

# January 31 - February 2, 2024 The westin kierland resort and spa Scottsdale, AZ













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# **CELEBRATING 60 YEARS**



# A MESSAGE FROM MICHAEL TORREY

Welcome to the 2024 Crop Insurance and Reinsurance Bureau annual meeting! On behalf of the CIRB team, we are glad that you could join us in Scottsdale for an exciting and productive meeting.

This year, our speaker lineup features a variety of industry experts who will share their insights on industry regulation, climate and agriculture, navigating the political landscape, 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. The official hashtag for the annual meeting is #CELEBRATING60, and of course, #ProtectCropInsurance or #CropInsurance is a great way to engage online as well. In addition, make sure you follow the CIRB Twitter account @CIRBdc and tag us in all your updates about the conference.



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

We are also delighted to extend a warm welcome to our 2023-2024 class of Emerging Leaders. We are proud to help prepare the next generation of leaders within the industry!

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 us pave the way for the future of CIRB and our industry. We could not accomplish our goals without your leadership.

We want to ensure our events are valuable, productive, and enjoyable, so please talk to the CIRB staff if you have any feedback. We hope you enjoy your time in beautiful Scottsdale!

Sincerely,

Michael K. Toney

Michael K. Torrey Executive Vice President

# 2023 CIRB ANNUAL MEETING **ANTITRUST STATEMENT**

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, JANUARY 31

**5:30 – 6:00 PM:** Emerging Leaders Program Alumni Welcome Reception (WHIPPLE SUITE) Sponsor: American Farm Bureau Insurance Services

6:00 – 8:00 PM: Welcome Reception & Registration Pickup (NORTHERN SKY TERRACE)

Sponsor: Farmers Mutual Hail

# **THURSDAY, FEBRUARY 1**

**7:30 – 8:30 AM:** Breakfast for attendees and guests (GREENWAY) Sponsor: Rural Community Insurance Services

8:30 – 10:30 AM: General Session (RAINMAKERS BALLROOM) Sponsor: Hudson Crop

8:30 – 8:40 AM: Welcome from CIRB's Chairman – *Brian Young* 8:40 – 8:45 AM: Meeting Overview from CIRB's Executive Vice President – *Michael Torrey* 

8:45 – 9:45 AM: "Current Key Topics in North American Agricultural Weather" – Dr. Michael Dickinson, RenaissanceRe Risk Sciences; Moderator: James Long, RenaissanceRe Risk Sciences

**9:00 AM – 2:00 PM:** Spouse and Guest Event off-site (AZ Botanical Garden/Lunch/Shopping)

9:45 – 10:30 AM: Legal Update – *Kurt Henke, CIRB Counsel, Henke-Bufkin* 

10:30 – 10:45 AM: Break (RAINMAKERS FOYER)

Sponsor: RenaissanceRe Risk Sciences

**10:45 – 11:45 AM:** Market Outlook – *Steven Webersen, Conning* (RAINMAKERS BALLROOM)

**11:45 – 11:50 AM:** Message from RMA Administrator – *Marcia Bunger, RMA Administrator, USDA* 

11:50 AM – 12:00 PM: Closing Remarks, Meeting Adjourns

2:00 - 4:30 PM: CIRB Board of Directors Meeting (GREENWAY)

5:30 – 6:00 PM: Emerging Leaders Program Networking Reception (MARIPOSA) Sponsor: American Farm Bureau Insurance Services

6:00 – 8:00 PM: Evening Reception (MARIPOSA) Sponsor: Holborn

# **FRIDAY, FEBRUARY 2**

7:30 – 8:30 AM: Breakfast for attendees and guests (GREENWAY)

8:30 - 10:00 AM: General Session (RAINMAKERS BALLROOM)

8:30 – 8:35 AM: Welcome from CIRB's Chairwoman – *Lindsey Rinkenberger* 

8:35 – 9:30 AM: "Trends verses Cycles: Making Profits in Agriculture" – Michael Swanson Ph.D, Wells Fargo & Company 9:30 – 10:15 AM: RMA Update – Under Secretary Robert Bonnie, USDA

**10:15 AM – 10:30 AM:** Break (RAINMAKERS FOYER) Sponsor: COUNTRY Financial

**10:30 – 11:30 AM:** 2024 Political Outlook – *Jim Wiesemeyer, Pro Farmer* (RAINMAKERS BALLROOM) *Sponsor: Shelter Reinsurance* 

11:30 – 11:45 AM: CIRB Awards Presentation – *Recipient: Ron Rutledge* 11:45 – 11:50 AM: Closing Remarks & Meeting Adjourns

**12:45 – 5:30 PM:** Golf Tournamant Shotgun Start (IRONWOOD ACACIA) Sponsor: AgriSompo North America

**6:30 – 9:00 PM:** Closing Reception (BRITTLEBUSH) Sponsor: Great American Insurance Group

\*Audio/Visual for general sessions sponsored by: Guy Carpenter

# **THE WESTIN**

KIERLAND RESORT & SPA PHOENIX-SCOTTSDALE

WIFI: WK Conference Passcode: CIRB2024

Sponsored by:





#### SPOUSE & GUEST EVENT THURSDAY, FEBRUARY 1

CIRB spouses and guests will experience the Desert Botanical Garden which has 50,000 desert plants on display throughout five thematic trails that illustrate topics such as conservation, desert living, and the people and plants of the Sonoran Desert. Lunch at Olive and Ivy, plus shopping in Scottsdale to follow.

The coach bus will depart from the Kierland Resort at 9:00 a.m. Please meet in the hotel lobby at 8:15 a.m. Guests are expected to return to the hotel by 2:00 p.m.



#### ANNUAL CIRB GOLF TOURNAMENT FRIDAY, FEBRUARY 2

Join us for the annual CIRB golf tournament at the breathtaking Ironwood/Acacia Golf Courses, at the Kierland Golf Club.

The course is a five-minute walk from the hotel. Guests may request a ride to the course from the lobby.

Shotgun Start will begin at 12:45 p.m. Boxed lunches will be provided. Awards will be presented during the Friday reception, and prizes will be given for the 1st place - net, 1st place gross, longest drive, and closest to the pin.



# EMERGING LEADERS PROGRAM

Jon King, Gallagher Re

Insurance Services

Insurance Services

Insurance Services

• Andy Anderson, Guy Carpenter

• Steve Milholland, Hudson Crop

Matt Bledsoe, Rural Community

Sam Arocho, Rural Community

Weston Kimm. Watts and Associates

Geoff Childress, Rural Community

#### **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 of the farm safety net and making significant contributions toward achieving CIRB's goals and mission

#### AWARD RECIPIENTS

2024 - Ron Rutledge 2023 – Senator Debbie Stabenow 2023 – Mike Dav 2022 – Sam Scheef (Lifetime Achievement Award) 2022 – Tim Green & John Reinman 2022 – Michael Zielin 2020 - Sen. Pat Roberts (R-KS) (Lifetime Achievement Award) 2019 – Rep. Collin Peterson (D-MN) 2019 - Jim Brost (Distinguished Service Reward) 2018 - Rep. Mike Conaway (R-TX) 2017 – Tara Smith 2017 – Brandon Willis (Distinguished Servce 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 Shev 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**

The Emerging Leaders Program is designed for crop insurance professionals seeking to increase their knowledge of the program and gain 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 2024-2025 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 2023-2024**

- Dustin Bourgois, American Farm Bureau Insurance Services
- Mara Garris, American Farm Bureau
  Joe Voye, Hudson Crop Insurance Services
- Carolyn Payne, AgriSompo North America
- Jake Chamness, AgriSompo North America
- Scott Barhorst. Aon
- Marin Bozic, Bozic LLC
- Brian Davis, COUNTRY Financial
- John Grant, COUNTRY Financial
- Kate Lewarne, Farmers Mutual Hail
- Rafeeg Shaik, Farmers Mutual Hail
- Trevor Robins, Farmers Mutual Hail
- Zach Hvland, Farm Bureau Financial Services

#### **ELP ACTIVITIES:**

- Participation in 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 elected officials.
- 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 and have the opportunity to network with industry leaders.

# **SPEAKER BIOGRAPHIES**

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Dr. Michael Dickinson Senior Scientist RenaissanceRe Risk Sciences Dr. Dickinson is a senior scientist responsible for leading research, development, and operational support focused on risk assessment and forecasting, Dr. Dickinson joined Renaissance Re Risk Sciences' predecessor organization as a senior research scientist in 2003. Dr. Dickinson is part of a team that provides expert analysis, risk assessment and real-time forecast guidance on tropical cyclones across the globe. Dr. Dickinson is also responsible for the generation of seasonal outlooks for California wildfire and provides real-time analysis during active events. He has also contributed to the evaluation and construction of wildfire risk assessment models. for California and Australia, Dr. Dickinson has over 25 years of experience as a meteorologist

including time as a post-doctoral research associate at the University at Albany. Dr. Dickinson holds a B.S. in Meteorology from the University of Massachusetts-Lowell and a M.S. and Ph.D. in Atmospheric Sciences from the University at Albany / State University of New York.



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 Lvon. 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.



James Long has been with RenaissanceRe Risk Sciences for 14+ years working on crop as well as corporate risk and portfolio management. Prior to Ren he was on the brokerage side as part of the broker teams at Collins and Guy Carpenter.

James Long Vice President of Portfolio Solutions RenaissanceRe Risk Sciences



Steven Webersen Managing Director and Head of Insurance Research Conning

Steven Webersen is a Managing Director and Head of Insurance Research for Conning. Mr. Webersen joined Conning in May 2012 and was initially responsible for Conning's propertycasualty research group. Before joining Conning, Mr. Webersen was a Managing Partner for SFRi LLC., an investment banking boutique serving the insurance industry. Mr. Webersen has over 25 years of experience in the insurance industry, including as a managing director at Swiss Re in its capital partners group, the property-casualty rating division at A.M. Best Company, and equity research and corporate finance at Smith Barney. In addition, Mr. Webersen holds a B.A. in Economics from the University of New Hampshire.

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Administrator Marcia Bunger Risk Management Agency

United States Department of Agriculture

On November 15, 2021, Marcia Bunger was named Administrator for the Risk Management Agency. She joins USDA RMA after serving as a County Executive Director for USDA's Farm Service Agency (FSA) for 18 years. In total, she has over 25 years of experience working for USDA in the Farm Service Agency. In her role as County Executive Director, Bunger worked closely with Pine Ridge Tribal Government leaders and personnel to administer FSA programs on the second-largest land-based Indian Reservation in the U.S. She served 15 vears on the South Dakota Advisory Council to the U.S. Commission on Civil Rights. She previously held positions at Farm Credit Services of America, including Crop Insurance Specialist and Crop Insurance Officer.



Under Secretary Robert Bonnie

Under Secretary for Farm Production and Conservation United States Department of Agriculture Under Secretary Robert Bonnie is one of the nation's foremost authorities and leaders on a working lands approach to conservation and is a champion for incentive-based climate and conservation practices for farmers, ranchers, foresters, and landowners. Prior to joining USDA, Bonnie was Under Secretary for Natural Resources and Environment at USDA from 2013 to 2017, and a senior advisor to Secretary Tom Vilsack from 2009 to 2013. Prior to joining USDA, Robert was vice president for land conservation at Environmental Defense Fund where he focused on developing incentives to reward stewardship on private lands.



Michael Swanson, Ph.D. Senior Vice President, Agricultural Economist & Consultant Wells Fargo & Company Michael Swanson is an agricultural economist and consultant for Wells Fargo, the largest commercial agricultural lender in the United States. Based in Minneapolis, his responsibilities include analyzing the impact of energy on agriculture. forecasting for key agricultural commodities, such as wheat, sovbeans, corn, and cotton, and livestock sectors, such as cattle, dairy, and hogs. Additionally, he helps develop credit and risk strategies for Wells Fargo's customers, and performs macroeconomic and international analysis on agricultural production and agribusiness. Michael received undergraduate degrees in economics and business administration from the University of St. Thomas in St. Paul, MN, and both his master's and doctorate degrees in agricultural and applied

economics from the University of Minnesota.



Jim Wiesemeyer Washington Analyst Pro Farmer

From his office near Washington, DC, Jim Wiesemeyer contributes to Pro Farmer and Farm Journal, providing members with the latest information on agricultural policy and trade developments. He also is a participant in Farm Journal's Agri-Talk radio program and publishes a weekly Farm Journal podcast called *Signal to Noise*.

# **CIRB MEMBERS**



# **CIRB OFFICERS & STAFF**

# 2023 CIRB OFFICERS







Brian Young Chair Great American Insurance Group

Vice Chair

Lindsev Rinkenberger Carmen Mescher Treasurer COUNTRY Financial Hudson Crop

**Ron Rutledae** Immediate Past Chair Farmers Mutual Hail

# **CIRB STAFF**



Michael K. Torrey **Executive Vice President** mtorrey@torreydc.com



**Tara Smith** Deputy Executive Vice President tsmith@torreydc.com



Kurt Henke Legal Counsel wkh@henke-bufkin.com



**Danielle Nelson** Director dnelson@torreydc.com



**Ashley Smith** Director asmith@torrevdc.com



**Tracy Boyle Director of Operations** tboyle@torreydc.com





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