

Ohio Farm Bureau Foundation 2008 Annual Report

*Striving for measurable
agricultural community
improvement in Ohio through
the support of projects
that focus on agricultural
education, environmental
and economic issues.*



President's Message...

December 2008

Hello!

Producers and consumers - All of us are touched in some unique way by agriculture. The Ohio Farm Bureau Foundation is helping farmers, business professionals and community groups identify valuable links where agriculture can benefit rural, suburban and urban neighborhoods.

Farming as a profession, vocation and way of life offers a variety of opportunities that can enrich any educational experience. While some groups work with the Foundation to create *Agriculture in the Classroom* projects that enhance reading, social studies, art and science curricula for elementary and middle school students, others can use resources provided by the organization to pursue college scholarship, special research and adult education projects.

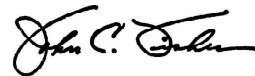
In the last century, American agriculture was called upon to be a world leader in providing food and fiber for consumers here and abroad. This challenge, and responsibility, continues to grow. Farmers will maintain this leadership position, as well as address new challenges in agbioresource and energy production. Research that addresses these demands will need to include strategies in effective environmental stewardship.

From farm to market, many entrepreneurs and veteran business leaders appreciate how agriculture provides a variety of economic opportunities. Some groups work with the Foundation to help create farmers markets. Other groups appreciate the organization's interest in them as they create new food processing or service industries. These business development projects can be found in remote country surroundings, as well as within the centers of many of Ohio's major cities.

The Ohio Farm Bureau Foundation continues to grow. We invite you to learn more about how we support your neighbors, as well as get involved in our programs too.

Thank you for your time and consideration. We look forward to sharing the Foundation's accomplishments and challenges with you for years to come.

Sincerely,



John C. (Jack) Fisher
President

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Our Mission...

The Ohio Farm Bureau Foundation strives for measurable agricultural community improvement in Ohio through the support of projects that focus on agricultural education, environmental and economic issues.

Our History...

Organized in 1985, The Ohio Farm Bureau Foundation, Inc. (Foundation) has helped community groups, civic leaders and consumers in rural, suburban and urban neighborhoods utilize agriculture to address a variety of quality of life issues.

Some of our programs have created collaborations that have statewide impact. Farm Bureau leaders worked through the Foundation to gather resources to create the Ohio Agribusiness Development Center as well as the new Nationwide – Ohio Farm Bureau 4-H Center, both located at The Ohio State University.

Other programs create special local benefits. Over the past four years the Foundation has awarded close to forty *Agriculture Action and Awareness Grants* to support a variety of education, environmental research and economic development programs. Ag in the classroom efforts, soil and water conservation projects and establishing farmers market operations in inner cities have been enhanced.

Recognizing individual dreams and leadership development are priorities too. The Foundation supports a “family” of scholarships. Our *Darwin Bryan Scholarship Program*, the *Women’s Leadership in Agriculture Scholarship Program* and our newly created *Foundation Scholar Program* are helping students pursue careers in science, education and community service.

The Ohio Farm Bureau Foundation is a 501(c) (3) non-profit, public charitable organization. The organization is governed by a combination of leaders with Farm Bureau experience, as well as those having expertise working and representing a variety of different service areas and different rural, suburban and urban communities. Resources contributed to the Foundation are redistributed, as grants, scholarships and other support actions. Contributions are tax deductible as allowed by law.

Foundation Leadership...

John C. (Jack) Fisher – President

Jack Fisher is the Executive Vice President of the Ohio Farm Bureau Federation, a position he has held since 1996. Fisher grew up on a farm in Crawford County, Ohio and holds a bachelor's degree in Agriculture from The Ohio State University and a master's degree in counseling from Ball State University. He formerly served as the Director of Governmental Affairs and Commodities for the Illinois Farm Bureau; as Deputy Director of the Ohio Department of Agriculture from 1980-1983; as Director of the Illinois Corn Growers Association and Corn Marketing Board and as a plant manager for the popcorn division of Wyandot Inc. in Morral, Ohio. He currently serves on many agricultural boards and advisory committees.

Robert Vance - Vice President

Robert (Bob) Vance serves as Senior Vice President of Organization for the Ohio Farm Bureau Federation. He provides oversight for the organization's financial, technology, business development and human resource departments. Bob was raised on an Ashtabula County farm and holds a degree from Capital University and is a U.S Army Vietnam veteran. He was Director of Ohio Health Sales with Nationwide Insurance, and Director of Member Services, Director of Membership Activities and Organization Director for Ohio Farm Bureau Federation before returning to the company in 2004. Bob serves on many agricultural committees and is active in several charitable associations.

Keith Truckor - Treasurer

Keith Truckor serves as Treasurer of the Ohio Farm Bureau Board of Trustees, the third highest elected office in the 230,000 – plus member general farm organization. He has been active in the Fulton County Farm Bureau for 30 years and has held a number of offices in the organization, including president. Truckor has also served as a township clerk, and has served on American Farm Bureau's Commodity Advisory Committees. The Truckor family farm is located near Metamora, Ohio and focuses on corn, wheat, soybeans and popcorn production.

Doug Graham

Doug Graham serves as Strategic Consultant for Sponsor Relations with Nationwide Insurance. He is responsible for managing relationships with agriculturally based customer groups that sponsor Nationwide, such as the Ohio Farm Bureau Federation and CHS Cooperatives. He coordinates Nationwide's communication efforts with its sponsors, and administers programs for the Nationwide Board Council, which meets quarterly with the Nationwide Board of Directors. Since joining Nationwide in 1981 as a communications manager, Graham has represented Nationwide on boards and committees of several agricultural and cooperative associations, serving as president of the Cooperative Communicators Association and the Ohio Council of Cooperatives. He holds a journalism degree from Ohio University, and is an alumnus of the Graduate Institute of Cooperative Leadership.

Amber Hulme

Amber Hulme serves as Vice President Commercial Business Unit-Central/Southern Ohio for Medical Mutual of Ohio (MMO). The company is the oldest and largest health insurance company based in Ohio, and provides group and personal insurance plans, health care benefits and third-party administrative services to self-insured group customers. A native of Piqua, Ohio she attended Edison Community College and Wright State University, Amber has extensive experience in business management, account administration and customer service. Along with her involvement with the Ohio Farm Bureau Foundation, Amber is involved as a board member of the Buckeye Ranch, the Dublin Rotary and the YWCA. Amber advises Foundation leaders on community and human service issues.

Todd Beckwith

A native of Ashtabula County, Ohio, Todd Beckwith has over twenty years experience in rural economic development. He has served as Senior Vice President, Commercial Agribusiness with KeyBank, Cleveland, Ohio, as well as held similar responsibilities with CoBank, Louisville, Kentucky and its affiliated business operations. Todd has worked with Farm Credit associations to provide financial services to agricultural producers and rural homeowners. Moreover Beckwith supervised finances for agricultural exports; rural utility customers including electric, telecommunications, water and waste disposal systems. Todd advises Foundation leaders on agribusiness, economic research and community development projects.

Board members come from many different backgrounds.

They combine their experiences to help rural, suburban and urban neighborhoods.



Dr. Norman Fausey

Dr. Norman Fausey serves as Director of the Agricultural Drainage Research Unit – USDA, and is an Adjunct Professor with The Ohio State University, Columbus, Ohio. Dr. Fausey is a key researcher helping farmers, planners and community leaders create and implement systematic drainage systems that help maintain and/or improve water quality. As part of his research responsibilities, Norman maintains working relationships with ODNR, the Ohio Federation of SWCD’s, special watershed research projects impacting water supplies in suburban and urban settings, Ohio and US EPAs, the Ohio Department of Health and other research institutions. Fausey advises Foundation leaders on agricultural ecology, and environmental projects.

Creating Resources...

The Ohio Farm Bureau Foundation conducts several fund raising activities. Some programs are conducted on a special, as needed basis while others are a part of the organization's annual activities. These activities include:

Foundation Golf Invitational

This annual event helps link members of central Ohio's business community with Foundation programs and activities. Many urban based companies use the opportunity to network with farm and agribusiness leaders to discover how they can get further involved in agriculture based programs in rural, suburban and urban settings. Each Invitational recognizes a special honoree whose career and life accomplishments exemplify the Foundation's education, environmental research and/or community development objectives.

This year's Invitational was held in late June at the Jefferson Golf and Country Club near Blacklick, Ohio. Over \$39,000 was raised for the organization's *Community Grantmanship* and scholarship programs.

The Ohio Farm Bureau Foundation would like to thank the following members of our corporate support community for making the 2008 Foundation Golf Invitational a great success...

Allied Insurance, Brickler & Eckler LLP, CBIZ Financial Solutions Incorporated, COBA/Select Sires, Columbia Gas of Ohio, ComDoc Incorporated, Cooper Farms, Crowne Plaza Hotel – Columbus, Dean Simeral, Dodge, Fifth Third Bank, Franklin County Farm Bureau, Galen R. Barnes, GatesMcDonald, Hamilton Insurance Agency – Nationwide, Hirsch Fruit Farm, Insurance Intermediaries Incorporated, Jeffery Skinner, Jones Day- Columbus, Markey's Audio Visual Services, Medical Mutual of Ohio, Nationwide, Nationwide Agribusiness, Nationwide Bank, Ohio Agricultural Research & Development Center, Ohio Corn Growers Association, Ohio Farm Bureau Federation, Ohio Soybean Association & Council, Ohio Pork Producers Council, Ohio State University College of Agriculture, Our Ohio, R. R. Donley, Rea & Associates, Smith Creative Services, Van Kley & Walker LLC, W. R. Joslin & Son Incorporated and Watkins Printing Company

Rural-Urban Community Silent Auction

Farm communities are unique – Each neighborhood; each county has its roots. Families share a common background, history, customs and heritage. Many local residents want to share their roots with others. Over the past three years many county Farm Bureaus and supporting business entities donated special baskets and unique items their represent their communities for sale in the Foundation’s annual Rural-Urban Community Silent Auction. The program is carried over the Internet throughout November on CMarket’s national *Bidding for Good Network* at www.ofbf.cmarket.com.

The auction concludes with a special “live” session featuring the Ohio State Fair *Sale of Champions* Auctioneer, Jonny Regula. The event was held in conjunction with the Ohio Farm Bureau Federation Annual Meeting’s *Hospitality Corner* on December 3, 2008. Over \$8000 was raised for use in *Community Grantsmanship* and scholarship programs

The Ohio Farm Bureau Foundation would like to thank the following organizations for their support for making the 2008 Rural-Urban Community Silent Auction a success...

County Farm Bureaus

Brown, Carroll, Champaign, Clark, Coshocton, Delaware, Franklin, Gallia, Geauga, Hardin, Hocking, Holmes, Huron, Knox, Lawrence, Licking, Logan, Lucas, Madison, Mahoning, Marion, Monroe, Morgan, Muskingum, Noble, Ottawa, Perry, Summit, Union, Washington, Wayne, Wood and Wyandot

Corporate Community

Columbia Gas of Ohio, Divensenzo Family Tree Farm, Jack Fisher & Family Key Bank, Lowe Farms, Nationwide Bank, Medical Mutual of Ohio, Ohio CAT, Ochsendorf Promotions, Ohio Harness Horsemen’s Association, Ohio Livestock Coalition, Ohio Poultry Association and PBJ Promotions



Dodge Vehicle Purchase Program

Established during the 2007 program year, the Ohio Farm Bureau Federation (OFBF) through its relationship with Dodge has enhanced a special member benefit program. OFBF member families throughout Ohio can take advantage of a special rebate program on the purchase of select new Dodge vehicles. The qualifying vehicle selection list includes eleven different truck, minivan and car models.

As part of the program, OFBF has pledged a \$50 donation to the Ohio Farm Bureau Foundation for every new Dodge vehicle purchased by its members under the program. Proceeds from the project will be available to the Foundation at the beginning of its 2008 program year.

Building Your Own Legacy – The Ohio Farm Bureau Foundation Bequest Society

Many families are discovering that you don't need a large fortune to positively impact people's lives... ...All you need is interest, and a plan.

The *Ohio Farm Bureau Foundation Bequest Society* is helping families establish a vital, first step in creating a lifetime gift giving strategy by establishing a charitable bequest in their will and estate plan.

Program benefits include:

- ✚ *Private, Personal Control* – Families can dedicate a small portion or percentage of their estate. They can keep the exact amount confidential and easily change future plans. Those giving gifts can notify the special charity of their intentions too.
- ✚ *Gifts The Grow as You Grow* – Create a gift to fit your needs and interests. As your family continues to be blessed in the future, your gift can grow too.

*Many families are
discovering that they can
create their own plans for
personal philanthropy
with the Ohio Farm
Bureau Foundation*

- ✚ *Opportunities and Options* – Creating a simple bequest now creates a great avenue to develop other gift giving strategies.
- ✚ *Staying Informed* – Bequest Society members receive information and updates on activities, events. These include seminars and education programs on estate planning strategies.




Plant a Seed and Watch it Grow...

The Ohio Farm Bureau Foundation looks for instances where its support can help small community groups and individuals make a difference! In many cases, funding provided by the Foundation has helped local leaders capitalize on opportunities where original gifts and benefits have been multiplied several fold. The following programs highlight and/or support projects administered by the Ohio Farm Bureau Foundation:

Agriculture Action & Awareness Grants

The Ohio Farm Bureau Foundation awards *Agriculture Action and Awareness Grants* on a competitive basis. The program is open to independent producers, agricultural producer groups, and/or community service groups in rural, suburban and/or urban settings.

Grant recipients receive awards to initiate, continue and/or complete a program highlighting agriculture and its impact on the community in one of the following focus areas:

-  Economics, community development and/or agribusiness development.
-  Education, promotion, public awareness and/or community outreach.
-  Environmental research involving agriculture and its impact on the respective community.

Grant awards range from a minimum of \$1000 to a maximum of \$2500. Matching funds and/or resources (some of a group's own money budgeted for the project, volunteer commitment to work on the project and/or commitments to "teaming up" with other organizations to conduct the project) are required.

Since its creation in fall 2005, the Foundation's *Agricultural Action and Awareness Grant Program* has collectively awarded over \$70,000 to community action organizations, schools, producer organizations, county Farm Bureaus, non-profit service organizations, neighborhood groups and individuals.

Community Grantsmanship Workshops Offered

Small, community based groups (including county Farm Bureaus) wanting to gain better insight and experience in the whole grant planning and solicitation process can participate in our Community Grantsmanship program.

Community Grantsmanship helps individuals and small groups form leadership teams, complete a community needs assessment, write a proposal, budget resources and initiate the program planning required to fulfill grant acceptance agreement obligations. Over the past year, parent-teacher organizations, local economic development groups and neighborhood service organizations have used Community Grantsmanship workshops to help them sharpen essential fund raising skills. Foundation staff members administer the program.

The Ohio Farm Bureau Foundation (Foundation) continues to develop programs helping smaller, community-based groups and has awarded a series of *Agricultural Action and Awareness Grants*. Competitively awarded grants were given to the following projects and organizations in 2008:

- ✚ *Agriculture Meets Educators and Urban Dwellers*, Bob Stoll and Logan County SWCD, Bellefontaine, Ohio
- ✚ *Agriculture and Natural Resource Conservation Expo*, Carroll County SWCD, Carrollton, Ohio
- ✚ *Agricultural Field Trip Without the Bus*, Rita Lahmers and Newcomerstown Exempted Village Schools, Newcomerstown, Ohio
- ✚ *Agricultural Leadership Program*, Crossroads RC&D, New Philadelphia, Ohio
- ✚ *Chesterhill Produce Auction Enhancement Program*, Chesterhill Produce Auction, Chesterhill, Ohio
- ✚ *Eastern Ohio Apiculture Project*, Crossroads RC&D, New Philadelphia, Ohio
- ✚ *Green Thumbs and Dirty Hands*, Girl Scouts of Maumee Valley Council, Toledo, Ohio
- ✚ *OwJL Camp Ag Awareness Classes*, Ohio Wesleyan University, Delaware, Ohio
- ✚ *Certified Kitchen Project*, Ripley Farmer's Market, Ripley, Ohio
- ✚ *SouthPointe Farmer's Market Development*, Children's Hunger Alliance, Columbus, Ohio
- ✚ *Farm Market Expansion for Participants in Federal Assistance Programs*, Springfield Farmer's Market, Springfield, Ohio

The Ohio Farm Bureau Foundation increased resources earmarked for grants, as well as increased the number of annual awards by 15 percent over their previous program year.



A “Family” of Scholarship Programs

The Ohio Farm Bureau Foundation maintains a “family” of scholarship endowments that include:

✚ *Darwin Bryan Scholarship Program:* The Darwin Bryan Scholarship Fund was established by the Ohio Farm Bureau Board of Trustees in 1983 in honor of Darwin R. Bryan whose enthusiastic leadership during his 37 years of service to the organization has been an inspiration to rural youth throughout Ohio. The objective of the scholarship fund is to assist students who have been active in the Farm Bureau youth program and/or whose parents are Farm Bureau members to continue their education. A minimum of five \$1000 awards are given each year.

“I feel the key to success in life is education... ..My experiences in college will be instrumental in helping me become a lifelong leader.” - Ben Colston, Darwin Bryan Scholarship Recipient

“While my background lies in agriculture, my true passion is helping others grow. Teaching in a high school setting, I will have the opportunity to work on a daily basis with developing students.” – Rose Dudgeon, Women’s Leadership in Agriculture Scholarship Recipient

✚ *Women’s Leadership in Agriculture Scholarship Program:* The Ohio Farm Bureau Foundation, working directly with support from the Charlotte R. Schmidlapp Fund, Fifth Third Bank, Trustee has established the Women’s Leadership in Agriculture Scholarship Program and its initial endowment. A minimum of three \$1000 awards are given each year.

✚ *Foundation Scholar Award:* Building upon the interests of its donors, the Ohio Farm Bureau Foundation Board of Directors has established the new *Ohio Farm Bureau Foundation Scholar (OFBFS)* award. The *OFBFS* award recognizes students for academic effort, community service and career interests that use agriculture to enhance the partnership between producers and consumers in rural, suburban and/or urban settings. A minimum of two \$1000 awards are given each year.



Donor-Centered Philosophy...

The Ohio Farm Bureau Foundation practices an approach to communication and recognition that is *Donor Centered*. Donor interests and sensibilities are key in the design and delivery of all aspects of our fundraising programs. Our donors can expect prompt, personalized acknowledgement of their gifts to the Foundation, as well as meaningful and measurable information on their gifts at work before they will be asked to give again.

Foundation leaders and staff members play an important role in introducing potential and interested donors to the privilege and opportunity of giving, as we recognize that our organization has the capacity to influence giving to our own as well as to other not for profit organizations through how we communicate with our donors.

It is in the act of giving and not the size of any donation that underlies our donor communication, philosophy and actions.

Donor-Centered Principles in Action

Ohio Farm Bureau Foundation leaders and staff agree to:

- ✚ Work at all times within a Business Plan that identifies and defines our long-term goals, describes specific programs and services, as well identifies measurable objectives and results
- ✚ Welcome designated giving to specific Foundation programs and services.
- ✚ Acknowledge donor generosity through prompt, personalized thank-you letters, personal contact and other communication pieces.
- ✚ Design and execute donor recognition events that showcase gifts at work as a priority, adhere to a conservative budget and acknowledge the collective generosity and importance of all donors.
- ✚ Communicate information on gifts at work to all donors as effectively as possible, and do so before asking donors for another gift.
- ✚ Refrain from providing or withholding information and access based on individual gift value, in the belief that generosity can only be defined by the donor, and that all donors need and deserve information on their gifts at work.



Commitment of Resources...

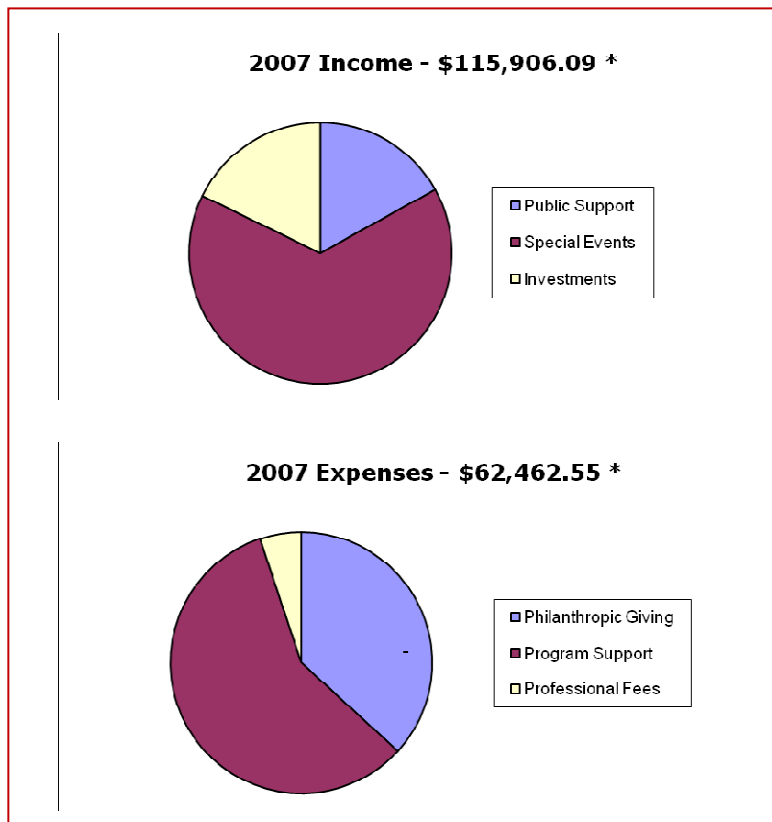
The benefits, strengths and advantages that are key to the Ohio Farm Bureau Foundation's success are:

- ✚ *Proven Experience* - Twenty-plus years organized as a charitable organization, using Ohio agricultural resources to impact communities, families and consumers.
- ✚ *Established Support* - The Foundation was created by the 230,000 member family strong, Ohio Farm Bureau Federation, Inc.
- ✚ *Acceptance & Accountability* - Establishing trust with potential givers as a public foundation worthy of their contribution and devoted to administering it efficiently and effectively, reflecting the Foundation's mission and purpose. The Organization was audited by Norman, Jones, Enlow & Company, Certified Public Accountants and Management Consultants of Columbus, Ohio. The Independent Auditor's Report and organization's audited financial statements may be examined upon request by contacting the Ohio Farm Bureau Foundation.

- ✚ The Foundation participates in the National Better Business Bureau (BBB) service standards program for philanthropic non-profit organizations.

- ✚ The organization is a member of the National Committee for Planned Giving and Association of Fundraising Professionals.

- ✚ Foundation staff has access to grant writing resources through membership with the Grantsmanship Center.



** Please Note – Financial data depicted in the graphics highlighted above are the basic results of the Ohio Farm Bureau Foundation's most recently completed (2007) audit. These graphics will be updated using the basic results of the 2008 audit in July 2008.*

Ohio Farm Bureau Foundation

280 North High Street
P.O. Box 182383
Columbus, OH
43218-2383

www.ofbfoundation.org

Phone: 614.246.8294

Fax: 614.246.8694

E-Mail: foundation@ofbf.org

