

Crop Pro Insurance Services, Inc.



Tracy Schminke

VP Business Operations

Crop Pro Insurance Services
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FUNCTION AND SPECIALIZATION

Ms. Schminke is the Vice President of Business Operations at Crop Pro Insurance Services, (CPIS) reporting to the President. She is responsible for leading the departments of Underwriting, Claims Administration, Compliance, and Training, as well as providing advice and counsel on numerous business and strategic initiatives, focusing on accelerating sustainability and scalability.

EDUCATION & RECOGNITION

- BS, Business, Iowa State University, Ames, IA
- Silver Award: Technology Innovation and Commitment to Quality, 2013
- Baldrige Recognition, 2007
- Excellence in Performance Award, 2002
- Superior Quality Award, 2001
- Awarded Caribbean Cruise for Year Performance, 2000
- Served on Agent Advisory Board to Analyze Business Needs and Develop Strategies

PROFESSIONAL EXPERIENCE AND BACKGROUND

Ms. Schminke is a motivated results oriented leader with over 28 years of extensive Crop Insurance experience. Her work history includes six promotions, numerous dual role assignments and proven performance in strategic planning, operations management, budgeting, and team leadership. Ms. Schminke has experience in leading managers and divisions of employees within Underwriting, Claims, IT, Technical Support, Training, Finance and General Administration of USDA program regulations.

Prior Experience

Prior to her time at Crop Pro Insurance Services LLC, Ms. Schminke served on AmTrust Agriculture Insurance Services's Executive Leadership team as the Business Operations Director, reporting to the President. Prior to AmTrust Ag, Ms. Schminke also held the role of Business Operations Director at The Climate Corporation. In these roles, Ms. Schminke was responsible for leading company initiatives, technology, government reporting and the oversight of the Business Operations department.

Prior to this time, Ms. Schminke served on a start-up team to launch crop insurance operations within John Deere. She spent 10 years Managing Underwriting, Technical Support and the Claims administration division consisting of 32 employees, and was responsible for customer and agent satisfaction by meeting service objectives for 430 agents, writing \$430 million in premium. She also spent time as the Business Manager, responsible for working with IT leaders and a team of 136 employees and contractors to develop and deploy a new crop insurance processing system.

Prior to her time at John Deere, Ms. Schminke spent time as the Chief Administrative Officer of American Agrisurance, where she was responsible for the operation of 16 cost centers and 140 employees within Underwriting, Technical Support, Training, and Finance.

Ms. Schminke started her crop insurance career at IGF, where she spent 14 years in a variety of roles, gaining experience in leading managers and divisions of employees in Underwriting, Claims, Technical Support, IT, Finance, and General Administration of USDA Program Regulations.

WORK SUMMARY

- 28 Years of Crop Insurance Experience
- 24 Years Experience in Managing Regulatory Complexities of the Federal Crop Insurance Program and Various Divisions of Employees
- 18 Years Experience Leading IT Initiatives and Priorities
- 16 Years Experience as Representative During Compliance and Financial Audits; Representative During Arbitrations and Mediations
- 4 Years Experience Compiling Government Submissions