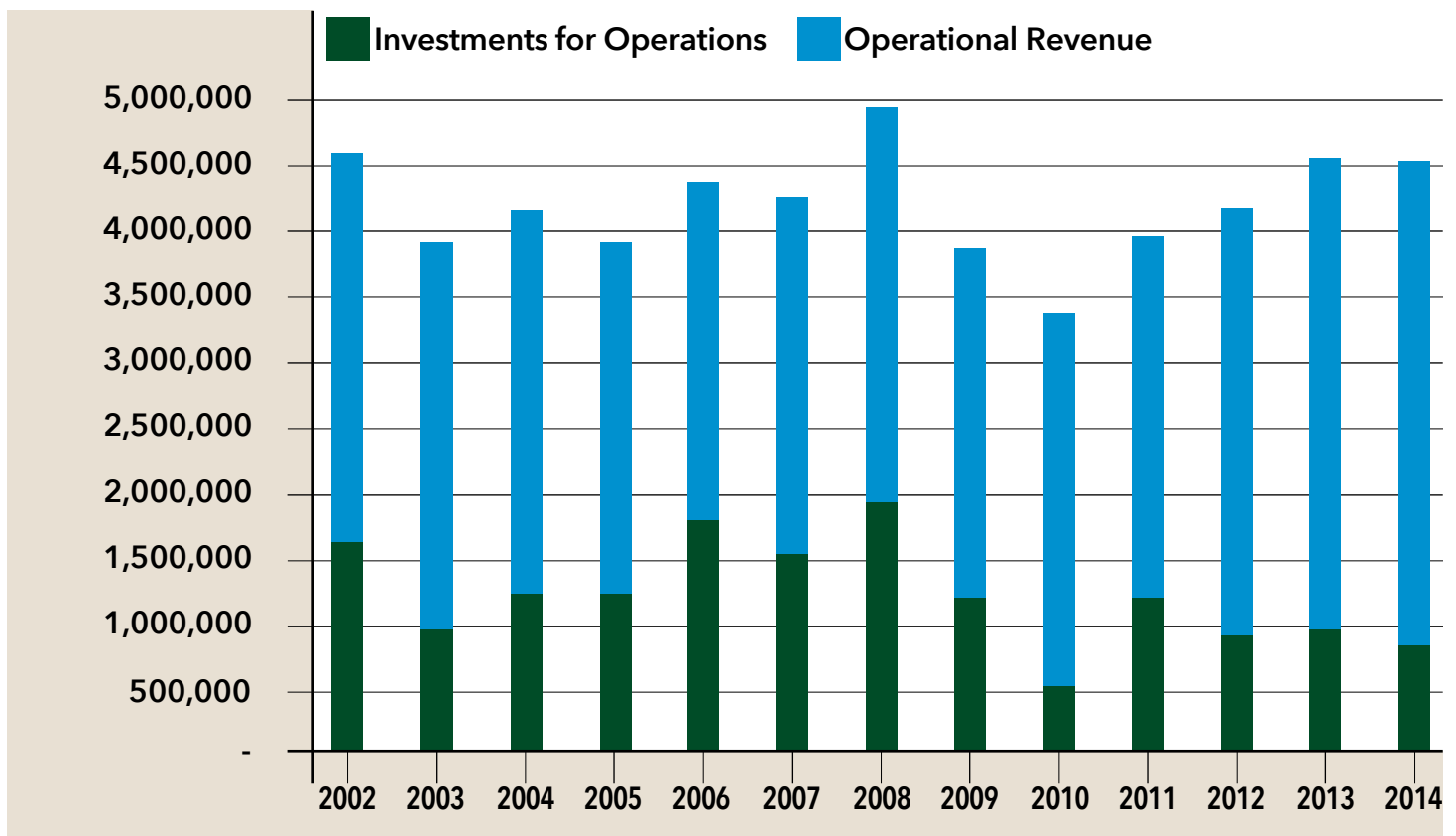
THE FARMERS EDUCATIONAL AND CO-OPERATIVE UNION OF AMERICA AND AFFILIATES
CONSOLIDATED STATEMENTS OF ACTIVITIES (AUDITED)
DECEMBER 31, 2014 AND 2013

	2014	2013
CHANGE IN UNRESTRICTED NET ASSETS		
REVENUE:		
Membership Dues	\$ 1,513,936	\$ 1,223,546
Convention	373,475	329,668
Use of Name Fees	822,193	973,508
Crop Insurance Advocacy Fees	188,193	200,000
Contributions and Grants	503,485	484,377
Commissions and Fees	9,353	12,405
WFO Grant	7,881	115,760
Bailey Center Rent	105,000	105,000
Newsletter Subscriptions	7,328	9,275
Interest and Dividends	971,597	681,233
Earnings in Midwest Agency, LLP	233,572	274,725
Registration Fees	20,385	16,645
Insurance Initiatives and Other	202,748	207,406
Grant Admin Fee	-	4,500
Net Assets Released from Restriction - Contributions and Grants	153,631	187,430
Total Unrestricted Revenue	5,112,777	4,825,478
EXPENSES:		
Program Services:		
Membership	731,324	829,661
Convention	473,079	386,619
Hastings	23,699	5,234
Foundation Educational Programming	456,885	436,656
WFO	253,761	262,401
Government Relations	829,530	752,387
NATFARMPAC	41,250	12,000
Total Program Services	2,809,528	2,684,958
Supporting Services:		
General and Administrative	1,332,979	1,572,094
Organization and Board	535,876	335,602
Total Supporting Services	1,868,855	1,907,696
Total Expenses	4,678,383	4,592,654
CHANGE IN UNRESTRICTED NET ASSETS BEFORE OTHER ITEMS	434,394	232,824
OTHER ITEMS:		
Net Unrealized and Realized Gains on Investments	477,252	805,595
Pension Liability Adjustment	(590,126)	761,480
Gain on CAFUIA	-	353
Total Other Items	(112,874)	1,567,428
CHANGE IN UNRESTRICTED NET ASSETS	321,520	1,800,252
CHANGE IN TEMPORARILY RESTRICTED NET ASSETS		
Contributions and Grants	-	149,631
Net Assets Released from Restriction - Contributions and Grants	(153,631)	(187,430)
Change in Temporarily Restricted Net Assets	(153,631)	(37,799)
CHANGE IN NET ASSETS	167,889	1,762,453
Net Assets - Beginning of Year	20,610,126	18,847,673
NET ASSETS - END OF YEAR	<u>\$ 20,778,015</u>	<u>\$ 20,610,126</u>

NET ASSETS



SOURCE OF FUNDS FOR OPERATIONAL EXPENSES



NFU MISSION

To advocate for the economic and social well-being, and quality of life of family farmers, ranchers, fishermen and consumers and their communities through education, cooperation and legislation. National Farmers Union advocates sustainable production of food, fiber, feed and fuel.

NFU VISION

National Farmers Union will continue to be the respected, influential and independent national voice and coalition leader that bridges family producers and consumers on behalf of a vibrant and growing grassroots membership.

NFU BOARD OF DIRECTORS

Roger Johnson, President

- Executive Committee
- Budget/Audit Committee
- Education/Co-Op Committee
- Legislative Committee
- Membership Committee

Donn Teske, Vice President (Kansas)

- Executive Committee
- Budget/Audit Committee
- Education/Co-Op Committee
- Legislative Committee
- Membership Committee

Doug Peterson, Secretary (Minnesota)

- Executive Committee
- Budget/Audit Committee
- Legislative Committee

John Hansen, Treasurer (Nebraska)

- Executive Committee
- Budget/Audit Committee
- Legislative Committee

Bob Shumaker, Alaska

- Education/Co-Op Committee
- Membership Committee

David Coker, Arkansas

- Budget/Audit Committee
- Membership Committee

Joaquin Contente, California

- Legislative Committee
- Membership Committee

Vincent Mina, Hawaii

- Education/Co-Op Committee
- Membership Committee

Norbert Brauer, Illinois

- Legislative Committee
- Membership Committee

Jim Benham, Indiana

- Legislative Committee
- Membership Committee

Jana Linderman, Iowa

- Executive Committee
- Education/Co-Op Committee
- Membership Committee

Bob Thompson, Michigan

- Legislative Committee
- Membership Committee

Richard Oswald, Missouri

- Budget/Audit Committee
- Membership Committee

Alan Merrill, Montana

- Executive Committee
- Education/Co-Op Committee
- Membership Committee

Roger Noonan, New England

- Budget/Audit Committee
- Legislative Committee

Mark Watne, North Dakota

- Executive Committee
- Budget/Audit Committee
- Legislative Committee

Kent Wright, Northwest

- Education/Co-Op Committee
- Membership Committee

Joe Logan, Ohio

- Education/Co-Op Committee
- Membership Committee

Terry Detrick, Oklahoma

- Executive Committee
- Education/Co-Op Committee
- Legislative Committee

Heidi Secord, Pennsylvania

- Legislative Committee
- Membership Committee

Kent Peppler, Rocky Mountain

- Budget/Audit Committee
- Legislative Committee

Doug Sombke, South Dakota

- Executive Committee
- Legislative Committee
- Education/Co-Op Committee

Wes Sims, Texas

- Education/Co-Op Committee
- Membership Committee

Kent Bushman, Utah

- Education/Co-Op Committee
- Membership Committee

Darin Von Ruden, Wisconsin

- Executive Committee
- Budget/Audit Committee
- Membership Committee

NFU STAFF MEMBERS

Dave Velde, General Counsel

Chandler Goule, Senior VP of Programs

Jeff Knudson, Senior VP of Operations

Sue Arends, Assistant to the Board

David Thews, Executive Assistant

Tom Bryant, Director of Membership

Martha Van Dale, Director of Finance

Ethan Whitmore, Director of Information Systems

Zack Clark, Government Relations

Tom Driscoll, Government Relations

Barbara Patterson, Government Relations

Sarah Campbell, Director of Education

Melissa Miller, Education Coordinator

Andrew Jerome, Communications Director

Linda Kendall, Office Manager

CONSULTANTS

Harley Danielson, Strategic Planning

Chris Kircher, Insurance

Dave Ray, Communications

HONORARY POSITIONS

Tom Giessel, Historian



20 F Street NW, Suite 300
Washington, DC 20001

P: (202) 554-1600

F: (202) 554-1654

www.NFU.org
info@nfudc.org

[/nationalfarmersunion](https://www.facebook.com/nationalfarmersunion)



[@NFUDC](https://twitter.com/NFUDC)



[/nationalfarmersunion](https://www.instagram.com/nationalfarmersunion)



nfu.org/topics/blog



The NFU Annual Report is printed
using eco-friendly ink formulated
with linseed and tung oils.