



Bridge Builders

2019 AFA Annual Report

March 1, 2018 - Feb. 28, 2019



Dear Bridge Builders,

They say a picture is worth a thousand words. The picture to the right brings a few phrases to mind: full circle; serving others; building bridges.

This photograph was taken immediately following our most recent board of directors meeting. It's significant on many levels. It's significant because of what you can see. It includes us, the first two executives of the organization, and Amanda Spoo who was on the Student Advisory Team the year Mark was hired by AFA. It was also taken in AFA's brand new office space. You can see part of our mission prominently displayed on the wall behind us.

It's also significant because of what you can't see. Amanda had just participated in her first official board meeting as the chair of the AFA Alliance Planning Committee. To keep going, this day marked eight years with AFA for Mark, Russ' birthday and the day we voted our second AFA alum onto the board. We could keep going on and on but one fact remains — bridges are being built.

We continue to stretch young people to be better leaders than they already are. We keep giving of ourselves to lift others up. We find in the end, those we serve want to do the same for those who follow. This is Amanda. This is full circle, and the cycle continues. We build bridges not for ourselves but for those who follow. We appreciate you for joining us in building.

Sincerely yours in lifting others up,

K. Russell Weathers
AFA Board of Directors Chair

Mark E. Stewart
AFA President and CEO



Mark Stewart, AFA President and CEO; Amanda Spoo, U.S. Wheat Associates Director of Marketing and AFA Alliance Chair; and Russ Weathers, AFA Chairman pause for a photo following the AFA Board of Directors meeting in June 2019.



Above: The first class of AFA Leader Fellows were recognized at the 2018 AFA Leaders Conference. From left to right, Amy Crippen, AFA; Fellows: Lindsay Fager, Madison Riggle, Amber Wampler, Betsy Smith; Nancy Barcus, AFA; Nanci Lilja, CHS Foundation. Top right: AFA student leaders went through an intensive respect and inclusivity training in 2018. Bottom right: Members of the AFA Student Advisory Team pose with Amanda DeJong, 2018 AFA Young Leader in Agriculture Award recipient, at the AFA Crop Science Institute in July.





Camille Abrams
CHS, Inc.



Jay Akridge
Purdue University



Travis Becton
Deere & Company



Daren Coppock
Agricultural Retailers
Association



Kevin Eye
Land O'Lakes, Inc.



Rolando Flores
New Mexico State
University



Pete Goetzmann
Archer Daniels Midland
Company



Scott Kay
BASF



Ruth Kimmelshue
Cargill, Inc.



David Nothmann
Valent U.S.A. LLC



Rodney Patterson
Farm Credit



Steve Reno
Corteva Agriscience



Gwyn Schramm
Bayer CropScience



Mark Stewart
Agriculture Future of
America



Kip Tom
Tom Farms, LLC



Megan Weidner
Bunge North America



Sandy Kemper
C2FO



Mariner Kemper
UMB Financial Corporation



L. Joshua Sosland
Sosland Publishing



K. Russell Weathers
Agriculture Future of
America

Lifetime Directors

Who we are.



2018 AFA student leaders (left to right) Back row: Amanda Kowalewski, University of Nebraska — Lincoln; Allyson Lintker, Southern Illinois University — Carbondale; Fabian Leon, University of Kentucky; Allison Stiens, University of Missouri; Madelyn Regier, South Dakota State University; Tucker Milholland, West Texas A&M University; Michael Tupper, Iowa State University; Samantha Wagner, Michigan State University; Zach Jacobs, Virginia Tech; and Colm Allan, Washington State University. Middle row: Bethany Gochenour, Clemson University; Julia Maddock, Kansas State University; Emily Lewis, University of Tennessee — Martin; Katie Haase, Northwest Missouri State University; Dylan Schoemaker, The Pennsylvania State University; Micah Mensing, The Ohio State University; Morgan Meyers, University of Idaho; Madelyn Kunzler, Utah State University; and Becca Frazier, Purdue University. Front row: Sam Grams, University of Wisconsin — Platteville; Allison Wilton, Oklahoma State University; Jared Retzlaff, University of Wisconsin — River Falls; Kara Brockamp, University of Illinois at Urbana — Champaign; Monica Pennewitt, The Ohio State University; Allie Mostecak, North Carolina State University; and Joe Ramstad, University of Minnesota — Twin Cities.



Michael Tupper (third from right) with his AFA Technology Institute group at the John Deere booth in 2018.

Bridges that span the gap

One thing that sets your partnership with AFA apart is that the bridges you build through AFA aren't bound by constraints you might experience elsewhere — a sector of the industry, an academic program or geographic location.

"There's really no other program that can come close to the experiences AFA provides students. It's part programming, but it's mostly getting the right people in the room together to drive value for everyone involved," said Michael Tupper as he reflected on his collegiate experiences with AFA.

His AFA connection started his senior year of high school when he was selected for an AFA Leader and Academic Scholarship by his community — New Hampton, Iowa. Not only did this scholarship help pay for expenses related to pursuing his degree, it also helped him feel sure of his path in agriculture.

"Knowing I had the support of not only my community, but also an organization that defines itself by producing leaders that are intrapreneurial, gave me the confidence to pursue agricultural engineering which paired my love of agriculture with my love of developing technical solutions," he said.

From there, he attended all four AFA Leaders Conference tracks as well as two AFA Leader Institutes and served on the Student Advisory Team. For him, these experiences allowed him to take

the next step in his pursuit of a career in agriculture. Because he was studying agricultural engineering, which fell outside Iowa State University's college of agriculture, he was looking for another way to contribute to the industry when he decided to pursue a deeper involvement with AFA.

"I was looking for something that would drive meaning for a lot of people," he said. "I knew the agricultural sphere was where I wanted to be. I knew that I had a connection with AFA already."

“ The AFA connection binds people together differently than any other organization. ”

Michael Tupper, 2018 AFA Student Advisory Team

This summer, Tupper started his career in the engineering development program at John Deere. Because of his involvement with AFA, he is backed by a network that will aid in his success this year and beyond. This network includes both students and professionals he connected with throughout his time with AFA.

"Whether it's at Conference or the Institutes — the AFA connection binds people together differently than any other organization," he said. "It allows for a deeper meaning between people and deeper purpose about why we are in this industry, and why we want to move this industry forward like we've all committed to doing."

As a partner of AFA, you are passionate about building bridges for young leaders to foster engagement and innovation in food and agriculture. Through AFA, you are able to help bridge some of the gaps that occur in the food and agriculture space. Whether it is to a new industry, part of the country or to their next role in agriculture, we are proud to partner with you to help connect young leaders to what is next through experiences like these.

316

AFA Leader Institute experiences

AFA Animal Institute
AFA Crop Science Institute
AFA Food Institute
AFA Technology Institute
AFA Policy Institute

826

AFA Leaders Conference experiences

Students from nearly 40 states and 100 colleges
Over 500 Industry professionals

25

National student leaders

Representing 24 universities, 22 states
and 10 majors

What we do.

551

Volunteers

Application reviewers
AFA Leader Fellow Coaches
Alliance Planning Committee
Speakers
AFA Leader Institute Tour hosts
Community volunteers

185

AFA Leader and Academic Scholars

\$386,400 awarded

70

AFA Leader Fellowship participants

5 program graduates

1,000 hours of coaching

321

AFA Alliance members

**63 AFA Alliance young professional
training experiences**

63

Net Promoter Score
(customer experience measurement)



Jessica Alderson, ADM territory sales and origination manager and lifetime AFA Alliance member and student alumna, connects with Mercedes McCue, 2019 AFA Student Advisor, at the 2018 AFA Opportunity Fair.

ADM Cares for AFA

For more than a century, Archer Daniels Midland Company (ADM) has transformed crops into products that serve the vital needs of a growing world. Apart from being a helping hand in feeding 7.5 billion people, ADM is an advocate in sustaining and strengthening agricultural communities. One of those communities is in Kansas City, Missouri, where AFA was created in 1996.

Since 2000, ADM has been a strong partner of AFA, engaging over 100 team members in programs and investing nearly \$1.5 million in student sponsorship, programmatic and organizational support. To say the least, ADM puts the “partner” in “partnership” when it comes to AFA.

A piece of this longstanding relationship includes ADM team members like Pete Goetzmann. Goetzmann is the vice president of the ADM grain group and has spent over 10 years volunteering with AFA. Whether it was critiquing resumes of freshmen, discussing topics in the industry with seniors or providing a fresh perspective on the AFA Board of Directors, Goetzmann has been an important link in the partnership, personally and professionally.

“ Being able to engage with AFA students has given us great perspective on the next generation in agriculture.”

Pete Goetzmann, AFA Board of Directors from 2009-2019

“I think what drew me in was seeing the quality of students engaged and their passion to learn,” said Goetzmann. “It was a no brainer, I had to be involved.”

With his extensive experience and resume, not to mention his passion for service and youth education, Goetzmann was the perfect fit for a seat on the AFA Board of Directors. He completed his last term on the board in February 2019, giving him great insight into the partnership over the past 10 years.

“AFA has been a great resource in helping ADM connect and relate more with students,” said Goetzmann. “Being able to engage with AFA students has given us great perspective on the next generation in agriculture.”

One of these students he remembers in particular is Charlotte Montague. She was an AFA Campus Ambassador in 2008 and an AFA Student Advisory Team member in 2009, not to mention a previous intern for ADM.

“As a student she was intrigued by the business and interned in our milling division,” said Goetzmann. “Interacting with her as a student, you could see what AFA meant to her and how passionate she was about being involved.”

Montague is now a commercial manager in Missouri. She continues to be engaged through the AFA Alliance and lending her expertise to eager students as a professional at Conference.

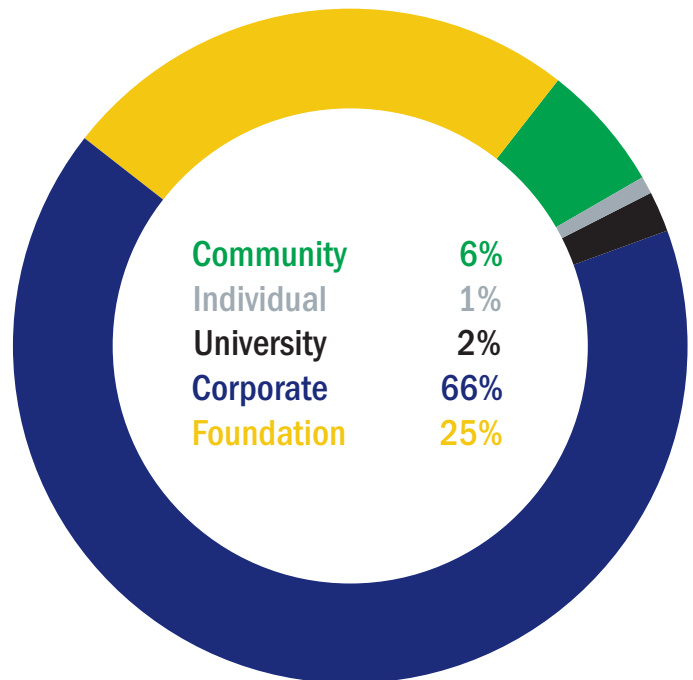
Even though Goetzmann’s time on the AFA board of directors is complete, he plans to stay engaged.

“It’s really a lot of fun,” said Goetzmann. “You walk away from the experience with a smile on your face because you know the industry is in good hands.”

686
donors



Revenue by donor type



16.46%
increase in revenue



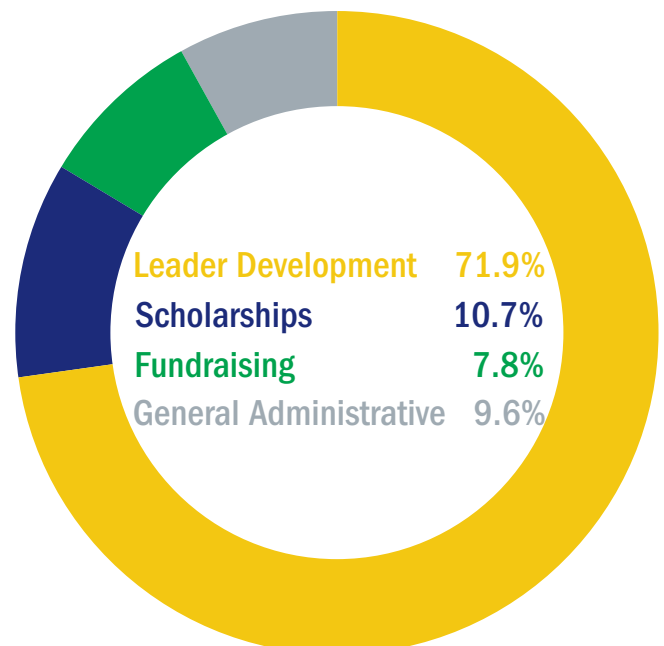
It's possible because of you.

Allocation of expenses

82.6%



*of every dollar spent directly
impacted students and young
professionals*



Find our full financial report at agfuture.org/FY19-990

Agriculture Future of America appreciates the generosity of hundreds of individuals, corporations, foundations and educational institutions that partner with AFA to provide career development and scholarship programs for the next generation of agricultural leaders. The following recognizes AFA's partners for the 2019 Fiscal Year, which was March 1, 2018 to Feb. 28, 2019.

Investments \$100,000 to \$249,999



LAND O' LAKES, INC.

Enid and Crosby Kemper Foundation
R.C. Kemper Charitable Trust
William T. Kemper Charitable Trust

Investments \$50,000 to \$99,999



Arvin Gottlieb Charitable Foundation

Investments \$10,000 to \$24,999

AGCO
American Egg Board
American Royal Association
Belles of the American Royal
BNSF Railway
Dairy Farmers of America, Inc.
Gavilon, LLC
Hunter Legacy Family Foundation
Kansas Corn Growers Association
LEWMAR Foundation
Metlife Agricultural Finance
National Crop Insurance Services
National Pork Board
National Corn Growers Association
Nationwide
Nebraska Corn Board

Nufarm Americas, Inc.
Ohio Corn & Wheat Growers Association
Rabo AgriFinance
Raven Industries
Roderick J. & Jo Anne Cyr Foundation
Seaboard Foods
St. Joseph Area Chamber of Commerce
The Sosland Foundation
The Stanley H. Durwood Foundation
Trimble
Tyson Foods, Inc.
Union Pacific Railroad

Our partners.

Investments \$25,000 to \$49,999



Investments \$5,000 to \$9,999

AgReliant Genetics
Agri Beef Co.
Alltech, Inc.
American Angus Association
American Soybean Association
Cactus Feeders
California Cotton Alliance
Ceva Animal Health/Biomune
Compass Minerals
Farmers Mutual Hail

FCS Financial
FLM Harvest
Iowa Corn Growers Association
J.R. Simplot
Kansas Department of Agriculture
Missouri Corn Merchandising Council
Missouri Department of Agriculture
National Association of Agricultural Educators

A complete list of all partners is available at
www.agfuture.org/partners.



Mission: Build bridges for young leaders to foster engagement and innovation in food and agriculture.

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