

**David C. Hatch**  
**IICA Representative in U.S.**

**IICA DAY**  
November, 2011



*The Impact of Youth and  
Innovation in Agriculture in LAC*



Mr. Hatch currently serves as IICA's Representative in the United States. He also serves as IICA's technical advisor and strategist for agricultural insurance in the Americas.

His career includes over 25 years in a unique range of business, government and inter-government positions. Prior to joining IICA he was president of a health insurance services company in California with a focus on developing self insured and partially self insured programs along the US/Mexico border.

He has served as a White House Appointee in Washington, D.C. as Associate Administrator of the Risk Management Agency that administered the \$40 billion agriculture insurance program for the United States Department of Agriculture. While at the USDA he was responsible for leading the negotiation of the multi-billion dollar standard reinsurance contract on behalf of the US Government with 16 separate private sector companies; these negotiations were completed ahead of schedule despite significant political pressure. He also supervising field operations, adjudicated the most difficult and complex claims, developed new methodologies for evaluating the financial and operational fitness of each participating insurance company and implemented an improved corrective action process to help ensure the integrity and stability of this essential program for American farmers and ranchers.

Previously he served as president of multiple businesses where he pioneered new business, risk management and customer service models. Results included securing over \$200 million in savings for global clients and the preservation of the aerospace business unit of Goodrich. Mr. Hatch also has broad international experience and skills in such disciplines as managing business start ups and ramp ups, developing successful partnerships and alliances, leadership, creating value based organizational cultures, marketing, insurance product design, negotiation, reinsurance, risk financing, organizational change, and strategic planning. His international experience includes the British Isles, Caribbean, Europe, Middle East, and Latin America.

Mr. Hatch has also served on numerous private and public sector boards of directors throughout his career. He has also authored a book on the Latin American culture.

Mr. Hatch holds a M.A. degree in Organizational Behavior (Magna cum Laude) and a B.A. in Political Sciences – Emphasis in International Politics (Cum Laude) from Brigham Young University.