

The background of the cover is a photograph of a vast field of green soybean plants, with rows receding into the distance under a clear blue sky with light clouds. A large green arrow-shaped graphic points downwards from the top center, containing the text.

CIRB

Crop Insurance and Reinsurance Bureau, Inc.

ANNUAL REPORT 2022



TABLE OF CONTENTS

- 3 Message from the Executive Vice President
- 4 Our Leadership
- 5 Our Mission and Core Pillars
- 6 The Capital Voice
- 7 DC Information Source
- 8 Membership Services
- 9 Chairman's Award
- 10 Emerging Leaders Program
- 11 Collaboration
- 12 Crop Insurance Coalition
- 13 CIRB PAC



MESSAGE FROM THE EXECUTIVE VICE PRESIDENT

Dear Friends,

As I reflect on the accomplishments of this year -- I cannot help but think of the infamous line spoken in the movie *Field of Dreams*, "If you build it, they will come." While this may seem cheesy, and it probably is, I also think it is a fitting way to describe how the member companies of CIRB have navigated the challenging times of the pandemic, as well as the unique post-pandemic challenges.

While we may not have realized it at the time, the foundation CIRB built over the years – a strong membership base, innovative thinking to solve challenges, and a commitment to prepare the next generation in our industry – was critical in ensuring CIRB could maintain a strong organization and continue to build a strong coalition, even when the world seemed to be everchanging around us.

As a result of what CIRB has built, members have watched their organization grow and continue to build support in the form of new members, increased industry support, and a powerful, excited multigenerational base that is prepared to advocate for our goals now and in the future.

I believe the foundation of your organization lies in the dedication of individual members and supporters. In 2022, CIRB welcomed well over 100 people to the annual meeting in California. During that time, members were able to reconnect with each other and build relationships with key industry leaders, including USDA RMA Administrator Marcia Bungler. In addition to your support as member companies, the coalition continued to stay involved and relevant in policy discussions. Now made up of over 100 members, the Crop Insurance Coalition is an integral part of having a unified voice to protect the program.

To continue building on the influence CIRB members have with decision-makers in Washington, D.C., your association's staff spent time providing updates on the current political landscape and perspectives on the dynamics of the 2023 Farm Bill. It is these discussions and opportunities for continued learning that, I believe, will be critical in ensuring CIRB is prepared to meet the challenges that may lie ahead.

In all of this, perhaps the thing that I am most proud of is the continued commitment to preparing the next generation. CIRB has now successfully graduated the seventh class of Emerging Leaders. The individuals that participated in the program had the opportunity to learn from some of the best and brightest in the industry, as well as get first-hand experience advocating to elected officials in the nation's capital. I truly believe that this program is essential as CIRB builds upon our foundation, looking toward the future.

So, "if you build it, they will come." I am proud of what has been built, and I am grateful for all those that have invested in the organization by traveling to meetings, taking the time to learn, and committing to the continued support of the mission. I look forward to the months and years to come working with you all to ensure crop insurance remains a viable tool for our nation's farmers and ranchers.

Sincerely,



Michael Torrey
Executive Vice President

OUR LEADERSHIP

OFFICERS



Brian Young
Chair
Crop Risk Services



Lindsey Rinkenberger
Vice Chair
COUNTRY Financial



Carmen Mescher
Treasurer
Hudson Crop



Ron Rutledge
Immediate Past
Chair
*Farmers Mutual
Hail*

STAFF



Michael Torrey
Executive Vice
President



Tara Smith
Deputy Executive
Vice President



Kurt Henke
Legal Counsel



Danielle Nelson
Director



Ashley Smith
Director



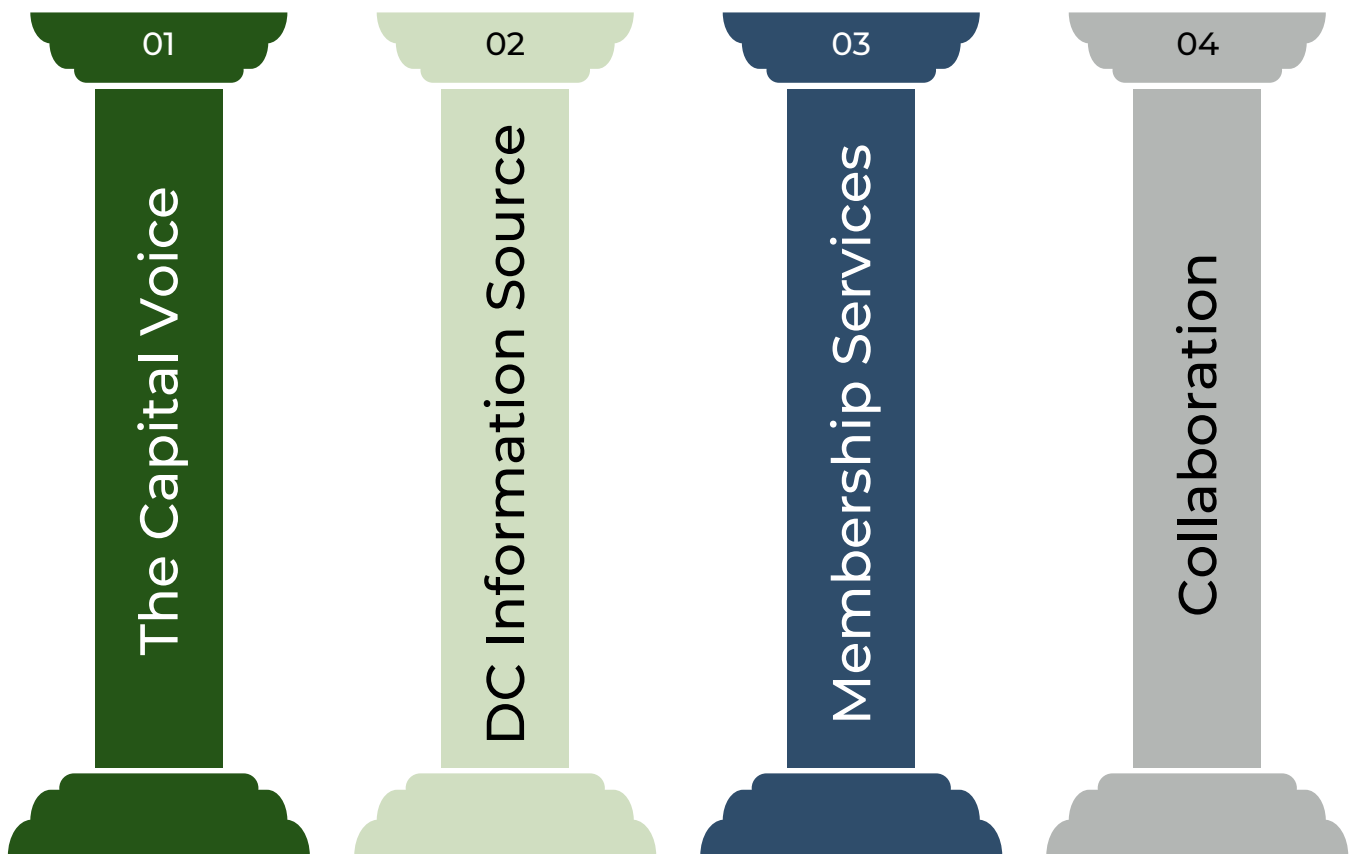
Perry Harlow
Members and
Events Manager

OUR MISSION AND CORE PILLARS

MISSION

To continuously improve crop insurance through unity and leadership.

CORE PILLARS



- 01 CIRB monitors, advocates, and communicates to influence government decisions and preserve the farm safety net.
- 02 CIRB is the leading legislative resource for the industry, media, and decision makers.
- 03 CIRB provides exemplary membership benefits and continues to expand its membership base.
- 04 CIRB works closely with insurance and reinsurance organizations, agents, customers, lenders, and others in the agriculture value chain.

CIRB monitors, advocates, and communicates to influence government decisions and preserve the farm safety net.

POLICY CONFERENCE

CIRB was excited to host the annual policy conference in-person after a two-year hiatus because of the COVID-19 pandemic. Due to COVID-19 restrictions, our 2022 fly-in included only Executive Committee members and Emerging Leaders Program participants.

The policy conference began with a Congressional Crop Insurance reception that included attendees from the Crop Insurance Coalition and members of Congress, such as Rep. Rodney Davis (R-IL) and Rep. Jimmy Panetta (D-CA).

The following day, fly-in participants had the unique opportunity to have breakfast with House Agriculture Committee Ranking Member GT Thompson (R-PA). Rep. Thompson reiterated the importance of protecting crop insurance in the upcoming farm bill.

Throughout the event, CIRB met with several members of Congress, including Rep. Dusty Johnson (R-SD), Rep. Michelle Fischbach (R-MN), Senator Roger Marshall (R-KS), Rep. Cindy Axne (D-IA), and Senator Joni Ernst (R-IA).

To conclude the event, CIRB invited staff members from the House and Senate Agriculture Committee Majority and Minority staff, or the 4 corners, to participate in a farm bill panel. The staff discussed their Member's farm bill priorities and provided an update about upcoming committee hearings.

In addition to the Hill visits, CIRB members participated in fundraiser events for Rep. Jim Costa (D-CA) and Rep. GT Thompson (R-PA).

Left: Members of the Executive Committee and the Emerging Leaders Program had the opportunity to discuss crop insurance policies with Rep. Angie Craig (D-MN) on the steps of the US Capitol at the Spring Fly-In.



DC INFORMATION SOURCE

CIRB is the leading legislative resource for industry, media, and decision makers.

HOUSE CROP INSURANCE HEARING

In July 2022, CIRB member Bob Haney testified in front of the House Agriculture Subcommittee on General Farm Commodities and Risk Management on the importance of crop insurance and the vital role it plays in providing risk management to farmers and ranchers across the country.

Haney, Executive Chairman of AgriSompo North America, stressed the importance of continued support for the current “3-legged stool” crop insurance model and continued flexibility for farmers to ensure coverage allows them to make the best decisions for their business. Haney discouraged the creation of any disaster assistance program that would disincentivize farmers from purchasing crop insurance. He also discussed some of the difficulties faced in implementing new crop insurance policies created through the 508(h) process.



Bob Haney, CEO of AgriSompo North America

SPEAKING ENGAGEMENTS



Throughout the year, CIRB staff were invited to speak at numerous conferences and events to discuss the current political climate in D.C. and its impact on crop insurance. This past year, staff spoke at 15 events. Some events included Minnesota AgriGrowth Conference, Louisiana Farm Bureau Annual Meeting, Agri-Pulse Newsmakers, and numerous events hosted by CIRB members.



MEMBERSHIP SERVICES

CIRB provides exemplary membership benefits and continues to expand its membership base.

ANNUAL MEETING

CIRB was thrilled to host the 2022 annual meeting in person after hosting the 2021 meeting virtually. The meeting started with a welcome reception that gathered crop insurance supporters from across the globe.

Thursday morning, the attendees were welcomed by CIRB's Acting Chairman, Brian Young of Crop Risk Services, and Executive Vice President, Michael Torrey. Attendees also heard welcoming remarks from two members of Congress, Rep. Jimmy Panetta (D-CA) and Rep. Jim Costa (D-CA), in honor of our California meeting location.

Dr. Michael Swanson from Wells Fargo provided attendees with an energetic opening presentation that analyzed the profit trends in agriculture. CIRB members also heard Jim Wiesemeyer of Pro Farmer provide a unique DC policy forecast for 2022.

On the last day, attendees started the morning with a presentation from Steven Webersen from Conning, Inc. Webersen provided an overview of current events that impact the crop insurance industry. Kurt Henke, CIRB's legal counsel, offered the group a crop insurance legal update.

CIRB also welcomed USDA Risk Management Agency Administrator Marcia Bunger to the meeting. Administrator Bunger and her team discussed some of the administrative updates at RMA and highlighted program changes in 2022.

CIRB concluded the event by honoring exemplary leaders in crop insurance. Sam Scheef was honored with CIRB's Lifetime Achievement Award, and John Reinman and Tim Green were honored with CIRB's Chairman's Awards.



CHAIRMAN'S AWARD

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

Sam Scheef

Lifetime Achievement Award



Tim Green

Chairman's Award



John Reinman

Chairman's Award



PAST CHAIRMAN'S AWARD RECIPIENTS

2020 - Sen. Pat Roberts (R-KS) (Lifetime Achievement Award)

2019 - Jim Brost (Lifetime Achievement Award) & Rep. Collin Peterson (D-MN)

2018 - Rep. Mike Conaway (R-TX)

2017 - Tara Smith & Brandon Willis (Distinguished Service Award)

2016 - Greg Mills

2015 - Rep. Rodney Davis (R-IL)

2014 - Sen. Pat Roberts (R-KS)

2013 - Linda Vickers

2012 - Sheri Bane

2011 - Paul Bleiberg

2008 - Richard Bill

2007 - Kurt Henke

2006 - Jane Shey

2005 - Shawn Simpsen

2004 - Steven C. Rutledge

2003 - Roger K. Swartz

2002 - Oscar Olsen

2001 - Larry McKean

2000 - Jack Clanton

1999 - Fred Morgan

1997 - Bill Rutledge

1996 - Thomas A. Rudisill

1995 - Larry L. Forrester

1994 - Roger K. Swartz

1993 - Perry Rutledge, O.L. Deardorff

1992 - Dave Rutledge (posthumously)

1991 - Earl Rae

1990 - Richard Bill

1989 - Jack Clanton

1988 - Glen Wistey

1987 - Richard Bill

1986 - Bill Drey

1985 - Connie J. Denzer

1984 - Sparky Hefner

EMERGING LEADERS PROGRAM

CIRB is proud to announce the graduates of the 7th Emerging Leaders Program class. Twelve up and coming crop insurance leaders completed the program this year. Please visit cropinsurance.org/emerging-leaders-program/ for more information.



Jerod Dowell
AgriSompo North America



Sandon Lawrence
AFBIS, Inc.



Brenda Dozier
COUNTRY Financial



Colleen Sizemore
Crop Risk Services



Jeff VanGenderen
Farm Bureau Financial Services



Dave DeCapp
Farmers Mutual Hail



Ken Ripley
Farmers Mutual Hail



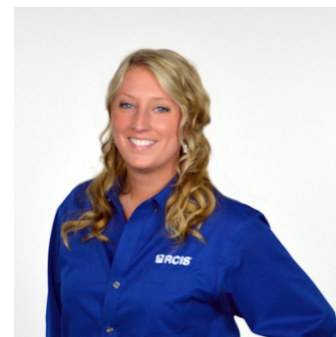
Clint Meek
Hudson Crop



Justin White
Hudson Crop



Lurinda Gilliland
Rural Community Insurance Services



Stefanie Wolf
Rural Community Insurance Services

COLLABORATION

CIRB works closely with insurance and reinsurance organizations, agents, customers, lenders, and others in the agriculture value chain.

COMMODITY CLASSIC

CIRB staff attended the 2022 Commodity Classic in New Orleans, LA, and collected testimonials from farmers about why they support crop insurance. Commodity Classic is the annual meeting of several Crop Insurance Coalition partners, including the National Corn Growers Association, the American Soybean Association, the National Association of Wheat Growers, the National Sorghum Producers, and the Association of Equipment Manufacturers.

At the event, CIRB hosted a Crop Insurance Coalition dinner for coalition partners that were attending Commodity Classic.



FACA WORKING GROUP CO-CHAIR

CIRB joined the Food and Agriculture Climate Alliance (FACA) in 2022. FACA was founded to develop climate-related policy recommendations for the upcoming farm bill that farm groups, environmental organizations, and others in the agriculture and food value chain could support. CIRB co-chaired the government relations and communications working group on crop insurance, commodities, and credit with the Environmental Defense Fund. Final recommendations included opposition to AGI limits, general support for the program, and the need for additional studies on the impact of climate-smart agriculture practices on crop insurance.



CROP INSURANCE COALITION

The Crop Insurance Coalition was established in advance of the 2014 Farm Bill by CIRB. Today, CIRB provides intel, analysis, and communications support to coalition partners.



DIVERSE MEMBERSHIP

The Coalition includes more than 100 organizations, including lenders, farm organizations, key voices in the conversation community, agent organizations, and several ag input providers.

UNIFIED VOICE

The Coalition collaborates on messaging to ensure a unified voice in efforts to protect and preserve farmers' access to affordable crop insurance across the U.S.

EDUCATE & DEFEND

The Coalition works together to educate members of Congress and defend against attacks on the effective public-private partnership that protects our nation's food supply.

COALITION ACCOMPLISHMENTS

- Hosted a meet and greet for RMA Administrator Marcia Bunger.
- Drafted, circulated, and sent a letter to the Administration, and the House and Senate Budget and Appropriations Committees in support of protecting crop insurance during the FY23 budget process. Over 55 Coalition partners signed the letter.
- Shared updated Myth v. Fact documents with Coalition partners for use during the spring fly-in season.
- Hosted a webinar briefing on margin coverage to Coalition partners, presented by CIRB member Watts and Associates.
- Provided Coalition partners with Congressional and Administration updates, including House Appropriations language regarding crop insurance and RMA's announcement on additional assistance for organic and organic transition producers.

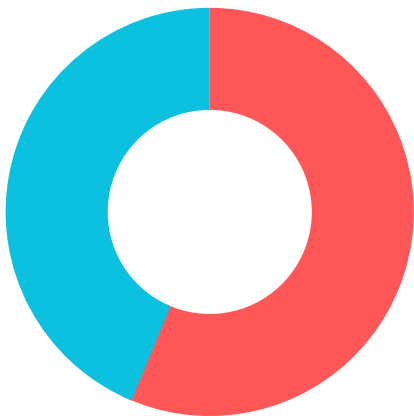
CIRB PAC

CIRB PAC is a Political Action Committee (PAC) that allows CIRB supporters to pool personal, voluntary contributions for candidates who support a strong crop insurance program and are influential in protecting and promoting crop insurance as a critical component of the farm safety net. The bipartisan CIRB PAC helps develop new champions for crop insurance.

PLANNED GIVING

Political giving during the 117th Congress (2021-2022)

CIRB hosted a variety of fundraisers for members of Congress. Some of the fundraisers were for House Ag Committee Chair David Scott (D-GA), Ranking Member G.T. Thompson (R-PA), Senate Ag Committee Chairwoman Debbie Stabenow (D-MI), and Ranking Member John Boozman (R-AR).



Bipartisan Political Giving

56% REPUBLICANS

44% DEMOCRATS

THANK YOU TO OUR 2021-2022 CONTRIBUTORS

- Bette Rae Jones
- Carmen Mescher
- COUNTRY PAC
- Dan Gasser
- Denise Schultes
- Farmers Mutual Hail PAC
- Jane Crowder
- Jim Konstanty
- Joe Ingersoll
- John Reinman
- Mark Anderson
- Marsh & McLennan Companies PAC
- Michael Torrey
- Nanette Joiner
- Perry Harlow
- Steven Milholland
- Theresa Young



Crop Insurance and
Reinsurance Bureau, Inc.
50 F ST NW | STE 650
Washington, DC 20001



cropinsurance.org
cirbnews@cropinsurance.org
(202) 544-0067
Twitter: @CIRBdc