



Van Arsdall & Associates Inc.

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Professional Philosophy: Maximize value to clients through effective, results-oriented analysis and representation in the national legislative and regulatory policy arena. Provide sound analysis, and adapt to changing dynamics to ensure success. Position involvement to be at the table when decisions are made. Place strategic emphasis when feasible on being FOR innovative policy solutions compatible with client objectives. Promote dialog and increased understanding among diverse stakeholders, increasing the potential for consensus-based action. Think 'outside the box' in creative search for potential approaches and allies to help achieve winning strategies.

STRATEGIC ASSETS

Issue Areas of strong expertise include:

- **Energy** [farmer co-op refining & distribution; biodiesel, ethanol & other biofuels].
- **Food and Ag Research**, extension and education.
- **Agriculture, Conservation and the Environment** [habitat, AFO's/CAFO's; pesticides; water quality; NPS runoff].

Professional Attributes include:

- Proficient in establishing professional relationships, cultivating strategic partnerships and leveraging limited resources.
- Known and respected by wide range of policy decision-makers and stakeholder representatives.
- Motivated, creative and forward-looking in developing & implementing results-oriented strategies.
- Extensive experience in coalition building and management, both within ag and with non-traditional potential allies.
- Excellent analytical, written, and verbal communications skills. Registered lobbyist.

CURRENT CLIENT RELATIONSHIPS

- Executive Director, for **National Coalition for Food and Agricultural Research** (National C-FAR).
- Government Affairs Representative, for **National Cooperative Refinery Association** (NCRA).
- Public Affairs Director, for **Pollinator Partnership**.
- Biodiesel outreach & coalition building, for **United Soybean Board** & National Biodiesel Board.
- Facilitate coalition activities, for **Pesticide Policy Coalition**.

PROFESSIONAL EXPERIENCE

President, Van Arsdall & Associates Inc., Washington, DC, January 2002-Present.

Vice President, Government Affairs, National Council of Farmer Cooperatives (NCFC), 1979-2001.

Registered lobbyist, represented cooperative businesses & their farmer-members before Congress, the Administration and regulatory agencies on environmental, energy and transportation issues.

Senior Policy Analyst, U.S. Department of Agriculture (USDA), Office of Energy, Office of the Secretary, Washington, DC, 1978-1979.

Conducted major departmental energy policy and program strategy studies; provided analysis and guidance relating to near-term and long-range energy policy and program planning; and assessed proposed national energy policies and their impact on U.S. food and ag sector.

Agriculture/Energy Economist, USDA, Economic Research Service, 1973-1978.

Conducted basic research on energy use in agriculture and staff analyses of proposed energy policies and ag impacts.

EDUCATION: **University of Illinois:** 1971-3, doctoral work; 1971, MA; 1969, BA.

Economic Geography (industrial location theory, economic development).

COMMUNITY INVOLVEMENT: **Friends of the Rappahannock**, river advocacy group based in Fredericksburg, VA. Executive Committee Member & Fundraising Chair.