



AACI in Action: A Year in Review

American Association of Crop Insurers
Annual Report 2018

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FOR
ONE

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MESSAGE FROM CHAIR & VICE CHAIR

We begin this message with a sense of pride about the members and the direction of the American Association of Crop Insurers. We have all worked together to strengthen our organization and protect the federal crop insurance program during a time of political uncertainty.

The bipartisan passage of the 2018 Farm Bill gives us all reason to celebrate. It is a testament to the strength of this organization and the commitment of our members that we were able to navigate the legislative process and ensure there were no cuts to crop insurance and the program was not weakened with bad amendments.

Additionally, we have strengthened AACI's membership engagement and increased PAC contributions; we have elevated our profile on Capitol Hill and with the administration; and we have modernized our internal communications and overall operation.

We will need to continue to work together to ensure the crop insurance program remains affordable and widely available to all producers. America's greatest assets are the farm families who feed and clothe us. They are our core customers and we will keep them at the forefront of our mind as we continue to advocate for this important program.

We are starting the new year in a strong position and we look forward to working with each one of you in 2019.



LARRY HEITMAN
Chairman, AACI

MICHAEL DAVENPORT
Vice Chairman, AACI

AACI LEADERSHIP

AACI LEADERSHIP

Larry Heitman
Chairman
QBE NAU Country Insurance

Michael Davenport
Vice Chairman
Rain & Hail LLC

Scott Graves
President

BOARD OF DIRECTORS

AACI Board of Directors includes representatives from all categories of its membership – a hallmark value of the association

Grant Adams
Producers Agriculture Insurance Company

Ron Müller
CGB Diversified Services

Michael Coleman
Rain & Hail, LLC

Tim Weber
Great American Insurance Company

Tom Gowdy
Hudson Crop Insurance Services, Inc

Kelly Deterding
Windmark Crop Division, City Bank of Texas

Larry Heitman
QBE NAU Country Insurance

Ralph Bone
Guy Carpenter & Company, LLC

Benson Latham
Crop Risk Services

Todd Snider
Western Ag Crop Insurance Services LLC



Our Mission

The American Association of Crop Insurers (AACI) advocates on behalf of all segments of the private crop insurance industry from companies to agents to its affiliates. AACI provides a unified voice to promote and protect a viable, affordable, and diverse crop insurance program.

Our Values

Since our founding in 1983 as the primary trade association of insurance providers, we have followed a set of core values that guide our efforts to promote policies that encourage the effective and efficient private sector delivery of crop insurance.

- 1 We support American farmers and ranchers in their pursuit to provide our nation and the world with an affordable, abundant, and secure food, fiber, and feed supply.
- 2 We support protecting the integrity of the crop insurance program by continually working to identify and correct inefficiencies and abuses of current policies.
- 3 We support partnering with industry leaders to foster vibrant rural communities.
- 4 We support promoting the stewardship of our nation’s natural resources.
- 5 We support expanding crop insurance so that farmers, ranchers, and growers all across the country have access to this essential risk management tool regardless of their farm size, background, location, or method of production.

Our Goals

AACI has identified the following strategic goals to align both its organizational mission and values.

- 1 Maintain and advance strong policies that support the effective and efficient private sector delivery of the federal crop insurance program.
- 2 Continue to expand coverage of crop insurance to reach a diverse range of farmers, ranchers, and growers across the country.
- 3 Increase awareness of the value and cost-effectiveness of crop insurance and work to ensure adequate resources are available to maintain the viability of the program.
- 4 Foster strong, purposeful relationships within the legislative and executive branches of government in a proactive manner by promoting the critical role that crop insurance plays in contributing to a safe, abundant, and affordable domestic food and fiber supply.
- 5 Build upon existing relationships within the agricultural, conservation, and wildlife communities and identify opportunities to expand support for the federal crop insurance program.

“We believe it’s important to protect the American farmer. Our core customer is the American farmer. We believe in order to do that we have to be engaged with Congress, and our overall mission is to educate members of Congress on the importance of risk management for farmers.”

MICHAEL DAVENPORT
Vice Chairman, AACI

BENEFITS OF MEMBERSHIP

AACI has been representing the private sector crop insurance industry on federal legislative, regulatory and policy issues since 1983 when Congress passed legislation to establish private-sector delivery of federal crop insurance.

The association was founded on the premise that the political landscape surrounding agricultural policy continually changes and in order for the agricultural and risk management industry to be effective, a strong, unified voice in Washington, D.C. was needed.

A diverse set of leaders with a common set of goals, a cooperative spirit, and critical expertise set about to create this voice and promote market-based risk management tools for agricultural producers that are efficient, cost-effective, and focused on a customer-driven delivery system.



AACI membership, which is unique to the crop insurance industry, includes all private sector business components involved in marketing and servicing the federal crop insurance program. This diversity provides AACI with a unique understanding and perspective and allows the organization to effectively review, analyze, and influence the outcome of any issues relating to the crop insurance program.

AACI’s efforts in support of its mission, values, and goals are made possible through strong support by its more than 6,000 members spread throughout the U.S., and notably its Board of Directors, which includes representatives from all categories of its membership – a hallmark value of the association.

Additionally, AACI’s government relations strategy is built on having an experienced management team and fostering strong relationships with the administration and its relevant departments and agencies and Congress, as well as agricultural, conservation, and wildlife communities.

Since its inception, crop insurance has been a bipartisan program that has relied on leadership from both political parties. With Congress facing increasing budget pressures along with the growth and popularity of crop insurance as the primary risk management tool for farmers, AACI and its members will continue to work to protect the viability of the program. AACI has provided an indispensable voice for the crop insurance industry and will continue to be instrumental in shaping the landscape surrounding U.S. agricultural policy.



02.4-7.18 Annual Convention

February 4 – 7, 2018

The annual convention, organized by the American Association of Crop Insurers and National Crop Insurance Services, brought together industry members, agricultural producers, and key lawmakers. Participants spent three days discussing the process and timeline for reauthorizing the next farm bill and how important it is to defend the program from attacks. They also discussed the importance of partnering with the Trump administration to help farmers manage their growing risks.

House Agriculture Chairman, Rep. Mike Conaway (R-TX), addressed members and updated them on the work of the committee. He stated that as they write the 2018 Farm Bill their mantra is “don’t screw up crop insurance” and that they will work to fight any attempts to weaken the program.

Reps. Rick Crawford (R-AR) and Cheri Bustos (D-IL) also delivered video remarks to participants.

Several successes were highlighted throughout the event:

- 1** 1.1 million crop insurance policies provided \$106 billion in protection on more than 130 types of crops covering 311 million acres in 2017.
- 2** Farmers paid \$3.7 billion out of their own pockets for insurance protection – a more than \$250 million increase from the year before.
- 3** Crop insurance protects around 90 percent of the insurable land.

Washington D.C. Fly-In

May 22-24, 2018

A number of members travelled to Washington, D.C. to meet face-to-face with lawmakers and policymakers during AACI's spring fly-in event in May. It was a critical time for our members to make an impact as Congress was in the process of reauthorizing the 2018 Farm Bill.

To kick off the three-day event, members met with Agriculture Secretary Sonny Perdue, Under Secretary for Farm and Foreign Agriculture Services Bill Northey and Risk Management Agency Administrator Martin Barbre. AACI thanked the Secretary for his work to preserve crop insurance and for spreading the message throughout the Trump Administration that the partnership between the federal government and private sector is working well. Secretary Perdue emphasized the importance of customer service and encouraged open conversations about what is working well in the program and what is not. A lively discussion was held about

CAT (catastrophic level) coverage and prevented planting, Common Land Unit (CLU) acreage requirements, rebating, and the rollout of the new dairy revenue program.

AACI members also met with lawmakers and their staff from the House and Senate and discussed the state of the farm bill. Staffers from the House Agriculture Committee updated AACI members on their work and explained how Chairman Conaway was working with leadership to ensure the farm bill passed through his committee. AACI members also met with staffers of Ranking Member Collin Peterson (D-MN) and visited several other House offices including, Representative Ken Buck (R-CO), Representative Mac Thornberry (R-TX), and Representative Kevin Cramer (R-ND).



Visiting with Ag Sec. Perdue
& Under Sec. Northey

AACI leadership placed particular focus on outreach to the Senate during this fly-in because of the timing of consideration of the Senate farm bill. AACI members met with a total of 60 Democratic and Republican Senate offices. This included Senate Majority Leader Mitch McConnell (R-KY), Majority Whip John Cornyn (R-TX), and Minority Whip Dick Durbin (D-IL).

To cap off a productive week, AACI members sat down with Helena Bottemiller Evich, senior agriculture reporter at Politico, and Benny Johnson, reporter-at-large for The Daily Caller during a meet-the-press style event to discuss the farm bill legislative process, current events, and broader political trends in Washington. Connecting with the press is an important undertaking, especially given the increased attention surrounding crop insurance.



05.22-24.18

Pres. Trump signing
the 2018 Farm Bill



Farm Bill

Signed into law on
December 20, 2018

AACI and the industry have captured several policy victories this year in Washington, D.C. Our biggest fight this year was the farm bill. AACI worked directly with Members of Congress and their staff on crafting the new, five-year farm bill that was signed into law on December 20, 2018.

From the beginning of this policy fight, AACI worked tirelessly to educate Congress about the importance of crop insurance and build increased support for the program. We successfully worked with the leaders of the House Agriculture and Rules Committees and our industry partners to fight a harmful amendment that would have undermined not only existing farm and conservation policies but eliminated crop insurance and essentially phased out all farm programs. Through our collective efforts, this amendment was defeated

by a vote of 34-380. In the Senate, AACI and other industry representatives were able to garner enough support to avoid a vote on any amendments that would have undermined the crop insurance program.

AACI is now continuing to work closely with the administration and Congress to ensure the farm bill is implemented as intended.



Bipartisan Budget Act (Disaster Aid)

Signed into law on
February 9, 2018

On top of the farm bill, AACI also worked diligently to ensure Members of Congress supported provisions within the \$81 billion disaster aid package (ultimately titled, the “Wildfires and Hurricane Indemnity Program” or WHIP) that requires producers receiving disaster payments to purchase some amount of crop insurance coverage.

To address the widespread natural disasters that occurred throughout 2017, WHIP designated \$3.8 billion for agriculture. Of this, \$2.6 billion was provided in the form of a block grant and administered by USDA Secretary Perdue to eligible states and territories.

AACI educated Members of Congress and their staff on crop insurance emphasizing that to maintain a viable crop insurance program any relief put forward should encourage and reward, rather than discourage and penalize, participation in the program.

In the end, the collective efforts paid off. All producers electing to receive WHIP payments were required to purchase crop insurance at the 60 percent coverage level, or Noninsured Crop Disaster Assistance Program (NAP) at the 60 percent buy up coverage level if crop insurance was not available.

In an effort to reward producers who had previously purchased coverage, uninsured producers received a 65 percent payment while insured producers received a payment ranging between 70 and 95 percent, based on their previous levels of coverage. Further, producers that opted to receive WHIP payments were required to carry coverage for the next two applicable crop years.

This was a significant policy victory and AACI was proud to represent the industry in this fight.



AACI meeting House
Ag Committee staff

AACI staff and members have worked to greatly expand the reach and impact of the AACI-Political Action Committee (PAC), including creating a template for hosting political events in home districts and states of elected officials.

These efforts have resulted in a meaningful increase in political engagement compared to previous years. In 2018, the AACI-PAC supported 90 candidates of both political parties in House and Senate races.

MONEY RAISED

\$136,090
raised in 2018

\$274,666.20
since January 1, 2017

NUMBER OF
FUNDRAISERS

100 EVENTS
supporting pro-crop
insurance legislators

63%
increase from last year

“Crop insurance has always had its adversaries. There will be fights ahead of us, in order to protect what we have today.

It’s not going to be easy, but with the assistance of everybody that’s involved with crop insurance, we’ll be able to defend it and promote it, so we have a quality product.”

KELLY DETERDING
AACI Board Member

CONTRIBUTORS TO AACI-PAC

Thank you to all
of our AACI-PAC
Contributors

PAC CHAMPION:
\$5,000

Carothers, Dan
Rain & Hail Insurance Society
PAC

PAC TRAILBLAZER:
\$1,500

(\$1,500 - \$2,499)

Adams, Grant
Coleman, Michael J
Deterding, Kelly
Diversified PAC
Heitman, Larry
Korin, James
Latham, Jess
Miller, Ronnie
Rutledge, Ron
Dosanjh, Narinder S.
Snider, Todd E.
Weber, Tim

PAC PIONEER:
\$500

(\$500 - \$ 1,499)

Allison, Mark A.
Arbach, Joe
Armistead, Jimmy
Arnold, Scott
Atkinson, Jordon
Backer, Adam
Barr, Randall
Baumgart, Jeffrey G.
Bird, Daniel L.
Bird, Rick
Bird, Robert
Black, Robert J.
Bone, Ralph G.
Clarke, Dean
Coday, Barry
Copeland, Timothy
Davenport, Michael
Deal, Michael
Dicke, Hank
Domer, Jay
Erb, Benjamin R
Fink, Brad
Foster, Shannon
Fowler, Kathy
Frelich, Steve
Gattis, Thomas L.
Gonzales, Craig
Grefsrud, Rollin
Hall, Mark Hunter
Hardt, Phillip
Heilig, Gary

Helwig, Loretta
Jakway, Douglas M.
James, Jon W.
Janicek, Ken
Kelley, Michael
Klein, Matthew
Legleiter, Michael
Leighton, Brad
Long, Brian
Lorimer, William
Love, Kale
Lung, Theodore
McDermott, John
McGillis, Larry
McGrew, Tim
Meyer, Brad
Meyer, Jeffrey
Mossmann, Mark
Mostad, Danny
Munoz, Kristina
Norrish, Scott
Peachey, Nancy Sue
Perry, Warren Dale
Powers, Kevin
Reynolds, Craig
Rhodes, Randy L.
Roberts, Harold W.
Rohling, Ronald
Schuler, Dave
Survilla, Joe
Svingen, Kevin
Thomas, Randall L.
Twietmeyer, Philip
Twomey, Robert
Ufer, William R.
Vann, Jim
Weaver, Shane
Wienstroer, John
Witt, Eric

PAC PATRON:
\$250

(\$250 - \$499)

Adams, Kane M.
Anthony, H. Seavey
Argo, Douglas
Atkinson, Joran
Bafia, Joseph
Bennett, James
Bhangoo, Guri
Biewer, Dennis
Braddock, Stephen
Brost, James
Bruhn, Scott
Burghduff, Clint
Burrows, Jay
Byrd, Chad
Canden, Bob
Grefsrud, Rollin
Connealy, Donald
Dalton, John
Darling, Brad

Davis, Brian
De Nooy, Jonathan
Dorsey, Brent J.
Emerson, Teresa
Eslinger, Wade
Eversole, Lyle Craig
Feilmeier, Dale R.
Finlayson, Jamie
Flemmer, Erin
Floberg, Hope
Forshtay, Tobe
Fremoire, John
Froslee, Jeff
Gama, Jason
Goergen, Marvin
Goodman, Andrew
Gordon, Jennifer
Goteti, Gopalakrishna
Graunke, Lucas
Gribben, Edward
Grimsley, Gene R.
Grindstaff, Joe
Groen, Joe
Gruben, Rickey V.
Gugat, Brian
Hayes, Terry
Hedrick, Brooke
Henke, Rachel
Hinders, Randall
Johnson, Brian
Joiner, Nanette
Jones, Kendall
Kafer, Jeffrey
Kehni, James
Krultz, Adam
Lanier, Jeff
Large, Michael
Latour, Mitch
Lura, Barry
Mason, Phyllis
Maulberger, Steve
Maus, Brock
McHenry III, Robert
Medley, Michael
Miller, Tom
Morrison, Richard
Nauholz, Trent
Olson, Howard
Orr, Jared S.
Pearson, William
Perez, Leonard
Rath, Michael
Rieger, Mark
Rogers, Thomas C.
Rohach, Michael A
Sahr, Mike
Savala, Krista
Schuler, Paul Wade
Silveus, Cameron
Silveus, Tyler
Singleton, Alan
Sisk, Kyle
Smith, Michael
Stinson, Richard
Treimer, Kerry
Turner, Johnney
Umberger, Patrick M.
Veenstra, Bradley
Veldhouse, Dwight
Vogt, Randy
Vollrath, JoAnn
Waters, Missy
Watkins, Steven
Wigham, Tammy
Wilson, William C.
Young, Brian
Zignego, James

PAC SUSTAINER:
\$25
(\$25 - \$249)

Abner, Andrew
Adams, Michelle L.
Albers, Randy
Allison, Chad
Altfillisch, Jeffrey Scott
Anderson, Dwight
Anderson, Levi
Anderson, Samuel
Andreas, Kent
Andrews, Barbara L.
Andvik, Bruce
Arguelles, Joshua
Arnzen, Dale
Axtman, Steve
Bachle, Paul
Backer, Jeffery S.
Baer, Deborah
Bailey Jr, Larry
Bailey, Dorothy
Bains, Jaswinder
Baker, Nathan
Ball, Katherine A
Ballard, Ray
Barber, Allen
Barclay, Randy
Bartling, Brad
Bauer, Lisa
Bausch, Rick L.
Bean, Don
Bean, Russell
Beans, Terry Lee
Beasley, Rebekah
Bedinghaus, Joe
Beeley, Robert
Begner, Elsie
Behrends, Todd
Belford, Rusty
Benz, Clinton
Berens, Thomas
Berger, Vicki
Bergh, William
Bernard, Anthony
Beutz, Lynn
Billington, Kent
Birk, Ashton L.
Bishop, Robert
Blazel, Michael
Blegen, Geoffrey
Blettner, Vikki
Bliss, Lori
Blizzard-Eichstadt, Michelle
Bodiford, Cecil
Boling, Martha
Bond, George
Bradfute, Bo W
Bramwell, Dan
Brantner, Rachel
Bressler, Robert A.
Briggs, Kristina
Brixen, Roxann
Brown, Jack E
Burger, Kirk W.
Burnett, Derek L.
Bye, Pat
Card, Dawn M.
Cardenas, Melissa
Carlstrom, Darren
Celaya, William
Chamley, Aaron
Cheatum, Jamie K.
Ching, Eduardo A
Christensen, Dane

Christianson, Cheryl A.
Christianson, Holly
Chrystal, John
Cleasby, Tammy
Clement, David
Clouse, Jane
Collins, Brigitte
Collins, Jr, LeRoy
Connelly, Nancy
Conrad, Alan
Converse, Richard
Corbett, Kellen
Cormany, Brittany L.
Courvelle, Terri
Covalt, Dallas
Craig, Katie
Cremers, Ted
Crowley, Daniel
Cunningham, Carolyn
Currie, Mark
Dachel, Catherine P.
Dahl, Eric
Dahlquist, Dalys
Dail, Steve
Davidson, Greg
Davis, Anthony
Dawkins, Jill
Dekovic, Sue
Denise M., Schultes
Dickerson, Alan
Dohman, Ron
Dossett, Jason
Dove, Elizabeth
Dowdy, Stacie Cody
Downing, Troy D
Drennen, Rick
Dressel, Rosalynn
Driskell, Mark
Duplechain, Jorden
Durkes, Kim
Eaton, Lisa
Eddy, Chad
Edelman, Randy
Ege, Peter
Eichhorn, William
Eimer, Lawrence
Ellifson, Kristen
Ellis, Lynne
Emerson, Heidi
Erickson, Darrin B.
Esmay, Jackie
Esquivel, Cristal
Faber, Curtis
Farquhar, Bill
Fiala, Ryan
Figueroa, Tara N.
Fiskland, Edward
Flemmer, Lynn
Fletchall, Joshua W.
Flohrs, Tory
Forrest, Julie
Franz, Tim
Frauenheim, Stephen A
Fridgen, Toni
Frietsch, Donna
Frisk, Dean
Fuller, Debra A.
Gargulak, Mark
Garispe, Daniel
Garrison, Vickie
Gauer, Michael
Gaugler, Roger
Geyer, Kathi
Gibson, Charles
Gibson, Jaacquelyn
Giles, Lou
Gillett, Marie
Gilman, John

Glanzer, Jon N
Glotzbach, Laurie
Goche, Joshua
Goldhahn, Lynn D.
Gooch, Ronald
Gothier, Pam
Graham, Peter
Gravenstein, Amanda
Gravenstein, Chad
Green, Steven
Gregory, Michael
Groom, Armin
Gudmundson, Maynard
Gustin, Richard
Gunville, Mark
Gustafson, Sarah M.
Hahn, Annette
Haffner, Charles
Hager, Jacquelyn L.
Hahn, Annette
Hahn, Lawrence
Hamel, Megan
Hanawa, Ben
Hansen, Sara
Hanson, Michael
Hawkins, Bill
Hayden, Jan
Heaviland, Jan
Hemmelgarn, Gary
Henrich, William J.
Henricks, Garrett
Herrera, Sarah N.
Hess, Craig
Hickman, Neil
Hill, Bruce
Hill, Jeff
Hilton, Gary
Hobson, Danny
Hochhalter, Nathan
Hockert, Dan
Hoelting, Rick L.
Hoffman, Jeffrey
Holz, Kenneth D
Horner, Richard
Hoversland, Ken W
Howard, Baillie J
Hug, Nancy
Hunt, Dan
Igou, Karol
Inman, Jill
Isaackson, Anthony
Isaackson, Clint
Jackson, Roy M
Jackson, Shane
Jacobi, Jay
Jacobsen, Brian
Jamison, William (Bill)
Jensen, Brenda
Joachim, Susan
Johnson, Brian
Johnson, Camille
Johnson, Danielle
Johnson, Danny S
Johnson, Luke
Johnson, Todd
Jones, Bette Rae
Jones, Karla
Jones, Ryan
Jones, Terra
Jordan, Ryan
Jordet, Ryan
Junk, Gregory
Keene, Mark
Kegley, Michael
Keifer, Dennis
Kelich, Tricia
Kelley, Craig W
Kepley, Danny L.

Keric, Osman
Kerns, Harold
Kessler, Jason
Kestner, Elaine K
Kinder, Daralis R
King, Patricia A.
Kingren, Jean A.
Klais, Glen
Klaus, Amy
Klein, Russell
Knutson, Brad
Groom, Armin
Koebel, Angie M.
Koenig, Brenda
Koester, Jason
Kolb, Daphne
Korthals, Richard
Krause, Carole
Krebs, Gabriel
Kreikemeier, Barry
Krenz, Susan
Krusemark, Rochelle
Kunshak, Bill
LaMattina, Staci
Lamb, Thomas
Lambrecht, Teresa M.
Lang, Jean M.
Langenfeld, Dean
Larsen, John R.
Larson, Tyler
Lasz, Cheryl
Lavoie, Scott
Lee, Kenneth
Leibbrand, Richard
Lekstrom, Cheryl
Lenhof, B. Jaclyn
Levtzow, Merlyn
Lewis, Letitia
Lietzow, Dean E.
Lillehaugen, Luke
Little, Amy M.
Litwiller, Kirk
Peck, Mark
Penick, Robbie
Peters, Lucas
Peterson, Deborah K.
Peterson, Duwayne
Peterson, Mark E.
Marotz, Tara
Mathis, Ronnie
Mathson, Margaret
Mattern, Randy
Mattrocce, David
May, Bodie
Mayer, Gary
McDaniel, James E.
McDevitt, Annette J
McDevitt, Patrick
McInnes, Adrian
McKnight, Wesley
McMartin, John
Mecklenburg, Earl W.
Meek, Clinton
Melcher, Jason
Melgoza, Jr., Alvaro
Mescher, Carmen
Mesko, George
Meyer, Glen
Michels, Jan
Mickelson, Mark
Middlestead, Karla
Milholland, Steve
Miller, Bonnie P.
Miller, Jeff
Miller, Jenni

Miller, Jill
Miller, Kelly
Mizell, Alexander
Moe, Christopher
Moen, Tamela
Monson, Clay
Monson, Dean
Montelauro, Kevin
Moore, Stewart
Moore, Travis
Morris, William
Morrison, Jesse
Morrison, Justin
Moser, Brad L.
Moss, Stephen L.
Mullen, Ryan
Murphy, Rickey
Murski, Jan L.
Mushitz, Ray
Myers, Aaron
Neal, Matthew
Nelson, Jenna
Nelson, LeAnn
Norrish, Brad
Norrish, Holly
Norrish, Kimberly
Nyren, Lori L.
O'Rourke, Tim C.
Odom II, James R.
Oleaga, William
Olek, John
Olin, Micahel T
Olson, Barry
Olson, Catherine
Ormon, Clay
Ostrom, Gary
Otto, James A.
Overman, David
Pallow, Patti
Pardue, Cameron
Parker, Wendell
Paul, David P.
Paulsen, Brent J.
Peasland, Brian
Peak, Mark
Penick, Robbie
Peters, Lucas
Peterson, Deborah K.
Peterson, Duwayne
Peterson, Mark E.
Phillips, Toby
Phillips, William
Pierce, De Wayne
Polden, Barbara A
Preston, Ashley K.
Raisland, Barbara
Reece, Jacob
Reece, Robert J.
Remington, Andrew
Rentz, Mark
Rice, Dawn
Richard, George
Richter, Brenda
Rickford, Tracy
Riesselman, Andy
Rismiller, James
Rismiller, Linda
Roberts, Bryce
Rodenhuis, Charles
Roetman, Sara
Rohlfis, Darrel D
Roiger, William
Rolin, Rebecca
Rosenthal, Mitch
Ross, Jackie
Ross, Nicholas
Rowekamp, Jason

Rue, Mason
Runke, Timothy
Ryan, Kathryn
Sabella, Todd A.
Sax, Irving
Schaben, Todd
Schechinger Palmer, Emily
Schenck, Aaron
Scherting, Megan
Schira, Douglas
Schletewitz, Travis
Schlimme, Jean
Schmitt, Zachery
Schneider, David
Scholten, Lynn
Schroeder, Alexis
Murphy, Rickey
Murski, Jan L.
Mushitz, Ray
Myers, Aaron
Neal, Matthew
Nelson, Jenna
Nelson, LeAnn
Norrish, Brad
Norrish, Holly
Norrish, Kimberly
Nyren, Lori L.
O'Rourke, Tim C.
Odom II, James R.
Oleaga, William
Olek, John
Olin, Micahel T
Olson, Barry
Olson, Catherine
Ormon, Clay
Ostrom, Gary
Otto, James A.
Overman, David
Pallow, Patti
Pardue, Cameron
Parker, Wendell
Paul, David P.
Paulsen, Brent J.
Peasland, Brian
Peak, Mark
Penick, Robbie
Peters, Lucas
Peterson, Deborah K.
Peterson, Duwayne
Peterson, Mark E.
Phillips, Toby
Phillips, William
Pierce, De Wayne
Polden, Barbara A
Preston, Ashley K.
Raisland, Barbara
Reece, Jacob
Reece, Robert J.
Remington, Andrew
Rentz, Mark
Rice, Dawn
Richard, George
Richter, Brenda
Rickford, Tracy
Riesselman, Andy
Rismiller, James
Rismiller, Linda
Roberts, Bryce
Rodenhuis, Charles
Roetman, Sara
Rohlfis, Darrel D
Roiger, William
Rolin, Rebecca
Rosenthal, Mitch
Ross, Jackie
Ross, Nicholas
Rowekamp, Jason

Tolson, Thomas
Towler, Chad
Trampel, Roger
Trojcek, Josh
Trosdahl, Dean
Tschakert, Frank
Turnbull, Cameron J.
Twedt, Curtis
Udelhofen, Larry L.
Uhrhammer, Gary
Vandiver, Paul
VanDriel, Peter
Vaux, Chris
Verdun, Robert A.
Vetter, Tyler
Vinson, Robert
Virqilio, Andre
Voye, Joe
Wagener, Gloria F.
Wagner, John
Walsh, Christopher
Ward, L. Dale
Wardenburg, Eric
Weaver, Gary H.
Wedel, Rees
Wegner, Roxanne
Wernsmann, Christine
Wesenick, Melissa
Wheeler, Kathy
Wheeler, Kevin
Whiddon, Johnny
White, Kent
White, Lester D.
White, Pat
Whiteoak, Tami
Wiedeman, John L.
Wiering, Richard
Wieting, Marsha
Wilke, Lloyd
Williams, Gary
Williams, Renee
Wilson, Eric
Wilson, W. (Wade)
Wilson, William
Winczewski, James
Wingenbach, Jim
Wischmeyer, Robert
Witham, Richard G
Wittum, Roger F.
Wittum, Ryan L.
Wolters, Greg
Wood, Ron H.
Woods, Lacey
Yard, Robert Douglas
Yeager, Terry
Ystaas, Wayne

LESS THAN \$25

Bachmeier, Dean
Burley, David
Chase, Noah
Cockle, James
Dorris, Nancy
Dutter-Tio, Linda
Jachetta, Jessica
Kallenberger, Kevin
Klein, Lisa
Kreps, Kristi
Langford, Tracy D
Loe, Lisa
Needham, Whitney
Raivala, Jr., Jimmy A.
Thompson, Debra A.
Trieweiler, Pat
Young, Theresa



AACI’S LEADERSHIP DEVELOPMENT PROGRAM

The American Association of Crop Insurers (AACI) is launching a leadership development program called *Seeding the Future* to identify and train a new generation of leaders within the crop insurance industry. The program will focus on giving these individuals the tools and resources to be effective representatives of AACI and the crop insurance industry generally both in Washington, D.C. and throughout the country, including assisting them in developing important relationships and building out a network of policy influencers.

Seeding the Future will matriculate 5 to 12 students to begin in 2020. To reflect the existing structure and diversity of the AACI membership, we will strive to have most, if not all board categories represented in each class. The AACI Board of Directors will ultimately approve all participants.

Class of 2022 Curriculum

2020 – 2021: COURSES TO COMPLETE

- History & Mission: To understand the history and evolution of the federal crop insurance program and AACI
- Communications & Leadership: To understand political messaging and how to communicate effectively with members of the press and policymakers
- PAC, Grassroots & Policy: To understand how PACs work and how to organize events, to gain an understanding of how district offices function, and NCIS’s role as it relates to AACI and the industry as a whole
- Political & Policy: To understand policy development and implementation through legislative and executive branch decision-makers, as well as other leaders of agriculture and conservation organization

2022: CHOOSE THREE ACTIVITIES TO COMPLETE

- Organize grassroots meeting in the district for his/her member of Congress
- Organize PAC event
- Draft a Letter-to-the-Editor of a local paper in support of crop insurance
- Identify/Approach at least one, new non-risk bearing member to join the association

2023:

- Recognition at the AACI-NCIS Annual Convention

If you’re interested in becoming a member of the inaugural class of *Seeding the Future*, please speak to Scott Graves or Larry Heitman.



