Speakers 2013 Maryland Crop Insurance Workshop

The Center for Agricultural and Natural Resource Policy, University of Maryland Extension, Maryland Department of Agriculture, and U.S. Department of Agriculture’s Risk Management Agency are co-sponsoring a Crop Insurance Industry Workshop from 9:00 a.m. to 3:00 p.m. on Wednesday, September 4, 2013 at the Loews Hotel in Annapolis.

A featured speaker will be Dr. Art Barnaby, Professor, Department of Agricultural Economics – Kansas State University, *Crop Insurance as a Farm Management/Marketing Tool*. Dr. Art Barnaby was raised on a diversified farm, located in Elk County, Kansas. Art received his B.S. degree from Fort Hays State University, M.S. from New Mexico State University and a Ph.D. in Agricultural Economics from Texas A&M University. Art joined the Agricultural Economics faculty in 1979. He currently holds the rank of Professor. Art conducts national extension education programs on market risk, government commodity programs, crop insurance and public policy. He has authored several research projects on crop insurance issues and their impacts on farmers. His research work with the private sector was the basis for the first revenue insurance contract. Art is an author on the KSU WEB page located at: http://www.agmanager.info Art is a frequent speaker at professional, farmer-producer, ag lender, and insurance industry meetings.
**Gene Gantz,** USDA-RMA, *Crop Insurance Update for 2014.* Gene owns and operates a small farm in his native Dauphin County PA. He has been associated with the crop insurance business for 47 years at the national and local levels with USDA and the private industry. He is currently employed by the Risk Management Agency of USDA working as an educator in 8 northeastern states, and is housed in Harrisburg, PA. His passion is to help Northeastern U.S. producers to better utilize crop insurance-based risk management strategies and commodity marketing tools to better manage their risk exposures and as a foundation to increase profitability.

**Stephen Frerichs,** *Farm Bill from Crop Insurance Perspective.* Stephen owns and operates his own consulting and lobbying firm, AgVantage LLC in Alexandria, Virginia. He has recent insights into the shifts in funding and new programs that may be appearing in the next year or two. Stephen specializes in budget, agricultural and crop insurance issues. Previously he was the manager of the American Association of Crop Insurers and has held various positions within the U.S. Government at the Office of Management and Budget and the U.S. Department of Agriculture.
Pat McMillian, Assistant Secretary Maryland Department of Agriculture will provide an overview of the current crop conditions and the outlook for quantity and prices in the near future. This talk will highlight current and potential risks that might affect producers demand for certain insurance products.

Steve Connelly, Update on Maryland Crop Insurance Education Program. Connelly is working under contract with MDA to promote Crop Insurance and manage the targeted states grant program from the Risk management Agency. He is currently the Executive Director of the Mid-Atlantic Soybean Association. Connelly is a partner in the Capstone Group-NCH, a firm providing association management and government relation services. He earned a degree in Agricultural and Resource Economics from the University of Maryland and his career includes service with the USDA Farm Service Agency, Maryland Ag Education Foundation, Maryland Department of Agriculture, and Maryland Farm Bureau. Connelly resides in Rising Sun, MD with his wife Valerie.

Brandon Willis (Invited but not confirmed), USDA-RMA Administrator, Where Crop Insurance is Headed in New Farm Bill. The Risk Management Agency (RMA),
U.S. Department of Agriculture, provides economic protection and risk management tools to America’s farmers and ranchers primarily through federally sponsored crop insurance delivered and serviced by private insurance companies. In this capacity, he is also Manager of the Federal Crop Insurance Corporation (FCIC), and a non-voting member of the FCIC Board of Directors. Willis most recently served as Senior Advisor to Agriculture Secretary Tom Vilsack on Title I commodity programs, farm legislation matters and disaster assistance. In August 2009, Willis was appointed to serve as Deputy Administrator of Farm Programs for USDA's Farm Service Agency (FSA). In that position, he oversaw all FSA programs under the Production Emergencies and Compliance Division (PECD), Conservation and Environmental Programs Division (CEPD), and Price Support Division (PSD).

Willis earned his bachelor's degree in crop and soil science from Utah State University in Logan, Utah, and his law degree from the University of Wyoming in Laramie, Wyo. In 2009, he completed his master's degree in agricultural law from the University of Arkansas. He grew up on a third generation sheep ranch in northern Utah and managed his family's raspberry farm, Bursting Berries. He now resides in Washington, D.C.