



IT STARTS WITH US

2023 CIRB ANNUAL MEETING

FEBRUARY 8 – 10, 2023

HYATT REGENCY COCONUT POINT

BONITA SPRINGS, FL



2023 | PROGRAM BOOK

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CIRB

Crop Insurance and Reinsurance Bureau, Inc.



Welcome to the 2023 Crop Insurance and Reinsurance Bureau annual meeting! On behalf of the CIRB team, we are glad that you could join us in Bonita Springs for an exciting, yet productive meeting.

With the next farm bill quickly approaching, we can expect lively policy conversations around crop insurance. Following catastrophic natural disasters, including Hurricane Ian, major flooding events, wildfires, and severe droughts out West, the need for a robust safety net for America's farmers and ranchers is clearer now than ever. CIRB is the driver for this need and will continue to work as an association to be the voice for crop insurance. Through this process, we will engage our Crop Insurance Coalition partners to protect and preserve the farmer's safety net in the upcoming farm bill. Our meeting theme, "It Starts with Us," will not only allow us to explore how to successfully navigate the new political environment, but it will also help us reflect internally to expand the industry's positive impact on our farmers and ranchers, as well as the communities where we do business.

This year, our speaker lineup features experts who will share their insights on industry regulation, diversity goals, climate-smart and regenerative agriculture, the upcoming farm bill, and other important agriculture policy issues that will impact your business in the year ahead. We also look forward to extending the conversations past the meeting rooms into coffee breaks, evening receptions, and even the golf tournament.

We encourage you to engage with CIRB through social media throughout the meeting. Follow @CIRBdc on Twitter and share your annual meeting updates using hashtag #CIRB2023. Make sure to tag yourself and your CIRB friends!

We are grateful to all our sponsors, including Aon Reinsurance Solutions, AgriSompo North America, American Farm Bureau Insurance Services, Crop Risk Services, Farmers Mutual Hail, Guy Carpenter, Holborn, Hudson Crop, Munich Re, the National Corn Growers Association, Precision Risk Management, Renaissance Re, Rural Community Insurance Services, Shelter Re, and Sunstream Services. Without their support, this meeting would not be possible.

Before I close, I would like to thank each of you for attending our annual meeting and bringing your expertise to this special gathering. You have the vision, knowledge, and experience to help pave the way for the future of CIRB and the crop insurance industry. We could not accomplish what we do without your leadership and resiliency.

We want to ensure that our events are valuable, productive, and enjoyable, so please do not hesitate to talk to the CIRB staff if you have any feedback. We hope you enjoy your time in beautiful Bonita Springs.

Sincerely,



Michael K. Torrey
Executive Vice President

It is the intent of the Crop Insurance and Reinsurance Bureau, Inc. ("CIRB") to conduct all meetings well within the boundaries of discussion clearly permitted by Federal and State antitrust laws.

Although the business of insurance is granted some exemption from Federal law by the McCarran-Ferguson Act, the exemption is not total and exists only if state law governing the business of insurance is present in a given area of activity.

In addition, CIRB has obligations under Federal Antitrust law that must be met, primarily in avoiding the areas of price-fixing and bid-rigging.

The McCarran-Ferguson Act notwithstanding, all individuals in attendance at a CIRB meeting must avoid any discussion that may involve boycotts, intimidation or coercion.

In view of the above, any discussion at any meeting by any speaker, particularly on a non-legislative subject that dwells on the above subjects, or that suggests minimum pricing, standard underwriting criteria, or a market division plan in which a group of companies would participate, unless these are specifically covered by state law, must be avoided. If such a discussion occurs, individuals should exercise their right to object, have their objection noted in the minutes, and absent themselves during that part of the meeting that they deem objectionable.



**"PRESERVING THE
FARM SAFETY NET"**

ANNUAL MEETING AGENDA

WEDNESDAY, FEBRUARY 8

5:30 – 6:00 PM: Emerging Leaders Program Alumni
Welcome Reception (BANYAN COURTYARD)

6:00 – 8:00 PM: Welcome Reception & Registration Pickup
Sponsor: Farmers Mutual Hail Insurance Company of Iowa

THURSDAY, FEBRUARY 9

7:00 – 8:00 AM: Breakfast for attendees and guests (ESTERO TERRACE)
Sponsor: Rural Community Insurance Services

8:00 – 8:10 AM: Welcome from CIRB's Chairman (ESTERO A)
– *Brian Young*

8:10 – 8:15 AM: Meeting Overview from CIRB's
Executive Vice President – *Michael Torrey*

8:15 – 9:15 AM: Climate Economist – *Dr. Julia Borman*

8:30 AM – 2:00 PM: Spouse and Guest Event off-site

9:15 – 10:00 AM: Legal Update – *Kurt Henke*

10:00 – 10:15 AM: Break (ESTERO LOBBY)
Sponsor: Renaissance Re

10:15 AM – 11:30 AM: Diversity, Equity, and Inclusion
in the Workplace – *Kelly Lockwood Primus*
Sponsor: AgriSompo North America

11:30 – 11:35 AM: Closing Remarks

12:00 – 1:30 PM: Career Advice for Women luncheon (ESTERO A)
– *Kelly Lockwood Primus*

2:00 – 4:30 PM: CIRB Board of Directors Meeting

5:30 – 6:00 PM: Emerging Leaders Program Networking

6:00 – 8:00 PM: Evening Reception
(ROYAL PALM COURTYARD)
Sponsor: Holborn

FRIDAY, FEBRUARY 10

7:00 – 8:00 AM: Breakfast for attendees and guests (ESTERO TERRACE)

8:00 – 8:05 AM: Welcome from CIRB Chairman (ESTERO A)
– *Brian Young*

8:05 – 9:05 AM: Farm Bill Panel
Panelists – *Joe Shultz and James Glueck*
Moderator – *Tara Smith*

9:05 – 9:35 AM: RMA Update – *Associate Administrator Keith Gray*

9:35 – 9:50 AM: Break (ESTERO LOBBY)
Sponsor: Shelter Re

9:50 – 10:50 AM: Political Update – *Jim Wiesemeyer*
Sponsor: American Farm Bureau Insurance Services, Inc.

10:50 – 11:05 AM: CIRB Awards Presentation

11:05 – 11:10 AM: Closing Remarks

11:20 AM – 12:00 PM: Travel to the golf course

12:00 – 5:30 PM: Golf Tournament Shotgun Start
Sponsor: AgriSompo North America

5:30 – 6:15 PM: Travel to Hotel

6:30 – 9:00 PM: Closing Reception
(CYPRUS COURTYARD & WATERFALL POOL DECK)
Sponsor: Crop Risk Services



SPONSORS

PLATINUM



AGRI SOMPO
NORTH AMERICA

CROP RISK SERVICES

An AIG company



Farmers Mutual Hail
Insurance Company of Iowa



Resolutely Independent Since 1920

SILVER



AMERICAN FARM BUREAU INSURANCE SERVICES, INC.



SUPPORTER



GENERAL



PRECISION
RISK MANAGEMENT

2023 EVENTS

SPOUSE & GUEST EVENT

THURSDAY, FEBRUARY 9TH

CIRB spouses and guests will experience a 3-hour catamaran excursion on Sweet Liberty. As a community expert narrates the tour, the boat will cruise through Naples Bay and Port Royal. Guests will have the opportunity to enjoy the beaches of Southwest Florida while collecting beautiful seashells.

The bus will depart from the Hyatt Regency Coconut Point at 8:30 AM. Please meet in the hotel lobby at 8:15 AM. Lunch and beverages will be provided on the boat. Guests are expected to return to the hotel by 2:00 PM.



ANNUAL CIRB GOLF TOURNAMENT

FRIDAY, FEBRUARY 10TH

Join us for the annual CIRB golf tournament at the breathtaking Old Corkscrew Golf Course, the only Niklaus Signature Design golf course in Southwest Florida.

The bus will depart the hotel lobby at 11:20 AM. The shotgun start will begin at 12:00 PM. Boxed lunches will be provided before the tournament. Participants are expected to arrive back at the hotel by 6:15 PM.

Awards will be presented during the Friday reception, and prizes will be given for the 1st place – net, 1st place – gross, most honest, longest drive, and closest to the pin.



CHAIRMAN'S AWARD

Established more than 30 years, the Chairman's Award is the highest honor present by CIRB. Those who receive this prestigious award are dedicated to providing exceptional support of the farm safety net and making significant contributions toward achieving CIRB's goals and mission.

AWARD RECIPIENTS

2023 – Senator Debbie Stabenow	2005 – Shawn Simpsen
2023 – Mike Day	2004 – Steven C. Rutledge
2022 – Sam Scheef (Lifetime Achievement Award)	2003 – Roger K. Swartz
2022 – Tim Green & John Reinman	2002 – Oscar Olsen
2022 – Michael Zielin	2001 – Larry McKean
2020 – Sen. Pat Roberts (R-KS) (Lifetime Achievement Award)	2000 – Jack Clanton
2019 – Rep. Collin Peterson (D-MN)	1999 – Fred Morgan
2018 – Rep. Mike Conaway (R-TX)	1997 – Bill Rutledge
2017 – Tara Smith	1996 – Thomas A. Rudisill
2017 – Brandon Willi (Distinguished Service Award)	1995 – Larry L. Forrester
2016 – Greg Mills	1994 – Roger K. Swartz
2015 – Rep. Rodney Davis (R-IL)	1993 – Perry Rutledge, O.L. Deardorff
2014 – Sen. Pat Roberts (R-KS)	1992 – Dave Rutledge (posthumously)
2013 – Linda Vickers	1991 – Earl Rae
2012 – Sheri Bane	1990 – Richard Bill
2011 – Paul Bleiberg	1989 – Jack Clanton
2008 – Richard Bill	1988 – Glen Wistey
2007 – Kurt Henke	1987 – Richard Bill
2006 – Jane Shey	1986 – Bill Drey
	1985 – Connie J. Denzer
	1984 – Sparky Hefner

EMERGING LEADERS PROGRAM

The Emerging Leaders Program is designed for crop insurance professionals seeking to increase their knowledge of the program and hands-on experience in advocacy. The program looks to help build the next generation of crop insurance leaders. Nominations for the next class open in June. If you would like to nominate someone for the 2023-2024 ELP class, please visit www.cropinsurance.org for more information.

PROGRAM BENEFITS:

- Enhance your leadership skills and knowledge of policy issues.
- Participate in CIRB meetings such as the Annual Meeting and seasonal Fly-Ins.
- Participate in networking events around the country with the CIRB Executive Committee members and leaders in the industry.
- Participate in CIRB webinars and policy updates on policy issues and future industry challenges.

MEET THE CLASS OF 2022-2023

- Elizabeth Mauch, American Farm Bureau Insurance Services
- Kaia Peterson, American Agricultural Insurance Company
- Christa Luebke, AgriSampo North America
- Ryan Johnston, AgriSampo North America
- Kyle Simpsen, COUNTRY Financial
- Matthew Miller, COUNTRY Financial
- Jessica Carter, Crop Risk Services
- Sara Wall, Crop Risk Services
- Travis Krinkie, Crop Risk Services
- Landon Shafer, Farmers Mutual Hail Insurance Company of Iowa
- Molly Eastman, Farmers Mutual Hail Insurance Company of Iowa
- Blaine Hanf, Hudson Crop
- Adam Livers, Hudson Crop
- Meg Yandell, Rural Community Insurance Services
- Serena Navarro, Rural Community Insurance Services
- John Kuhling, Watts and Associates

ELP ACTIVITIES:

- Participation in two CIRB hosted webinars that introduce the industry and the challenges that lie ahead in Washington.
- Attend the CIRB Executive Committee Meeting and fly-in meetings on Capitol Hill.
- Schedule Congressional visits with their district Congressional leaders.
- Travel to Kansas City for an industry networking trip, including meetings with the RMA team and NCIS.
- Attend the annual meeting to learn more about the future of the industry from engaging speakers while networking with industry leaders.

SPEAKER BIOGRAPHIES



Julia Borman, Ph.D.

Manager of the Regulatory and Rating Agency Team
Verisk

Dr. Julia Borman is the Manager of the Regulatory and Rating Agency Client Services team within the Consulting and Client Services group at Verisk extreme event solutions. Julia joined Verisk in 2014 as part of the Research and Modeling group and focused on making extreme event models for agriculture. During that time, Julia was the model manager of the U.S. Multiple Peril Crop Insurance model. Julia's new team ensures compliance with regulatory and market requirements of extreme event models. The team assists clients in working with regulators and rating agencies on a variety of projects including data calls, utilizing models in rate making and stress tests. Julia holds a Ph.D. in Economics and Master of Economics from North Carolina State University and bachelor's degrees in Economics and Mathematics from St. Mary's College of Maryland.



Kurt Henke

CIRB Legal Counsel
Henke-Bufkin PA

Kurt Henke has been CIRB's outside counsel since 1995. Mr. Henke is co-founder and principal of the law firm of Henke-Bufkin, P.A. in Lyon, MS. He was born in Berea, OH reared in Indianola, MS, and educated at Millsaps College, where he received a B.B.A., cum laude, in 1979. He received his Juris Doctorate from the University of Mississippi in 1981. Mr. Henke is widely regarded as one of the preeminent attorneys in the country in the field of crop insurance. He has an extensive background in crop insurance litigation, representing companies in crop insurance disputes throughout the nation since the mid-1980s. Mr. Henke has represented CIRB on various RMA/Industry Committees and has been actively involved in renegotiating the Standard Reinsurance Agreement.

SPEAKER BIOGRAPHIES



Kelly Lockwood Primus

Chief Executive Officer
Leading NOW

Kelly Lockwood Primus, Chief Executive Officer, oversees the strategy, research development, and client relationship management to help their clients reach their global diversity goals. Before being appointed CEO of Leading NOW, Kelly was CEO & President of its Leading Women brand. Before joining Leading Women, Kelly was a member of the executive team for WFF, a national non-profit women's leadership organization, as Vice President for Marketing & Communications, and was instrumental in returning the organization to prominence in the foodservice industry as the authority for women's leadership

development, driving participation in the organization's live and virtual events to "sell-out" status. Before her time in women's leadership development, Kelly was a member of the executive team at Primo Water, a publicly held CPG company, in the role of Vice President, Marketing & Communications. Recruited pre-IPO, Kelly was challenged with articulating the brand promise, creating the brand communication strategy, and instituting integrated marketing campaigns to drive retailer and consumer brand preference. Within less than a year, the organization went public, had acquired multiple new retail partners, including Walmart, and the company's products were featured in leading trade publications as a product category to watch.

"IT STARTS WITH US"

SPEAKER BIOGRAPHIES



James Glueck
Vice President
Torrey Advisory Group

James Glueck joins TAG from the U.S. Senate Committee on Agriculture, Nutrition, and Forestry where he was staff director under the leadership of Chairman Pat Roberts. For over a decade, James has played an integral role on the committee and in the personal office of former U.S. Senator Mike Johanns (R-NE), advising on a wide range of subjects, including risk management, biotechnology, grain handling, nutrition, trade, foreign relations, and water issues. His legislative experience includes the successful passage and oversight of the 2018 and 2014 farm bills and the 2016 biotechnology food disclosure law. Before Capitol Hill, James worked for Bunge North

America, an integrated agribusiness and food ingredient company. He also served at the U.S. Department of Agriculture, including roles as a senior advisor to the Under Secretary for Farm and Foreign Agricultural Services, congressional liaison, deputy White House liaison, deputy director of intergovernmental affairs, and confidential assistant in the Farm Service Agency.



Joe Schultz
Executive Director
Platform for Agriculture and Climate Transformation

Joe Schultz is the Executive Director of the Platform for Agriculture and Climate Transformation (PACT). PACT seeks to advance a full ecosystem of support for climate-smart and regenerative agriculture as a meaningful solution to the climate crisis. PACT supports efforts to scale effective climate solutions and support innovation where needed – bringing coordination and capacity to expand the impact of existing philanthropy, corporate commitments, policy advocacy, and individual farmer action. PACT deploys many tools, including grantmaking, coalition-building, and other forms of collaboration, to support federal and state policy, public-private partnerships, on-the-

ground projects, new technologies, and innovative research to bring lasting science-based solutions to scale. Joe is the former staff director of the Senate Agriculture Committee under Senator Debbie Stabenow.

SPEAKER BIOGRAPHIES



**Associate Administrator
Keith Gray**
Risk Management Agency
United States Department
of Agriculture

Keith Gray is Associate Administrator for the Risk Management Agency (RMA) at the US Department of Agriculture. There Gray serves on the executive team of RMA under the leadership of Administrator Marcia Bunger. Previously, Gray had served as President of Gray Matter Consulting, LLC, with decades of political experience on and off Capitol Hill. Mr. Gray has a successful track record in obtaining funding for his clients with grants and federal contracts. He was an Instructor in the Graduate School USA's Grants Management Certificate program for grants professionals and is a Certified Grants Management Specialist ®. Gray has also worked for the Alabama Farmers Federation and ALFA Insurance Companies as their Washington Representative. Mr. Gray

was a legislative assistant for Congressman Terry Everett (AL) on the House Agriculture Committee where he covered agriculture, energy, education, and healthcare issues. Mr. Gray is the Area Vice President of the National Capital Area Council in northern Virginia and the District of Columbia for the Boy Scouts of America. Mr. Gray is a graduate of the University of Alabama and the George Mason School of Law.



Jim Wiesemeyer
Washington Analyst
Pro Farmer

From his office in Washington, Mr. Wiesemeyer provides the latest information on agricultural policy and trade developments. Since 1978, Wiesemeyer has frequently reported on and interviewed senior government officials, including Presidents Reagan and Carter and several USDA Secretaries; he has traveled extensively in his assignments and is a frequent speaker on farm policy and trade issues.

CIRB MEMBERS

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2022-2023 CIRB Members

Thank you to our CIRB members for your continued support throughout the year.

CIRB FULL MEMBERS



CIRB MEMBERS

CIRB ASSOCIATE MEMBERS



Totsch Enterprises, Inc.

CIRB INDIVIDUAL MEMBERS



Ag Hedge Desk



CIRB OFFICERS & STAFF

2023 CIRB OFFICERS & STAFF

Chairman – Brian Young, Crop Risk Services
Vice Chair – Lindsey Rinkenberger, COUNTRY Financial
Treasurer – Carmen Mescher, Hudson Crop

Immediate Past Chair – Ron Rutledge, Farmers Mutual Hail Insurance Company

CIRB STAFF



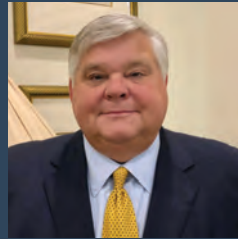
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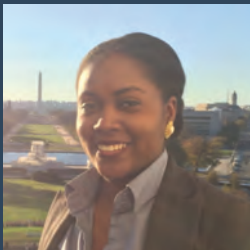
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**“OFFERING
UNPARALLELED
ADVOCACY,
COMMUNICATIONS, AND
MEMBERSHIP SERVICES
TO THE CROP INSURANCE
AND REINSURANCE
COMMUNITY.”**



MEETING NOTES

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PROGRAM SPONSORED BY:

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CIRB

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