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Average farm organization CEO pay topping \$500K

A lingering downturn in farm profits is starting to show up on the balance sheets of ag organizations, but drops in salaries for the leaders of those groups are exceedingly rare.

According to the *Agri-Pulse* annual analysis of compensation for ag, food, energy and environmental organization CEOs — some who served for a full year, some who only worked for part of an organization’s fiscal term — top executives earn an average salary of more than \$566,000. **For CEOs in the same role as what we reported in last year’s compensation report, salaries increased an average of about 9%.**

That increase is a little less than double what USDA’s Economic Research Service recently predicted for this year’s increase in overall net farm income, a 4.8% jump to \$88 billion. If realized, that would represent the third straight year of increased farm income, but to levels nowhere near 2013 peaks.

An increase in compensation within ag organizations tracks with broader trends across all industries, according to American Society of Association Executives Chief Administrative Officer Bob Skelton.

“It’s a good economy, so not surprisingly you’re seeing compensation go up,” he said in an interview with *Agri-Pulse*.

Top 10 CEO Salaries

| Name | Organization | Total Compensation |
|-------------------|---|--------------------|
| Jack N. Gerard* | American Petroleum Institute | \$6,660,126.00 |
| Pamela Bailey* | Grocery Manufacturers Assn. | \$5,225,004.00 |
| Dawn M. Sweeney | National Restaurant Assn. | \$5,202,030.00 |
| Camden Fine* | Independent Community Bankers of America | \$2,692,390.00 |
| Susan K. Neely* | American Beverage Assn. | \$2,434,940.00 |
| Rob Nichols | American Bankers Assn. | \$2,430,683.00 |
| Leslie G. Sarasin | Food Marketing Institute | \$2,360,431.00 |
| Jim Matheson | National Rural Electric Cooperative Assn. | \$1,412,014.00 |
| John H. Downs Jr. | National Confectioners Assn. | \$1,200,458.00 |
| Thomas Stenzel | United Fresh Produce Assn. | \$1,071,680.00 |

*: Denotes no longer CEO

Source: Agri-Pulse Analysis

What *Agri-Pulse* started as a look at just a handful of salaries almost three decades ago has grown into a deeper, broader look at organizations ranging from mainstays like the National Corn Growers and American Soybean associations to recent additions like this year's expanded look at livestock breed groups and several trade associations based in California. The report — based on tax documents gathered online, through the Department of Agriculture, or from the organizations themselves — now examines 140 groups across the spectrum of influence in farm policy.



Former American Petroleum Institute CEO Jack Gerard

This report, as it has every year with a growing list of organizations, is meant to inform boards of directors of the market rate for organizational leadership, make those leaders aware of the pay scale of their competitors, and disclose to farmers and ranchers who might be members of some of these organizations just how much money is being paid to a top executive.

Jack Gerard, the former leader of the American Petroleum Institute who often butts heads with renewable energy groups, leads the way this year with a salary topping \$6.6 million. Ten other executives pulled in more than \$1 million, but four of those 11 — Gerard, Pam Bailey (Grocery Manufacturers Association), Camden Fine (Independent Community Bankers of America), Susan Neely (American Beverage Association), and Jay Vroom (CropLife America) — are no longer with their respective organizations.

Speaking of departures, this year's report also lists what could be the final figures reported for some farm policy mainstays like Vroom, Renewable Fuels Association's Bob Dinneen (who remained with RFA in a different role), and former U.S. Grains Council CEO Tom Sleight, who stepped down in June.

This year's report also gives us the first look at a full year's salary for some relatively new faces whose salaries hadn't been reported in full, as tax documents tend to take a year or two to become public. For instance, last year's report featured a partial look at the salary for Growth Energy CEO Emily Skor, whose total compensation topped \$733,000 for the 2017 calendar year.

Skor's compensation represents an increase over her predecessor, but that isn't always the case. This year's report features the first look at the payment for American Farm Bureau Federation President Zippy Duvall, whose \$648,111 salary is well below the \$832,216 we reported last year for former AFBF leader Bob Stallman. *Agri-Pulse* is told the salary dip for a new president is nothing new — something similar happened to Stallman when he took the position 16 years prior.



American Farm Bureau Federation President Zippy Duvall

| Name of Organization | President/CEO/Executive Director or VP | Position | Base Compensation | Potential Bonus | Other Compensation | Retirement/Deferred Payment | Tax-Free Benefits | Total Compensation | Filing Year |
|---|--|---------------------------|-------------------|-----------------|--------------------|-----------------------------|-------------------|--------------------|-------------|
| Agricultural Retailers Association | Daren Coppock | President & CEO | \$351,843.00 | | | \$16,200.00 | \$25,589.00 | \$393,632.00 | 2018 |
| American Angus Association | Allen Moczygemba* | CEO | \$235,118.00 | \$20,000.00 | \$14,896.00 | | \$17,403.00 | \$287,417.00 | 2017 |
| American Bakers Association | Robb Mackie | CEO | \$335,000.00 | \$90,000.00 | \$8,158.00 | \$38,950.00 | \$29,784.00 | \$501,892.00 | 2017 |
| American Bankers Association | Rob Nichols | President & CEO | \$1,516,122.00 | \$600,000.00 | \$78,555.00 | \$204,350.00 | \$31,656.00 | \$2,430,683.00 | 2017 |
| American Beverage Association | Susan K. Neely* | CEO | \$1,143,940.00 | \$585,000.00 | | \$686,750.00 | \$19,250.00 | \$2,434,940.00 | 2017 |
| American-International Charolais Association | J. Neil Orth | Executive Vice President | \$130,600.00 | | | | | \$130,600.00 | 2017 |
| American Coalition for Ethanol | Brian Jennings | CEO | \$126,244.00 | | \$4,154.00 | | | \$130,398.00 | 2017 |
| American Cotton Shippers | William E. May* | President & CEO | \$218,323.00 | \$35,000.00 | \$14,087.00 | \$13,801.00 | \$23,823.00 | \$305,034.00 | 2017 |
| American Dairy Coalition | Laurie Fischer | CEO | \$59,982.00 | | | | | \$59,982.00 | 2017 |
| American Egg Board | Anne Alonzo | CEO | \$341,775.12 | | | \$31,585.50 | | \$373,360.62 | 2018 |
| American Farm Bureau Federation | Zippy Duvall | President | \$482,092.00 | | \$3,267.00 | \$120,812.00 | \$41,940.00 | \$648,111.00 | 2017 |
| American Farmland Trust | John Piotti | President & CEO | \$294,973.00 | | | \$4,304.00 | \$11,113.00 | \$310,390.00 | 2018 |
| American Feed Industry Association | Joel G. Newman* | President & CEO | \$418,957.00 | \$60,000.00 | | \$58,113.00 | \$31,211.00 | \$568,281.00 | 2018 |
| American Frozen Food Institute | Alison Bodor | President & CEO | \$374,000.00 | \$80,000.00 | | \$66,000.00 | \$23,000.00 | \$543,000.00 | 2017 |
| American Hereford Association | Jack Ward | Executive Vice President | \$220,953.00 | \$22,660.00 | | \$10,474.00 | \$4,514.00 | \$258,601.00 | 2018 |
| American Jersey Cattle Association | C. Neal Smith | Executive Secretary & CEO | \$59,225.00 | | \$10,088.00 | | | \$69,313.00 | 2017 |
| American Lamb Board | Megan Wortman | CEO | \$133,900.00 | | \$3,000.00 | | | \$136,900.00 | 2018 |
| American Petroleum Institute | Jack N. Gerard* | President & CEO | \$2,843,771.00 | \$1,075,300.00 | \$1,375,070.00 | \$1,337,642.00 | \$28,343.00 | \$6,660,126.00 | 2017 |
| American Seed Trade Association | Andrew LaVigne | President & CEO | \$685,730.00 | \$70,000.00 | | \$107,000.00 | \$33,702.00 | \$896,432.00 | 2017 |
| American Shorthorn Association | Montie Soules | Executive Secretary | \$122,451.00 | | | | | \$122,451.00 | 2018 |
| American Society for the Prevention of Cruelty to Animals | Matthew Bershadker | President & CEO | \$527,062.00 | \$276,500.00 | \$810.00 | \$21,600.00 | \$26,259.00 | \$852,231.00 | 2017 |
| American Soybean Association | Steve Censky* | CEO | \$269,113.00 | \$16,296.00 | | \$8,100.00 | \$23,492.00 | \$317,001.00 | 2017 |
| American Sugar Alliance | Vickie Rideout Myers | Executive Director | \$180,238.00 | | | \$27,036.00 | | \$207,274.00 | 2017 |
| American Sugarbeet Growers Association | Luther Markwart | Executive Vice President | \$362,525.00 | | | \$41,250.00 | \$58,930.00 | \$462,705.00 | 2018 |
| American Veterinary Medical Association | Janet Donlin | CEO and Exec. VP | \$341,567.00 | \$13,600.00 | | \$27,000.00 | \$1,504.00 | \$383,671.00 | 2017 |

| Name of Organization | President/CEO/Executive Director or VP | Position | Base Compensation | Potential Bonus | Other Compensation | Retirement/Deferred Payment | Tax-Free Benefits | Total Compensation | Filing Year |
|---|--|--------------------------------|-------------------|-----------------|--------------------|-----------------------------|-------------------|--------------------|-------------|
| American Wind Energy Association | Thomas C. Kieran | CEO | \$509,583.00 | \$107,000.00 | \$43,072.00 | \$74,114.00 | \$9,250.00 | \$743,019.00 | 2017 |
| Association of Public and Land-Grant Universities | M. Peter McPherson | President | \$581,478.00 | \$117,542.00 | \$28,950.00 | \$123,221.00 | \$19,461.00 | \$870,652.00 | 2017 |
| Brown Swiss Cattle Breeders' Association of the USA | Dave Wallace* | Executive Secretary | \$57,000.00 | | | | | \$57,000.00 | 2017 |
| Almond Alliance of California | Kelly Covello (8/1-12/31) | President and CEO | \$61,161.00 | | | | | \$61,161.00 | 2018 |
| Almond Alliance of California | Elaine Trevino (started 3/18/18, FY starts 8-1-17) | President and CEO | \$48,798.00 | | | | | \$48,798.00 | 2018 |
| CA Association of Wine Grape Growers | John Aguirre | President | \$200,125.00 | | \$11,484.00 | \$10,006.00 | \$23,874.00 | \$245,489.00 | 2018 |
| CA Citrus Mutual | Joel Nelsen* | President | \$212,859.00 | | | | | \$212,859.00 | 2018 |
| CA Crop Improvement Association | John Palmer | Executive Director | \$150,000.00 | | | | \$71,932.00 | \$221,932.00 | 2018 |
| CA Fresh Fruit Association | George Radanovich* | President | \$202,828.00 | | | \$11,083.00 | \$12,954.00 | \$226,865.00 | 2018 |
| Cattlemen's Beef Board | Greg Hanes (started 2/18) | CEO | \$235,000.00 | \$25,000.00 | | \$25,000.00 | | \$285,000.00 | 2018 |
| Center for Food Safety | Andrew Kimbrell | Executive Director | \$214,200.00 | | | \$18,095.00 | | \$232,295.00 | 2017 |
| Center for Rural Affairs | Brian Depew | Executive Director | \$96,089.00 | | \$8,946.00 | | | \$105,035.00 | 2018 |
| Center for Science in the Public Interest | Michael Jacobson* | Executive Director | \$180,231.00 | | \$3,409.00 | \$3,575.00 | \$1,855.00 | \$189,070.00 | 2018 |
| Center for Science in the Public Interest | Peter Lurie (started 9/17) | Executive Director | \$63,265.00 | | \$0.00 | | \$270.00 | \$63,535.00 | 2018 |
| Center on Budget and Policy Priorities | Robert Greenstein | President | \$208,816.00 | \$350.00 | | \$15,052.00 | \$22,391.00 | \$246,609.00 | 2017 |
| Consumer Federation of America | Stephen Brobeck* | Executive Director | \$44,045.00 | | \$2,202.00 | | | \$46,247.00 | 2018 |
| Consumer Federation of America | Jack Gillis | Executive Director | \$123,902.00 | | \$3,024.00 | | | \$126,926.00 | |
| Consumer Reports Inc. | Marta L. Tellado | President & CEO | \$620,191.00 | \$36,300.00 | \$6,887.00 | \$45,000.00 | \$4,680.00 | \$713,058.00 | 2018 |
| Corn Refiners Association, Inc. | John Bode | President & CEO | \$607,000.00 | \$239,161.00 | \$1,980.00 | \$28,350.00 | \$35,776.00 | \$912,267.00 | 2017 |
| Cotton Board | William Gillon | CEO | \$295,615.00 | \$50,342.00 | \$3,564.00 | \$35,629.00 | \$3,000.00 | \$388,150.00 | 2018 |
| Cotton Council International | Bruce Atherley | Executive Director | \$248,853.00 | | \$4,635.00 | \$20,461.00 | \$11,565.00 | \$285,514.00 | 2018 |
| CropLife America | Jay Vroom* | CEO | \$694,660.00 | | \$128,772.00 | \$195,000.00 | \$42,248.00 | \$1,060,680.00 | 2018 |
| CropLife America | Chris Novak (started 8/18) | CEO | \$243,421.00 | \$47,917.00 | | \$8,385.00 | \$40,719.00 | \$340,442.00 | 2018 |
| Dairy Management Inc. | Thomas Gallagher (1) | CEO | \$612,500.00 | \$50,000.00 | \$200,573.00 | \$26,407.00 | \$10,330.00 | \$899,810.00 | 2017 |
| Defenders of Wildlife | Jamie Rappaport Clark | President & CEO | \$432,361.00 | | \$3,564.00 | \$30,322.00 | \$6,024.00 | \$472,271.00 | 2018 |
| Ducks Unlimited Inc. | H. Dale Hall* | CEO | \$367,408.00 | \$133,200.00 | \$8,382.00 | \$12,961.00 | \$17,863.00 | \$539,814.00 | 2018 |
| Environmental Defense Fund | Frederic Krupp | President | \$582,234.00 | \$83,514.00 | | \$39,600.00 | \$14,573.00 | \$719,921.00 | 2018 |
| Environmental Law & Policy Center | Howard A. Learner | President & Executive Director | \$381,289.00 | \$500.00 | \$2,090.00 | \$18,000.00 | \$27,735.00 | \$429,614.00 | 2018 |

| Name of Organization | President/CEO/ Executive Director or VP | Position | Base Compensation | Potential Bonus | Other Compensation | Retirement/ Deferred Payment | Tax-Free Benefits | Total Compensation | Filing Year |
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| Environmental Working Group | Ken Cook | President | \$295,000.00 | | | \$8,500.00 | \$9,062.00 | \$312,562.00 | 2017 |
| Farm Credit Council | Todd Van Hoose | President & CEO | \$500,021.00 | \$237,500.00 | \$13,845.00 | \$9,509.00 | \$3,038.00 | \$763,913.00 | 2017 |
| Farm Foundation | Constance Cullman* | President & CEO | \$222,933.00 | \$33,000.00 | | \$33,660.00 | \$7,551.00 | \$297,144.00 | 2018 |
| Feeding America | Diana Aviv* (started 7/17-1/18) | | \$590,047.00 | \$192,258.00 | \$23,983.00 | \$34,050.00 | \$20,571.00 | \$860,909.00 | 2018 |
| Fertilizer Institute | Chris Jahn | President & CEO | \$552,374.00 | | | \$15,967.00 | \$31,747.00 | \$600,088.00 | 2017 |
| FFA Foundation | Molly Ball | President | \$213,094.00 | | \$55,404.00 | | | \$268,498.00 | 2018 |
| FFA Organization | Mark Poeschl | CEO | \$172,241.00 | | \$117,393.00 | | | \$289,634.00 | 2018 |
| Florida Sugar Cane League | Ryan Weston | CEO | \$541,667.00 | \$137,500.00 | | | | \$679,167.00 | 2017 |
| Food and Water Watch | Wenonah Hauter | Executive Director | \$226,600.00 | | | \$22,660.00 | \$8,833.00 | \$258,093.00 | 2017 |
| Food Marketing Institute | Leslie G. Sarasin | President | \$1,367,572.00 | \$911,705.00 | \$30,571.00 | \$21,600.00 | \$28,983.00 | \$2,360,431.00 | 2017 |
| Food Research & Action Center | James Weill | President | \$195,331.00 | | | \$18,228.00 | \$21,109.00 | \$234,668.00 | 2017 |
| Friends of the Earth | Erich Pica | President | \$190,000.00 | | | \$5,700.00 | \$5,659.00 | \$201,359.00 | 2018 |
| Grocery Manufacturers Association | Pamela Bailey (1/18-7/18)* | President & CEO | \$800,809.00 | | \$3,888,461.00 | \$511,584.00 | \$24,150.00 | \$5,225,004.00 | 2018 |
| Grocery Manufacturers Association | Geoff Freeman (started 8/18) | President & CEO | \$480,551.00 | \$50,000.00 | | \$442,468.00 | \$8,301.00 | \$981,320.00 | 2018 |
| Growth Energy | Emily Skor | CEO | \$595,962.00 | \$85,000.00 | \$3,000.00 | \$33,000.00 | \$16,581.00 | \$733,543.00 | 2017 |
| Hass Avocado Board | Emiliano Escobedo | CEO | \$317,625.00 | | \$11,016.00 | | | \$328,641.00 | 2018 |
| Holstein-Friesian Association of America | John M. Meyer | CEO | \$299,605.00 | | | | \$30,907.00 | \$330,512.00 | 2017 |
| Humane Society of the U.S. | Wayne Pacelle* | President & CEO | \$69,909.00 | | \$134,340.00 | \$2,162.00 | \$1,892.00 | \$208,303.00 | 2018 |
| Independent Community Bankers of America | Camden Fine* | President & CEO | \$1,800,000.00 | \$200,000.00 | \$510,601.00 | \$159,200.00 | \$22,589.00 | \$2,692,390.00 | 2017 |
| Institute for Agriculture and Trade Policy | Juliette Majot | Executive Director | \$105,854.00 | | \$4,469.00 | | | \$110,323.00 | 2018 |
| International Dairy Foods Assoc. | Connie E. Tipton (7/17-1/18)* | President & CEO | \$510,843.00 | | | \$33,300.00 | \$14,808.00 | \$558,951.00 | 2018 |
| International Dairy Foods Assoc. | Michael Dykes (started 1/18) | President & CEO | \$709,093.00 | | | | \$27,378.00 | \$736,471.00 | 2018 |
| Mushroom Council | Bart Minor | CEO | \$251,544.00 | | | | | \$251,544.00 | 2018 |
| National 4-H Council | Jennifer Sirangelo | President & CEO | \$429,092.00 | | \$810.00 | \$35,534.00 | \$21,226.00 | \$486,662.00 | 2018 |
| National Assoc. of Conservation Districts | Jeremy Peters | CEO | \$156,090.00 | | | \$7,846.00 | \$7,181.00 | \$171,117.00 | 2017 |
| National Association of Counties | Matthew Chase | CEO/Executive Director | \$382,676.00 | \$45,000.00 | \$4,630.00 | \$31,590.00 | \$27,636.00 | \$491,532.00 | 2017 |
| National Assoc. of State Departments of Agriculture | Barbara Glenn | CEO | \$256,001.00 | | | \$10,800.00 | \$6,416.00 | \$273,217.00 | 2018 |

| Name of Organization | President/CEO/ Executive Director or VP | Position | Base Compensation | Potential Bonus | Other Compensation | Retirement/ Deferred Payment | Tax-Free Benefits | Total Compensation | Filing Year |
|---|---|--------------------|-------------------|-----------------|--------------------|------------------------------|-------------------|--------------------|-------------|
| National Association of Wheat Growers and National Wheat Foundation | Chandler Goule (3) | CEO | \$247,854.00 | | \$32,080.00 | | | \$279,934.00 | 2017 |
| National Audubon Society | David Yarnold | President & CEO | \$502,591.00 | \$100,000.00 | \$28,582.00 | \$21,600.00 | \$23,533.00 | \$676,306.00 | 2018 |
| National Biodiesel Board | Donnell Rehagen | CEO | \$297,456.00 | \$15,000.00 | | \$16,349.00 | \$21,088.00 | \$349,893.00 | 2018 |
| National Bison Association | Dave Carter | Executive Director | \$74,715.00 | | | | | \$74,715.00 | 2017 |
| National Cattlemen's Beef Assoc. | Kendal Frazier | CEO | \$388,997.00 | \$75,000.00 | \$6,990.00 | \$21,200.00 | \$15,432.00 | \$507,619.00 | 2017 |
| National Chicken Council | Michael J. Brown | President | \$531,806.00 | | | | \$43,602.00 | \$575,408.00 | 2017 |
| National Confectioners Association | John H. Downs Jr. | President & CEO | \$958,568.00 | \$140,000.00 | | \$83,250.00 | \$18,640.00 | \$1,200,458.00 | 2018 |
| National Corn Growers Association | Chris Novak (10/17-8/18) | CEO | \$434,933.00 | | | \$27,000.00 | \$25,468.00 | \$487,401.00 | 2018 |
| National Corn Growers Association | Jon Doggett (started 9/18) | CEO | \$299,551.00 | | | \$27,000.00 | \$25,468.00 | \$352,019.00 | 2018 |
| National Cotton Council | Gary Adams | President & CEO | \$284,915.00 | | \$1,609.00 | \$32,438.00 | \$28,186.00 | \$347,148.00 | 2017 |
| National Council of Farmer Cooperatives | Charles Conner | President & CEO | \$532,184.00 | \$175,000.00 | | \$32,400.00 | \$9,777.00 | \$749,361.00 | 2017 |
| National Dairy Promotion and Research Board | Thomas Gallagher (1) | CEO | \$625,000.00 | | | | | \$625,000.00 | 2018 |
| National Farmers Union | Roger Johnson | President | \$292,897.00 | \$30,000.00 | | \$16,200.00 | \$8,400.00 | \$347,497.00 | 2017 |
| National Fluid Milk Processor Promotion Board/Milk PEP | Julia Kadison | CEO | \$307,434.72 | \$44,354.18 | | | | \$351,788.90 | 2018 |
| National Grain and Feed Association | Randall Gordon | President | \$335,452.00 | | | \$45,559.00 | \$22,840.00 | \$403,851.00 | 2018 |
| National Grange | Betsy Huber | National President | \$54,677.00 | | | | | \$54,677.00 | 2017 |
| National Grocers Association | Peter Larkin | President & CEO | \$554,581.00 | \$174,900.00 | \$3,089.00 | \$72,000.00 | \$37,440.00 | \$842,010.00 | 2017 |
| National Honey Board | Margaret Lombard | CEO | \$200,000.00 | | \$12,000.00 | | | \$212,000.00 | 2018 |
| National Mango Board | Manuel Michel | Executive Director | \$150,000.00 | \$15,000.00 | | | | \$165,000.00 | 2018 |
| National Milk Producers Federation | Jim Mulhern | President & CEO | \$702,600.00 | \$120,000.00 | \$5,442.00 | \$29,700.00 | \$30,320.00 | \$888,062.00 | 2017 |
| National Oilseed Processors Association | Thomas Hammer | President | \$324,059.00 | | | \$11,569.00 | \$20,535.00 | \$356,163.00 | 2018 |
| National Peanut Board | Robert Parker | CEO | \$243,500.00 | \$25,000.00 | \$900.00 | | | \$269,400.00 | 2018 |
| National Pork Board | Bill Even | CEO | \$365,976.00 | \$58,556.00 | | | | \$424,532.00 | 2018 |
| National Pork Producers Council | Neil Dierks | CEO | \$289,380.00 | \$78,261.00 | | \$21,165.00 | \$22,821.00 | \$411,627.00 | 2017 |
| National Potato Council | John Keeling* | Executive VP & CEO | \$291,385.00 | | | \$50,000.00 | \$30,594.00 | \$371,979.00 | 2018 |

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|--|--|----------------------------|-------------------|-----------------|--------------------|-----------------------------|-------------------|--------------------|-------------|
| National Potato Promotion Board | Blair Richardson | CEO | \$538,500.00 | | \$43,080.00 | | | \$581,580.00 | 2018 |
| National Processed Raspberry Council | Tom Krugman | CEO | \$126,000.00 | | | | | \$126,000.00 | 2018 |
| National Renderers Association | Nancy Foster | President & CEO | \$234,543.00 | | | \$12,193.00 | \$11,495.00 | \$258,231.00 | 2017 |
| National Restaurant Association | Dawn M. Sweeney | President & CEO | \$1,690,000.00 | \$1,580,721.00 | \$44,855.00 | \$1,862,070.00 | \$24,384.00 | \$5,202,030.00 | 2017 |
| National Rural Electric Cooperative Association | Jim Matheson | CEO | \$1,123,067.00 | \$113,500.00 | \$17,723.00 | \$124,267.00 | \$33,457.00 | \$1,412,014.00 | 2017 |
| National Save the Family Farm Coalition | Lisa Griffith* | Interim Executive Director | \$51,745.00 | | \$1,552.00 | | | \$53,297.00 | 2017 |
| National Turkey Federation | Joel Brandenburger | President & CEO | \$285,848.00 | | | | \$44,074.00 | \$329,922.00 | 2017 |
| National Watermelon Board | Mark Arney | CEO | \$209,953.00 | \$9,000.00 | \$6,000.00 | | \$17,997.00 | \$242,950.00 | 2018 |
| National Wildlife Federation | Collin O'Mara | President & CEO | \$311,930.00 | \$11,523.00 | \$36,378.00 | \$17,500.00 | \$21,585.00 | \$398,916.00 | 2017 |
| Natural Resources Defense Council | Rhea Suh* | President | \$497,907.00 | | | \$18,550.00 | \$18,201.00 | \$534,658.00 | 2017 |
| North American Blueberry Council & U.S.Highbush Blueberry Council | Mark Villata*(4) | President | \$276,015.00 | | | \$17,100.00 | \$23,467.00 | \$316,582.00 | 2017 |
| North American Meat Institute | Barry Carpenter* | President & CEO | \$468,199.00 | \$160,000.00 | \$26,546.00 | \$21,600.00 | \$9,470.00 | \$685,815.00 | 2017 |
| North American Millers Association | James A. McCarthy | President & CEO | \$252,009.00 | | | \$23,790.00 | \$24,255.00 | \$300,054.00 | 2018 |
| Organic Consumers Association | Ronald Cummins | International Director | \$112,800.00 | | | | | \$112,800.00 | 2017 |
| Organic Trade Association | Laura Batcha | CEO & Executive Director | \$260,772.00 | | | | | \$260,772.00 | 2017 |
| Paper and Packaging Board | Mary Anne Hansan | CEO | \$273,500.00 | | | | | \$273,500.00 | 2018 |
| People for the Ethical Treatment of Animals | Ingrid Newkirk | President | \$46,658.00 | | \$2,047.00 | | | \$48,705.00 | 2018 |
| Pheasants Forever Inc. | Howard K. Vincent | President & CEO | \$283,251.00 | \$14,489.00 | \$20,250.00 | \$15,091.00 | \$16,789.00 | \$349,870.00 | 2018 |
| Ranchers Cattlemen Action Legal Fund; United Stockgrowers of America | William Bullard Jr. | CEO | \$175,190.00 | | | | | \$175,190.00 | 2017 |
| Renewable Fuels Association | Robert Dinneen* | President & CEO | \$398,200.00 | \$125,000.00 | | \$53,000.00 | \$29,239.00 | \$605,439.00 | 2017 |

| Name of Organization | President/CEO/ Executive Director or VP | Position | Base Compensation | Potential Bonus | Other Compensation | Retirement/ Deferred Payment | Tax-Free Benefits | Total Compensation | Filing Year |
|--|---|--------------------|-------------------|-----------------|--------------------|------------------------------|-------------------|--------------------|-------------|
| Rural Advancement Foundation International USA - (Sponsors National Organic Coalition) | Scott Marlow – 1/17 -10/17* (5) | Executive Director | \$76,679.00 | | \$17,215.00 | | | \$93,894.00 | 2017 |
| Rural Advancement Foundation International - Sponsors National Organic Coalition | Edna Rodriguez started 11/17 (5) | Executive Director | \$76,611.00 | | \$15,389.00 | | | \$92,000.00 | 2017 |
| Snack Food Association | Elizabeth Avery | President & CEO | \$330,557.00 | \$40,000.00 | | \$13,918.00 | \$6,147.00 | \$390,622.00 | 2018 |
| Softwood Lumber Board (out-sourced contractor) | Steve Lovett | CEO | \$289,327.00 | \$150,000.00 | \$101,264.00 | | | \$540,591.00 | 2018 |
| U.S. Beet Sugar Association | Brian Baenig | President | \$324,062.00 | | \$27,000.00 | | | \$351,062.00 | 2017 |
| U.S. Dairy Export Council | Tom Vilsack | President & CEO | \$733,333.00 | | \$46,877.00 | \$27,000.00 | (\$6,653.00) | \$800,557.00 | 2017 |
| U.S. Farmers and Ranchers Alliance | Randy P. Krotz* | CEO | \$208,462.00 | \$10,000.00 | \$6,000.00 | \$28,075.00 | \$13,647.00 | \$266,184.00 | 2017 |
| U.S. Grains Council | Tom Sleight* | President & CEO | \$357,827.00 | | | \$43,500.00 | \$19,085.00 | \$420,412.00 | 2017 |
| U.S. Meat Export Federation | Philip Seng* | President & CEO | \$392,095.00 | | | \$24,410.00 | \$24,993.00 | \$441,498.00 | 2017 |
| U.S. Poultry & Egg Association | John Starkey | President | \$305,434.00 | | | \$26,676.00 | \$8,957.00 | \$341,067.00 | 2017 |
| U.S. Soybean Export Council | James Sutter | CEO | \$420,645.00 | \$42,500.00 | \$20,983.00 | \$17,266.00 | \$32,979.00 | \$534,373.00 | 2017 |
| U.S. Wheat Associates | Vince Peterson | President | \$252,571.00 | | \$55,740.00 | | | \$308,311.00 | 2018 |
| Union of Concerned Scientists | Kenneth Kimmell | President | \$296,755.00 | | \$1,500.00 | \$21,600.00 | \$27,354.00 | \$347,209.00 | 2018 |
| United Fresh Produce Association | Thomas Stenzel | President & CEO | \$508,616.00 | \$233,349.00 | \$118,859.00 | \$202,600.00 | \$8,256.00 | \$1,071,680.00 | 2018 |
| United Sorghum Checkoff and National Sorghum Producers | Tim Lust (2) | CEO | \$216,935.00 | \$10,250.00 | | \$5,750.00 | \$9,697.00 | \$242,632.00 | 2018 |
| United Soybean Board | Polly Ruhland | CEO | \$500,000.00 | \$50,000.00 | | \$49,500.00 | \$9,900.00 | \$609,400.00 | 2018 |
| USA Rice Federation | Elizabeth C. Ward | President & CEO | \$358,022.00 | \$50,000.00 | | \$39,750.00 | \$15,982.00 | \$463,754.00 | 2017 |
| Waterkeeper Alliance | Marc Yaggi | Executive Director | \$219,623.00 | \$33,440.00 | | | \$37,363.00 | \$290,426.00 | 2018 |
| Waterways Council | Michael Toohey | President & CEO | \$320,696.00 | \$60,000.00 | \$6,858.00 | | \$41,055.00 | \$428,609.00 | 2017 |
| Western Fairs Association Inc. | Stephen Chambers* | Executive Director | \$115,938.00 | | \$12,000.00 | | | \$127,938.00 | 2018 |

Footnotes:

* No longer serves as CEO

(1) Thomas Gallagher is compensated from both DMI and National Dairy Promotion and Research Board.

(2) Tim Lust is CEO of both the Sorghum Checkoff and Producer Group.

(3) Chandler Goule is CEO of NAWG and the National Wheat Foundation.

(4) Mark Villatta was President of both Councils. Kasey Cronquist is the new CEO, started July 29.

(5) Scott Marlow is no longer Executive Director, but still on staff. Edna Rodriguez was on staff and became Executive Director in November.

Keep in mind: **Sometimes CEOs are not the highest paid individuals in a nonprofit organization because other staff members are compensated for their longevity, expertise or transitional roles.** For example, during his last year as Executive Director at the Center for Science and the Public Interest, Michael Jacobson's total compensation dropped from \$204,447 in 2017 to \$189,070 in 2018. As part of the transition, CSPI's director of nutrition policy, Margo G. Wootan, was elevated to the new position of vice president for nutrition with a compensation package totaling \$202,968. In September of 2017, Peter Lurie was hired as the new Executive Director and his salary reflects only part of the organization's fiscal year.

Skelton says there's no single rule for compensation of new CEOs, and situations are often handled on a case-by-case basis.

"If (the new CEO is) considered to be better and more experienced, you're probably going to pay a premium for it," he said, which could also be interpreted, in some cases, as a level of unhappiness with a previous leader. "In the case where a longtime CEO has retired, you're probably going to be able to hire at a discount because you're going to get somebody with less experience," he added.

As the farm economy continues its slow crawl out of a prolonged downturn, it remains to be seen how compensation for executives and other farm group employees will be impacted. But, Skelton cautions, a booming economy elsewhere could provide outside opportunities for employees with a broad skill set.

"A lot of trade associations, especially, tend to look for people with experience in the industry," he said, but also noted that proven growth and management skills could be transferable to a new field. "It's going to make it a little harder for those involved on the agricultural side to compete."

Dem candidates take aim at Trump's China trade war

The U.S.-China trade war just intensified with new and increased tariffs hitting both sides on Sunday. As the tariff tit-for-tat shows no sign of abating during warnings of economic recession, Democratic presidential hopefuls are raising alarms and lashing out at President Donald Trump's handling of the dispute that's expected to escalate even further next month.

President Trump just this weekend said his bailout funds for the U.S. ag sector will make it better off than when trade was flowing normally to China, but American farmers and manufacturers are growing increasingly worried and the Democratic candidates are pouncing.

"President Trump may think he's being tough on China, (but) all he has delivered as a consequence of that is American farmers, manufacturers and consumers losing and paying more," former Vice President and front-running Democratic candidate Joe Biden said in an August speech. "His economic decision-making is short sighted ... and so is the rest of his foreign policy."

Trump has vacillated lately between claims that China is ready to capitulate and warnings that China will hold out until after the 2020 election, while farmers are tiring of the dispute that is drastically cutting exports. The latest Chinese retaliation — a 5-10% increase in tariff rates on

\$75 billion worth of U.S. goods — went into effect on Sunday and impacts a wide variety of farm commodities.

That offers new ammunition to Democratic candidates like former Texas Rep. Beto O'Rourke, who recently laid out a trade agenda that highlights ending “the trade war with China by eliminating the Trump tariffs. In exchange, China would revoke its retaliatory tariffs on American products like soybeans, beef, cars, and planes.”

But O'Rourke, like Biden, is walking a thin line when it comes to China. The country has been vilified for years for both stealing U.S. intellectual property as well as trying to force U.S. companies to hand over technology in exchange for doing business there. That's why the candidates, while voicing strong opposition to Trump's tactics, are careful to also promise they will take a tough stance on China.

O'Rourke, an early favorite after nearly taking Republican Ted Cruz's seat in the Senate, has had a weaker showing in the polls than many expected, but he came on strong last week against Trump's trade war. He's promised to end the tariffs on his first day in office, but still remain tough on China.



Pete Buttigieg

On one hand, Trump's tariffs “have been a disaster for American farmers and ranchers, destroying their long-standing relationships with customers abroad and forcing many family farms into bankruptcy,” according to an online missive posted by the candidate. But on the other hand, he stresses, China's abuses must be confronted, primarily through the World Trade Organization.

Pete Buttigieg, the South Bend, Ind., Mayor and presidential candidate, is also hitting Trump's tariffs on China hard, calling them impotent gestures that are creating unnecessary pain for America's farmers and manufacturers.

“Well, we have a lot of different forms of leverage in the relationship,” Buttigieg said recently on CNN's State of the Union. “But it's also a fool's errand to think you're going to be able to get China to change the fundamentals of their economic model by poking them in the eye with some tariffs ... **I was just in Iowa in rural parts of the state talking with a lot of farmers, who —**



Elizabeth Warren

many of whom are Republicans or supported this president, and are now asking the question, how much longer are we supposed to take one for the team? The president has said repeatedly that he's on the cusp of getting a deal. The president has failed to deliver a deal. And I expect he will continue to do so.”

Massachusetts Sen. Elizabeth Warren, who has been moving up in opinion polls, says — like Trump — she'll take on China for manipulating its currency, but she also makes clear she would be far less likely to depend so heavily on import taxes.

“We’ve let China get away with the suppression of pay and labor rights, poor environmental projects and years of currency manipulation,” she said in an essay on trade. “All to add some zeroes to the bottom lines of big corporations with no loyalty or allegiance to America. And unlike Trump, while I think tariffs are an important tool, they are not by themselves a long-term solution to our failed trade agenda and must be part of a broader strategy that this Administration clearly lacks.”

Candidate Bernie Sanders, the independent senator from Vermont, hews closer to Warren’s views, but he often reminds reporters that he was against normalizing trade with China in the first place. Echoing Trump, Sanders said in a recent NPR interview that the U.S. got snookered when it agreed to allow China into the World Trade Organization. Trump has similarly criticized the deal as weak, allowing China to take advantage of the U.S.

And while China is now the primary front of Trump’s war to cut the U.S. trade deficit, he has also been threatening and levying tariffs on Canada, Mexico, India, Japan, South Korea and the European Union.

Biden’s solution is essentially an alliance with the European Union, which has which has also complained heartily in recent years over China’s intellectual property theft.

“We need to get tough with China,” Biden said in a New York speech. “If China has its way, it’s going to keep ... robbing U.S. firms ... and we need to build a united front of friends and partners to challenge China’s abusive behavior.”

Trump continues to take the opposite stance, while threatening new tariffs on the Europeans.

“For all of the ‘geniuses’ out there, many who have been in other administrations and ‘taken to the cleaners’ by China, that want me to get together with the EU and others to go after China Trade practices remember, the EU & all treat us VERY unfairly on Trade also. Will change!” Trump said in a tweet Tuesday.

A Democratic congressman from Iowa who is not running for reelection, Dave Loebsack, admits that the Democratic prescription for handling China may not move the Chinese either.

“I believe we should have started at the World Trade Organization and gradually ratcheted up the pressure, if need be. ... And we should have gotten a number of our allies, especially in Europe, on board as well. I don’t know that it would have been successful, but it hasn’t been successful the way the president is doing it either,” said Loebsack, talking to reporters at the Iowa State Fair where most of the candidates were campaigning last month.

Many of the Democratic candidates also oppose another method of bringing China to heel, the 12-nation Trans-Pacific Partnership negotiated under President Barack Obama. The TPP was designed to isolate China economically, but Trump withdrew the United States from the TPP and even Biden now says it would have to be renegotiated before the United States would join the deal in its new form.

The multilateral deal is the approach to take, says Joe Glauber, a senior research fellow at the International Food Policy Research Institute, former chief agriculture negotiator for the U.S. Trade Representative and former USDA chief economist, told *Agri-Pulse*.

Foreign allies and major trading partners are lining up to volunteer to work with the U.S., says Glauber, but Trump continues to levy tariffs unilaterally — an act that violate WTO rules.

“Here we are on one hand complaining that China doesn’t follow the rules, but our reaction is to break the rules ourselves,” he said. “I think it’s a big mistake.”

The U.S. recently won two major cases at the WTO against China’s domestic farm supports and failure to enact tariff rate quotas. On Monday, China filed an official complaint to the WTO over the latest U.S. tariffs on billions of dollars of Chinese imports.

Trump declared on Sunday that America’s farmers are not suffering because of the trade war. Despite the massive losses in exports, Trump’s two bailout packages worth a combined \$28 billion are insulating them from harm, he said.

“I’m making the farmers more than whole,” Trump said. “The farmers are doing better than if China, frankly, were buying.”

But that’s not the message coming from the U.S. ag sector.

“While the latest Chinese tariffs are no surprise, they are no more welcome than before,” American Farm Bureau President Zippy Duvall said in a Tuesday statement. **“The Trump Administration must focus on keeping the negotiations with China on course to resolve this trade war.”**

The National Pork Producers Council says the latest Chinese tariffs helped push import taxes on U.S. pork up 72%, assuring that American exporters will lose out on the major opportunity being created by the spread of African Swine Fever through China.

And Democrats like Buttigieg have been responding to the rising concern on farms and ranches.

“When it comes to rural America, I think, to (Trump), it’s just the scenery that he sees out the helicopter window on the way to his golf course,” said Buttigieg. “And when it comes to American consumers, he is completely out of touch with the impact it’s going to have on the prices we pay for our goods as a result of a trade war in which both sides will lose.”

Japan trade deal still taking shape

White House officials are telling the U.S. ag sector that they are going to win big in the miniature trade pact announced on Aug. 25 after Presidents Donald Trump and Shinzo Abe met on the sidelines of the annual G7 summit, but details are either not being divulged or haven’t yet been nailed down, government and industry sources tell *Agri-Pulse*.

America’s farmers are going to be “very happy” with the deal, which will contain tariff cuts that resemble the increased access to Japan’s market in the former Trans-Pacific Partnership, one government official said.

But that’s nowhere near good enough, say industry officials who want to make sure their producers will be able to compete on a level playing field with other suppliers in Australia, Canada, New Zealand and the European Union.

The Trump administration held a conference call on the Japan pact for leaders of the U.S. ag sector last week, but many hung up disappointed after getting vague assurances and virtually no details.

“Everyone is nervous because no one knows anything,” one industry source told *Agri-Pulse*.

“Nobody is providing specifics,” another source said. “They’re talking in general terms.”

Will Japan cut tariffs on beef, pork, dairy, wheat, ethanol and wine to the same degree it promised under TPP? Will Japan accelerate the schedule for those tariff decreases to match the schedule for countries that stayed in the TPP (now retitled the Comprehensive and Progressive Agreement for Trans-Pacific Partnership)?

That’s the goal, said one government source, but farmers and ranchers are going to have to wait longer to know for sure.

Trump and Abe are both expected to attend the opening of the 74th United Nations General Assembly session later this month. It’s then that both countries are hoping to finalize the pact. Between now and then, U.S. ag leaders are hoping to get some details.

“We believe it is important that the United States and Japan reach a deal that will create a level playing field for U.S. dairy after having pulled out of the original Trans-Pacific Partnership,” International Dairy Foods Association President and CEO Michael Dykes said. “As more details of the agreement become clear, IDFA will continue to determine the impact on the dairy industry.”



Michael Dykes, IDFA

but the EU and countries like Australia and New Zealand — with newly reduced tariffs — are looking to take some of that business away.

The stakes are high for dairy. Japan is the third largest foreign market for U.S. dairy, but the industry is worried it’s already losing some of that market because the U.S. pulled out of TPP. Japan and the EU kicked off a new free trade agreement on Feb. 1, about a month after Japan and 10 other Pacific Rim countries implemented the CPTPP. Japan cut tariffs in both of those pacts, improving access for dairy, beef, wheat, pork, wine, fruits and vegetables. The U.S. was left out.

Japan buys roughly \$300 million of cheese, whey, lactose and skim milk powder per year,

The U.S. Dairy Export Council estimates that if U.S. exporters don’t get on equal footing with their foreign competitors, U.S. dairy exports will drop by \$90 million over the next five years.

Even with so little information coming out, some groups are optimistic.

“We don’t think there’s any reason we’d get less than even footing with our competitors in Canada and Australia,” said Steve Mercer, a spokesman for the U.S. Wheat Associates.

If the Trump administration does come through for U.S. wheat, it will be a major relief for the sector. The U.S. sells about 3 million metric tons of wheat to Japan yearly, but the U.S. grain is getting more expensive. Japan has already cut tariffs twice on wheat from Europe and CPTPP countries. As of April 1, U.S. wheat became about \$20 per ton — roughly 55 cents per bushel — more expensive than wheat from Australia, Canada and elsewhere.

U.S. cattle ranchers are also optimistic about the deal with Japan — the largest foreign market for U.S. beef — and they are counting on it to put them back on a level playing field with other exporters from countries like Australia.

“Even though Japan is our biggest export market, we still face a 38.5% tariff, and unfortunately our competitors have a leg up on us,” says Kent Bacus, director of international trade and market access for the National Cattlemen’s Beef Association. “Australia, New Zealand, Canada and Mexico — their tariff is only 26.6% and it’s phasing down to 9%. So, if we don’t do anything soon, we’re going to see that gap grow.”

One sector that’s sure it will not get what Japan promised it in TPP is rice.

California’s rice farmers were promised a 50,000-ton duty-free quota for U.S. rice that would rise to 70,000 tons in 13 years under TPP, but that has been left out of the new trade agreement, at least for now, according to the USA Rice Federation. The only rice Japan buys from the U.S. is the medium grain variety from California.



Charley Matthews, USA Rice

"While we are certainly disappointed to hear that rice wasn't included in last week's discussions, we remain committed to working with the U.S. government to realize improved rice trade," said Charley Matthews, chair of USA Rice. "At this point, we're faced with a 700 percent tariff on U.S. rice going into Japan, which translates to a lack of consumer access."

There is still some hope, though. The Japan FTA is being done in phases, and this one is merely the first, concentrating on ag, e-commerce and industrial tariffs. Still, further phases may be a long way off.

“This is supposed to be done in phases,” one industry source said. “This is phase one, but who knows when phase two will come.”

But the first phase isn’t even done yet, and the U.S. ag sector won’t likely rest until it is.

“This is very exciting news, but it doesn’t mean the deal is done,” Bacus said.

News Briefs:

Iowa voters tell Trump to keep his 'promise' on RFS. Iowa voters are signaling strong support for expanding the Renewable Fuel Standard, according to a recent survey commissioned by the Iowa Biodiesel Board that also carries a message for President Donald Trump.

Seventy-eight percent of voters polled in the state said they favor expanding the RFS “to increase the use of biodiesel and other biofuels in the United States.” When asked whether it’s important that Trump “keep his promise on the [RFS],” which he pledged to support during the 2016 campaign, 77% of Iowa voters said it was “somewhat” (34%) or “very important” (43%). “The president may think he has Iowa cinched up for 2020, but my vote is 100 percent up for grabs,” said Dave Walton, a farmer from Wilton, Iowa, who is on the board of directors of both the Iowa Biodiesel Board and Iowa Soybean Association. Walton said he voted for Trump last time, but the president “needs to make a serious fourth-quarter comeback on biodiesel and trade to earn my vote again.” A spokesman for one renewable fuels group said the administration’s recent decision to grant 31 small refinery exemptions from RFS blending requirements is a factor in dropping poll numbers for Trump in the Midwest. “It’s clear the administration is flailing on the issue — a rumored ‘deal’ on the RFS that hasn’t materialized in two weeks; random tweets from Trump ... saying ‘farmers will be happy,’ several reiterations of how much trade relief the USDA is handing out. The administration has miscalculated how many soy farmers are impacted by the RFS [and] trade issues.”

Cargill continues investment in alternative proteins. With demand for plant-based proteins on the rise, Cargill plans to invest an additional \$75 million in PURIS, the largest North American producer of pea protein. The investment enables PURIS to more than double its pea protein production using an existing 200,000-square-foot facility in Dawson, Minn. Cargill announced its joint venture with PURIS in January 2018, with an initial investment of \$25 million that was used to add substantial capacity at the Turtle Lake, Wis. production facility. The company also has a pea protein production facility in Oskaloosa, Iowa. Beginning with its own proprietary, non-GMO pea seed, PURIS uses its network of over 400 U.S. farmers to grow the peas. The investment broadens Cargill’s portfolio of alternative proteins, such as cell-cultured protein, to meet consumer dietary preferences. One of Puris’ customers is plant-based protein manufacturer Beyond Meat. Tyler Lorenzen, PURIS President, described the company’s expansion as “more than a pea protein facility. This is the future of food. The Dawson facility will not only support PURIS farmers in the U.S. with a crop that regenerates their land and that is sustainable because it provides soil health advantages but will also support the growing demand for great tasting plant-based products in the marketplace.”

Ag Barometer drops on weakening commodity prices. Lower commodity prices contributed to a significant drop in the Purdue University/CME Group Ag Economy Barometer for August. The survey, based on responses from 400 different agricultural producers across the country, dropped 29 points from July to a score of 124. The steep drop follows two straight months of sharp gains, when producers reported stronger expectations in June and July. The different indexes measuring farmer’s expectations of economic conditions also saw a sharp decline, as the barometer’s Index of Current Conditions dropped 19 points and the Index of Future Expectations dropped 34 points from July to August. Declines can be attributed in part to the changing commodity prices, according to James Mintert, the barometer’s principal investigator and director of Purdue University’s Center for Commercial Agriculture. “Sharp declines in most commodity prices during July and early August weighed heavily on farmer sentiment this month,” said Mintert. According to Purdue, “virtually all” of the contacts for the survey took place after an August USDA report issued larger than expected production forecasts which, in turn, caused a slip in prices. The Market Facilitation Program (MFP) payments that were announced only partially alleviated concerns, and 58% of farmers said “they expect another MFP payment to be made to U.S. farmers for the 2020 crop year,” according to a Purdue press release. For more information, the entire August Ag Economy Barometer report is available.

Farm Hands on the Potomac: Deere taps May as CEO

John May has been tapped by the board of directors for Deere & Company to serve as the new CEO succeeding **Samuel Allen**, effective November 4. May was also selected to serve as a member of the board, effective immediately. May previously served as Deere's president and chief operating officer since April 2019, and will become the 10th chief executive in the company's 182-year history.

Illinois GOP Rep. **John Shimkus** announced he will serve out his current term representing his heavily Republican district, but not run for reelection in 2020. Shimkus is the 14th Republican to announce that he will not run next year, will resign or pursue a different office. The 12-term congressman is a senior member of the Energy and Commerce Committee.

Secretary of Agriculture **Sonny Perdue** has sworn in **Brandon Lipps** as deputy undersecretary of the Food, Nutrition, and Consumer Services (FNCS) and **Pam Miller** as the administrator of the Food and Nutrition Service (FNS) at USDA). Lipps has served as Administrator of the Food and Nutrition Service, and also as acting deputy undersecretary of the Food, Nutrition, and Consumer Services since July 2017. Miller has served as the USDA's Food and Nutrition, and Consumer Services (FNCS) senior associate administrator for policy since September 2018... Perdue also announced the appointment of five individuals to the United Sorghum Checkoff Program (USCP) board of directors. Serving a three-year term includes: **Kendall Hodgson**, Little River, Kan.; **Jeffrey D. Zortman**, Fowler, Kan.; **Kent L. Martin**, Alva, Okla.; **Joshua Birdwell**, Malone, Texas. Serving a one-year term at-large is **James Haase**, Eads, Colo.

Mary Bohman is now the deputy director of the Bureau of Economic Analysis. She brings over 20 years of experience to the Bureau, previously serving at USDA. She most recently served as associate administrator of the Department's Animal and Plant Health Inspection Services. Before that, she was the administrator of USDA's Economic Research Service

The Farm Credit Administration selected **Robert Coleman** to serve as the new chief operating officer, succeeding **Bill Hoffman**, who retires on Sept. 3, after 25 years of federal service. Coleman has served as chief examiner and director of the Office of Examination for the past nine years. **Roger Paulsen**, who has been deputy director of the Office of Examination since 2013, will serve as acting chief examiner.



David Grahn

David Grahn has been tapped by the Farm Credit Administration (FCA) to serve as the new director of the Office of Regulatory Policy. Grahn joined FCA in early 2018 as associate general counsel in the Office of General Counsel. Before that, he served 30 years at the USDA, beginning as a law clerk and ending as associate general counsel for the International Affairs, Food Assistance, and Farm and Rural Programs Division in the Office of General Counsel.

Environmental Protection Agency (EPA) Administrator **Andrew Wheeler** appointed **Dennis Deziel** of Maryland to become regional administrator for Region 1. Deziel will oversee environmental protection efforts in Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, and Connecticut and in 10 Tribal Nations. Deziel brings over 20 years of experience in the energy and environment

industries, most recently working at Dow as the director of federal government affairs where he focused on focused on environment, energy, and regulatory affairs issues.

The Food and Drug Administration (FDA) hired **Regina Tan** to serve as the director of the Center for Veterinary Medicine's Office of Research. Tan comes to FDA from the Department of Agriculture's Food and Nutrition Service (FNS), where she oversaw the organization's Office of Food Safety.

Chobani promoted **Peter McGuinness** to president of the company. He previously served as the chief commercial and marketing officer since 2017. McGuinness will oversee Chobani's Demand function, supply chain, manufacturing, sustainability, and research and development functions. Chobani has also promoted **Federico Muyschondt** to chief customer officer, **Jason Blaisure** to senior vice president of supply chain, **Parag Agrawal** to chief information officer, and **Grace Zuncic** to chief people and culture officer. **Mick Beekhuizen** is departing Chobani where he served as the chief financial officer. **Michelle Brooks**, current Chobani treasurer, will serve as interim chief financial officer.

Kraft Heinz has named **Paulo Basilio** as the new CFO, replacing **David Knopf**. Basilio currently serves as the chief business planning and development officer and will take over as CFO on September. 1. Knopf became CFO in 2017, and will return to 3G Capital where he served as a partner starting in 2015.

General Mills Inc. promoted **Kofi Bruce** to the position of CFO, effective Feb. 1. Bruce will also become vice president for financial operations, effective immediately. In a transition period, Bruce will work alongside outgoing CFO **Donal Mulligan**, who will move into an advisory role once the transition is complete.

Inari adds **Todd Martin** and **Scott Keetle** to the company's commercial operations team. Martin will serve as the new vice president of commercial development. He brings over 30 years of experience in the agriculture industry and most recently served as the CEO of the Independent Professional Seed Association (IPSA). Before that, he worked for Syngenta and Merrill Lynch. Keetle will serve as Inari's general manager within the commercial operations leadership team. He brings over 20 years of experience in the seed industry and has held senior positions at AgReliant Genetics and Corn States.

North Carolina Farm Bureau President **Larry Wooten** plans to step down from the position in December after 20 years at the helm. His successor will be elected at the Bureau's annual meeting in Greensboro, N.C. in December. Wooten raised tobacco and other crops in Pender County, N.C. from 1973-94 before becoming assistant to the association's president. He succeeded W.B. Jenkins in 1999.

Steve Dietze has joined the EFC Systems as the new senior vice president of business development, effective August 14. Dietze will focus on opening new markets and strategic business relationship opportunities for the company. He comes to EFC Systems from Wilbur-Ellis Company where he's worked the past 16 years, most recently as vice president of strategy.

Brigid Flay has left the U.S. Grains Council where she served as the global strategies coordinator. She has moved to the Department of Agriculture's Foreign Agricultural Service, where she serves as an agricultural economist for the Multilateral Affairs Division, under the Office of Agreements and Scientific Affairs.

Nigyar Makhmudova is the new executive vice-president of growth and innovation at Danone S.A. She brings over 25 years of experience, and will be responsible for overseeing Danone's global marketing, innovation, R&D and digital sales functions.



Dalton Henry

Dalton Henry returns to U.S. Wheat Associates (USW) as the vice president of policy. Henry worked for USW in the same role from March 2015 to December 2016. In 2016, Henry left USW for the opportunity to work on policy affecting his home congressional district in Kansas, joining the office of Rep. Roger Marshall, R-Kan., as legislative director. Most recently, Henry co-founded Roots and Legacies Consulting, Inc., offering communications and marketing consulting services...USW also hired **Adrian “Ady” Redondo** as the new bakery technician in its Manila, Philippines, office. Born in the Philippines, Redondo earned a bachelor’s of science degree in food technology from the University of the Philippines in 2001.

The U.S. Apple Association named **Jeff Colombini** to serve as the chair of the Board of Directors. Colombini is a third-generation California grower and tree fruit business owner, and will serve the 2019-20 term. Colombini currently serves as the president of Lodi Farming Inc., a company that farms 1,800 acres of apples, cherries, olives, and walnuts in the northern San Joaquin Valley. Before farming full time, Colombini worked as an operations analyst for Stanislaus Food Products and as a loan officer for the Farm Credit System.

Steve Lutz has begun a new position with Category Partners LLC as vice president of Insights and Innovation. He most recently served as the vice president of member engagement at the Produce Marketing Association. Before that, he was chief strategist and vice president of marketing for CMI Orchards. He served at the Washington Apple Commission from 1992-2000, becoming president and CEO in 1996.

Courtney Kingery has been tapped to serve as the new CEO of the Indiana Soybean Alliance (ISA), Indiana Corn Marketing Council (ICMC) and the Indiana Corn Growers Association (ICGA). Kingery will be responsible for leading the state’s corn and soybean checkoff programs. She currently serves as global director of health & wellness innovation for Tate & Lyle in the Chicago area. Earlier in her career she was a grain trader and marketing director for oilseeds and food ingredients for ADM.

The American Farmland Trust (AFT) hired **Mitch Hunter** as its new research director. He is in charge of building AFT’s collaborative research program, including its “Farms Under Threat” initiative. He will be based in St. Paul, Minnesota.



Mitch Hunter

AgriThority added **Gloverson Moro** as the new director of global product development, **Luke Samuel** as the new manager of business and technology, and promoted **Fred Tennant** to director of global business. Moro, a native of Brazil, brings 23 years of experience working for Syngenta's worldwide R&D division in Latin America, Asia Pacific, and North America. Samuel

brings over ten years of experience leading strategic efforts and knowledge transfer for products with Compass Minerals, The Climate Corporation, and Monsanto Company. Tennant previously served as the international business development manager.

Sipcam Agro USA promoted **Michael Maravich** to vice president of sales and marketing. He previously served as the vice president of specialty business.

AgriGrowth has hired **Patrick Murray** to serve as the new director of government and member relations, effective September 12. Murray currently serves as the director of government relations for Cooperative Network, a trade association for cooperatives in the states of Minnesota and Wisconsin.

The National Association of State Departments of Agriculture hired **Lacy Pitts** as the new executive administrator to NASDA CEO **Barbara Glenn**. Pitts most recently interned in the office of Rep. **Roger Marshall**, R-Kan., and is a graduate of Kansas State University.



Lacy Pitts

The World Food Prize Foundation added **Purvi Mehta**, head of Asia Agriculture for the Bill & Melinda Gates Foundation, to the Council of Advisors. Mehta will review, advise and guide the World Food Prize leadership on their policies as well as help lead and design the Foundation programs.

Naomi Gordon has been tapped to serve as the new executive director for the Idaho Wool Growers Association. She succeeds former director, **Brandy Kay**, who was at the helm the last three years.

Anna Yu is now a professional staff member at the House Committee on Energy and Commerce. She previously served in the office of Sen. **Richard Blumenthal**, D-Conn., as his senior policy adviser.

Eric Henshall has been promoted to senior legislative assistant in Rep. **Anna Eshoo's**, D-Calif., office. Henshall covers the portfolio for agriculture, energy, environment, natural resources, transportation, and immigration.

Joshua Izaak has been promoted to legislative director from senior policy counsel in Rep. **Nanette Diaz Barragán's**, D-Calif., office. Izaak handles the telecommunications, technology, labor, and small business portfolio.

Lauren Baltimore is the new press assistant for Sen. **Marco Rubio**, R-Fla. She replaces **Gaby Hurt**, who is now a White House press assistant.

Ryan Donnelly is Sen. **John Thune's**, R-S.D., new legislative assistant covering the agriculture and food, animal welfare, energy, environmental protection, and natural resources portfolio. He takes these issues over from **Lynn Tjeerdsma** who has retired as Thune's senior policy adviser.

Heather Purcell has been promoted to deputy chief of staff and communications director in the office of Rep. **Ro Khanna**, D-Calif. **Alejandra Leynez** is the new legislative assistant for Rep. **Linda Teresa Sánchez**, D-Calif., covering the portfolio for immigration, labor, and employment. Leynez previously served as a fellow to Rep. **Lucille Roybal-Allard**, D-Calif.

Justin Weiss is now the communications director for Rep. **Adam Smith**, D-Wash. He comes from Rational 360 where he served as senior associate.

Lisa Barbounis is the new communications director for Rep. **Randy Weber**, R-Texas. She previously served as the director of communications for Middle East Forum.....**Matthew Sussis** now serves as Sen. **Deb Fischer**'s, R-Neb., press secretary. He most recently served as the assistant communications director for the Center for Immigration Studies.....**Anna Swick** has left the office of Rep. **Vicky Hartzler**, R-Mo., where she served as the communications director. She is replaced by **Danny Jativa**, who previously served as a staff writer for the Washington Examiner.

Andrew Renteria has left the office of Rep. **Brian Fitzpatrick**, R-Pa., where he served as the chief of staff. **Joe Knowles** succeeds Renteria, previously serving as the deputy chief of staff and legislative director.

The Crop Insurance and Reinsurance Bureau (CIRB) named 13 industry professionals to its 2019-2020 Emerging Leaders Program (ELP) class. The class includes: **Neely Phelps**, American Farm Bureau Insurance Services, Inc; **Jay Mark**, ARMtech Insurance Services; **Craig Conroy**, COUNTRY Financial; **Matthew Miller**, COUNTRY Financial; **David Stewart**, Crop Risk Services; **Cade Stockberger**, Crop Risk Services; **Zach Allsup**, Farmers Mutual Hail Insurance Company of Iowa; **Chad Simon**, Farmers Mutual Hail Insurance Company of Iowa; **Duane Hynes**, Holborn; **Jaya Hahn**, Hudson Crop Insurance Services, Inc; **Alexis Schroeder**, Hudson Crop Insurance, Inc; **Mat Brueggeman**, Rural Community Insurance Services; and **Robert Rankin**, Rural Community Insurance Services.

John Ochs passed away on August 6 at the age of 68. In 1981, Ochs moved to Washington D.C., to work for **John Block**, Secretary of Agriculture under President Ronald Reagan. He served eight years at USDA, then moved to work for the Ford Motor Company. He became the director of public relations, moving to Lancaster County, Pennsylvania, and finally to Ann Arbor, Michigan, where he retired in 2003. He was a 35-year honorary member of the National Farm Broadcasters Association, receiving the Distinguished Service Award in 1985, as well as the Distinguished Service Award from USDA in 1986. His funeral will be 10 a.m., Saturday, Oct. 26, 2019, at St. Joseph's Parish in Stringtown, Illinois. In lieu of flowers, donations may be made to the Wounded Warrior Project, PO Box 758517, Topeka, Kansas 66675, in John's memory.

John Harvey, agriculture communicator and lover of antique tractors, passed away August 25, at the age of 84. Harvey was a life-long contributor to the agriculture community, known for his work in advertising, public relations, and classic tractors. He joined the National Association of Farm Broadcasters (NAFB) in 1975 and in his career, he worked for the Savannah Reporter, Successful Farming in Des Moines, Reiman Publishing in Milwaukee, and Farm Journal. He joined the DuPont Company's agro-chemicals division in 1976, in that same year, he was the managing editor for USDA's special edition, Bicentennial Yearbook of Agriculture. After 16 years with DuPont, he later started his own business, John Harvey Communications. It was here that he came up with the idea of the Classic Tractor Calendar, which still bears his name today. He served as the president of the American Agricultural Editors' Association, and during his tenure, met with four U.S. Presidents.

Wallace Tyner, Professor of Agricultural Economics at Purdue University, passed away August 17 after a brief illness. Tyner joined the Purdue faculty in 1977 after earning his bachelor's degree in chemistry from Texas Christian University and his master's and doctoral degrees from the University of Maryland. From 1989 to 2002, Tyner served as head of the Department of Agricultural Economics at Purdue. During his 42-year tenure at Purdue, Tyner earned a global reputation for his extensive research



Wallace Tyner

in the areas of energy, agriculture, climate and natural resource policy analysis. The family has designated the Dr. Wallace Tyner Scholarship in Agricultural Economics at Purdue University's College of Agriculture for memorial contributions. You can make donations online **here** or make donations payable to the Purdue Foundation, 403 W. Wood Street, West Lafayette, IN 47907.

David Koch, billionaire businessman and conservative donor, died August 23, at the age of 79. David along with his brother **Charles Koch** built their family business into what is known today as Koch Industries. Koch went to school at the Massachusetts Institute of Technology in Cambridge where he received a degree in engineering and played on the basketball team. He joined the family business in 1970, after the death of his father, to open a New York office. In 1979, he became president of Koch Engineering, later Koch Chemical Technology, and in 1981 he became the executive vice-president of Koch Industries, second to his brother who was the chairman and chief executive. Companies owned by the Koch brothers include: Koch Industries' Growth, Flint Hills Resources, Georgia-Pacific, Guardian Industries, Invista, Molex, Koch Ag & Energy Solutions, and Koch Pipeline Company. According to Forbes, David Koch was the 11th richest man in the world with a net worth of approximately \$42 billion.

Best Regards,

Sara Wyant

Editor

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