



SPEAKER BIOGRAPHIES



Brian D. Lopata joined Farmers Alliance Mutual Insurance in 2018 as the President and CEO. Prior to coming to Farmers Alliance, Brian was the Senior Vice President of Profit Center Operations and Customer Relations for Preferred Mutual, where he had worked since 2004. His previous work included insurance technical and managerial experience with a national mutual carrier as well as financial services with IBM. Brian has an array of experience with regulatory compliance, workflow improvement, reinsurance contract negotiations and strategic planning. Brian holds Bachelor of Science degrees in Marketing and Economics from State University of New York at Oswego. In addition, he holds the AU and AIS insurance designations. Brian resides in McPherson, Kansas, with his wife, Betsy, and has two sons.



Josh Nienhueser is the Central West Territory Manager at Valley Irrigation, helping farmers maximize their yields by implementing the most efficient and cost-effective irrigation systems. He has a deep understanding of the challenges facing today's farmers and works to find innovative ways to help them overcome these obstacles. His previous work includes four years as a central regional manager at AgSense, LLC, and seven years as a sales representative at T-L Irrigation. Josh holds a Bachelor's Degree in Industrial Distribution from the University of Nebraska at Kearney



Nathan Riedel is the Vice President of Political Affairs for the Independent Insurance Agents and Brokers of America (IIABA). He is responsible for tracking congressional and presidential races, conducting interviews with candidates for federal office, and organizing fundraising events for members of Congress. Nathan has been with IIABA for more than 20 years and brings extensive association experience to the table. He has done advocacy work for the financial services industry and small businesses with key leaders in federal and state government.