

Agri-Pulse CEO Compensation Report for 2016

Organization or Board	President/CEO /Executive Director or VP	Base Compensation	Potential Bonuses & Incentives	Other Comp	Retirement & Other Deferred Comp	Tax-Free Benefits	Total Compensation	Year ending
American Petroleum Institute	Jack Gerard	\$2,658,695	\$860,240	\$1,294,280	\$837,725	\$30,003	\$5,680,943	2014
Agricultural Retailers Assoc.	Daren Coppock	\$294,886			\$20,790	\$14,808	\$330,484	2015
American Bakers Assoc.	Robb Mackie	\$302,145	\$70,000		\$20,800	\$20,198	\$413,143	2015
American Bankers Assoc.	Frank Keating II	\$1,368,587	\$425,000	\$19,910	\$167,150	\$20,436	\$2,001,083	2014
American Beverage Assoc.	Susan Neely	\$1,399,538			\$310,927	\$120,000	\$1,830,465	2014
American Coalition for Ethanol	Brian Jennings	\$117,628		\$3,896			\$121,524	2014
American Cotton Shippers	William May	\$214,351			\$13,000	\$52,123	\$279,474	2014
American Egg Board	Joanne Ivy*	\$237,000					\$237,000	2014
American Farm Bureau Federation	Bob Stallman*	\$481,873		\$61,564	\$243,577	\$20,852	\$807,866	2014
American Farmland Trust	Andrew McElwaine*	\$219,677			\$4,796	\$23,954	\$248,427	2015
American Feed Industry Assoc.	Joel Newman	\$345,578	\$51,900		\$28,002	\$25,469	\$450,949	2015
American Frozen Food Institute	Kraig Naasz	\$562,396	\$169,500	\$38,599	\$109,623	\$29,210	\$909,328	2014
American Lamb Board	Megan Wortman	\$120,000					\$120,000	2015
American Soybean Association	Steve Censky	\$293,398	\$11,376		\$8,939	\$27,950	\$341,663	2015
American Sugar Alliance	Vickie Rideout Myers	\$176,078			\$26,457		\$202,535	2014
American Sugarbeet Growers Assoc.	Luther Markwart	\$353,976			\$39,000	\$57,919	\$450,895	2014
American Veterinary Medical Assoc.	Ron DeHaven	\$369,409			\$26,000	\$1,500	\$396,909	2014
American Wind Energy Association	Tom Kiernan	\$447,448		\$9,017	\$70,932	\$1,090	\$528,487	2014
Cattlemen's Beef Promotion & Research	Polly Ruhland	\$262,500	\$25,000				\$287,500	2015
Center for Food Safety	Andrew Kimbrell	\$210,000	\$7,441			\$17,400	\$234,841	2014
Center for Science in the Public Interest	Michael Jacobson	\$253,191			\$7,240	\$6,671	\$267,102	2015
Consumer Federation of America	Stephen Brobeck	\$119,282		\$8,940			\$128,222	2014
Consumers Union	Marta Tellado (partial year)	\$161,442		\$1,577		\$562	\$163,581	2015
Corn Refiners Assoc.	John Bode	\$555,272	\$50,458		\$27,300	\$21,428	\$654,458	2014
Cotton Board	William Gillon	\$273,182	\$32,782	\$3,897	\$34,792	\$3,000	\$347,653	2015
Cotton Council International	Kevin Latner	\$243,993		\$1,482	\$16,718	\$22,516	\$284,709	2014
CropLife America	Jay Vroom	\$558,153	\$135,844		\$192,000	\$24,469	\$910,466	2014

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Environmental Defense Fund	Fred Krupp	\$490,247	\$55,000		\$38,300	\$24,281	\$607,828	2015
Dairy Mgt. Inc.	Tom Gallagher (1)	\$500,000	\$50,000	\$618,910	\$125,757	\$11,476	\$1,306,143	2014 (1)
Environmental Law & Policy Center of Midwest	Howard Learner	\$316,874		\$570	\$36,270	\$20,466	\$374,180	2015
Environmental Working Group	Ken Cook	\$274,642				\$18,480	\$293,122	2014
Farm Credit Council	Ken Auer*	\$557,090	\$229,500	\$3,000	\$300,748	\$21,895	\$1,112,233	2014
Fertilizer Institute	Chris Jahn	\$443,231			\$25,800	\$40,631	\$509,662	2015
Farm Foundation	Neil Conklin*	\$206,911	\$15,214		\$31,341	\$17,117	\$270,583	2015
FFA Foundation	Molly Ball	\$186,358				\$29,817	\$216,175	2015
FFA Organization, (including FFA Fdtn)	Dwight Armstrong (2)*	\$235,112		61,129			\$296,241	2015
Florida Sugar Cane League	Ryan Weston	\$420,826	\$380,078				\$800,904	2014
Food and Water Watch	Wenonah Hauter	\$168,435			\$16,843	\$6,547	\$191,825	2014
Food Marketing Institute & Fdtn.	Leslie Sarasin	\$993,756	\$600,000	\$57,992	\$20,800	\$26,703	\$1,699,251	2014
Food Research & Action Center	James Weill	\$183,144			\$10,823	\$18,402	\$212,369	2014
Friends of the Earth	Erich Pica	\$144,076			\$4,322	\$17,681	\$166,079	2015
Grocery Manufacturers Assoc.	Pamela G. Bailey	\$1,233,209	\$485,729	\$29,607	\$869,086	\$38,802	\$2,656,433	2015
Growth Energy	Tom Buis*	\$500,000	\$50,000	\$396	\$17,500	\$733	\$568,629	2014
Hass Avocado Board	Emiliano Escobedo	\$250,000					\$250,000	2015
Humane Society of the U.S.	Wayne Pacelle	\$328,688	\$43,335	\$42,472	\$10,788		\$425,283	2015
Independent Community Bankers of America	Camden Fine	\$1,600,000	\$200,000	\$301,617	\$333,600	\$16,216	\$2,451,433	2015
Institute for Agriculture and Trade Policy	Julie Majot	\$87,586					\$87,586	2014
International Dairy Foods Assoc.	Connie Tipton	\$626,719		\$3,307,813	\$31,500	\$20,930	\$3,986,962	2014
Milk Processor Education Program	Julia Kadison	\$275,000	\$42,350				\$317,350	2016
Mushroom Council	Bart Minor	\$231,342					\$231,342	2015
National 4-H Council	Jennifer Sirangelo	\$433,274			\$36,583	\$9,428	\$479,285	2015
National Assoc. of Conservation Districts	John Larson*	\$160,000	\$12,000		\$8,000	\$9,156	\$189,156	2014
National Association of Counties	Matthew Chase	\$329,756	\$30,975	\$3,134	\$33,800	\$22,920	\$420,585	2015
National Assoc. of Public and Land-Grant Universities	Peter McPherson	\$444,602		\$69,939	\$134,100	\$17,575	\$666,216	2014

National Assoc. of State Departments of Agriculture	Barbara Glenn (partial year)	\$105,000			\$7,542		\$112,542	2015
National Assoc. of Wheat Growers	Jim Palmer*	\$175,254			\$17,525	\$10,524	\$203,303	2015
National Audubon Society	David Yarnold	\$444,487	\$75,000	\$23,044	\$20,800	\$18,962	\$582,293	2015
Organization or Board	President/CEO /Executive Director or VP	Base Compensation	Potential Bonuses & Incentives	Other Comp	Retirement & Other Deferred Comp	Tax-Free Benefits	Total Compensation	Year ending
National Biodiesel Board	Joe Jobe*	\$355,330	\$45,000		\$20,021	\$17,253	\$437,604	2015
National Cattlemen's Beef Assoc.	Forrest Roberts*	\$396,203		\$122,900	\$10,455	\$19,435	\$548,993	2014
National Chicken Council	Michael Brown	\$433,316				\$14,153	\$447,469	2014
National Confectioners Association	John Downs (partial year)	\$269,446	\$50,000		\$7,800	\$5,080	\$332,326	2015
National Corn Growers Assoc.	S. Richard Tolman*	\$338,606			\$26,000	\$46,755	\$411,361	2015
National Cotton Council	Mark. D. Lange*	\$297,790	\$6,490	\$5,260	\$54,236	\$13,059	\$376,835	2014
National Council of Farmer Coops	Charles Conner	\$469,512	\$155,000	\$33,974			\$658,486	2014
National Farmers Union	Roger Johnson	\$250,631	\$24,999			\$8,721	\$284,351	2014
National Grain and Feed Assoc.	Randall Gordon	\$253,324			\$35,506	\$13,691	\$302,521	2015
National Grange	Ed Luttrell	\$55,000					\$55,000	2014
National Grocers Assoc.	Peter Larkin	\$469,890	\$111,138	\$3,089	\$69,600	\$27,523	\$681,240	2014
National Honey Board	Margaret Lombard	\$160,000					\$160,000	2015
National Mango Board	Manuel Michel	\$115,000	\$9,660				\$124,660	2015
National Milk Producers Federation	Jim Mulhern	\$475,000	\$33,750	\$6,089	\$28,600	\$29,319	\$572,758	2014
National Oilseed Processors Assoc.	Thomas Hammer	\$289,963			\$10,050	\$21,340	\$321,353	2014
National Peanut Board	Robert Parker	\$200,000		\$10,000			\$210,000	2015
National Pork Board	Bill Even (partial year)	\$340,000	\$50,000			\$10,000	\$400,000	2016
National Pork Producers Council	Neil Dierks	\$240,000	\$37,509		\$15,900	\$10,975	\$304,384	2014
National Potato Council	John Keeling	\$270,526				\$38,203	\$308,729	2014
National Potato Promotion Board	Blair Richardson	\$498,776					\$498,776	2015
National Raspberry Council	Tom Krugman	\$120,000					\$120,000	2015
Natural Resources Defense Council	Frances Beinecke *	\$422,811			\$35,700	\$18,593	\$477,104	2014
National Renderers Association	Nancy Foster	\$227,500			\$10,672	\$2,909	\$241,081	2015
National Restaurant Assoc.	Dawn Sweeney	\$1,079,925	\$1,765,448	\$50,517	\$965,862	\$23,448	\$3,885,200	2014

National Rural Electric Cooperative Assoc.	Jo Ann Emerson*	\$1,144,532		\$146,590	\$71,355	\$28,160	\$1,390,637	2014
National Wildlife Federation	Larry Schweiger*	\$298,277		\$43,272	\$12,755	\$12,051	\$366,355	2014
National Watermelon Board	Mark Arney	\$191,486	\$9,000	\$22,019			\$222,505	2015
North American Millers Assoc.	James McCarthy	\$231,500			\$29,330		\$260,830	2014
Organic Consumers Assn.	Ronald Cummins	\$98,750					\$98,750	2014
Organic Trade Assoc.	Laura Batcha	\$201,904	\$15,038		\$14,133	\$17,047	\$248,122	2014
Organization or Board	President/CEO /Executive Director or VP	Base Compensation	Potential Bonuses & Incentives	Other Comp	Retirement & Other Deferred Comp	Tax-Free Benefits	Total Compensation	Year ending
Paper/Paper Based Packaging Board	Mary Anne Hansen	\$256,000					\$256,000	2015
Pheasants Forever, Quail Forever	Howard K. Vincent	\$235,766	\$21,645	\$13,023	\$13,522	\$21,052	\$305,008	2015
Ranchers Cattlemen Action Legal Fund; United Stockgrowers of America	William Bullard, Jr.	\$175,190				\$27,972	\$203,162	2014
Renewable Fuels Assoc.	Robert Dinneen	\$337,500	\$75,000		\$49,688	\$24,346	\$486,534	2014
Snack Food Assoc.	Tom Dempsey	\$279,138	\$30,000			\$24,224	\$333,362	2014
Softwood Lumber Board	Steve Lovett	\$250,000	\$125,000	\$88,200			\$463,200	2015
U.S. Beet Sugar Assoc.	James W. Johnson*	\$449,435			\$70,277		\$519,712	2014
U.S. Grains Council	Thomas Sleight	\$263,360	\$25,000		\$37,565	\$20,952	\$346,877	2014
U.S. Highbush Blueberry Council	Mark Villata	\$205,200		\$41,922			\$247,122	2015
U.S. Meat Export Federation	Philip Seng	\$414,304			\$23,502	\$23,824	\$461,630	2014
United Sorghum Checkoff & National Sorghum Producers Assoc.	Tim Lust (3)	\$217,582			\$5,506	\$4,819	\$227,907	2015
U.S. Soybean Export Council	Jim Sutter	\$356,821	\$36,500	\$1,098	\$20,750	\$20,775	\$435,944	2014
U.S. Wheat Associates	Alan Tracy	\$285,749			\$40,750	\$21,619	\$348,118	2015
Union of Concerned Scientists	Kathleen Rest	\$248,575			\$20,136	\$6,833	\$275,544	2015
United Fresh Produce Assoc.	Tom Stenzel	\$416,316	\$199,384	\$80,584	\$200,300	\$7,003	\$903,587	2014
United Soybean Board	John Becherer	\$369,546	\$35,880	\$1,789	\$47,700	\$9,293	\$464,208	2015
USA Rice Federation	Elizabeth Ward	\$320,314	\$35,000		\$38,250	\$15,785	\$409,349	2014
Waterkeeper Alliance	Marc Yaggi*	\$189,615				\$24,465	\$214,080	2015
Waterways Council	Michael Toohy	\$289,348	\$100,000	\$6,858	\$7,800	\$30,749	\$434,755	2014

(*) Indicates either retired or no longer employed by the association as CEO. (1) USDA reports that Gallagher's base salary for 2015 from the National Dairy Promotion & Research Board is \$537,500, which we added to his total compensation for DMI's 2014 990. (2) FFA Organization's 990s for 2014

shows two compensation lines for CEO Dwight Armstrong, reflecting responsibilities for the FFA organization and foundation, and were combined for this report. (3) Lust serves as CEO of both entities.