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

From our founding in 1902 the principles of education, organization, legislation and cooperation have been the fundamental guidelines for every action taken by National Farmers Union.

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

We maintain our position as one of the most respected agricultural organizations in national policy decisions because of our grassroots membership. This annual report offers insight into the many branches of the national organization, and displays how we continue to use multiple paths and opportunities 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 farmwomen 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 use this book to familiarize yourself with our culture and the issues we hold dear, and then join us as another proud member of the NFU family.

The very best ideals and possibilities of America are embodied in the family farmers we represent. We are committed to preserving an environment where family farmers continue to be the backbone of our great nation, advancing the promise of America for all to see.

Sincerely,

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 determined to serve our existing members, while also developing new programs that will expand our membership and ensure that National Farmers Union continues to thrive.

Hawaii, New England and North Dakota were the brightest lights for membership growth in 2016. Membership in Hawaii had a robust 26 percent increase in 2016, as the Hawaii Board of Directors continues to deliver on their commitment to achieve chartered status by the end of 2017. New England experienced a 27 percent increase in membership during 2016 to led all Farmers Union states as they strongly recovered from a decline in 2015. North Dakota added 2,027 new members in 2016, strengthening their position as one of the largest and most influential NFU states. Oklahoma and Rocky Mountain also recorded significant growth in 2016 with 1,598 and 1,295 new members respectively. Minnesota continued their steady growth by recording a seventh consecutive year of increasing membership. As a whole the larger Farmers Union state divisions continued their excellent membership services, educational programs and state-level legislative outreach during the past year.

Northwest Farmers Union continues to develop a youthful and engaged membership with the help of their new Collegiate Chapter at Walla Walla Community College in Walla Walla, Washington. Northwest Farmers Union recorded a seven percent increase in membership in 2016.

NFU’s continued partnership with the Hastings Mutual Insurance Company in Illinois, Indiana, Iowa, Michigan, Ohio and Wisconsin has resulted in another year of overall membership growth in the region, with an overall increase of four percent since 2012. Michigan led all of the Hastings states with a seven percent increase in membership during 2016. Members receive a nine percent discount on their farmowners premium for select policies, and the states receive a valuable non-dues revenue stream to support their education and advocacy programs.

2016 was an excellent year for membership growth across NFU’s 33 divisions, with 14 divisions covering 23 individual states recording membership growth. Collectively NFU membership grew by 2,173 members, for an increase of 1.2 percent.

NFU’s Small States Assistance and Development Grant programs provide programmatic and developmental assistance for smaller state divisions. States participating in these programs have benefited from increased resources to host events, participate in educational programs, hire staff, improve membership programs and grow their total membership. Small States Assistance program participants report regularly on their membership growth and submit a booklet tracking their activities over the course of the year. Development Grant participants are required to create an engaged board of directors, achieve financial sustainability, development member services and grow their overall membership. We believe that investing our resources into growing states now will yield a bountiful harvest of new NFU members in the future.
CONVENTION

NFU held its 114th Anniversary National Convention in Minneapolis, Minnesota on March 5-8, 2016. The four-day event drew nearly 500 family farmers, ranchers and fishermen from across the country to write NFU’s policy book for 2016, and included many informative speakers, tours and educational 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, General Wesley Clark, Sen. Al Franken, Sen. Amy Klobuchar and Rep. Colin Peterson. The election of the NFU President and Vice-President were conducted during the convention, with Roger Johnson and Donn Teske being re-elected for two-year terms. The focus of this convention, like every NFU convention, was the nuts and bolts of policy making where NFU delegates from across the country 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 October the staff met to update and refine the strategic plan for all NFU departments.

In addition to updating the NFU strategic plan, membership staff conducted strategic planning sessions with the staff and board members in Pennsylvania, the Northwest, Hawaii, Oklahoma, Utah, and the Hastings States. These planning sessions allow states and regions to set a strong direction, stay focused on growing new membership and develop new programs for their existing members.
NFU’s communications team works to strengthen the collective voice of American family farmers, ranchers, and rural communities by building relationships with key audiences, and bettering the organization’s brand influence and reputation. Through amplification of priority messages through earned media, continuous outreach and relationship building, and development of NFU-branded new media communities, the organization has been able to broaden its impact, influence public policy, and foster positive conversation around issues that are important to its family farmer and rancher members.

NEW MEDIA

New media 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 importance of ensuring a strong new media presence for policy and membership goals is steadily increasing and vital to the long-term success of the organization. This type of communication is a two-way street; these platforms allow NFU to get its message out to our audiences, and, equally as important, listen to what these audiences have to say back.

In just the past year, the NFU’s social media following has increased nearly fivefold – from roughly 6,500 followers to 29,000 followers - and engagement levels on NFU communications have seen a similar rise. The organization has also made inter-platform, online community development a priority in order to foster conversations around its priority issue areas. These social groups are becoming positive, unified voices for their specific causes, informative resource hubs, and impassioned, yet positive, debate forums. As momentum builds the organization can successfully continue to promote its brand image and reach new audiences as those audiences look to new media for their news and outlets for community involvement.

UNITED VOICE

As the national voice for the federation of Farmers Union states, NFU has the responsibility of ensuring its state divisions are apprised of federal policy happenings and communication’s industry trends. That’s why the NFU communications team coordinates meetings and teleconferences for the Farmers Union Media Association (FUMA). FUMA is a media relations organization comprised of communications staffers from NFU and state divisions that meet to discuss communications strategies, and upcoming issues in federal policy development. The group shares updates from state division events, and works together during national events to make sure Farmers Union members are aware of what is happening at the national level.

NFU President Roger Johnson testifying before Congress on the negative impact that corporate consolidation has on family farmers across the country.
TURNING UP THE VOLUME - NFU PRESS QUOTES FROM 2016

• “We are witnessing first-hand the importance of a strong safety net; however, we continue to hear critics attack farm policy programs that keep family farmers and ranchers on the farm. In agriculture, we understand that a safety net is not meant to be a break-even venture, but it certainly is needed to help producers manage through low price periods. It is important for lawmakers to understand the risks associated with farming and ranching, especially as fewer and fewer are involved in the business of growing our nation’s food.”
  - Roger Johnson, August 12, 2016, audio news release broadcast on 404 radio stations in 27 states, 2 provinces, and online.

• “Those of us on the front lines -- dealing with Mother Nature on a daily basis -- can vouch for the fact that climate change is not only happening, but it’s happening in a big, and sometimes severe way. For farmers and ranchers, this is a pocketbook issue that has been affecting our ability to make a living from the land, and feed the nation, for years.”
  - David Schertz, March 10, 2016, op-ed in the Austin American-Statesman

• “NFU has been concerned about the long-term trends of consolidation in the agricultural inputs sector; specifically, the wave of merger and acquisition announcements involving five of the ‘Big Six’ seed and agrochemical companies. These mergers will surely result in less competition, less innovation and higher prices, jeopardizing family farmers’ and ranchers’ ability to provide for our nation at a time when the farm sector is already hurting.”
  - Roger Johnson, September 20, 2016, release on Senate Judiciary testimony on consolidation in agriculture

347% Increase in social media followers

90 News releases distributed to media, members and the public

389 Average number of radio stations broadcasting NFU ANRs
DEPARTMENT OVERVIEW:
EDUCATION

Education is essential to the success and growth of National Farmers Union. Education informs 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 FARMER 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 six 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.

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 five 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 100 attendees from 20 states participated in the 2016 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 Farmers Union 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 every day, 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 Denver, Colorado. Campers also took part in cooperative activities and listened to 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 2016 representatives.

NYAC duties include representing thousands of Farmers Union youth 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, Food and Environment symposium were held in Livingstone, Zambia in May 2016.

**INTERNSHIPS**

The NFU 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 researching prices for the Farmers Share. Graduate and undergraduate students, and those looking for more extensive work experience, are invited to apply.

**CURRICULUM**

The 2016 theme for NFU’s education curriculum was “Broaden Your Horizons,” it focused on self-development and career choices. Farmers Union education programs across the country utilized the curriculum. The free lesson plans are designed to engage students using a variety of activities. Lessons are designed for different age groups ranging from first grade through college students and adults.

**EVENING FOR EDUCATION**

Every year, an NFU Foundation fundraiser is held in conjunction with the NFU annual convention. The event generates funds for NFUF, which supports all of the education programs. The fundraiser features presentations from program participants and information on getting involved in the programs.

**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.

Stanley Moore $1,000 scholarships were awarded to Haley E. Anderson of North Dakota, Jodie Schumacher of Colorado, Gabriella Sorg of Minnesota, and Tom Somrack of Ohio.

Hubert and JoAnn Seymour $2,000 scholarship was awarded to Riley Donkers of Minnesota.
For many members of Congress, most of the year was spent focused on the 2016 elections. NFU, however, spent the year advocating on behalf of family farmers in light of the third straight year of a strained farm economy. With grassroots policy initiatives and active engagement with state organizations, NFU educated policymakers on several priorities including financial difficulties in rural America, massive consolidation among agricultural input companies, the negative impacts of the Trans-Pacific Partnership (TPP), and the urgent need to promptly begin working on the next farm bill.

Regarding the strained farm economy, NFU advocated for congressional hearings on farm financial pressure. In April, the House Agriculture Subcommittee on General Farm Commodities and Risk Management held a hearing on the farm economy where NFU President Roger Johnson testified on the impacts on credit and the need for an effective safety net and mediation programs. NFU also engaged the U.S. Department of Agriculture (USDA) and Congress to act on behalf of the nation’s dairy farmers, resulting in several congressional letters and two large purchases of cheese by USDA.

Due to the difficulties in the farm economy, many major agricultural input companies entered into merger or acquisition discussions. As a result, the agricultural input sector experienced a third wave of massive consolidation. The reduction in competition will result in fewer choices for farmers, higher prices, and less innovation. NFU successfully advocated for congressional review of consolidation in the sector.

In September, the Senate Judiciary Committee held a hearing examining the impacts on consolidation in the seeds and agrichemicals industry. President Roger Johnson testified at the hearing advocating on behalf of farmers and rural communities.

Recognizing the need for a strong and effective safety net, NFU began its preparations for the next farm bill. NFU conducted a survey to solicit feedback on the 2014 Farm Bill and generate proposals for the next farm bill. More than 600 people responded, helping to shape NFU’s future legislative efforts. NFU also began a series of farm bill meetings with coalition partners.

NFU successfully advocated for Congress to forgo the TPP, a major multilateral trade agreement with eleven other countries, which would have added to the U.S.’s large trade deficit. In January, President Roger Johnson testified at the U.S. International Trade Commission on the impacts TPP would have on NFU’s members. As a result of grassroots activism and strong advocacy by NFU and coalition partners, NFU ensured the U.S. would not enter into the flawed trade deal.
DEPARTMENT OVERVIEW:  
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. Plans for the expansion of Farmers Union Insurance branded products into Arkansas and Missouri through the Eagle Agency continued in 2016.

The business relationship between Hastings Mutual Insurance, NFUSA and six state Farmers Union organizations continues to expand. This initiative has generated over $190,000 in revenue to state Farmers Union organizations and NFUSA since 2012. Farmers Union members have saved over $1.7 million on their premiums through the discount provided by Hastings to Farmers Union members. The program operates in 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 operated by Agraria, LLC – an entity of North Dakota Farmers Union – continue to perform very well. NFUSA purchased additional membership units in Agraria, LLC and shares in Farmers & Distillers, which opened in late 2016.

SERVING UP SUCCESS

#1
Founding Farmers DC is the top requested restaurant on Open Table

40,000
Customers are served every week at the “Farmers” branded properties

2
New locations are in development, and the 6th location opened in late 2016

Every location is meeting or beating projections for sales and growth
### Consolidated Statements of Financial Position

**December 31, 2015 and 2014**

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
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<tr>
<td><strong>CURRENT ASSETS</strong></td>
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<td>Cash and Equivalents</td>
<td>$810,675</td>
<td>$1,118,246</td>
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<td>Accounts Receivable - Other</td>
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<td>177,112</td>
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<td>Accounts Receivable - Use of Name Fees</td>
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<td>Prepaid Expenses and Deposits</td>
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<td>109,013</td>
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<td>Notes Receivable</td>
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<td>Total Current Assets</td>
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<td>$1,540,864</td>
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<td>2,132,048</td>
<td>2,085,782</td>
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<td><strong>PROPERTY AND EQUIPMENT, NET</strong></td>
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<td>631,583</td>
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<td><strong>LONG-TERM INVESTMENTS</strong></td>
<td>20,126,189</td>
<td>21,284,550</td>
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<tr>
<td>Total Assets</td>
<td>$24,159,349</td>
<td>$25,542,779</td>
</tr>
</tbody>
</table>

| **LIABILITIES AND NET ASSETS** |       |               |
| **CURRENT LIABILITIES**        |       |               |
| Accounts Payable               | $87,023 | $58,394      |
| Accrued Expenses               | 143,163 | 136,163      |
| Life Member Earnings Payable   | 7,360   | 8,163        |
| Deferred Dues                  | 55,471  | 6,234        |
| Deferred Grant Revenue         | 118,823 | 178,208      |
| Deferred Convention Revenue    | 79,100  | 71,885       |
| Deferred Rent - Bailey Center  | -       | 100,500      |
| Accrued Pension Obligation     | 211,600 | 263,822      |
| Total Current Liabilities      | 702,540 | 823,369      |

| **NON-CURRENT LIABILITIES**    |       |               |
| Accrued Expenses               | 69,188  | 70,071        |
| Life Memberships Payable       | 645,820 | 644,625      |
| Accrued Pension Obligations    | 1,391,560 | 804,434   |
| Deferred Lease and Improvement Allowance | 359,665 | 393,935      |
| Loan Payable                   | 2,064,056 | 2,028,330    |
| Total Non-Current Liabilities  | 4,530,289 | 3,941,395    |
| Total Liabilities              | 5,232,829 | 4,764,764    |

| **COMMITMENTS AND CONTINGENCIES** |       |               |
| **NET ASSETS**                   |       |               |
| Unrestricted                      | 18,877,099 | 20,728,594 |
| Temporarily Restricted            | 49,421   | 49,421        |
| Total Net Assets                  | 18,926,520 | 20,778,015 |

| Total Liabilities and Net Assets | $24,159,349 | $25,542,779 |
## Statement of Activities

**The Farmers’ Educational and Co-operative Union of America and Affiliates**

**CONSOLIDATED STATEMENTS OF ACTIVITIES (AUDITED)**

**DECEMBER 31, 2015 AND 2014**

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
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</thead>
<tbody>
<tr>
<td><strong>Change in Unrestricted Net Assets</strong></td>
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<td><strong>Revenue:</strong></td>
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<td>Membership Dues</td>
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<td>Use of Name Fees</td>
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<td>Crop Insurance Advocacy Fees</td>
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<td>Contributions and Grants</td>
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<td>503,485</td>
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<td>Commissions and Fees</td>
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<td>WFO Grant</td>
<td>-</td>
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<td>Bailey Center Rent</td>
<td>105,500</td>
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<td>Newsletter Subscriptions</td>
<td>7,695</td>
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<td>Interest and Dividends</td>
<td>846,360</td>
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<td>Earnings in Midwest Agency, LLP</td>
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<td>Registration Fees</td>
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<td>20,385</td>
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<td>Insurance Initiatives and Other</td>
<td>365</td>
<td>202,748</td>
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<td>Net Assets Released from Restriction - Contributions and Grants</td>
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<td>153,631</td>
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<td><strong>Total Unrestricted Revenue</strong></td>
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<td>$5,112,777</td>
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<td><strong>Expenses:</strong></td>
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<td>Program Services:</td>
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<td>Membership</td>
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<td>Convention</td>
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<td>473,079</td>
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<td>Hastings</td>
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<td>Foundation Educational Programming</td>
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<td>WFO</td>
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<td>Government Relations</td>
<td>818,268</td>
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<td>NATFARMPAC</td>
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<td><strong>Total Program Services</strong></td>
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<td>Supporting Services:</td>
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<td>General and Administrative</td>
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<td>1,332,979</td>
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<td>Organization and Board</td>
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<td><strong>Total Supporting Services</strong></td>
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<td><strong>Total Expenses</strong></td>
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<td>4,678,383</td>
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<td><strong>Change in Unrestricted Net Assets Before Other Items</strong></td>
<td>152,092</td>
<td>434,394</td>
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<td><strong>Other Items:</strong></td>
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<td>Net Unrealized and Realized Gains on Investments</td>
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<td>477,252</td>
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<td>Pension Liability Adjustment</td>
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<td>(590,126)</td>
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<td><strong>Total Other Items</strong></td>
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<td><strong>Change in Unrestricted Net Assets</strong></td>
<td>(1,851,495)</td>
<td>321,520</td>
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<td><strong>Change in Temporarily Restricted Net Assets</strong></td>
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<td></td>
</tr>
<tr>
<td>Net Assets Released from Restriction - Contributions and Grants</td>
<td>-</td>
<td>(153,631)</td>
</tr>
<tr>
<td>Change in Temporarily Restricted Net Assets</td>
<td>-</td>
<td>(153,631)</td>
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<tr>
<td><strong>Change in Net Assets</strong></td>
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<td>Net Assets - Beginning of Year</td>
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<td>20,610,126</td>
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<tr>
<td><strong>Net Assets - End of Year</strong></td>
<td>$18,926,520</td>
<td>$20,778,015</td>
</tr>
</tbody>
</table>
National Farmers Union continues to strategically grow and expand the scope of its activities, while strengthening the organization’s underlying financial foothold. Although the annual value of NFU’s long-term investments fluctuates based on external market conditions, NFU has steadily decreased its dependence on the principal of the investments for general operational support and steadily increased its financial reserves. By diversifying revenue streams, implementing cost-effective programming, and increasing funding from external sources, NFU was able to achieve its goal of funding the organization’s activities solely with operational revenue in 2015.

The continued upward trend in net assets and a commitment to sound financial management provides NFU with a strong foundation to further enhance its capacity to administer and execute programs that advance the organization’s mission to advocate for the well-being of family farmers, ranchers, fishers, consumers, and their communities through education, cooperation, and legislation.
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

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
  • Budget/Audit Committee
  • Legislative Committee
  • Membership Committee

Jim Benham, Indiana
  • Legislative Committee
  • Membership Committee

Jana Linderman, Iowa
  • Legislative 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
  • Executive Committee
  • 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

Dale McCall, Rocky Mountain
  • Budget/Audit Committee
  • Legislative Committee

Doug Sombke, South Dakota
  • Executive Committee
  • Education/Co-Op Committee
  • Legislative 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

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Jean Knudson, Sr. VP of Operations
Chandler Goule, Sr. VP of Programs
Ethan Whitmore, VP of Operations
Martha Van Dale, Director of Finance
Tom Driscoll, Director of NFUF & Conservation Policy
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Matt Perdue, Government Relations Representative

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Hannah Packman, Communications Coordinator
Skylar Schneider, Executive Assistant

CONSULTANTS

Harley Danielson, Strategic Planning
Chris Kircher, Insurance

HONORARY POSITIONS

Tom Giessel, Historian

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.

2016 NFU Annual Report
The NFU Annual Report is printed using eco-friendly ink formulated with linseed and tung oils.