



# Juniata County Farm Bureau News

Winter 2025



## Pennsylvania Farm Bureau

**Mission Statement:** Growing communities. Many Voices. United Vision.

**Vision Statement:** People united around food, environment, and community.

### Juniata County Farm Bureau

#### Directors

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#### Region 1

Jeff Berry, VP: (717)513-6189

Ethan Shoop: (717)-734-0129

Mark Partner: (717)436-8929

#### Region 2

Dave Graybill, President

(717)363-0706

Ray Geissing, VP: (717)348-6373

Jordan Bassler: (570)980-3906

#### Region 3

Cheyenne Hepner: (717)543-7273

Ken Beatty: (717)360-8228

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Kyley Painter: (717)513-2916

KEPAINTER01@outlook.com

#### Newsletter Editor: (non-voting)

Lacey Swab: (717)994-3654

LSWAB01@gmail.com

### Presidential Update

Hello Juniata County.

It is an honor to serve as your county farm bureau president this year. Ten years ago, you elected me to serve you as a state board member for District 10. I served for 8 years, until I hit term limit as determined by state by-laws. District 10 is Juniata, Mifflin, Perry and Huntingdon counties.



In the past 10 years my life has had some changes. Serving on the state board gave me responsibilities working with environmental issues across our state. I was chair of the state board's environmental committee. I served on DEP's Watershed Implementation Plan Phase 3 committee. The work focused on the Chesapeake Bay TMDL by 2025.

Currently, I serve as a member at large on the Chesapeake Bay Partnership's Ag Workgroup and have served on it for the past 5 years or so.

I am serving on the American Farm Bureau's Environmental Issues committee with members from across the nation. I was just re-appointed to serve a 3rd two-year term on EPA's Farm, Ranch and Rural Communities Committee (FRRCC). A committee of 30 plus members from California to Puerto Rico. The FRRCC gives recommendations directly to the EPA secretary. My service on these committees has allowed me to give farm bureau's policy positions in my talking points as I worked with folks at a state, regional, and national level in government agencies. Thank you farm bureau for the opportunity to voice the position of farmers. I am just one of many farmers across this nation that uses the catalyst of farm bureau to impact legislators, regulators, and consumers about agriculture.

Juniata County members, you are 300 plus memberships strong and growing. We are almost at our goal of 311 memberships for this year and I feel we can surpass that number. Many of those memberships are family memberships that include couples and children. Your membership shows your willingness to support the work of the farm bureau on a county, state, and national level. If you want to actively participate in county activities, please reach out to myself or one of your county board members. We will show you how to respond to action requests, meet with legislators, give you opportunity to read to elementary school kids, and meet with other farmers across the state and nation. For example, Juniata County farm bureau has purchased an agricultural themed book to be read in the K-2 classrooms in the county. The books will be left in each classroom. Call a board member if you want to be a reader. As a member you have made an impact for agriculture through dues support. Active involvement and dues support keep our organization strong and allow it to keep agriculture moving forward in our challenging world.

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### Having the safety talk with your kids isn't just important—it's essential.

In 2023, 19% of deaths in off-highway vehicle (OHV) accidents were children under 16, with only 2% wearing helmets! The **Let's Champion Rider Safety**® campaign, provides tips and resources for effective safety discussions and protection for young riders.



Learn more at  
[Nationwide.com/ATVsafety](https://www.nationwide.com/ATVsafety)



Scan code to get  
safety tips for your  
young riders.



<sup>1</sup> U.S. Consumer Product Safety Commission.

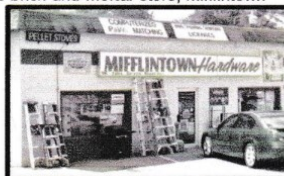
Nationwide and the Nationwide N and Eagle and Let's champion rider safety are service marks of Nationwide Mutual Insurance Company. The Farm Bureau, FB and the FB National logo are trademarks of the American Farm Bureau Federation and are used with permission under license by Nationwide. © 2024 Nationwide FBO-Q225PA-2 (10/24)

### PFB Members Can Save on Farm, Household Items from MKSalesDirect.com

Shopping for tools, household and garden items or even a new computer? As a Pennsylvania Farm Bureau member, you have access to special savings from MKSalesDirect.com, an online retailer based in Juniata County. **Your PFB membership will save you 15 percent off your order at the store or from MKSalesDirect.com and free shipping on orders of \$99 or more.** Orders can be shipped to your home or they can be picked up at the company's brick-and-mortar store, Mifflintown Hardware.

According to owner Klaus Sperlich, what sets MKSalesDirect.com apart from other retailers is a huge selection combined with the customer service of a neighborhood business. "We are a local business," he said. "We are down to earth. We value our customers. You're not just a number."

To take advantage of your Farm Bureau member benefit, use the discount code PFB15 at checkout.



## Are You Turning 65 This Year and Going on Medicare?

Pennsylvania Farm Bureau Health Services

Choosing your Medicare plan can be overwhelming. It can be hard to figure out what you want, or more important, what you need.

**Farm Bureau's experienced and trained staff are ready to help. At no cost to you, we can:**

- Answer your questions
- Explain and compare options
- Work within your budget
- Help with informed Medicare coverage decisions

*Knowledgeable. Helpful. Dedicated.*

To check availability in your county call **800.522.2375**.

### UPCOMING EVENTS

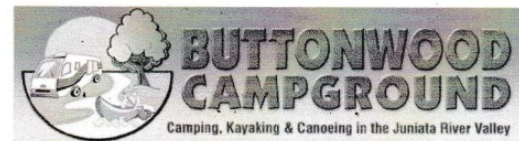
- February 21-23: YAP Leadership Conference
- March 3rd: Farm Bureau Day
- March 14th: Farmer's Care
- March 17-21: Ag Literacy Week
- April 8th: Legislative Day
- September 20: Annual County Banquet

NATIONWIDE CERTIFIED AGENT FOR JUNIATA COUNTY

Reisinger Insurance, Ellitsburg PA

717-582-7457

[rarinsurance@gmail.com](mailto:rarinsurance@gmail.com)



**25% Discount**

Any weeknight stay, Monday – Wednesday  
Any site, any cabin, no exclusions

1515 East River Rd. Mifflintown PA 717-436-8334



# Member Benefits

Pennsylvania Farm Bureau knows you work hard for your money and your membership should too. Visit [www.pfb.com/services](http://www.pfb.com/services) or scan the QR code to see how to get your share of **\$2.7 million** in **annual savings**.



To redeem discounts, use the required codes, websites, and/or phone numbers found by logging into the Member Only website at [www.pfbmembers.org](http://www.pfbmembers.org).

Member Benefits are subject to change without notice. Membership Dues Are Non-Refundable.

## Home and Auto



[www.pfb.com/ford](http://www.pfb.com/ford)  
to download certificate  
Must be a member for 30+ days  
rebate not always stackable,  
some exclusions may apply

**\$500.00 off** exclusive  
Ford trucks



Code: 11361045  
National Fleet Discount



Must show membership card  
Exceptions may apply



Code: PFB-75.55-024  
**855.692.8330**  
[www.pickup.com/en/us/lo/digital/pfb\\_7555](http://www.pickup.com/en/us/lo/digital/pfb_7555)



Code: 15861B1PHL  
[www.StaplesAdvantage.com](http://www.StaplesAdvantage.com)  
Online purchases



Code: PAFB  
**855.763.8213**  
[www.affinitycellular.com/pfb](http://www.affinitycellular.com/pfb)

## Farm and Business



Account# 855488417  
[www.grainger.com/lanbureau](http://www.grainger.com/lanbureau)



Renewals code: PAFB  
New member code: PAFB39  
[www.lancasterfarming.com](http://www.lancasterfarming.com)  
Renewals 10% off



**1.800.8-SADDLE**  
Membership number required  
10% off



[www.pfb.com/caseih](http://www.pfb.com/caseih)  
to download certificate



[www.pfb.com/cat](http://www.pfb.com/cat)  
to download certificate  
30 day waiting period



[www.johndeere.com/farm-bureau](http://www.johndeere.com/farm-bureau)  
Platinum Membership with John  
Deere Rewards Program  
30 day waiting period



**855.626.4088**  
[www.pfb.com/shIPLEY-energy](http://www.pfb.com/shIPLEY-energy)  
Membership number required

## PFB Member Service



**800.522.2375**  
[www.pfb.com/healthservices](http://www.pfb.com/healthservices)

## Financial and Insurance



Nationwide® offers a variety of insurance and financial services to Farm Bureau members including farm\*, auto\*, home\*, pet\*, travel\*, powersports, commercial and life insurance.  
\*Select discounts may apply.

To learn more, contact your local Nationwide agent or visit [Nationwide.com/pfb](http://Nationwide.com/pfb).

## Travel



Special Rate ID: 00209780  
**800.258.2847**



Corporate Rate: 8000002941  
**877.670.7088**



AVR Disc Code: A298838  
**800.331.1212**  
[www.avis.com/pfb](http://www.avis.com/pfb)



BCD Offer Code: Y775738  
**800.527.0700**  
[www.budget.com/pfb](http://www.budget.com/pfb)

## Health and Wellness



Code: Group 946  
[www.scriptsave.com](http://www.scriptsave.com)



**800.974.7036**  
[www.myfreepharmacy/Pennsylvania](http://www.myfreepharmacy/Pennsylvania)

## Additional Benefits

### Save even more with County Farm Bureau Local Discounts!

For a complete list of discounts offered by +375 locally-owned businesses in nearly 50 counties visit [pfb.com/localdiscounts](http://pfb.com/localdiscounts). Local discounts not offered in all counties.

Pennsylvania Farm Bureau Member | Deals Plus



[pfb.enjoymydeals.com](http://pfb.enjoymydeals.com)

## Publication

PFB adds value to membership and keeps members informed through a variety of print and digital publications. Members receive 5% off advertising rates in our print publications. Contact advertising coordinator for details.

A total \$6 portion of annual member dues covers subscriptions to Positively Pennsylvania. Members receive 5 issues of Positively Pennsylvania per year. Publication frequency and details are subject to change.



Pennsylvania Farm Bureau  
P.O. Box 8736  
Camp Hill, PA 17001-8736  
717-761-2740  
[www.pfb.com](http://www.pfb.com)

<b>Committee Chair</b>	<b>Name</b>	<b>Cell</b>
Member Relations Director	Ray Geissing	717-348-6373
Membership & Services, Chair	Ray Geissing	717-348-6373
Young Ag Professional (YAP), Chair	Cheyenne Hepner	717-543-7273
Women's Leadership Committee, Chair	Kyley Painter	717-513-2916
Farmers Care (Food Check-Out Day) Coordinator	Kyley Painter	717-513-2916
FARM-tastic Books Coordinator	Kyley Painter	717-513-2916
Safety Coordinator	Ray Geissing	717-348-6373
Promotion and Education Committee, Chair	Tonya Schuh	240-565-4623
Member Services Coordinator, Chair	Jeff Berry	717-513-6189
Governmental Relations Director	Jordan Bassler	570-980-3906
Policy Development Chair	Jeff Berry	717-513-6189
Local Governmental Relations Chair	Mark Partner	717-994-3508
Environmental Coordinator	Dave Graybill	717-363-0706



This committee develops leadership and communications skills in young farmers and young ag professionals (ages 18-35). It also helps to surface new individuals for future leadership roles within Farm Bureau. The committee recognizes outstanding farming practices and contributions to the community by young farmers.

For more information reach out to Cheyenne Hepner.

#### **Political Action Committee**

Farm Bureau has a Political Action Committee that raises funds to help FARMER-friendly candidates win elections to the Pennsylvania General Assembly. The committee, called FARMER (Farmers Allied for Responsive, More Effective Representation), and is controlled by a committee of farmers and is funded by voluntary contributions.

## **Pennsylvania Farm Bureau** **Programs**

#### **Issue Advisory Committees**

Agricultural Issues important to Farm Bureau members are addressed by PFB Issue Advisory Committees (IAC), which provide insight and guidance for future Farm Bureau policy. The IACs are organized in areas of labor, wildlife, dairy/farm policy, environment, beef, animal health, and other areas of concern that arise on an ad-hoc basis. Pennsylvania is also represented by members serving on American Farm Bureau Federation committees.

#### **Women's Leadership/Leadership Development Committee**

This committee creates programs and projects which enhance the ability of county Farm Bureaus to surface and develop new leadership for the organization. The committee will identify, recruit, and guide farmer members into meaningful roles in their county Farm Bureau.

# **Board Introductions**



## **Jeff Berry, VP**

Wife: Jessica | Children: Alexia (20) and Easton (14) | Port Royal, PA  
Cow/ Calf to Finish Black Angus Herd / 350 ac of row crops

**What does Farm Bureau mean to me:** The Farm Bureau plays a crucial role in addressing the challenges faced by farmers and promoting sustainable practices that benefit both the agricultural industry and the wider community.

**Why am I an active member:** Community Involvement: The Farm Bureau fosters a sense of community and collaboration among its members. Participating in local events, meetings, and committees allows you to contribute to the growth and success of the agricultural sector.

**Connection to farming:** In 2014, farm owner Don Groninger decided it was time to start operating the farm himself again. While he has devoted the last 50 years of his life to his role in higher education, he never lost his love of cattle and knowing that retirement from his position in education was on the horizon, he simply said, "I needed another job." He recognized early on however, he needed someone on the farm while he traveled back and forth from New Jersey. Enter, Jeff Berry. In the past, Jeff worked on the farm part-time as a landscaper, and according to Don, "in so doing, he convinced me, without reservation, that he was a farmer at heart. Since I have no children of my own, he became the logical choice of partners for an old man with agricultural, growing pains." So, as Don and Jeff formed their farm partnership, they established long-term goals to manage 150 brood cows, pure black angus, 1/2 of which are registered. They sell the offspring as finished steers or seed stock. As Don enters into the 228th year on the Groninger Homestead, he was reminded how much a farm family cares for their land. "There exists so many adages extracted from Paul Harvey's speech, in 1978 at the FFA Convention; e.g, On the eighth day God looked down on his planned paradise and said, "I need a caretaker." So, God made a farmer. For a Homestead that's remained a legitimate, non-developed, family farm since 1797, this Homestead needed a caretaker. "I saw Jeff; I saw a farmer; and, I found the Homestead's future caretaker."

## **Ray Geissinger, VP**

Mifflintown, PA

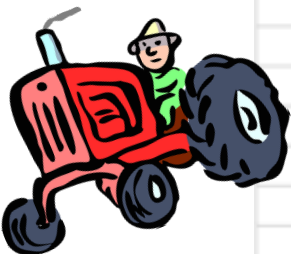
**Why am I involved with Farm Bureau?:** I see strength in being part of a group, and realize that when dealing with legislative issues that deal with agriculture; farmers and Farm Bureau are recognized for their policies that build community through good stewardship of our resources.



**Connection to farming:** We had a herd of registered Holsteins and I milked cows for about 50 years until 2014. Currently I am working with combine operators during harvest and hauling grain out of the fields to either local mills, distant mills or our own grain drying and storage system. We can store 100,000 bushels.



<b>PROPOSED BUDGET OCTOBER 1, 2024 - SEPTEMBER 30, 2025</b>		
<b>Juniata County Farm Bureau</b>		2025
		<b>BUDGET</b>
<b>INCOME</b>		
	Dues	\$ 6,400.00
Meetings	County Annual	\$ 750.00
	State Annual	\$ 1,500.00
Other	Bonus Bucks	\$ 300.00
	YAP	\$ 50.00
	Misc. (Rural Road Safety, Fair Prize, Ag Lit Sponsorshi	\$ 50.00
	Newsletter Co Op	\$ 450.00
	State Legislative Conference	\$ 40.00
<b>TOTAL</b>		<b>\$ 9,540.00</b>
<b>EXPENSES</b>		
Contracted Services	Newsletter (Printing/Editor)	\$ 3,000.00
	Postage	\$ -
	Secretary	\$ 600.00
Meetings	County Annual	\$ 1,000.00
	State Annual	\$ 1,800.00
	Farm Bureau Day	\$ 125.00
	Legislative	\$ 250.00
	Spring Mtg	\$ -
	Meetings Other	\$ 50.00
	YAP/Farmers Care	\$ 325.00
	Womens committee	\$ 550.00
	Membership Kickoff	\$ 200.00
	Local Affairs	\$ 1,500.00
Supplies	Environmental (Aug & April)	\$ -
	Labels	\$ -
	Membership Materials & Handling	\$ 475.00
Other	Sp Events (Ribbons, Rural Road Safety, YAP)	\$ 1,500.00
	PA Friends of Ag	\$ 1,000.00
	Insurance	\$ 400.00
	Misc (Sponsorships, President Letters, Ag Crates)	\$ 650.00
	Safe deposit box	\$ 30.00
	Lions Den	\$ 300.00
	Fair	\$ 400.00
	Misc Office	\$ 30.00
<b>TOTAL</b>		<b>\$ 14,185.00</b>



## Ag Literacy Week

March 17-21, 2025

Join Jackie and her garden friends in this charming picture book as they discover the wonders of gardening, soil secrets, and the magic of composting.

Jackie and her garden friends embrace the joys of planting a garden, nurturing and harvesting their own food, and recycling scraps to compost, ensuring that the magical cycle of growth and sustainability continues anew.

Science facts about soil, plants, pollinators, decomposers, and more are included on every spread.

A fantastic book to engage young readers in becoming environmental stewards, learning how to care for a garden, understanding a plant life cycle, discovering the power of pollinators and the importance of composting.



### REAL Life Money Savings: From an Actual PFB Farmer in Juniata County

Below are the 2024 costs that were impacted by the work of the PFB to maintain tax breaks for seed, feed fertilizer, and diesel. He did not have any vehicles with Farm Stickers but that is also a savings to farmers. Also, the saving from Clean and Green. Without PFB these breaks could easily go away.

Seed cost: \$34,052, 6% sales tax savings were \$2,043

Feed Cost (Minerals and Supplements): \$8,767, 6% sales tax savings were \$526

Fertilizer Cost: \$28,797, 6% sales tax saving were \$1,728

Diesel Cost: \$16,989, assume \$2.98/gallon=5,879 gallons

Tax would have been 25 cents/gallon, so savings were \$1,470

**Total Savings from seed, feed, fertilizer, and fuel=\$5,767**

Estimated tax on 400 acres would be \$17,467. C&G in this area is a 27% reduction meaning the tax would have been \$22,183. A savings of \$4,716

**Total 2024 Savings were: \$10,483 thanks to PFB**



For paying your membership dues.  
If you have not paid your membership  
yet, please do so as soon as you can



## NEWSLETTER

Juniata County Farm Bureau  
9193 William Penn Hwy, Mifflintown, PA 17059

Return Service Requested

# FARMtastic Book 2024-2025

MY GRANDPA, MY TREE AND ME BY ROXANNE TROUP

In this moving tale about the depths of love and care a grandfather and granddaughter have for one another, author Roxanne Troup and artist Kendra Binney deliver a timeless story sure to become a classic.

