



# Farm Foundation Fellows Session January 2025

# AGENDA

- **Welcome, John Foltz (5 minutes)**
  - Welcome to all fellows/HLFs, new fellows from previous night
  - Purpose/goals of session
  - Introduce advisory council members
- **Round Table Updates, Tim Brennan (10 minutes)**
  - Next Round Table locations and dates
  - Round Table engagement – New
- **FAQs, Tim Brennan and Morgan Craven (10 minutes)**
  - Event costs and pricing – Why does Round Table cost so much?
  - Farm Foundation financial snapshot
- **Fellows discussion – What's on your radar for 2025? (45 minutes)**

# ADVISORY COUNCIL MEMBERS



**John Foltz** Chair,  
Northwest



**Howard Halderman**  
Indiana, Farm  
Management



**Mary Ledman**  
Rabobank, dairy sector



**Ron Rainey**  
Arkansas, academic, new  
Fellow



**Fabiola Perez** John  
Deere, CA and Midwest,  
new Fellow



**Jenny Maloney**  
California, Bayer



**Darci Vetter** DC, former  
USDA ag negotiator,  
PepsiCo policy



**David Hill** Florida,  
farmer



**David Gilmore** Former  
Farm Foundation Board,  
Midwest

# ROUND TABLE ADVISORY COUNCIL

- **Increase input** from with a larger and broader group of Fellows.
- **Provide input and ideas** for the Round Table program including program strategy, locations, themes, and planning committees
- **Identification and recruitment** of potential new Fellows
- **Voting on new Round Table Fellows** and naming Honorary Life Fellows

# UPCOMING MEETING LOCATIONS

## July 16-18, 2025, Spokane, Washington

- The Centennial Hotel (room rate = \$169)
- Proposed theme – *Technology, Tools, and Trends*
- Committee: John Foltz (chair), Mary Snapp (FF RT Fellow), Wendy Powers (WSU Ag Dean), John Power (FF RT Fellow), Rich Hendershot (VP AgWest Farm Credit)

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## January 14 – 16, 2026 – El Paso, Texas / Las Cruces, NM

- Hotel Paso del Norte (El Paso, TX)
- Tour mostly around Las Cruces, NM (45 mi from El Paso)
- Proposed theme - US Ag Labor and Immigration
- Committee is seeking volunteers!



**Guests to invite?** Email Katie Merkle –  
[katie@farmfoundation.org](mailto:katie@farmfoundation.org)

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# UPCOMING MEETING LOCATIONS

## July 2026 - St Louis, MO

- The 100<sup>th</sup> Round Table!
- Expanded Invitations like the Chicago Round Table in 2023
- Topic, hotel and planning committee to be determined



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**Seeking input and ideas for future topics and locations**

## POTENTIAL FORMAT CHANGES FOR SUMMER 2026 MEETING



**Tuesday-Thursday, with tour  
*after* the meeting**

- Tuesday – opening keynote, 1-2 general sessions, and opening awards dinner
- Wednesday – full day meeting, 2-3 joint sessions, lunch table talks, PM session tracks, joint closing keynote
- Thursday – tour day
- Special times set aside for Fellows-only
- Lower costs due to event structure
- More content and community options

# ROUND TABLE ENGAGEMENT - FROM YOUR INPUT

- Book Club
- Round Table LinkedIn badges
- Virtual Town Halls, two per year, next one in March 2025
- Regional events in 2025
  - CA, DC and IN
- Exploring loyalty/benefits program to thank you for your extra engagement across Farm Foundation activities, such as mentors, being a speaker, etc.
- Other ideas?



## CURRENT ROUND TABLE AND HLF'S

**148**  
**Round Table Fellows**



**84% Male**

**16% Female**



**70**  
**Honorary Life Fellows**

# New Round Table Fellows 2019-2024

## Farmers & Ranchers



2022



2024



2020



2021



2024



2022



2022



2021



2024



2020



2022

## Agribusiness Leaders



2024



2024



2024



2022



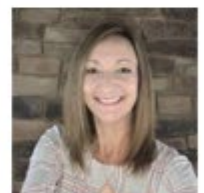
2024



2023



2019



2022



2022



2024



2024



2021



2020



2022



2022

**Farm  
Foundation**  
*Accelerating people & ideas*

**Foundation**  
*Accelerating people & ideas*

# New Round Table Fellows 2019-2024

## Academics



2020



2021



2024



2022



2022



2021



2024

## NGO/Non-Profit



2019



2020



2020



2020



2022



2022



2013



2024



2022

## Professional Services



2019



2019



2020

## Media



2024

# HONORARY LIFE FELLOW SELECTION

The Farm Foundation Round Table strives to maintain a body that reflects the full range and diversity of U.S. agriculture and the food system. Honorary Life Fellow (HLF) status is conferred on Round Table Fellows to recognize their service to the Round Table and their commitment to the mission of Farm Foundation.

Round Table Fellows are eligible for Honorary Life status if:

- They have been an active Round Table Fellow for 10 or more years,
- They have a history of regular contributions to Farm Foundation, and
- They have demonstrated a commitment to the Farm Foundation mission.
- All former U.S. Secretaries of Agriculture are also eligible for HLF status and will be nominated by the Farm Foundation Board or executive leadership.

# EXPANDED MEMBERSHIP STATUS OPTIONS:

## **Temporary Inactive Round Table Fellow:**

- Round Table Fellows who, for personal or professional reasons, need to “take a break” from membership for no more than two years can request that the Round Table Advisory Council confer upon them Temporary Inactive Status.
- During this period Fellows would not need to meet the annual participation requirements but would still receive Round Table communications.
- After the inactive period ends the Fellow must notify the Round Table Advisory Council of their intention to either return to active status or resign from the Round Table at the end of the two-year period.
- Round Table Fellows who are currently working in the Federal government will be named Temporary Inactive Fellows for the length of their service.

# EXPANDED MEMBERSHIP STATUS OPTIONS:

## **Emeritus Round Table Fellow:**

- This new status level can be conferred upon Fellows who are retiring from their career but wish to remain active in Round Table may choose to move to permanent Emeritus status.
- These fellows must be in good standing with all Round Table requirements and will be welcome, but not required, to participate in Round Table programs.
- They will also not be required to give but may be asked for continued support of Farm Foundation.
- Emeritus Round Table Fellows still receive Round Table communications.
- This status will be recommended and conferred by the Round Table Advisory Council.

# FAQS

## FINANCIAL OVERVIEW

- Why does Round Table cost so much? (Tim, Morgan and John)
- How is Farm Foundation doing financially? (Executive Committee)
- Others?



# Lower Registration Fees for FY25 Round Table Meetings

\$000s

	FY23 Actual	FY24 Budget	FY24 Forecast	FY25 Budget	Budget over Forecast
<b>Operations</b>					
<b>Income</b>					
Round Table registration fees	381	430	380	333	(47)
Sponsorships	67	50	76	75	(1)
<b>Income Total</b>	<b>448</b>	<b>480</b>	<b>456</b>	<b>408</b>	<b>(48)</b>
<b>Expense</b>					
Round Table	456	519	473	426	(47)
<b>Expense Total</b>	<b>456</b>	<b>519</b>	<b>473</b>	<b>426</b>	<b>(47)</b>
<b>Net Expense</b>	<b>(8)</b>	<b>(39)</b>	<b>(17)</b>	<b>(18)</b>	<b>(1)</b>

FY25 Budget reflects lower fees along with reduced costs given the locations of the meetings. (FY24 Hawaii and Denver)

Significant reduction in total registration fees also due to the Ag Scholars program. Scholars are charged guest fees to attend. Our renewed agreement with USDA reduces the number of scholars from 20 to 5 per year starting in 2025.

## 2025 TOTAL COSTS OF ~\$400K FOR THE TWO ROUND TABLE EVENTS

### Round Table Meetings

	<u>Jan 25</u>	<u>July 25</u>
<b>Income</b>	<b>\$203,780</b>	<b>\$203,920</b>
Sponsorship	\$30,000	\$45,000
Registration	\$173,780	\$158,920
<b>Expense</b>	<b>\$214,464</b>	<b>\$222,847</b>
Travel	\$36,235	\$46,449
Food and beverage	\$91,453	\$91,440
Transportation/Bus Rental	\$7,000	\$7,000
Hotel Costs-Mtg Rooms, AV	\$53,000	\$50,000
Other	\$26,775	\$27,958
	(10,684)	(18,927)
Scouting Trips		(3,620)
Seeders/Sponsor Cost Allocation		15,130
Net		(18,101)

- The budget reflects two Round Table events with full registration fees of \$1,195 and \$995 respectively for the January and July meetings. (FY24 actual fees-Jan \$1,425 and June \$1,100). Lower than for past few years meetings.
- Event costs are up to twice what they were pre-pandemic driven by hotel, food and AV cost increases and always seeking new locations for meetings.

# ROUND TABLE REGISTRATION FEES HAVE INCREASED 10-20% POST PANDEMIC DEPENDING ON LOCATIONS, DESPITE COSTS INCREASING UP TO 2X.

Meeting	Location	State	Round Table Fellow Full Meeting Registration Fee	Guest Full Meeting Registration Fee
Jan-25	Raleigh	NC	\$ 1,095.00	\$ 1,295.00
Jun-24	Broomfield	CO	\$ 1,100.00	\$ 1,300.00
Jan-24	Waikōloa Beach	HI	\$ 1,425.00	\$ 1,625.00
Jun-23	Chicago	IL	\$ 1,200.00	\$ 1,400.00
Jan-23	Savannah	GA	\$ 1,175.00	\$ 1,350.00
Jun-22	Boise	ID	\$ 895.00	\$ 1,050.00
Jan-22	Delray Beach	FL	\$ 1,075.00	\$ 1,200.00
Jun-21	Online		\$ 250.00	\$ 300.00
Jan-21	Online		\$ 250.00	\$ 300.00
Jun-20	Online		\$ -	\$ 100.00
Jan-20	Washington	DC	\$ 850.00	\$ 950.00
Jun-19	Lincoln	NE	\$ 675.00	\$ 775.00
Jan-19	San Mateo	CA	\$ 995.00	\$ 1,095.00
Jun-18	Bettendorf	IA	\$ 475.00	\$ 575.00
Jan-18	Tarrytown	NY	\$ 975.00	\$ 1,075.00
Jun-17	Charlottesville	VA	\$ 525.00	\$ 625.00
Jan-17	Irvine	CA	\$ 495.00	\$ 595.00

**Increased sponsorship and continued Farm Foundation funding have helped to contain registration fees.**

# PRE-PANDEMIC EVENT COSTS AND LOCATIONS

Round Table Event	Location	# of attendees	Round Table Mtg Cost
<b>FY16</b>			<b>\$215,456</b>
June 2015	Columbus, OH	195	87,990
January 2016	Tuscon, AZ	231	127,466
<b>FY17</b>			<b>214,249</b>
June 2016	Louisville, KY	185	111,824
January 2017	Irvine, CA	218	102,425
<b>FY18</b>			<b>332,456</b>
June 2017	Charlottesville, VA	213	131,242
January 2018	Tarrytown, NY	199	201,214
<b>FY19</b>			<b>247,342</b>
June 2018	Bettendorf, IA	171	78,031
January 2019	San Mateo, CA	225	169,311
<b>FY20</b>			<b>225,595</b>
June 2019	Lincoln, NE	152	84,911
January 2020	Washington, DC		140,684
<b>Average</b>			<b>\$247,020</b>

# STRONG BALANCE SHEET – CONSOLIDATED ASSETS OF \$31.4M

	YTD Actuals @ 8-24			YTD Actuals @ 8-23		
	FF	Trust	Total	FF	Trust	Total
<b>Assets</b>						
<b>Cash and equivalents</b>						
Unrestricted Cash and equivalents	\$ 544,684	\$ 1,720,457	\$ 2,265,141	\$ 521,880	\$ 5,513,914	\$ 6,035,794
Restricted Cash and equivalents	\$ 1,354,570		\$ 1,354,570	\$ 1,672,282		\$ 1,672,282
<b>Cash and equivalents-Total</b>	<b>\$ 1,899,254</b>		<b>\$ 3,619,711</b>	<b>\$ 2,194,162</b>	<b>\$ 5,513,914</b>	<b>\$ 7,708,076</b>
<b>Accounts Receivable</b>	<b>\$ 309,816</b>	<b>\$ 30,638</b>	<b>\$ 340,454</b>	<b>\$ 394,600</b>	<b>\$ 43,214</b>	<b>\$ 437,814</b>
<b>Net receivables-Gov Funding</b>						
Unbilled	\$ 502,280	\$ -	\$ 502,280	\$ 975,585		\$ 975,585
Unearned offset	\$ (379,460)	\$ -	\$ (379,460)	\$ (844,533)		\$ (844,533)
<b>Net unbilled rec-Gov Funding Total</b>	<b>\$ 122,820</b>	<b>\$ -</b>	<b>\$ 122,820</b>	<b>\$ 131,052</b>	<b>\$ -</b>	<b>\$ 131,052</b>
<b>Intercompany receivable</b>	<b>\$ 15,011</b>	<b>\$ (15,011)</b>	<b>\$ -</b>	<b>\$ 25,766</b>	<b>\$ (25,766)</b>	<b>\$ -</b>
<b>Investments</b>	<b>\$ -</b>	<b>\$ 23,465,924</b>	<b>\$ 23,465,924</b>	<b>\$ -</b>	<b>\$ 19,875,082</b>	<b>\$ 19,875,082</b>
<b>Prepays</b>	<b>\$ 16,395</b>	<b>\$ 2,125</b>	<b>\$ 18,520</b>	<b>\$ 35,549</b>	<b>\$ 1,764</b>	<b>\$ 37,313</b>
<b>Fixed assets</b>	<b>\$ 3,845,200</b>	<b>\$ -</b>	<b>\$ 3,845,200</b>	<b>\$ 538,461</b>	<b>\$ -</b>	<b>\$ 538,461</b>
<b>Assets TOTAL</b>	<b>\$ 6,208,496</b>	<b>\$ 25,204,133</b>	<b>\$ 31,412,629</b>	<b>\$ 3,319,590</b>	<b>\$ 25,408,208</b>	<b>\$ 28,727,798</b>
<b>Liabilities and equity</b>						
<b>Liabilities</b>						
Accounts payable	\$ 276,661	\$ -	\$ 276,661	\$ 43,515		\$ 43,515
Deferred revenue	\$ -		\$ -	\$ 0		\$ -
Lease Liability	\$ 143,656		\$ 143,656	\$ 199,903		\$ 199,903
Payroll liabilities	\$ 115,969		\$ 115,969	\$ 107,067		\$ 107,067
<b>Liabilities Total</b>	<b>\$ 536,286</b>	<b>\$ -</b>	<b>\$ 536,286</b>	<b>\$ 350,485</b>	<b>\$ -</b>	<b>\$ 350,485</b>
<b>Equity</b>						
Unrestricted	\$ 2,121,528	\$ 25,204,133	\$ 27,325,661	\$ 953,732	\$ 25,408,208	\$ 26,361,940
Contingency reserve	\$ 171,479	\$ -	\$ 171,479	\$ 171,479		\$ 171,479
IEC	\$ 2,872,464		\$ 2,872,464	\$ 1,550,039		\$ 1,550,039
Donor restricted	\$ 506,739	\$ -	\$ 506,739	\$ 293,855		\$ 293,855
<b>Equity Total</b>	<b>\$ 5,672,210</b>	<b>\$ 25,204,133</b>	<b>\$ 30,876,343</b>	<b>\$ 2,969,105</b>	<b>\$ 25,408,208</b>	<b>\$ 28,377,313</b>
<b>Liabilities and equity TOTAL</b>	<b>\$ 6,208,496</b>	<b>\$ 25,204,133</b>	<b>\$ 31,412,629</b>	<b>\$ 3,319,590</b>	<b>\$ 25,408,208</b>	<b>\$ 28,727,798</b>