

EARL F. HANCE
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AGRICULTURAL LEADERSHIP EXPERIENCE:

MARYLAND DEPARTMENT OF AGRICULTURE, Annapolis, MD

Secretary

2009 - 2015

Deputy Secretary

2007 - 2009

The Maryland Department of Agriculture is charged with providing leadership and support to agriculture and the citizens of Maryland by conducting regulatory, service, and educational activities that assure consumer confidence, protect the environment, and promote agriculture.

- Managed 400 employees and a budget of \$117 million during times of recession and considerable budget reductions.
- Initiated “[Maryland Farm & Harvest](#),” a 13-part Maryland Public Television series in 2013, which is the highest rated, locally-produced show with more than 1.4 million viewers. Spearheaded fund-raising of \$650,000 to launch the first season.
- Increased funding for conservation cost-share programs to provide \$153.4 million to farmers who implemented 4,252 capital projects, planted 2.25 million acres of cover crops, and moved 667,000 tons of manure.
- Implemented the Good Agricultural Practices (GAP) certification program, a voluntary program to help fruit and vegetable producers meet food safety requirements that protect consumers, comply with upcoming federal food safety regulations and open market opportunities.
- Increased “buy local” initiatives capitalizing on consumer demand and increased market opportunities for farmers:
 - Initiate the Maryland Ice Cream Trail and Annual Buy Local Cookout,
 - Launched the Farm to School Program, and
 - Doubled the number of farmers markets to 145 statewide, which provided \$4.4 million of fresh, local produce to 150,000 WIC recipients and low-income seniors from more than 400 Maryland farmers through the Farmers Market Nutrition Program.
- Oversaw the implementation of more than 20 new programs over the past five years ranging from Bay restoration to companion animals to agri-tourism and food quality assurance.

MARYLAND FARM BUREAU, INC., Randallstown, MD

President

2003 - 2007

First Vice President

2001 - 2003

Vice President

1999 - 2001

Maryland Farm Bureau is a 27,000 member grassroots organization dedicated to improving the economic viability of farmers through effective communication with government officials, public interest groups, business partners and citizens at large.

- Increased organization membership from 14,000 members to 27,000 members in three years through effective leadership.
- Directed successful state legislative policy initiatives as Chairman of the Public Affairs Committee prior to becoming President.
- Initiated the Young Farmers Dairy Bar at the State Fair to raise significant revenue for the Committee as Young Farmer Chairman (1980-81).

AMERICAN FARM BUREAU FEDERATION, Washington, D.C.
Board of Directors, Member

2004 - 2007

American Farm Bureau Federation is an independent, non-governmental, voluntary organization governed by and representing farm and ranch families united for the purpose of analyzing their problems and formulating action to achieve educational improvement, economic opportunity and social advancement and to promote the national well-being.

NATIONWIDE INSURANCE COMPANY, BOARD COUNCIL, Columbus, OH
Member of Council

2003 - 2007

Nationwide is one of the largest insurance and financial services companies in the world, with more than \$148 billion in statutory assets. The core businesses include: domestic property and casualty insurance, life insurance and retirement savings, asset management, and strategic investments. Maryland Farm Bureau has been a Nationwide Sponsor for more than 70 years.

SOUTHERN MARYLAND AGRICULTURAL COMMISSION
Chairman

1998 - 2007

The Southern Maryland Agricultural Commission was created as a result of the 1998 Task Force on the Phase II Tobacco Buyout Program. The Commission, with a three person staff, manages a \$12 million annual budget. The Commission oversees the state tobacco buyout program, an agland preservation program and funds alternative crop development for farmers transitioning out of tobacco crops.

MARYLAND GRAIN PRODUCERS ASSOCIATION, Edgewater, MD
Treasurer

1992 – 1994

The Maryland Grain Producers Association is the state affiliate of the National Corn Growers Association (NCGA). NCGA is a national organization founded in 1957 and represents more than 32,300 dues-paying corn growers from 48 states and the interests of more than 300,000 farmers who contribute to corn checkoff programs in 20 states.

PROFESSIONAL EXPERIENCE:

HANCE FAMILY FARM, Port Republic, MD
Owner/Operator

1973 - Present

The Hance family farm is a fifth generation, 400 acre corn and soybean operation. Once a tobacco operation, part of the farm has transitioned into a wholesale greenhouse operation that supplies Home Depot stores throughout Maryland.

SOUTHERN MARYLAND TOBACCO COMMISSION
Chairman

1988 - 1995

The Commission was formed by tobacco farmers in Southern Maryland to promote the local product at home and abroad. As Chairman, led a delegation on three trade missions to Europe to solicit new customers.

APPOINTMENTS AND PROFESSIONAL AFFILIATIONS:

Governor's Commission on Ag Viability in Southern Maryland, member, 1983
Southern U.S. Trade Association, President, 2013 – present; member, 2010- 2015
Southern Maryland Growth Strategy Task Force, member, 1994
University of Maryland Board of Regents, member, 2009 - 2015
LEAD Maryland, Inc., Board Member, 2004 – present
National Corn Growers Association, member, 1994 - present
The Maryland Nutrient Management Advisory Board, 2002 to 2007
The Rural Maryland Council, member, 2003 to 2007
The Prince Frederick Volunteer Fire Department, 1973 to present
The Patuxent River Commission, member, 2002 to present
The Southern Maryland Tourism Council, member, 1999 to 2007
The Maryland State Tobacco Authority, Chairman, 1994 to 2000
The Calvert Farmland Trust, member, 1991 to present
The Calvert Co. Democratic State Central Committee, Treasurer, 2002 to 2006
The Jefferson Patterson Park & Museum, Board member, 1990 to present
The Calvert County Farm Bureau, Board member & President, 1970 to present