

AGRICULTURE, FOOD, NATURAL RESOURCES

MEDIAN COMPENSATION

PROFESSIONAL SOCIETY
\$250,667
TRADE ASSOCIATION
\$439,824

PAY INCREASE

PROFESSIONAL SOCIETY
4.4%
TRADE ASSOCIATION
3.6%

AGRICULTURE, FOOD
NATURAL RESOURCES

HIGHEST-PAID CEOs

ANNUAL COMPENSATION: base + bonus + deferred

\$2,760,256
Leslie Sarasin
FMI—The Food Industry Association

\$2,342,814
Geoff Freeman
Consumer Brands Association

\$1,798,868
Bobby Koch
Wine Institute

\$1,329,923
Craig Purser
National Beer Wholesalers Association

\$1,184,468
John H. Downs
National Confectioners Association

\$1,132,307
Mark Mackey
Livestock Marketing Association

\$1,042,535
Katherine Lugar
American Beverage

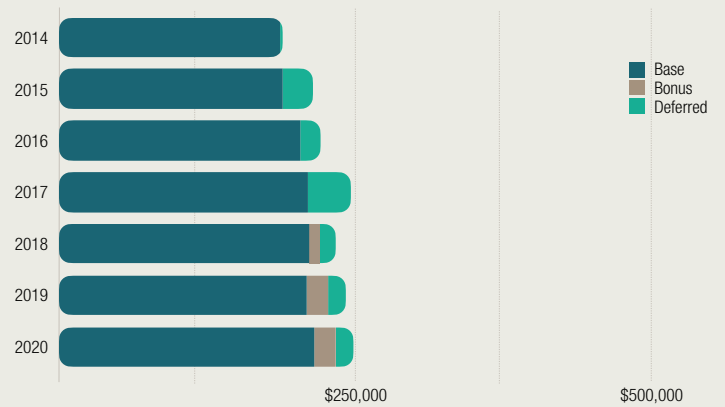
\$998,067
Alvaro Luque
Avocados from Mexico

\$985,563
Jim Mulhern
National Milk Producers Federation

\$983,535
Andy LaVigne
American Seed Trade Association

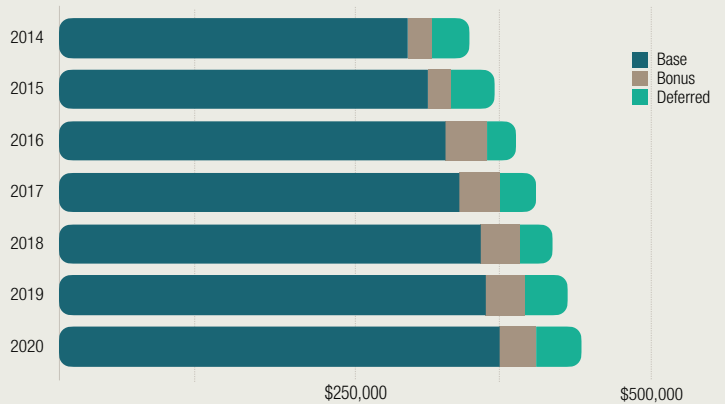
PROFESSIONAL SOCIETY

MEDIAN ANNUAL COMPENSATION: base + bonus + deferred

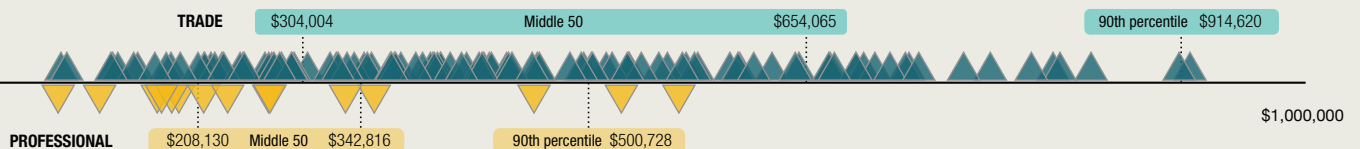


TRADE ASSOCIATION

MEDIAN ANNUAL COMPENSATION: base + bonus + deferred



DISTRIBUTION OF ANNUAL COMPENSATION: base + bonus + deferred



AGRICULTURE, FOOD, NATURAL RESOURCES

	Ag Container Recycling Council	AgGateway	Agricultural Retailers Association	American Cheese Society	American Angus Association
	\$5M 501(c)(6) trade association in Lexington, VA	\$2.6M 501(c)(6) trade association in Washington, DC metro	\$3.8M 501(c)(6) trade association in Washington, DC metro with 13 staff	\$1.9M 501(c)(6) trade association in Louisville, KY with 10 staff	\$48M 501(c)(5) trade association in St. Joseph, MO with 263 staff
Chief Executive	Mark Hudson	Wendy Smith	Daren Coppock	Nora Weiser	Mark McCully
Hired	2018		2009	2010	2019
FINANCIALS (MAIN ORGANIZATION)					
	12/31/19	12/31/20	9/30/20	12/31/19	9/30/19
REVENUE	\$4,952,686 (3.7%)	\$2,633,939 (16%)	\$3,776,194 (2.8%)	\$1,926,774 (5.8%)	\$46,183,864 (-0.5%)
Programs	\$25,000	\$2,623,542	\$968,889	\$1,464,271	\$41,545,064
Investments	\$21,209	\$233	\$411,286	\$27,779	\$1,494,385
Contributions/grants	\$4,906,477		\$2,376,528	\$351,453	
Other income		\$10,164	\$19,491	\$83,271	\$3,144,415
REVENUE SOURCES	Membership dues 99%	Membership dues 54%	Membership dues 61%	Meetings/conferences 50%	Products, services 65%
		Products, services 41%	Meetings/conferences 22%	Sponsorship/advertising 26%	Meetings/conferences 9%
EXPENSES	\$4,514,573	\$2,470,712	\$3,331,550	\$1,833,051	\$47,889,255
Advocacy			\$840,000		
Meetings	\$13,455	\$152,922	\$579,862	\$369,191	\$3,695,291
Occupancy	\$1,118		\$205,965	\$45,614	\$218,903
Salaries		\$469,388	\$1,861,694	\$662,008	\$22,595,040
NET ASSETS	\$1,186,474	\$687,487	\$5,971,108	\$1,210,977	\$32,202,311
Assets	\$6,912,944	\$903,696	\$6,574,432	\$1,551,231	\$39,179,910
Liabilities	\$5,726,470	\$216,209	\$603,324	\$340,254	\$6,977,599
CHIEF EXECUTIVE COMPENSATION					
CHIEF EXECUTIVE	Mark Hudson	Wendy Smith	Daren Coppock	Nora Weiser	Allen Moczygema (former)
ANNUAL COMP	\$253,752	\$211,138 (1.8%)	\$386,502 (2.1%)	\$137,433 (-10%)	\$341,309 (8.4%)
Base & Bonus	\$235,340	\$211,138 (1.8%)	\$369,702 (2.1%)	\$137,433 (-10%)	\$322,953 (7.2%)
Base	\$210,125	\$211,138 (1.8%)	\$369,702 (2.1%)	\$137,433 (-5.9%)	\$257,851 (6.9%)
Bonus	\$25,215				\$65,102
Deferred	\$18,412		\$16,800		\$18,356
OTHER					\$45,905
NONTAX	\$42,242		\$22,483	\$11,568	\$16,062
					\$115,770 severance
ADDITIONAL STAFF COMPENSATION					
		Brent Kemp EVP & COO \$188,518	Donald Taylor VP, Member Svcs & Corporate Relations \$258,033 Richard Gupton SVP, Public Policy & Counsel \$251,010 Melisa Augusto Dir. Communications & Marketing \$148,344		Stika John President, CAB \$347,213 Stallo Chris COO \$248,825 Eichar Brent SVP, CAB \$243,144 Erickson Tracey VP Marketing \$223,418 Adams Lou Ann Director, IS \$195,479