

David C. Hatch
Associate Deputy Director General, Director of Strategic Partnerships,
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Mr. Hatch currently serves as the Associate Deputy Director General, Director for Strategic Partnerships, Director of the Northern Region and as IICA's Representative to the United States. He also oversees IICA's operations in Spain.

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. 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. The negotiations were completed ahead of schedule despite significant political pressure.

Previously he served as president of multiple businesses where he pioneered new business 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 developing successful partnerships and alliances, leadership, 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.