

**INTRODUCTION
TO THE
2023
DELEGATE
SESSION**

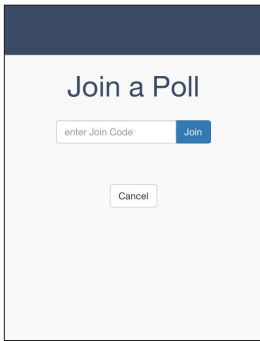


Growing today for a better tomorrow.

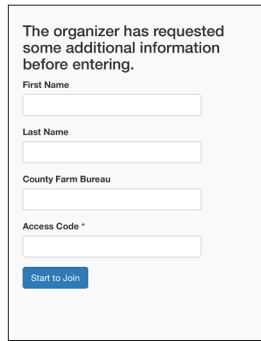
MFB State Annual Meeting 2023

CloudVOTE Instructions

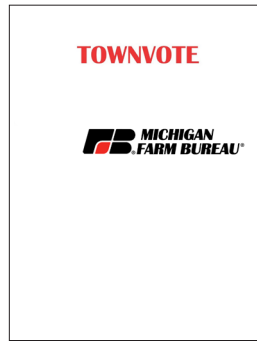
To login to CloudVOTE, go to joincloudvote.com on your device's web browser or scan the QR code with your device's camera.



Enter the **Join Code** for your meeting. This will be provided to you as a delegate.



Enter your credentials to validate your voting privileges. You'll receive your **Access Code** from your Delegate Chair.



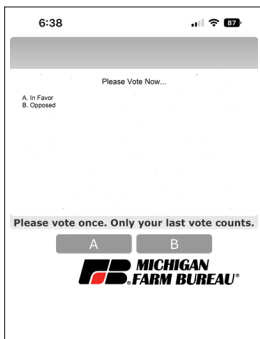
After a successful login, you will see the Michigan Farm Bureau logo.

Common Prompts and What To Do

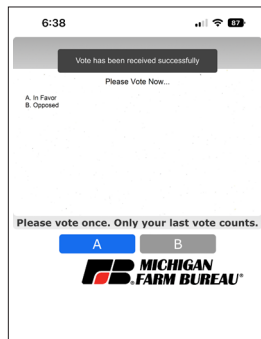
Connection Lost/Timed Out
If you receive this prompt, select **"YES"** to reload the page.

Page Can't Be Found
If you receive this prompt, refresh the webpage. You may need to re-enter the Join Code and your credentials.

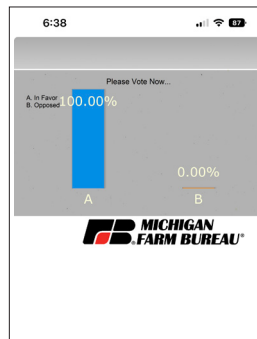
Confirm Navigation
If you receive this prompt, select **"STAY ON THIS PAGE"** to reload the page.



When the chairperson prompts you to vote, please select **A. In Favor** or **B. Opposed**.



Your selected vote will be highlighted in blue and you will see **"Vote has been received successfully."**



When voting is closed, the results from the vote will be displayed on your device.

Delegate Substitution Process

- Delegate chairs are responsible for providing their delegates with credentials for logging into CloudVOTE.
- If you are a voting delegate and are exiting the delegate session (in-person or virtual), please remember to close out of your web browser in order to allow another delegate from your county to replace you.

Additional Delegate Information

Visit michfb.com/annual-meeting/delegates or scan the QR code for more information about serving as an in-person or virtual delegate.





October 23, 2023

Dear Annual Meeting Voting Delegates:

Here is your copy of the proposed 2023 Michigan Farm Bureau policy resolutions book. I encourage your county Farm Bureau voting delegates to review the book before participating in the MFB Annual Meeting delegate sessions on Nov. 29 and 30. Amendment forms will be available at the district meetings (Nov. 2-16) and during the annual meeting delegate sessions. They are also online at <http://mfbfoc.com/policyform>.

This book includes the policy schedule, with those scheduled for discussion located in the yellow section. This will help delegates plan for the discussion on issues receiving significant input from county Farm Bureaus. All other state and MFB policies (amended and reaffirmed) will be voted on by title only, five at a time. Like the process last year, delegates may request to withdraw a policy from the group, to be discussed and voted on separately. AFBF policy recommendations will be reviewed individually.

New Policy Issues

The MFB Policy Development Committee will also consider issues or changes to policy if they are *new and have surfaced since your county annual meeting or were not covered or discussed at your county annual meeting*.

Additionally, members wanting to *present a new resolution on a topic not included in the proposed resolutions book* may share ideas for consideration by the Committee.

Members with ideas, amendments, or new policies that fall into the above category may submit them at district meetings (Nov. 2-16) or online at <http://mfbfoc.com/policyform> no later than Monday, Nov. 20 at 3 p.m.

Policy Amendments

Amendments to an existing policy will be accepted until the close of the delegate session on Nov 30. Delegates can submit an amendment by:

- Filling out a paper form (available at the district meetings and delegate sessions) and giving it to an MFB staff member, or
- Filling out an online form at <http://mfbfoc.com/policyform>

If you have questions, please contact your MFB regional manager, or call me at 517-679-5342 (or evenings at 517-230-1511) and I am glad to assist.

Thank you for your participation and we look forward to another excellent policy discussion!

Sincerely,

A handwritten signature in black ink that reads 'Matthew G. Smego'.

Matthew G. Smego, Director
Public Policy and Commodity Division

cc: MFB Policy Development Committee
MFB Board of Directors
County Farm Bureau Administrative Managers
MFB Staff

Parliamentary Procedure for MFB Annual Meeting

Michigan Farm Bureau's Annual Meeting is run according to *Robert's Rules of Order*, as well as specific rules adopted by the delegates that are located in this book. *Robert's Rules* are the most commonly used rules of order.

Common Motions at MFB's Annual Meeting:

- **Motion to Adopt a Policy:** During delegate session, members of the State Policy Development Committee will typically read a policy, and then state: "Mr. Chairman, I move for the adoption of this policy." The Chairman will ask if a delegate seconds (or supports) that motion, and then will ask if there is any discussion. It is at this time that delegates have an opportunity to present their comments on the proposed policy.
- **Motion to Amend:** A delegate may want to change words in a proposed policy. This can be accomplished in three different ways, depending on the length of the change:
 - a. If it is simply one or two words, the delegate may simply state: "I move to amend the proposed policy on line 13 to change the word "and" to "or." This motion will require a "second" from another delegate, discussion, and then a vote of the delegates. After it is decided, the delegates will return to discussion of the proposed policy, either amended or unamended.
 - b. If an amendment is lengthier than 5 words, a delegate needs to provide it in writing before making the motion to amend, so the proposed amendment can be quickly and fully displayed on the screen to the delegate body.
 - c. If a longer amendment cannot be shown completely on the viewing screen, MFB's Annual Meeting rules require that the amendment be provided in writing, on paper, to all delegates, and electronically for staff to send to remote participants.
- **Motion to End Debate ("Move the previous question"):** During any discussion of a motion or amendment, a delegate may try to end the discussion. The proper statement is "I move the previous question." (Some will use the phrase "I call the question"). This motion requires a second, and no discussion is allowed. This motion requires a 2/3 majority in order to pass. If this motion passes, a vote is taken immediately on the motion being discussed.
- **Motion for Reconsideration:** A delegate may move to reconsider a prior decision. However, only a delegate who voted in the majority of the prior decision can make this motion.
- **Motion for a Division of the House:** In the event that a voice vote is not conclusive, either the chair or a delegate can ask for a "division of the house." Normally, the chair will ask for a show of hands or for an electronic vote.
- **Motion to Lay on the Table (a/k/a "Table the Motion"):** A delegate may move to temporarily stop discussion of a pending motion. The motion requires a second, and a vote. No discussion is held. The motion must be taken up at a later time during the same meeting.
- **Questions?** If you are uncertain about the proper parliamentary procedure to deal with an issue, you can always make a parliamentary inquiry and the parliamentarian for the meeting will give clarity. Or you can ask staff or others for help.

REPORT OF RULES COMMITTEE

Annual Meeting of Delegates - Michigan Farm Bureau

November 1 – November 30, 2023

Officers and directors of Michigan Farm Bureau, and such other persons who are not delegates to this meeting but who are recognized by the Chair, shall have equal rights to the floor with voting delegates in the discussion of questions, subject to time limitations imposed by the Chair. Such persons shall not, however, have the right to make or second motions, make or second nominations, or vote, except that directors and members of the Policy Development, Rules, and Credentials Committees may make and second motions and nominations, but shall not vote unless they are also duly elected delegates.

Upon being recognized by the Chair, the person shall upon all occasions, except when seconding a motion, first state his or her name and the County he or she represents. Each person, upon officially being granted the floor, shall be limited to two minutes for the discussion of any question, and shall not be entitled to recognition a second time on the same question until all who are entitled to the privilege shall have had the opportunity to be heard. Upon request, the time limitation may be extended in any particular case by two thirds (2/3) vote of the delegates. Whenever any delegate, upon being recognized by the Chair, discusses any question, such delegate may not, while still maintaining the floor, move the previous question for the purpose of closing debate.

Any delegate who desires to offer a resolution on a topic not included in the report of the Policy Development Committee shall present the same to the Policy Development Committee, in legible writing, not later than 3:00 p.m. on Monday, November 20, 2023. The Policy Development Committee shall review each such resolution to determine whether it will recommend the resolution to the delegates, and copies of any resolution recommended by the Committee shall be distributed to each delegate by 8:00 a.m. on Wednesday, November 29, 2023. Any such resolution not recommended by the Committee shall be returned to the delegate and to the Chairperson of the delegation offering the resolution, who may present it from the floor after all resolutions recommended by the Policy Development Committee have been considered. The person presenting the resolution from the floor shall be responsible for providing a copy of such resolution to each delegate who is attending in person and shall notify the Policy Development Committee who will distribute the resolution to the remote attendees electronically.

Call to order for the opening of the business meeting shall be at 7 p.m. on Wednesday, November 1. The meeting shall be recessed at 8 p.m. on that day. District meetings will take place November 2 – 17 for district caucuses. The meeting shall be reconvened at 8:45 a.m. on November 29 and adjourned at 11:00 a.m. on November 30.

For 2023, delegates may participate in person or remotely through an electronic device, however, if a remotely participating delegate encounters technical difficulties with participation, the Chair may choose to proceed with the Annual Meeting at his or her discretion.

Also, delegates may substitute with a credentialed alternate delegate; however, registration for each delegate session will be locked after the following timeframes:

For the November 29 Delegate Session, delegate seating registration will close November 22 at 3:00 p.m.; for the November 30 Delegate Session, delegate seating registration will close November 27 at 3:00 p.m.

The following order of business is approved:

1. Call to order.
2. Proof of Service of Notice.
3. Report of Credentials Committee.
4. Report of Rules Committee.
5. Minutes of 2022 annual meeting.
6. Chief Operating Officer's Report.
7. Treasurer's Report.
8. Report of Policy Development Committee.
9. President's Address.
10. Nomination of directors by odd-numbered districts, and any district with a director vacancy to be made in district caucuses.
11. Election of directors to be held on Wednesday morning, November 30--election of directors representing odd-numbered districts, two at-large directors, and any district with a director vacancy, the Farm Bureau Young Farmer Committee, and the Farm Bureau Promotion and Education Committee.
12. New business.

The Chair is empowered to vary the order of business as necessity may require.

The business of the meeting shall be conducted in accordance with Robert's Rules of Order except as provided in these rules. A motion approved during the meeting may be reconsidered if a motion to reconsider is approved by majority vote. Reconsideration shall take place after all other policy resolutions in the Policy Development Committee report have been considered, but prior to any new policies or business. The Chair may appoint one or more parliamentarians.

Rules for Electing Directors:

1. Nominees for director positions must meet the qualifications established by the Bylaws. In addition, the Bylaws provide that no more than one person from the same immediate family or farming operation and, except in the case of the President who may be from the same district as

another director-at-large, no more than one director-at-large from a particular district may serve on the Board of Directors at any one time. Each candidate for director shall provide in writing, on the first day of State Annual Meeting, a statement describing how they meet the bylaw qualifications for directors to be “directly and actively engaged in farming as owners and/or operators of farms whose primary interest is in farming” and attesting that they are not employed full-time in an occupation other than farming nor serving in a county, state or national elective office. This statement must be provided to the Secretary of Michigan Farm Bureau who will provide it to the delegates.

2. District, Farm Bureau Young Farmer Committee, and Farm Bureau Promotion and Education Committee Directors.
 - a. Nominations for district directors for two-year terms shall be made by delegates from the odd-numbered districts at their respective caucuses. Nomination of one director from each odd-numbered district shall be made from the floor during the election process, and there shall be no other nominations from the floor for district directors.
 - b. Nominations for one-year terms for a director representing the Farm Bureau Young Farmer Committee and a director representing the Farm Bureau Promotion and Education Committee shall be made from the floor by the duly authorized representatives of such committees. There shall be no other nominations from the floor for directors representing these committees.
 - c. Nominating speeches for district directors and the directors representing the Farm Bureau Young Farmer Committee and the Farm Bureau Promotion and Education Committee shall not exceed two minutes each. There shall be a limit of one speech not to exceed two minutes to second a nomination for such directors, and their election may be by acclamation.
3. Director-At-Large.
 - a. Nominations for two director-at-large positions for two-year terms shall be made from the floor. The nomination and election process for each position will proceed separately and sequentially. A nomination for the second of the two at-large positions shall be out of order in any case where the nominee is from the same district as the director-at-large elected in the first election. If only one nomination for director-at-large for either position is made from the floor, such nominee shall be elected by acclamation. If more than one nomination is made, the election shall be by electronic ballot and each delegate shall be entitled to vote for one candidate. The election to office shall be by majority vote of the votes cast for each office. In the event that there are more than two nominees for director-at-large and no election results with respect to such position on the first ballot, the nominee receiving the lowest number of votes shall be dropped from the list of nominees on each of the following ballots until one person is duly elected in to each position of director-at-large.
 - b. Nominating speeches for director-at-large nominees shall be limited to two minutes each. There shall be a limit of one official speech not to exceed two minutes to second a

nomination for director-at-large. Other supporting speeches for director-at-large nominees shall be limited to two minutes each. If a director-at-large nominee was nominated for the first director-at-large position and was not elected to that position, he or she may be nominated for the second director-at-large position as well. In such case, the delegate making the nomination in the second election shall be entitled to make a nominating speech for such nominee of not more than two minutes

General Rules:

When resolutions that constitute changes to present policies are presented by the Policy Development Committee, only the additions or deletions shall be noted or summarized. Resolutions that constitute new policies shall be read in their entirety.

Any person offering an amendment or substitute motion from the floor that affects more than 10 lines of text in the preprinted proposed policy resolutions book (the amount of text that can be shown at one time on the screen in the meeting room) shall be responsible for providing a copy of such amendment or substitute motion to each delegate who is present in person and shall notify the Policy Development Committee who will distribute the amendment to the remote attendees electronically. Any person offering an amendment adding more than 5 words to a main motion shall submit the amendment in writing to the policy development administrative staff so that the amendment can be accurately displayed on the meeting room monitors in a timely fashion.

Electronic Voting Devices may be utilized when determined by the Chair on any motion or matter, unless there is an objection and the delegates choose otherwise by a majority vote. The final result will be displayed to the delegates. Electronic votes of individual delegates will be kept confidential and destroyed after Annual Meeting. Overall participation will be tracked by county, solely to evaluate participation in using the electronic voting devices.

In the event a resolution has been discussed for fifteen (15) minutes and not resolved, it shall be moved to the end of the agenda. A two-minute warning shall be given.

In cases where written ballots are used, ballots shall be distributed only to those persons wearing an official delegate badge, and tellers shall be selected from the delegate body with a Chairperson designated.

Handing out or distributing literature produced by organizations other than Michigan Farm Bureau or its affiliated companies within the convention hall during the period of the convention shall be prohibited unless prior permission is granted by the Rules Committee, and access to the delegate floor during delegate sessions shall be restricted to qualified delegates, members of annual meeting committees, members of the Board of Directors, and designated staff members of Michigan Farm Bureau.

Cell phones shall be set to silent mode during all delegate sessions.

SIGNED BY THE COMMITTEE:

Kylee Rasch, Chair
President, Kent County

Nathan Payne
President, Iosco County

Travis Fusilier
President, Washtenaw County

2023 State Policy Development Committee



Loren King
St. Joseph
District 1



Jim Spink
Jackson
District 2



Jason Sahloff
Monroe
District 3



Sharon Kokx
Barry
District 4



Charles Goeke
Ingham
District 5



Jeff Hodge
Lapeer
District 6



Todd Fox
Oceana
District 7



Kevin Thiel
Gratiot
District 8



Jennifer Smeltzer
Benzie-Manistee
District 9



Bill Hileman
Clare
District 10



Greg Shooks
Antrim
District 11



Dan Bahrman
Hiawathaland
District 12



Jason VanDrese
Hiawathaland
Young Farmer



Mitch Kline
Kalamazoo
Young Farmer



Chris Sanford
Jackson
Young Farmer



Julie Stephenson
St. Joseph
Promotion & Education



Peter Maxwell
Gladwin
At-Large



Kevin Messing, Vice Chair
Huron
At-Large



Stephanie Schafer
Clinton
MFB Board



Leona Daniels
Arenac
MFB Board



Michael DeRuiter, Chair
Oceana
MFB Board

2023 Board of Directors



Brigette Leach
Climax
District 1 Director



Jennifer Lewis
Jonesville
District 2 Director



Mike Fusilier
Manchester
District 3 Director



Jeff Sandborn
Portland
District 4 Director



Stephanie Schafer
Westphalia
District 5 Director



Travis Fahley
Yale
District 6 Director



Michael DeRuiters,
Vice President
Hart
District 7 Director



Michael Mulders
Essexville
District 8 Director



Ben LaCross
Lake Leelanau
District 9 Director



Leona Daniels
Sterling
District 10 Director



Patrick McGuire
Ellsworth
District 11 Director



Dave Bahrman
Skandia
District 12 Director



Jess Erler
Reed City
P&E Representative



Lane Grieser
Six Lakes
YF Representative



Carl Bednarski,
President
Caro
At-Large Director



Doug Darling
Maybee
At-Large Director



Paul Pridgeon
Montgomery
At-Large Director

Public Policy & Commodity Division Team



Matt Smego
Director, Public Policy & Commodity Division
msmego@michfb.com
(517) 679-5342
Legislative, Regulatory, Political Action, Policy Development, Environmental & Commodity Programs



John Kran
National Legislative Counsel
jkran@michfb.com
(517) 679-5336
National Legislative & Regulatory Issues



Nancy Nyquist
External Executive Management Services and Policy Specialist
nnyquis@michfb.com
(517) 679-4767
Executive Leadership Services, Labor



Andrena Reid
Administrative Coordinator
areid@michfb.com
(517) 679-5333
MFB Commodity Advisory Committees



Emily Reinart
Grassroots Policy Outreach Specialist
ereinar@michfb.com
(517) 679-5337
Policy Development and Public Policy Committee Outreach



Nicole Sevrey
Public Policy Communications Specialist
nsevrey@michfb.com
(517) 679-5344
Lansing Legislative Seminar, Legislative & Regulatory Communications



Rob Anderson
Manager, Government Relations Department
rander1@michfb.com
(517) 679-5343
Insurance, Health, Law, Higher Education



Matt Kapp
Government Relations Specialist
mkapp@michfb.com
(517) 679-5338
Political Action, Elections, Right to Farm, Land Use, Local Issues



Melissa Palma
PAC Relations and Events Specialist
mpalma@michfb.com
(517) 323-6740
Washington Legislative Seminar, AgriPac



Rebecca Park
Legislative Counsel
rpark@michfb.com
(517) 679-5346
Production Agriculture, Taxation, Education



Andrew Vermeesch
Legislative Counsel
avermee@michfb.com
(517) 679-4778
Natural Resources, Transportation, Energy



Ben Tirrell
Legislative Counsel
btirrell@michfb.com
(517) 679-5924
Environment, Labor, Safety



Loren Koeman
*Manager & Lead Economist,
 Industry, Conservation
 and Regulatory Relations
 Department*
 lkoeman@michfb.com
 (517) 679-5363
 Economic Analysis, Farm Bill,
 Trade, Industry Relations



Laura Campbell
*Senior Conservation &
 Regulatory Relations Specialist*
 lcampbe@michfb.com
 (517) 679-5332
 Environment, Farm Bill
 Programs, Water Quality
 & Quantity, Air Quality



Tess Van Gorder
*Conservation & Regulatory
 Relations Specialist*
 tvangor@michfb.com
 (517) 323-6711
 Natural Resources, Energy,
 Infrastructure, Recycling



Ernie Birchmeier
*Senior Industry
 Relations Specialist*
 ebirchm@michfb.com
 (517) 679-5335
 Livestock, Dairy, Poultry,
 Equine, Animal Health, Trade



Theresa Sisung
*Industry Relations
 Specialist*
 tsisung@michfb.com
 (517) 323-6729
 Field Crops, Specialty Crops,
 Grain Marketing, Biotechnology,
 Biofuels



Craig Knudson
*Industry Relations Specialist
 & Advanced Regional Manager
 - District 12*
 cknudso@michfb.com
 (231) 357-3864
 Forestry

**For more than 100 years, Michigan Farm Bureau
 has been the voice of Michigan agriculture.
 Our advocacy team understands that policy and
 politics play a key role in protecting the interests,
 passions and livelihoods of members.**

Chief Executive Officer's Report



Welcome county Presidents and honored delegates to the 104th annual meeting of the Michigan Farm Bureau! As many of you know, I love history. My favorite historical figure is Abraham Lincoln, and a favorite moment was his address at Gettysburg delivered 8 score years ago this year.

The invitation of the President that day was an afterthought as the keynote speaker was celebrated preacher and orator Edward Everett. Mr. Everett spoke for nearly 2 hours. President Lincoln's address was 269 words and lasted less than 2 minutes.

President Lincoln began his comments honoring the dead who gave the "last full measure of devotion" on that farm field. By participating in this State Annual Meeting, you are honoring our organization's founders with new ideas and actions.

Michigan Farm Bureau was shaped to amplify those ideas and support your actions. In 2023, your actions included joining fellow leaders at the Washington Legislative Seminar, the Young Farmer Leaders Conference, and the Voice of Agriculture Conference.

You informed Michigan's legislative leaders at district events, through the Farm Feed texting tool and in the halls of our state and nation's capitals. In doing so, your efforts led to a 20 percent increase in funding for the Michigan Department of Agriculture and Rural Development, changed the course of regulatory decisions surrounding livestock and water use, and stopped bills from ever leaving committee that were in opposition to Farm Bureau policy.

You advised the organization in Commodity Advisory Committees and Issue Advisory Committees. You read the *Michigan Farm News* and added ideas through our hallmark policy development process. You advanced leadership skills in our Academy for Political Leadership and ProFILE. You promoted agriculture in your communities with FARM Science Lab visits, FARM Crates, growing relationships with teachers and thoughtful community conversations.

At the heart of the organization, you were a leader in your county Farm Bureau. You worked with neighbor members to address issues close to home. Your counties worked with our outstanding Farm Bureau Insurance company to protect Michigan families, help address food insecurity, and grow regular membership for the 4th year in a row. And now you are representing those county Farm Bureau members as a delegate at this annual meeting.

In the second part of his speech, President Lincoln recognized that those "who struggled here, have consecrated [this place], far above our poor power to add or detract." With that acknowledgement, he challenged the nation to focus forward, build on their sacrifice and complete the task of unifying the nation.

In 2024, Michigan Farm Bureau members will focus forward, growing the voice of agriculture within your communities. You will influence an election that will shape the future of our state and country. Many of you will offer your trust in our organization to another farmer, asking them to become a member. And, Michigan Farm Bureau operations will be with you every step of the way.

Mr. Lincoln's concluding challenge was that "government of the people, by the people, for the people, shall not perish from the earth." Your policy process is a model for our nation. Michigan Farm Bureau is a thriving, strong organization of farmers, by farmers and for farmers.

I would love to have heard President Lincoln offer his comments and be inspired as the soldiers and attendees were that day. On behalf of your staff, we are inspired by your work and our service is dedicated to your success.

Thank you and have a great annual meeting!

A handwritten signature in black ink that reads "Scott D. Piggott". The signature is written in a cursive, flowing style.

Scott Piggott, CEO, Michigan Farm Bureau

➤ Visit michfb.com/annual-meeting to watch the video report.

Chief Executive Officer's Report



Congratulations on another great year culminating with the 104th Annual Meeting of the Michigan Farm Bureau.

As in years past, the insurance companies created almost 75 years ago by your predecessors, Farm Bureau Insurance continues to help protect and rebuild lives, businesses and farms to ensure generational success for Farm Bureau members.

Farm Bureau Insurance continues to be recognized in the industry around the country and in Michigan as one of the premier insurance companies for financial strength, caliber of service, and as a quality workplace that attracts a talented workforce.

The property casualty companies, Farm Bureau Mutual and General, were reaffirmed as an A- rating by the AM Best Company this past July. Farm Bureau Life Insurance Company of Michigan, including the affiliates of Leaders Life, and Cincinnati Life Insurance Company, were also reconfirmed with an A rating.

Our life company remains one of the best in the nation and was named again this year to Ward's Top 50, a ranking of the top 50 performing insurance companies in the United States. This is the 28th time in 33 years your insurance company has been part of this prestigious group.

Your insurance company was also recognized again with a superior rating for customer service experience throughout the claims process. And for the seventh time in the last eight years, the Detroit Free Press named Farm Bureau insurance one of the top workplaces in Michigan in 2023.

Your life company achieved a major milestone of \$25 billion of life insurance coverage in force this past September, representing more than 122,000 families. When I started here 30 years ago, we were at a mere \$5 billion. It took about 15 years to go to \$10 billion. We achieved \$20 billion in 2019. And only four years later, we're now at \$25 billion.

This year will go down as a single largest weather year in company history for our property casualty companies. Our committed claims team worked ex-

tremely hard in 2023, processing more than 10,700 storm claims totaling \$150 million.

Severe weather was not limited to Michigan. The industry is experiencing record losses due to weather and double digit increases in claim costs. According to reports, there were as many property-casualty claims in the first half of 2023 as there was for the entire year of 2022.

Although these storms are unlike anything we've seen in the last 10 years, as a multi-line insurance company, Farm Bureau Insurance has been able to help cover property casualty losses through the success of our life insurance company.

We are built to withstand tough times. We're well underwritten with a diverse book of business spread statewide and hundreds of successful agents who will continue to move us forward.

The balance sheets of life and property casualty insurance companies are well-capitalized with your life insurance capital and surplus at \$537 million and the property casualty companies mutual in general at \$737 million through August of this year.

We understand there are new realities of volatility with increased frequency of severe weather and continued inflation. The insurance industry is evolving as it does through all business cycles.

Farm Bureau Insurance is adjusting as well, giving you more options on coverages and deductibles and different ways to share costs that makes sense for your farms and budgets.

Our farmowner insurance product line witnessed growth across all sizes of farms in 2023. Some of our competitors have restricted the size of policies they will write, they've restricted coverages and in some cases just simply stopped providing farmowner coverage.

While others are running from the farming community, Farm Bureau Insurance's commitment to Michigan's farmers and agriculture has remained steadfast. That's why we've seen new farmer premium growth of just over \$5.2 million with increases across all sizes farms.

(continued)

As we strive to constantly improve our farmowner insurance products with innovative enhancements, I'm thrilled to share that in 2024, you'll have the option of purchasing replacement cost coverage on farm machinery and additional service line coverage.

Additionally, our crop and commercial insurance products continue to be a focus of growth for Farm Bureau Insurance.

Your crop insurance team continues to excel, helping members manage the inherent weather-related risks of crop production, with a 9% growth in coverage in 2023, marking the seventh consecutive year of growth.

Our commercial insurance business witnessed an impressive 10% growth in premiums in 2023, representing an additional \$11 million as of August.

In closing, I want to say congratulations to county

Farm Bureaus and our agency field force. Your combined efforts led to a fourth consecutive year of regular membership growth. Our dedicated agents know that in challenging times, people turn to Michigan Farm Bureau and Farm Bureau Insurance.

We also know that each and every day we must ask for, and more importantly, continue to earn your business. Farm Bureau Insurance is committed to delivering the insurance protection you and your family need.

We sincerely thank you for your trust in that commitment and for your continued business.

Have a successful annual meeting, and thank you!

A handwritten signature in black ink that reads "Donald Simon". The signature is written in a cursive, flowing style.

Don Simon, CEO, Farm Bureau Insurance

Treasurer's Report



Michigan Farm Bureau's ("MFB") balance sheet remains strong, in part because of financial support from its affiliates. Total assets as of August 31, 2023 were over \$20,892,000, a decrease from its prior year end balance of

over \$22,177,000 on December 31, 2022. MFB's three major asset categories are 'cash and money market funds', investments and 'other long-term assets'. 'Cash and money market funds' were \$4,459,000, while total investments with a value of \$7,930,000 consist primarily of bonds. 'Other long-term assets' relate largely to employee paid benefits to be amortized over the next six years.

The three major components of the Liabilities section of the balance sheet as of August 31, 2023 are accounts payable of \$1,670,000, deferred membership dues of \$2,355,000 and long-term liabilities of over \$4,302,000. Accounts payable include daily operating payables and the current portion of long term debt. Deferred membership dues represent dues already collected, but for which the benefits from programs, activities and membership services are to be provided over the remaining unexpired period of the annual membership. Long-term debt reflects an outstanding note with a 1.79% interest rate amortizing over the next six years. When undesignated reserves and deferred membership dues are added together, MFB has nearly \$13.4 million in reserve.

MFB primarily funds its activities with membership dues revenue, a grant from the Michigan Foundation for Agriculture ("MFA"), investment income and program fees. Through August 31, 2023, total revenues are over \$7,078,000. The combined program and general operating expenses through August 31 are nearly \$7,332,000. Included in the program activity were net expenditures of \$296,000 for core program activities through August 2023. The State

Annual event is the largest core program event with a net expense of \$516,000. Public Policy, Field Operations, Center for Education and Leadership Development and Center for Media & Marketing comprise the remaining program activities. There is a year-to-date net loss of \$253,000. Combining the year to date net equity change of MFB, Inc. and the net loss of MFB yields a combined net equity decrease of over \$908,000. MFB has sufficient reserves to meet its near-term operating needs.

The Board and management continue to monitor and update MFB's long-range financing plan. This effort is to ensure that MFB can continue to effectively carry out its mission to represent and enhance the interests of our members.

The Board of Directors continues to follow a long-range financing plan for Michigan Farm Bureau. In 2023, the funding plan is expected to total nearly \$8.4 million from Farm Bureau Life, FB Partners Group, Farm Bureau Mutual and Farm Bureau General. It is planned that a significant share of this funding will be charitable contributions of appreciated stock held by the insurance affiliates. This tax strategy allows the insurance affiliates to deduct the market value of the contribution and avoid paying capital gains tax on the realized gain.

An independent MFB audit report containing financial statements and related footnotes for the fiscal years ending December 31, 2022 and 2021 is available upon request.

Thank you for your continued leadership, volunteer efforts and financial support as we continue to grow today by building a better tomorrow for Michigan agriculture.

A handwritten signature in black ink, appearing to read 'T. L. Nugent'.

Thomas L. Nugent, Treasurer, Michigan Farm Bureau

➤ Visit michfb.com/annual-meeting to watch the video report. The video slides are included on the following pages.

Balance Sheet

August 31, 2023
(unaudited)

August 31, 2023
(unaudited)

December 31, 2022

ASSETS

	August 31, 2023 (unaudited)	December 31, 2022
CURRENT ASSETS		
Cash and Money Market Fund	\$ 4,459,112	\$ 2,477,525
Short-Term Investments	5,503,944	5,572,416
Accounts Receivable	1,080,974	1,473,438
Prepaid Expenses	975,923	1,234,608
TOTAL CURRENT ASSETS	12,019,954	10,757,987
INVESTMENTS		
Long-Term Investments	2,426,186	4,327,284
Net Investment in Affiliates	2,037,590	2,037,590
TOTAL INVESTMENTS	4,463,776	6,364,874
OTHER LONG TERM ASSETS	4,121,299	4,742,291
FIXED ASSETS LESS ACCUM DEPRECIATION	287,535	312,689
TOTAL ASSETS	\$ 20,892,564	\$ 22,177,840

LIABILITIES & EQUITY

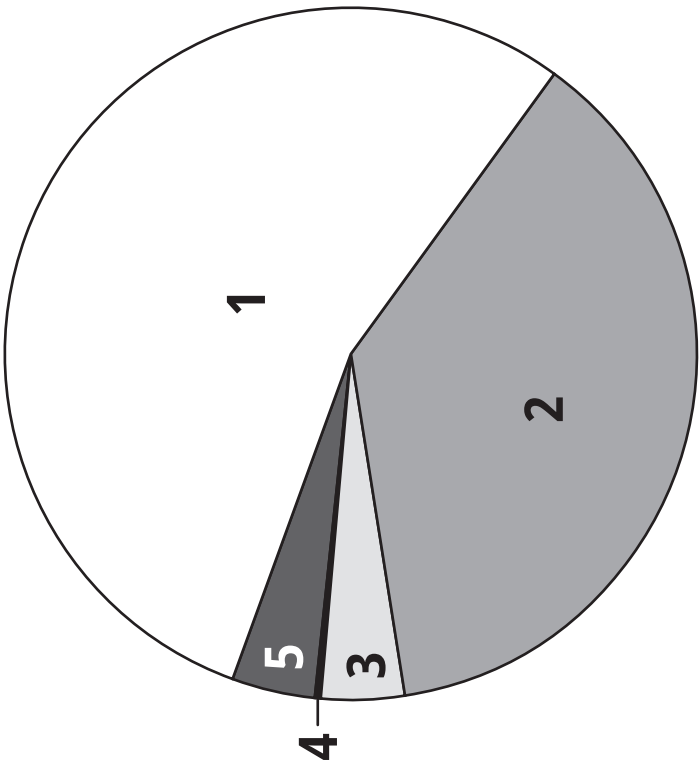
CURRENT LIABILITIES		
Accounts Payable	\$ 1,670,006	\$ 1,919,966
CFB Dues Pool Payment	533,028	11,479
American Farm Bureau Dues	77,400	307,755
Deferred Membership Dues	2,355,117	2,334,860
Accrued Payroll & Other Expenses	203,978	718,068
TOTAL CURRENT LIABILITIES	4,839,528	5,292,128
LONG TERM LIABILITIES	4,301,776	4,881,121
TOTAL LIABILITIES	9,141,304	10,173,248
EQUITY		
Board Designated - Young Peoples' Trust	462,138	413,632
Board Designated - Legal Defense Fund	264,530	235,455
Undesignated:		
Beginning of Year	11,277,924	10,419,663
Net Income (Loss)	(253,332)	935,842
TOTAL EQUITY	11,751,260	12,004,592
TOTAL LIABILITIES & EQUITY	\$ 20,892,564	\$ 22,177,840

Statement of Revenue and Expense

For the Eight Months ended August 31, 2023

	Total Budget	Year to Date Actual (unaudited)	Year to Date Budget	Over/(Under) Budget
NUMBER OF MEMBERS	204,492	142,914	141,901	1,013
REVENUE				
Membership Dues	\$ 5,482,661	\$ 3,881,932	\$ 3,808,352	\$ 73,580
Deferred Membership Dues	(35,061)	(20,256)	(15,533)	(4,723)
Core Program Dues	408,984	285,828	283,802	2,026
Legal Defense Fund Contributions	10,936	8,531	5,468	3,063
MI Foundation for Ag Grant	6,894,933	2,651,149	2,840,306	(189,157)
Investment Income	1,033,205	271,154	891,713	(620,559)
TOTAL REVENUE	13,795,658	7,078,338	7,814,108	(735,770)
PROGRAM EXPENSES				
Core Programs	1,176,467	296,435	411,366	(114,931)
Public Policy & Commodity Division	3,044,307	1,933,650	2,009,346	(75,696)
Field Operations Division	3,384,952	2,153,721	2,213,136	(59,415)
Center for Education & Leadership Development	1,371,441	819,523	941,561	(122,038)
Center for Media & Marketing	1,267,797	222,253	207,819	14,434
Legal Defense Fund	25,000	306	16,667	(16,360)
TOTAL PROGRAM EXPENSES	10,269,964	5,425,889	5,799,895	(374,006)
Management & General Expense	2,566,518	1,745,517	1,867,588	(122,071)
Board of Directors Expense	207,791	160,264	123,462	36,802
TOTAL BOARD & MANAGEMENT & GEN	2,774,309	1,905,781	1,991,050	(85,269)
NET INCOME (LOSS)	\$ 751,385	\$ (253,332)	\$ 23,163	\$ (276,495)
MFB INC NET LOSS	(673,331)	(654,851)	(874,034)	219,183
COMBINED NET INCOME (LOSS)	\$ 78,054	\$ (908,183)	\$ (850,871)	\$ (57,312)

MFB Revenue through August 2023*



1 Membership Dues, \$3.9m (54.6%)

2 MFA Grant, \$2.6m (37.5%)

3 Core Program Revenue, \$0.3m (4%)

4 Other, \$0.01m (0.1%)

5 Investment Income, \$0.3m (3.8%)

**Unaudited*

MFB Financing Plan

Michigan Farm Bureau Financing Plan

Farm Bureau Life Insurance	\$ 4,168,000
FB Partners Group	1,500,000
Farm Bureau General Insurance	440,000
Farm Bureau Mutual Insurance Company of Michigan	910,000
Total	\$ 7,018,000

Other Funding Support

State Annual Meeting Sponsorship	}	\$ 1,345,000
Promotion Expense		
Other charitable contributions and shared expenses		
Total Support in 2023		\$ 8,363,000

2023 MFB Annual Meeting – Delegate Seating

Stage Area

A

	Copper								
	Menominee			Country			Chippewa		
1	1	2	3	4	5	6	7	8	9
	Iron								
	Mac-Luce			Hiawathaland			Range		
2	1	2	3	4	5	6	7	8	9
	Northwest			Mason			Missaukee		
3	1	2	3	4	5	6	7	8	9
	Northwest			Shiawassee			Mic		
4	1	2	3	4	5	6	7	8	9
	Benzie								
	Manistee			Wexford			Shiawassee		
5	1	2	3	4	5	6	7	8	9
	Ingham			Clinton					
6	1	2	3	4	5	6	7	8	9
	Ingham			Clinton					
7	1	2	3	4	5	6	7	8	9
	Ingham			Genesee			Eaton		
8	1	2	3	4	5	6	7	8	9
	Genesee			Eaton					
9	1	2	3	4	5	6	7	8	9
	Macomb			Monroe					
10	1	2	3	4	5	6	7	8	9
	Macomb			Monroe			Mic		
11	1	2	3	4	5	6	7	8	9
	Oakland			Livingston					
12	1	2	3	4	5	6	7	8	9
	Washtenaw			Livingston					
13	1	2	3	4	5	6	7	8	9
	Washtenaw								
14	1	2	3	4	5	6	7		
	Wayne								
15	1	2	3						

B

	Kent											
1	1	2	3	4	5	6	7	8	9	10	11	12
	Ottawa											
2	1	2	3	4	5	6	7	8	9	10	11	12
	Kent						Ottawa					
3	1	2	3	4	5	6	7	8	9	10	11	12
	Ionia						Barry					
4	1	2	3	4	5	6	7	8	9	10	11	12
	Ionia						Allegan					
5	1	2	3	4	5	6	7	8	9	10	11	12
	Otsego				Emmet				Allegan			
6	1	2	3	4	5	6	7	8	9	10	11	12
	Cheboygan			Antrim		Calhoun			Branch			
7	1	2	3	4	5	6	7	8	9	10	11	12
	Presque											
	Isle			Charlevoix			Calhoun			Branch		
8	1	2	3	4	5	6	7	8	9	10	11	12
	Jackson				Lenawee				Hillsdale			
9	1	2	3	4	5	6	7	8	9	10	11	12
	Jackson				Lenawee				St Clair		Hillsdale	
10	1	2	3	4	5	6	7	8	9	10	11	12
	Huron						St Clair			Hillsdale		
11	1	2	3	4	5	6	7	8	9	10	11	12
	Huron						Tuscola					
12	1	2	3	4	5	6	7	8	9	10	11	12
	Huron						Tuscola					
13	1	2	3	4	5	6	7	8	9	10	11	12
	Lapeer				Sanilac				Tuscola			
14	1	2	3	4	5	6	7	8	9	10	11	12
	Lapeer				Sanilac							

C

	Gratiot			Midland			Isabella		
1	1	2	3	4	5	6	7	8	9
	Gratiot			Isabella					
2	1	2	3	4	5	6	7	8	9
	Saginaw			Bay					
3	1	2	3	4	5	6	7	8	9
	Mic		Saginaw			Bay			
4	1	2	3	4	5	6	7	8	9
	Newaygo			Osceola			Montcalm		
5	1	2	3	4	5	6	7	8	9
	Mecosta			Muskegon			Montcalm		
6	1	2	3	4	5	6	7	8	9
	Mecosta			Oceana			Huron		
7	1	2	3	4	5	6	7	8	9
	Gladwin			Iosco			Ogemaw		
8	1	2	3	4	5	6	7	8	9
	Arenac			Clare			Cass		
9	1	2	3	4	5	6	7	8	9
	Berrien			Cass					
10	1	2	3	4	5	6	7	8	9
	Mic		Berrien			Cass			
11	1	2	3	4	5	6	7	8	9
	Kalamazoo								
12	1	2	3	4	5	6	7	8	9
	St Joseph			Van Buren					
13	1	2	3	4	5	6	7	8	9
	St Joseph			Van Buren					
14	1	2	3	4	5	6	7	8	9