



Maryland Farm Bureau, Inc. ®

3358 Davidsonville Road | Davidsonville, MD 21035

410-922-3426 | www.marylandfb.org

JOB DESCRIPTION

☒ Exempt
Non-Exempt

Date Written: August 3, 2026

Job Title:	Director of Government Relations
Reports To:	Executive Director
Department:	Public Policy
Territory:	Maryland
Pay:	\$85,000 – 100,000
Other Benefits:	401(K) w/ 3% company match, health insurance (90% employer paid), dental (100% employer paid), vacation, personal, and sick leave

PRIMARY DUTIES:

POSITION SUMMARY: Direct and coordinate the public policy program of the Maryland Farm Bureau, Inc. on predominantly state legislative and regulatory issues on a year-round, full-time basis. This will include the planning, organizing and implementation of all legislative and regulatory goals within the boundaries of member-driven grassroots policy, budget, and Board of Directors and Administration direction.

- Monitor and lobby state legislative and regulatory issues related to all aspects of agriculture before the Maryland General Assembly, the Maryland Congressional Delegation and state regulatory agencies.
- Primary subject areas include farm policy, environment, energy, natural resources, taxes, and agency regulations.
- Work closely with the American Farm Bureau Federation's Public Policy team to monitor and lobby on national issues as needed.
- Prepare regular written updates on issues impacting agriculture to Farm Bureau members, board, and staff.
- Educate Farm Bureau members, board, and staff on issues and assist county leaders in navigating their advocacy efforts.
- During the legislative session, prepare the weekly Hotline that is sent to Farm Bureau members.
- Prepare letters, articles, talking points, and speeches for Farm Bureau officers, staff, and members.
- Represent the Maryland Farm Bureau at meetings with elected officials and staff, government personnel and other stakeholders.
- Provide staff assistance and county Farm Bureau support for Maryland Farm Bureau's

policy development process.

MINIMUM QUALIFICATIONS:

- Bachelor's degree in political science, agriculture, or a related field
- Must live in the State of Maryland.

ADDITIONAL EXPERIENCE, QUALIFICATIONS & SKILLS:

- Knowledgeable of the appropriate procedures for working with the Maryland legislature, Governor, state agencies and other entities in the implementation of Farm Bureau policies.
- Ability to analyze current law and pending legislative proposals to determine the impact on members.
- General understanding of food, agriculture, farming, fishing, forestry, and conservation across the state of Maryland is preferred.
- Preferred experience working with volunteers and/or in a business or nonprofit association environment.
- The ability to work nights, weekends, and some holidays to accommodate the nature of the volunteer structure of the organization.
- Self-starter. The ability to take proactive initiative to identify problems, assess situations, identify potential solutions, and design and implement strategies to achieve desired outcomes and measurable results with minimum supervision. Strong positive attitude, energy, drive, confidence, and tenacity.
- A high degree of Emotional Intelligence, empathy, and active listening skills.
- To conduct oneself in a manner that is beyond reproach, to be a role model brand ambassador for the organization who is reliable, honest, accountable, and has a high level of integrity.
- Skill, comfort, and ability to speak in front of groups of various sizes, in public, and with local media and press.
- Exemplary written communication skills with regard to clarity, brevity, spelling, grammar, and composition. The ability to communicate complex agricultural subjects, public policy subjects, and to provide written instruction to volunteers.
- Proficient computer skills and familiarity with software including but not limited to Microsoft Office applications (Word, Excel, PowerPoint, Outlook, etc.), Adobe applications (Acrobat, Lightroom, Photoshop, etc.), web-based applications accessed through an internet browser, and social media applications.

JOB LOCATION

- This position is based at the Maryland Farm Bureau Annapolis location during the legislative session and the Maryland Farm Bureau Davidsonville location outside of

session.

- There will be travel across the state required, and work from home opportunity.

EQUAL EMPLOYMENT OPPORTUNITY POLICY:

Maryland Farm Bureau®, Inc. provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.

APPLICATION PROCEDURES:

Resumes with cover letters should be submitted by mail or email. Please include qualifications, background, education, references, and salary requirements by Friday, September 4th. Resumes will be accepted until the position is filled.

RESUMES SHOULD BE SENT TO:

Maryland Farm Bureau, Inc.
Attn: Cari Bergner, Executive Administrator
3358 Davidsonville Road
Davidsonville, MD 21035

Email: cbergner@marylandfb.org

Questions: Contact Parker Welch at pwelch@marylandfb.org